WHAT IT TAKES TO MAKE THE BEST SMALL SAWS IN THE WORLD.

At Shindaiwa, we have a way of making other saws look wimpy. With a family of small vertical cylinder saws that boast better power-to-weight, superior anti-vibe design, longer life, more professional features, and greater cutting torque than any other saws in their class. All backed by a 7-day unconditional money-back guarantee, and one of the strongest dealer networks in the country.

For a free demonstration of these, or our other saws, trimmers and brushcutters, see your Shindaiwa dealer today.

You won't find another small saw with the guts to stand up to a Shindaiwa. Not one.

SHINDAIWA 3005
8.6 lbs., 28.5 cc, 1.8 HP

SHINDAIWA 360
8.8 lbs., 35.2 cc, 2.5 HP

SHINDAIWA 377
8.8 lbs., 37.7 cc, High Torque 2.5 HP

SHINDAIWA 488
10 lbs., 47.9 cc, 3.5 HP

Our new high torque Shindaiwa 377 pumps out 2.5 horsepower from an 8.8 pound package.

Chrome plated cylinder for longer life at high RPM.

Easy single thumb-screw access to plug, filter, and carburetor.

Five-point anti-vibe system for less fatigue under sustained professional use.

Boot-mounted carburetor to eliminate vapor lock.

Automatic, fully adjustable oil pump lubricates only when clutch is engaged.
CONTENTS

Features

4 THOUGHTS ON PRUNING
An experienced arborist shares his feelings on this important skill.

Departments

2 OUTLOOK
14 INDUSTRY INPUT
16 WASHINGTON IN REVIEW
17 MANAGEMENT EXCHANGE
22 INDUSTRY ALMANAC
23 CUTTING EDGE
24 CLASSIFIED
28 FROM THE FIELD

COVER PHOTO:
Season's Greetings from the staff at Tree Care Industry. Photo courtesy of Mary K. Reynolds, Concord, New Hampshire.
The new year is going to present many major challenges to business in general and the tree care industry in particular. Not only are we going to have a new administration in Washington with whatever impact that will have, but we also will have to face the reality of a very different economy for the tree care industry.

There are several factors that need to be taken into account. First, the "yuppie" generation is gone, along with its seemingly unlimited disposable income.

Second, a major segment of our population is now over 65 years of age, retired and living on fixed incomes. Interest rates on their savings are way down, restricting their disposable income.

Given this situation, how will you be able to grow your company? Where will new business come from? With whom will you replace the clients you lose to natural attrition? Your cost of doing business isn't going to decrease significantly. What are you going to do?

If new business isn't there, then you must increase your share of the market.

This doesn't mean that you hire a salesperson away from a competitor and then steal as much business as you can. No doubt, that will happen. It happens all the time. You may buy another company to increase your market share. That happens all the time, too. You could lower your prices and underbid all of your competition, but that has diminishing returns and will put you out of business.

In most cases, the only way to increase market share without making a major investment or giving the service away is to sell more to those clients who are currently being serviced by another company at profitable prices. That is a challenge.

You must convince them that your firm is better, more efficient, more productive, more professional, more everything. How do you do that? You must project a professional image from the first contact through the time that the bill is paid, every moment in between and forever after. This is not easy, by any means, and may require some investment on your part.

Your firm's image is a perception on the part of your client. What a client sees is most important in the beginning. The impression that you and/or your sales staff makes as well as the person who answers your telephone can make the difference. The appearance of your equipment and field personnel is equally important.

What about performance? Certainly you want your people to do a better, more efficient job than anyone else. Be sure that everyone is well trained so that you can be confident of their ability.

With these qualities in your pocket, get out there and get aggressive. Business isn't going to come to you. You have to go get it.
When you climb on our orange ropes, you’re recognized as a professional who’s serious about safety. The instant success of Braided Safety Blue High-Vee demonstrates that clearly identified climbing ropes promote safety in the tree. Now, New England Ropes introduces a high visibility version of our famous Safety Blue three-strand rope and, for those who prefer a 12-strand rope, our completely redesigned TreeLine with a new abrasion resistant finish and optional fleck pattern.

New England Ropes is committed to making the best climbing ropes possible. That’s why when your safety is on the line, New England Ropes comes through with flying colors.

For a sample and the name of your nearest dealer, please call or write us.
Thoughts On Pruning

By Donald F. Blair

Trees are the tallest, bulkiest and longest-lived seed-plants upon the earth. They cover 26% of the land surface, and in Australia alone, there are more than 1200 species. (Heatwole and Lowman)

According to the USDA Checklist of United States Trees (Little), there are 679 native species of trees in this country (Alaska included but not Hawaii). In addition, there are 69 naturalized species, i.e., eucalyptus and ailanthus.

Early man truly worshipped the trees. The vast forests, which seemed to him like huge temples, were the favorite abode of his gods. It was here that he chose to hold his religious ceremonies.

Nothing, of course, was more capable of creating religious awe than the profound silence of these mysterious forests. The only sounds were the gentle rustling of leaves and the lapping of the waters of some stream winding its half-hidden course through the ferns and moss of the virgin landscape.

This vague sentiment of awe and veneration soon became transformed into an association of certain deities with individual types of tree. For example, the oak was dedicated to Jupiter and Cybele, the seapine to Bacchus and Pan, the olive to Minerva, the laurel to Apollo, the myrtle to Venus, the ash to Mars (since its wood was used to make lance handles), the poplar to Hercules, the cedar to Eumenides, the palm to the Muses, etc.

However, the apparently superstitious beliefs were based on a symbolism of purely human origin: Cybele, the goddess of fertility, protected the oak, whose acorns provided early man with his food; Minerva preferred the olive, the source of a peaceful wealth for the inhabitants of Attica, and so on. The associations went farther than that, as this kind of emblem was attached to the constellations and the signs of the Zodiac.

A number of North European peoples were tree worshippers. For example, the Druids particularly venerated the oak and above all, the mistletoe, a parasite plant of that tree, which they gathered with much ceremony (Note: The Druids used a golden scythe to harvest the mistletoe.)

The early German tribes worshipped the oak, pine and linden, and the early inhabitants of Hesse offered sacrifices in honor of "The Great Thunder Oak" which Saint Boniface had chopped down during the reign of Charles-Martel.

The religious significance bestowed upon trees gradually disappeared as Christianity replaced pagan superstitions, and it slipped into oblivion as the forests receded.

While modern nations do not consider trees as objects of worship, they at least regard them as monuments of extraordinary events. This was the case of the "Trees of Freedom," which dated back to the earliest days of Greece and Rome. The custom spread to Europe and, through the British, moved to the American colonies, under the name of "Maypoles." (Marvelous World of Trees: Jean Dupuis, 1976.)

If the course of human events and world civilization had taken a different turn, arborists would be the most important elders and high priests in each community rather than "the guys who chop down trees."
Even though society has not accorded us the significance that I feel we deserve, we should never forget our responsibility to the trees. As individuals and as a profession, we must hold our heads high knowing that we perform a service essential to life on earth. While people have made jokes about tree surgeons all through this century, we are actually doctors of trees in the absolute sense of the word: We diagnose ills and prescribe treatments.

**Pruning defined**

Since surgery is defined as the branch of medical science that relates to (body) injuries, deformities and morbid conditions that require remedy by operations or instruments (Funk and Wagnalls), we are truly tree surgeons when we undertake the process of pruning. Take pride in your profession.

Pruning. The word brings up different connotations to different people. Some people will think of pruning rose bushes, while others might think of pruning fruit trees.

The dictionary defines pruning as the cutting away of plant parts such as branches, shoots, buds or roots. Many tree people confine their concepts of pruning to the smaller shrubs, roses and fruit trees, reserving the term “trimming” for the large-scale trees.

Blair’s definition of pruning is somewhat different, and refers to the removal of plant material regardless of size or species. You can prune with a chain saw or a hand pruner or your fingers as you pinch buds or shoot tips. You can prune roses or huge oaks.

Why prune? The “textbook” reasons are:

1. To improve fruiting or flowering;
2. To improve health or reduce hazard through the removal of dead, dying or weakly attached limbs and leaders;
3. To alter or improve or restore the size and contour of a tree. Aesthetics are important to this classification;
4. To remove tree-related interferences with utility installations, structures, roadways, rights-of-way, and other plants;
5. To improve air and light circulation to understory vegetation; and
6. To gain access to a solar collector, an antennae or a chimney obstructed by tree parts.

In addition to these “textbook” reasons, I have also encountered some of these “real world” reasons for pruning, along with my own thoughts (in parentheses).

1. It’s too tall. (*For what?*)
2. It’s time to prune (or top) my tree(s). (*Some people keep strict schedules.*)
3. I’m tired of leaves in my gutter. (*Put screens over them.*)
4. I’m tired of leaves in my yard. (*Buy a condo.*)
5. I want my neighbor’s tree and all the roots cut to the line. (*Call a cop.*)
6. How much would you charge to come out and look my trees over and make some recommendations for their long-term and low-intensive care? (*Hip Hip Hooray! I’ll be there as soon as we can schedule an appointment.*)

I think it is important to remember that not everyone who contracts for tree maintenance services necessarily likes trees. Not everyone who contracts for tree pruning understands what is involved or why a tree needs to be pruned. People have had clients who would sacrifice a couch or a vacation in order to budget for needed tree maintenance. I like those people.

In my opinion, the average residential pruning consumer has no idea of what good tree work is and too often, I think, we make the mistake of assuming that they do. The result is that we fail to educate them on the difference between proper and improper pruning.

An upscale residential neighborhood blessed with large, mature specimen trees might go for decades with correct maintenance practices. Eventually, the original homeowners begin to sell out, the established arborist retires, and the first tree gets topped or improperly pruned. Instantly, the accepted standard for that neighborhood is lowered and over time many properties get down-graded as the “brush guys” make their rounds.

Rounding over a tree is wrong. Plan to maintain the tree’s natural growth.
Don’t try to tell me that municipal tree ordinances aren’t good for business. If we were smart, we’d march into the city council of the communities where we work and demand protection measures. Better yet, we would organize tax-paying citizens to do the lobbying on behalf of the quality of life in the community and protection of property values.

Our responsibilities

Too often I’ve heard normally decent arborists say: “Look, all they want to pay for is a topping job. If we don’t do it, someone else will, and you know the year we’ve been having. We need the work and the money!”

Sad but true, someone else will do the work. I don’t have a good, simple answer to the arborist’s lament, but I can say this about the way we ran our own firm. We worked constantly to establish a long-term clientele. We worked hard to develop maintenance programs, scheduled work. We managed our business with an eye on the calendar several years in advance. We got slow occasionally in spite of our best efforts, but I can honestly say in 65 years, we never topped a tree because we needed the money.

Tree biologists are telling us now that certain times of the year are bad for certain tree maintenance practices, i.e., fertilization and different types of pruning, because of susceptibility to depletion of energy reserves and infestation by decay-causing organisms.

We need to know as much as we can about these concerns so that we can schedule work year-round and at the appropriate time.

In my career I have encountered people in the brush business who would inject a dead tree in winter (it looks dormant, and their phone will be disconnected by spring).

I have also worked with quasi-religious tree fanatics who live in caves and subsist upon nuts and berries. They carry on a near-holy tree care practice. The problem is that they judge the worthiness of each request with much gnashing of teeth and tearing of hair.

In my opinion, I believe that our professional obligation requires us to know as much about the facts that make a tree a tree. We have to maintain a moral and ethical obligation to protect those needs.

We also have to learn how to get the public to accept the relevancy of a tree in this technological, people-centered age. We have to learn to deal with trees within the context of the world in which they must now dwell. They need our help—politically as well as professionally.

Pruning specifics

In my opinion, if a good, professional arborist has a problem with his/her pruning technique, it is usually a case of over-thinning rather than not taking out enough. More problems may be attributed to over-thinning than under-pruning (if there is such a thing). Sunburn, excessive sprout growth and bushy regrowth may all be attributed to taking out too much. It’s hard to stop sometimes. You can get involved in really doing a nice job and clip and snap and saw and lose sight of the end product. It’s sort of like not being able to see the tree for the branch.

In order to really develop the “eye,” it is essential to have an understanding of the natural habits of the trees you work with.

---

The Image Builder

Arbortech Quality

When quality work is your trademark, you need a quality image. Arbortech builds chip trucks that give your company a professional look and are equipped with all the performance features you need. Galvanneal steel body resists rust for years of service and good looks; big tool boxes organize your tools and carry them to the job site where you need them — adding to your efficiency; and convenient roof top ladder rack with heavy duty rubber coated rollers simplifies ladder storage and retrieval.

Super Performance

Put a streamlined Arbortech body on Ford’s 14,500 GVW Superduty and you have a big 12 yard load space at a small truck price. Superduty features the powerful 460 V-8 or economical 7.3 liter diesel engine. Standard equipment includes dual tanks, power steering, power brakes with rear antilock; and heavy duty front axle; with 5 speed O.D. manual or automatic O.D. transmission available.

Call Today

1-800-255-5715

Order your new 14,500 GVW units today from the industry’s largest chassis pool — or spec an Arbortech body to your own Ford Superduty. With 24 hour turnaround installation and leasing options available, we make it easier than ever to own a quality Arbortech chip body. Whether you are looking for your first new truck or an economical addition to your fleet, Arbortech chip body fits your image — quality, efficiency, performance.
Commercial Tree Service Firms are entitled to one complimentary issue per month. If you would like a yearly subscription of your own or additional subscriptions for your company, please fill out this card and mail today.

12 FULL ISSUES FOR JUST $30.

Please Print

NAME_______________________ TITLE_______________________

COMPANY NAME_______________________ TYPE OF FIRM_______________________

ADDRESS_______________________

CITY_______________________ STATE_______________________ ZIP_______________________

SIGNATURE_______________________ PHONE_______________________

____My check for $30 is enclosed.

Please allow 4-6 weeks for delivery of first issue. Canadian/International Orders: $45 for 12 issues. (American currency) Make checks payable to: Tree Care Industry, P.O. Box 1094, Amherst, NH 03031-1094
Commercial Tree Service Firms are entitled to one complimentary issue per month. If you would like a yearly subscription of your own or additional subscriptions for your company, please fill out this card and mail today.

12 FULL ISSUES FOR JUST $30.

Please Print

NAME_________________________ TITLE_________________________

COMPANY NAME________________ TYPE OF FIRM________________

ADDRESS________________________

CITY________________ STATE_______ ZIP________________

SIGNATURE________________ PHONE________________

_____ My check for $30 is enclosed.

Please allow 4-6 weeks for delivery of first issue. Canadian/International Orders: $45 for 12 issues. (American currency) Make checks payable to: Tree Care Industry, P.O. Box 1094, Amherst, NH 03031-1094
1984 Ford; 8.2 Diesel; 4x4; w/MTM LNL-66; 1 Ton Cap.; 65' Hook Height; Gas & Diesel

1984 Ford; 8.2 Diesel; 4x4; w/MTM 6.5 Ton Crane; 65' Hook Height; Gas & Diesel

1984 Ford; 8.2 Diesel; 4x4; w/MTM 6.5 Ton Crane; 65' Hook Height; Gas & Diesel

1984 GMC; 8.2 Diesel; 4x4; w/MTM 6.5 Ton Digger Derrick; 65' Hook Height; Gas & Diesel

1968 Bucyrus Erie Hyd. Crane; 450; 25 Ton Cap.; 110' Boom; 20' Jib; 94' Hook Height; Gas & Diesel

1987 Ford; 7.3 Diesel; 5+2 Spd.; w/IT 110; 11 Ton Cap.; 65' Boom + 29' Jib = 88' Hook Height; $45,500

1987 Ford; V8; 5 Spd.; w/R.O. 5 Ton Crane & Dump Body; $17,000

1985 Ford; V8; 5+2 Spd.; w/HOLAN 42' Material Handler; $29,500

1976 INT'L; V8; 5+2; w/75' RADOY Sign Crane.

1990 INT'L Model 4700; DTA360 Diesel; 5+2 Spd.; w/LJG 800BT 8 Ton Crane; 65' Boom + 29' Jib = 94' Hook Height; $39,500

1990 Holan 3 Section Digger Derrick, 45 Hook Height; Gas & Diesel

1986 Ford; V8; 5+2 Spd.; w/FAIRMOUNT V8. Auto.; AC; Rail Loader

1988 Ford; V8; 5+2; w/HAB Log Loader; $4,500

1997 Vermeer 455A Cable Plow Trencher; Reel Holder; John Deere Diesel; 200 Hrs

1982 Athey Mobil Street Sweeper HLD-2; John Deere 4 Cyl. Diesel

1982 Rayco Stump Grinders; (10) New, (6) Used in Stock

1982 Morbark 20-36 Chippers; 290's; Used Asplundh, Woodchuck, Etc.; (20) In Stock

OPdyKE inc.
(215) 721-4444
Truck & Equipment Sales
3123 Bethlehem Pike
Hatfield, PA 19440 (Phila. Area)

Please circle 20 on the Reader Service Card
Study healthy trees that have never been pruned and see what their natural distribution of foliage is. Learn what the natural habits of growth are. Look for trees that have naturally shed their limbs and see what the wound response and callus development looks like. As Alex Shigo says: “Touch trees!”

Beyond the tree biology problems created by over-pruning/thinning, we have the practical, production-oriented considerations. Time spent pruning beyond the point of what is correct is time poorly used. Unnecessary time spent in a tree means greater worker exposure to risk as well as needless wear and tear on equipment and workers. It can also mean excess debris to dispose of, possibly reduced profits and possibly a higher cost for the tree owner.

**Strategy**

Pruning strategy actually begins as the job details are being negotiated. The pruning plan process should begin to take place as the salesperson is determining job specifications.

An important note: Especially in the case of residential tree owners, there may be a specific limb that serves an important function for the client. This limb might frame a nice view from a picture window; a squirrel or other small animal might entertain the family with its antics; or, it may serve as the future location for a swing or hammock. Whatever function this limb might serve, it is the first limb to be removed unless the specifications establish that the branch is to be preserved. Always ask if there is a limb that is important for any reason. They are hard to put back once removed.

A client won’t realize there was an important limb until it is gone. Once gone, nothing you can do will satisfy the client. You have to be the one to ask. This key question was one of my secrets for establishing a client rapport that was nearly impervious to competition.

Also, in new landscapes, the landscape architect or owner should inform the arborist if any trees are to be given special or different pruning at the time that structure and growth habits are being established.

These issues considered, now you can draw up your plan, which should include the following:

1. Understand the job specifications (or create your own).

2. Determine an approach strategy. Some trees prune best from the inside out. An aerial lift in this case quite often provides little tactical value. Some trees require pruning from the tips back (the outside in). Here, an aerial lift, scaffold or ladder might be a great help.

3. Select your pruning tools—hand saw, chain saw, pole pruner, pole saw, hand pruner, lopping shear, long-arm pruner, specialty pruning tools, i.e., hedge shears.

(Note: I have seen some unnecessarily bad work done with pole saws. It’s not the tool’s fault. A tree worker situated himself/herself in the center of a tree and proceeded to gut out the interior, creating the classic “liontail” pruning job. For that reason, some companies have banned pole saws, but again, it’s not the tool’s fault.)

---

**Only RAYCO®**

**PHONE TOLL FREE**

1-800-392-2687 IN OHIO

1-800-392-2686 OUTSIDE OHIO

Builds a full line of High Performance Stump Cutters.

RAYCO®

“**The Stump Cutter People**”

4255 LINCOLN WAY EAST
WOOSTER, OHIO 44691

PHONE 216-264-8699

---

Please circle 24 on the Reader Service Card

TREE CARE INDUSTRY - DECEMBER 1992
Mauget Tree Care
Seminars Help You
Protect The Environment

When you attend a Mauget seminar, you learn about micro injection, tree health management and how to protect the environment.

Seminars are designed to address local problems and conditions. Each meeting covers specific topics relating to the tree’s environment—diseases, insects, nutrition, pruning, spraying, wounding, and lightning protection.

Annual Mauget seminars and workshops are open to everyone who cares for trees—owners, managers, and applicators.

Plan on attending a Mauget seminar. Seminar dates, cities, and distributor marketing areas are listed below. Call your nearest Mauget distributor today.
4. Develop the pruning plan in accordance with the job specifications. Locate the obvious “Gotta Go’s—The 3 D’s”: Dead, Dying, Diseased; crossing, rubbing or interfering limbs; weak branches, look for “V” crotches and co-dominant stems; excess interior growth and water sprouts, epicormic growth.

5. Maintain the following principal pruning goals whenever possible, practical or appropriate:

a. Address requirements specific to the job specifications/work order. Start in the top of the crown (canopy). You’ll only have to make the long climb once. In most cases, you’ll be able to stay above and in control of any hangers that develop.

b. Do not disturb a full crown or over-thin it. Just remove “3 D’s” and leave the healthy foliage as undisturbed as possible. The more shade you can leave to the interior of most trees, the less problem you’ll have with sunburn and excessive sprout growth.

c. Strive to achieve a uniform distribution of foliage.

d. Avoid the stripping (lion-tailing) of limbs from the inside to the tips at all costs. Whenever possible, it is better to make cuts from the tips back.

e. Learn when numerous small cuts are preferable to taking out one large limb.

f. Learn when the removal of one larger limb is the best method to achieve the desired effect.

g. Try to plan for a finished contour that is in keeping with the natural habits of growth of that species.

h. Always strive to make a properly placed pruning wound. From a distance, a tree might have quite an aesthetic appearance. Up close, if many cuts are stubs or flush cuts, we have failed in our attempt to achieve a balance between the needs of the tree and the client.

i. Certain types of pruning, i.e., line clearance tree trimming and other hazard reduction pruning, may require the removal of limbs that would not normally be selected if tree health and aesthetics were the only factors in consideration. Although the tree worker may not always be in control over a limb to be removed, he/she is always in control of the final cut. In my opinion, the final cut is the most important arborist skill of all. If you strive to make a good cut every time, the process will become so second-nature that whether you do detailed aesthetic pruning or rural right-of-way line clearance tree trimming, your cuts will become first quality.

Considerations
As we help a client create a job specification, we have to add the requirements of tree biology to the list of goals. Regardless of what the client needs in terms of clearance, shape or form, we must add:

1. Correct positioning of pruning cuts;
2. Correct timing of pruning to avoid stress and infection, particularly with certain species;
3. Insect and disease control or management;
4. Micro-climate protection, i.e., preservation of the crown (canopy); and
5. Species and genus specific requirements.

In my apprenticeship, I occasionally encountered a tree that was so hopelessly overgrown or misshapen that I was intimidated. I couldn’t figure out for the life of me where to begin. In the early days, I was always afraid of making the “wrong cut” and opening up a huge hole that would ruin the aesthetics of the tree.
Time is money in the tree care business, and the time you save with Versalift puts money in the bank.

Fewer set-ups, more worktime are just two reasons the VERSALIFT VO-50 is the choice of tree care professionals from coast to coast. It's been field proven to be an effective, hardworking, and dependable tool.

The VO-50 gives you reach and movement others can't match, and it's done without troublesome cables or chains, meaning safer, low-maintenance operation.

To see a VO-50 on your work site, call or write today for more information and the name of your nearest VERSALIFT distributor.

It's TIME to check out VERSALIFT!
Make the most obvious cuts first; the next cuts are easier to see and you’ll maintain your productivity and the appearance that you look like you know what you are doing.

Once you develop a procedural approach to pruning, you will find that there is no tree that cannot be properly pruned.

Safety, quality, production

Pruning as well as all tree maintenance must be balanced by the factors of safety, quality and production. Broken down into an outline, we can begin to see the framework of a thorough training program.

1. Safety—Safety encompasses four main areas: personal, occupational, general and operational. All safety standards must be in compliance with ANSI Z133 (currently in revision). The National Arborist Association has a wealth of training aids, manuals and videos to assist in safety training and accident prevention.

2. Quality—Quality refers to standards of workmanship, job specifications and aesthetics.

   a. Standards of workmanship—Houses are built to a code. Trees are maintained to

   a contemporary professional standard. Presently, the NAA and ISA have Pruning Standards. The profession is working through ANSI to create a new and universal tree maintenance standard: A300. The “building code” for trees is a full understanding of the “what, when, where, why and how” of tree biology.

   b. Job specifications—Quality in some respects is judged against the given specifications of the job. Quality depends upon a thorough understanding of what the pruning is intended to accomplish as well as proper cuts and appropriate limb removal.

   c. Aesthetics—Developing the all important “eye.” Some people make perfect pruning cuts in all the wrong places. The master arborist has developed a keen eye for preservation and enhancement of the natural beauty and integrity of the plant as well as having technical competence.

3. Production—Wait a minute! You mean first we have to be safe, then we got ta do it right and now you want me to do it fast?

   Not necessarily. Fast isn’t always efficient. Fast isn’t always best. Training, knowledge and experience lead to efficient tree maintenance. Work smart...not hard.

   The keys to productive pruning are knowing exactly what the job requires; correct selection of well-maintained tools; efficient execution of a good pruning plan; strict discipline in all safety matters; and on-going job communication.

   Pruning and proper cut placement are our most important arborist skills. Pruning in a young plant can direct growth and establish a strong framework that will enable the tree to reach maturity with a minimum of structural problems.

   Pruning a mature tree is a science and an art. Correct pruning, properly timed can provide the client with a maintenance investment that can last for as long as 10 years.

   While it is true that many problems can be solved through proper pruning, it is also sadly true that many of our problems arise from improper pruning. We have that much power over another life. Let’s make the right choices, and as Sgt. Phil Esterhaus on “Hill St. Blues” used to say: “Let’s be careful out there!”

Copyright 1992 by: The M. F. Blair Institute of Arboriculture.

Donald F. Blair, arborist, author and lecturer, is a consulting arborist with the M. F. Blair Institute of Arboriculture and owner of Sierra Moreno Mercantile in Big Pool, Maryland.
Everything you need for a more profitable year can be found at the 1993 Mid-America Horticultural Trade Show in Chicago. It's the right place to sharpen your competitive edge and make all your smart "dollars and sense" buying decisions for the '93 season.

Mid-Am offers:

- 671 booths filled with green goods, equipment and service ideas from 426 of the nation's top nursery, landscape and garden center suppliers;
- One-on-one interactions with green industry pros;
- Demonstrations on how to cut costs and enhance profits;
- Convenient Thursday through Saturday show schedule;
- Educational meetings, seminars and events sponsored by industry associations;
- Prime location in Chicago's loop with reduced room rates and parking at the luxurious Hyatt Regency Chicago;
- Low-cost parking at Soldier Field with free shuttle bus to and from Mid-Am;
- Discounted rates for early registration;

For registration information, contact:
Mid-America Horticultural Trade Show, 1000 N. Rand Road, Suite 214, Wauconda, Illinois 60084.

Attend Mid-Am '93.
January 14-16, 1993
Hyatt Regency Chicago
It's Your First & Best Place for Business in 1993

SPONSORED BY:
Illinois Landscape Contractors Association
Illinois Nurserymen's Association
Wisconsin Landscape Federation

ENDORSED BY:
Iowa Nurserymen's Association
Minnesota Nursery & Landscape Association
Nebraska Association of Nurserymen
A challenge issued

After reading Art Braunschweiger's article concerning his company's removal of a 120-year-old tulip tree, I had to respond. He mentioned that no test boring was done to determine the structural condition of this tree, even though a nominal fee was quoted. He also stated that he had lost count of the number of trees he has removed for "no really good reason."

As a professional arborist dedicated to tree preservation, I find this attitude very disturbing. A true arborist has the responsibility of educating people in tree preservation. Sometimes extra measures must be taken to sway the customer, such as test boring at no charge, if it will save a worthy tree. I have trimmed, sprayed and fertilized trees for free in an effort to prove to the customer that their trees are worth the extra effort. If, after consultation, the customer is still determined to remove a healthy tree or top a tree, I advise them to call someone else. Wouldn't it be nice if everyone they called also refused to take the life of a tree for "no good reason." Unfortunately, the customer usually doesn't have to look very far to find a company that will remove or butcher a healthy tree, without a second thought.

Today I challenge the dedicated arborists of this country to take that extra step and prove to the customer that their tree is valuable and should remain standing. If we don't watch out for this valuable natural resource, who will? We must lead by example.

Walt Kanoff
Earth Designs
Mishawaka, Ind.

Letters should be addressed to:
Tree Care Industry, Editor
P.O. Box 1094
Amherst, NH 03031
This directory contains listings of companies supplying the tree care industry with products and/or specialized services. The information contained herein should not be construed as an endorsement of products or techniques.
A

Acer Tree and Landscaping Co., Inc.
P.O. Box 1486
Hemdon, VA 22070
Frank Embidge
703-435-0445

George F. Ackerman Co.
300 Mill St., P.O. Box 157
Curtice, OH 43412
Dave Hineline
419-836-7735

ACRT, Inc.
P.O. Box 219
227 DePeyster St.
Kent, OH 44240
Richard E. Abbott
800-622-2562

Advanced Mobilcomm, Inc.
400 E Las Colinas Blvd.
Irving, TX 75039
John D. Kelly
214-380-7000

Advanced Mobilcomm Inc., is a nationwide distributor of specialized mobile radios (SMR) for use in mobile or fleet applications. We have supplied 2-way mobile radios to both small as well as national fleets. SMRs are a cost-efficient, viable alternative to cellular phones.

Aerai Equipment, Inc.
2381 S. Foster St.
Wheeling, IL 60090
Ron Aidikonis
708-398-0620

Aerai Lift, Inc.
571 Plains Road, P.O. Box 66
Milford, CT 06460
Brian DePiero
800-245-5438 (in state)
800-446-5438 (out of state)

Aero Lift Co.
15 Fairfield Place
West Caldwell, NJ 07006
Peter Bentey
201-575-7484

Agape Design
2047 West Elliot Road
Chandler, AZ 85224
Doreen L. Oist
602-820-3939

Agroscope
7415 Whitehall Ave., #119
Fort Worth, TX 76118
Janet Curry
817-284-9831

Agrotec, Inc.
Highway 35 North, Box 49
Pendleton, NC 27862-0049
919-585-1222

Aircut
2588 S. Railroad Ave.
Fresno, CA 93706
209-266-6832

Albiez Insurance Agency
P.O. Box 1593
Union, NJ 07083
Gerald Holmes
800-272-6771

Alexander & Alexander/TTT Hartford
2 Pickwick Plaza
Greenwich, CT 06836-1409
William P. Miller
203-869-1140

Alexander Equipment Co.
1050 North Dupage Ave.
Lombard, IL 60148
Steve Johnston
708-268-0100
Distributor of Morbark brush chippers, used equipment and parts for all makes and models.

Alliance Equipment Co., Inc.
1000 N. Union
Alliance, OH 44601
Sharon McCarty
216-821-2291

Allied Utility Equipment, Inc.
W. 204 N. Goldendale Road
Germantown, WI 53022
Gary Mayworm
414-255-8161

Altec Industries, Inc.
P.O. Box 10264
Birmingham, AL 35202
205-591-7733

See our ad in product guide.

American Arborist Supplies, Inc.
882 S. Matlack St.
West Chester, PA 19382
Richard Miller
800-352-3458 (in state)
800-441-8381 (out of state)
Available for immediate shipment is the latest in rigging equipment; a full line of safety gear; reference books and diagnostic supplies; professional-quality saws & pruners; gear bags; gas- and air-powered pruners & saws. Now, for your convenience, we have a 24-hour answering service and all orders received by noon are shipped the same day! If you can't find it, CALL US - We locate that hard-to-find tool!

American Hydraulics, Inc.
Route 4, Box 4668
Hartwell, GA 30643
Russell Tupper
404-375-3192

American Intertool, Inc.
1255 Tonne Road
Elk Grove Village, IL 60007
Val Box
708-640-7766
800-334-3675
American Manufacturing Co., Inc.
200 Southpark Road, P.O. Box 88000
Lafayette, LA 70598
J.A. Berthelet
318-837-9241

American Safety Utility Corp.
P.O. Box 1740
Shelby, NC 28150
Betty Hardin
704-482-0601

American Standard Co.
157 Water St.
Southington, CT 06489
Nat Florian
203-628-9643

AmeriQuip
1480 Arrow Hwy.
LaVerne, CA 91750
Rex Perisho
714-392-2033
See our ad in product guide.

Andy's Truck Center
1141 S. Military Trail
W. Palm Beach, FL 33415
Andy Olivera Jr.
407-965-6666

Arbor Care Equipment
1650 W. Oakland Park Blvd.
Fort Lauderdale, FL 33011
John Draskovich
305-735-6887

Arborchem Products Co.
P.O. Box 1567
Fort Washington, PA 19034
David L. Krause
215-659-7922

Arbor Computer Systems
117 Weston Road
Westport, CT 06880
Peter Hannan
203-226-4335

Arborist Supply House, Inc.
P.O. Box 23607
Bay City, MI 48707
Michael C. Whaley
517-894-4579

Baker Equipment Engineering Co.
1700 Summit Ave., P.O. Box 25609
Richmond, VA 23260
James Gouldin
804-358-0481

Bandit Industries
6750 Millbrook Road
Remus, MI 49340
Jerry Morey
517-561-2270
Complete line of drum or disc-style hand-fed tree and brush chippers. Nine models to choose from. Bandit also offers a line of whole tree and self-propelled chippers with capacities up to 19" in diameter. See our ad in product guide.

Bartlett Manufacturing Co.
3003 E. Grand Blvd.
Detroit, MI 48202
John or Henry Nelson
313-873-7300
Manufacturers of professional pruning products: Lopping shears, hand saws, fiberglass handle tree trimmers and pole saws. Distributors of arborist ropes, climbing gear and accessories. Serving the tree care industry since 1912.

B & B Mfg./Burlingamo Bidrs.
West River Road, RD #3
Olean, NY 14760
Melissa Nix
800-654-5320

D.A. Beam Enterprises, Ltd.
P.O. Drawer 400
Shelby, NC 28150-0400
D.A. Beam Jr.
800-438-0671

Berkshire Software
P.O. Box 636
Lee, MA 01238
Judd Reiss
413-243-0343

Better Built Corp.
845 Woburn St.
Wilmington, MA 01887
Lynn Stewart
508-657-5636

B & G Equipment Co.
P.O. Box 120, 6120 Route 611
Plumsteadville, PA 18949
Michael C. Stevens
215-766-8811

TCI PRODUCT DIRECTORY - 2
Big John Tree Transplanter Mfg.
P.O. Box 608
Heber Springs, AR 72543
Charles Blankenship
501-362-8161

Bishop Company
12519 E. Putnam St.
P.O. Box 870
Whittier, CA 90602
Jack McCormick
Chuck Reisner
Jim Gorham
800-421-4833
Bishop Co. is a stocking distributor of quality tools & equipment for the professional arborist & landscaper. Representing products from over 350 manufacturers. CALL for your free catalog today! See our ad in product guide.

10 North Park Drive
Hunt Valley, MD 21030
Ellen Foreman
301-527-7000

Blade Equipment Inc.
1211 Sherbrooke Court
Raleigh, NC 27612
Dan Deriscavage
800-736-5060
Distributor of Bandit Chippers, Carlton Stump Grinders. Check out our low finance rates. We stock a full line of Bandit parts.

Bomar Corporation
1813 Harper Road
Kerrville, TX 78028
Robert Lyebecker
512-895-4373

Border City Tool & Mfg. Co.
23325 Blackstone Ave.
Warren, MI 48089
John R. Parenteau
800-421-5985
See our ad in product guide.

H.L. Bouton Co., Inc.
P.O. Box G
Buzzards Bay, MA 02532
Jeff Sherman
508-295-3300

Brewt Power Systems/Malbo
5120 N. Arena Way
Atwater, CA 95301
Butch Rhoton
209-394-3122
Pneumatic pruning equipment: a complete system - shears, lopper, chain saw & more. Tools extendable to any desired working height.

Briggs & Stratton
P.O. Box 702
Milwaukee, WI 53201
Ron Miskelley
414-259-5333

Brown Bear Corporation
PO Box 29
Coring, IA 50841
David Harder
515-322-4220
See our ad in product guide.

Brown Manufacturing Corp.
Route 3
Ozark, AL 36360
Jeff Thagard
205-795-6603
800-633-8909
As the industry leader of right-of-way mowing equipment, Brown offers a full line of self-propelled rubber tire or track units, and many tractor mounted models with hydraulic or mechanical drives. See our ads in product guide.

Bryan Equipment Sales
457 Wards Corner Road
Loveland, OH 45140
John Chubb
513-248-2000

Buccaneer Rope Co.
4711 126th Ave. North
Clearwater, FL 34622
Dan Pockman
800-358-7673

Buckeye Truck Equipment
939 E. Starr Ave.
Spartanburg, SC 29303
Daniel Falatok
803-578-9333

Buckingham Mfg. Co., Inc.
P.O. Box 1690
Binghamton, NY 13902
James Pennefeather
607-773-2400

E.D. Bullard Co.
Route 7, Box 596
Cynthiana, KY 41031
Kathy Fogle
800-827-0423

Paul Bunyan Equipment Sales
R.D. 6 Box 749
Somerset, PA 15501
J.R. Enos
814-443-2991

Bush Leasing, Inc.
185 A Park Drive
Wilmington, OH 45177
Scott Sargent
800-766-2874

C

Cal-Line Equipment Co.
1001 "D" Shannon Court
Livermore, CA 94550
Dennis Knoll
510-443-6432
Sales, parts, service. Brush chippers, stump grinders, mulchers, tub grinders, new and used, financing available.

Canns-Bilco Distributors, Inc.
125 E. Penn Ave.
Alburtis, PA 18011
Bill Reiss
215-966-3733

Cargotec, Inc.
307 Broadway
Swanton, OH 43558
Harvey Lodge
419-825-2331

J.P. Carlton
121 John Dodd Road
Spartanburg, SC 29303
Daniel Falatok
803-578-9333

Carlton Company, Saw Chain Div.
P.O. Box 68309
Milwaukee, OR 97268
Brian Lepine
503-659-8911
Carolina Industries, Inc.  
9416 E. Washington St.  
Chagrin Falls, OH 44022  
William Yarnell  
216-543-5889

CEI  
P.O. Box 406  
Osseo, MN 55369  
Carrie Turner  
800-333-5234

Century Equipment, Inc.  
4199 Leap Road  
Hilliard, OH 43026  
Edward W. Daniel Co.  
216-543-5889  
714-737-6515  
See our ad in product guide.

Century Products  
3081-A La Jolla St.  
Anaheim, CA 92806  
Dick Gerard  
614-771-9995

Chipmore Manufacturing Co.  
6 Johnson Court, P.O. Box 671  
Bay City, MI 48707  
Michael C. Whaley  
517-894-4578

Ciba-Geigy Corporation  
P.O. Box 18300  
Greensboro, NC 27419  
Dr. Eileen Watson  
919-547-1160

Cleary Chemical Corp.  
178 Rte 522, Suite A  
Dayton, NJ 08810  
908-329-8399

Cleaves Co., Inc.  
300 Reservoir St.  
Needham, MA 02194  
Leonard Cleaves  
617-449-0833

Coast to Coast Tree Equipment  
P.O. Box 219  
Challenge, CA 95925  
Allen St. Claire  
916-675-2233

Computapole, Inc.  
5776 Stoneridge Mall Road, Suite 290  
Pleasanton, CA 95688  
Brad Rideout  
510-847-8630

Corona Clipper Co.  
1540 E. Sixth St.  
Corona, CA 91718  
Trish Rickman  
714-737-6515  
See our ad in product guide.

CraneQuip Corporation  
2914 Caterpillar Trail  
East Peoria, IL 61615  
Donald E. Wheeler  
309-694-1919  
800-352-5897

Creative Sales, Inc.  
P.O. Box 501  
Fremont, NE 68025  
Bryan K. Wolfe  
800-759-7739

Cross Country Equipment  
P.O. Box 608, 120 Boyd St.  
DeSoto, MO 63020  
Jerry Flesher  
314-586-5933

Crowder & Assoc.  
5602 Randolf Blvd., Suite 1  
San Antonio, TX 78233  
Tom Crowder  
800-367-5467

C.U.E.S., Inc.  
14 Caldwell Drive  
Amherst, NH 03031  
Alan B. Morrison  
603-889-4071

Cummins Engine Co., Inc.  
Box 3005  
Columbus, IN 47202  
Jim Billington  
800-DIESELS

Cummins Michigan, Inc.  
41326 Vincenti Court  
Novi, MI 48050  
Jim Osborne  
313-473-9000

Cutwell Products  
201 S. 88th Ave.  
Yakima, WA 98908  
Ted Bellamy  
509-966-1499

D

Edward W. Daniel Co.  
4049 St. Clair Ave.  
Cleveland, OH 44103  
Mike Kennison  
800-338-2658

The Davey Tree Expert Co.  
1500 N. Manua St.  
Kent, OH 44240  
Gordon L. Ober  
800-445-8733

Davisson Golf & Landscape, Inc.  
64 Cedar Ave.  
Towson, MD 21286  
Tim Davisson  
410-823-4203

Deep Root Corp.  
15040 Goldenwest Circle  
Westminster, CA 92683  
Bert Taylor Jr.  
714-898-0563

Deutz Corporation  
3883 Steve Reynolds Blvd.  
Norcross, GA 30093  
Mike Cooper  
404-564-7100

De Will, Inc.  
61 S. Herbert Road  
Riverside, IL 60546  
Joel Willard  
708-447-1158

Dicke Tool Company  
1201 Warren Avenue  
Downers Grove, IL 60515  
Todd Belobraydich  
708-969-0050

Direct Safety Company  
7815 S. 46th St.  
Phoenix, AZ 85044  
Dawn Thornton  
602-820-1812

Dirt & Chips  
2622 Bethlehem Pike  
Halffield, PA 19440  
George Wasser  
800-673-7841

Ditcher Saw, Inc.  
701 Riverside Drive, P.O. Box 68  
St. Marys, WV 26170  
Eric Lyle  
304-684-3800
The Doggett Corporation
30 Cherry Street
Lebanon, NJ 08833
Roger Mellick
800-448-1862
201-236-6335

Howard L. Eckel & Associates
Plaza 51-221, 444 Brickell Ave.
Miami, FL 33131
Howard L. Eckel
800-233-8510, ext. 444

Dolmar USA, Inc.
1022 Hawn Ave., P.O. Box 78526
Shreveport, LA 71107
Richard Griffls
318-226-0081

Essco Distributors, Inc.
30 Cherry Street Plaza
51-221, 444 Brickell Ave.
Miami, FL 33131
Jerry Sluker
516-226-5115

Dolmar, Inc.
57-221, 444 Brickell Ave.
Miami, FL 33131
Jerry Sluker
516-226-5115

Dolmar, Inc.
57-221, 444 Brickell Ave.
Miami, FL 33131
Jerry Sluker
516-226-5115

Dorson Industries, Inc.
1324 W. Rialto Ave.
San Bernardino, CA 92406
Phil Seifert
714-885-0988

Duerr, Inc.
207 Crestline
Spokane, WA 99202
Dennis Duerr
509-536-6069

Duerr, Inc.
207 Crestline
Spokane, WA 99202
Dennis Duerr
509-536-6069

DowElanco
9002 Purdue Road
Indianapolis, IN 46268
Phil Seifert
317-871-8279
DowElanco manufactures a full line of industrial herbicides for weed/brush control and tree growth regulators that manage fast-growing trees that cannot otherwise be removed. Call your chem dealer or DowElanco specialist for more info. See our ad in product guide.

D.S.R., Inc.
1109 Trinidad Lane
Garland, TX 75040
Donald M. Elletson
214-272-9928

Dlseco Distributors, Inc.
332 South 17th St.
Gambrills, MD 21054
Stephen Cummins
301-923-0811

Dolmar Distributors, Inc.
332 South 17th St.
Camden, NJ 08105
Glen Cummins Jr.
609-365-8631

Dolmar Distributors, Inc.
332 South 17th St.
Camden, NJ 08105
Glen Cummins Jr.
609-365-8631

Environmental Consultants, Inc.
207 Lakeside Drive
Southampton, PA 18966
Dennis E. Holewinski
215-322-4040

Environmental Consultants, Inc.
207 Lakeside Drive
Southampton, PA 18966
Dennis E. Holewinski
215-322-4040

Estex Manufacturing Co., Inc.
402 East Broad St.
Fairburn, GA 30213
Brent C. Wilkes
404-964-3322

E.F. Erreck, Inc.
P.O. Box 322
Port Allegany, PA 16743
Connie Benson
814-642-2589

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
Dan Dickinson
708-540-8400

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
Dan Dickinson
708-540-8400

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
Dan Dickinson
708-540-8400

Fairfield American Corp.
201 Route 17 North
Rutherford, NJ 07070
W.K. Bill German
201-507-4880

Fairmont Hydraulics
507 Downtown Plaza, P.O. Box 517
Fairmont, MN 56031
Bart Stadtherr
507-238-4357

Fairmont Hydraulics
507 Downtown Plaza, P.O. Box 517
Fairmont, MN 56031
Bart Stadtherr
507-238-4357

Falkenburg, Inc.
9429 S.E. Lawfield
Clackamas, OR 97015
Gary Falkenburg
800-424-7867

Falkenburg, Inc.
9429 S.E. Lawfield
Clackamas, OR 97015
Gary Falkenburg
800-424-7867

Fanno Saw Works
P.O. Box 628
Chico, CA 95927
Robert A. Fanno
916-895-1762
Fanno saws and tools have been made since 1921. The Fanno Int'l line of tools offers high-quality imported tools. Call for a catalog. See our ad in product guide.

Federal Signal Corporation
2645 Federal Signal Drive
University Park, IL 60466
Jan Mol
708-534-3400

FMC Corp.
1037 Watervliet-Shaker Road
Albany, NY 12205
518-869-2439

Forestry Suppliers, Inc.
P.O. Box 8397
Jackson, MS 39284
Jerry Pelly
601-354-3565

TCI PRODUCT DIRECTORY - 5
G

C.V. Foster Equipment Co.
2502 Harford Road
Baltimore, MD 21218
410-235-3351

Fox Manufacturing, Inc.
P.O. Box 6, 16005 Delmar
Lowell, IN 46356
Dan Fox
219-696-1440

Friend Mfg. Corp.
Prospect St.
Gaspot, NY 14067
Terry P. Culp
716-772-2622

Allan Fyfe Equipment Ltd.
261 Bowes Road
Concord, Ontario L4K 1 H8
Canada
Alastair Fyfe
416-669-1313

H

E.C. Geiger, Inc.
Route 63, Box 285
Harleysville, PA 19438
Gary McKinley
215-256-6511

GFX Corporation
200 Recreation Park Drive
Hingham, MA 02036
Richard McCann
617-740-0350
See our ad in product guide.

G.M.F. Contractors Equip.
8846 W. 47th St.
Brookfield, IL 60513
George Fillos
708-485-7300

Golden Coast Envir. Services, Inc.
18010 Skypark Circle, #225
Irvine, CA 92714
Bob Carroll
714-474-9230

Grace-Sierra Horticultural Products
5410 Switzer
Shawnee, KS 66203
913-384-6031

Great Lakes IPM
10220 Church Road NE
Vestaburg, MI 48891
James Hansel
517-268-5693

Grow Gun Corporation
5322 Howell St.
Arvada, CO 80002
Chuck Stauning
303-287-9112

Growth Products Ltd.
P.O. Box 1259
White Plains, NY 10602
Clare Reinbergen
914-428-1316
Growth Products provides the arborist with a complete line of professional liquid fertilizer, micronutrients & natural organics for every season. Each product contains our exclusive methylene urea - a slow release nitrogen source. Please call for more information.

H

Hagalof, Inc.
P.O. Box 856
Ridgeland, MS 39158
Maurice Reed
601-856-5119

Hall's Safety Equipment, Corp.
P.O. Box 230, Rte. 173 North
Grove City, PA 16127
Rick Hall
412-458-7202

Hanson & Associates
P.O. Box 7604
Madison, WI 53707
James R. Hanson
608-222-2330
800-343-2330

Harmony Products
2121 Old Greenbrier Road
Chesapeake, VA 23320
Mark Nuzum
804-523-2849

Hawken Enterprises, Inc.
Route 25
Plymouth, NH 03264
Steve Huss
603-536-2433
Distributor of Brush Bandit chippers, Husky saws, John Deere, Kubota, knives and parts for all makes and models.

Haybuster Mfg., Inc.
Box 1940
Jamestown, ND 58402-1940
Steve Egeland
701-252-4601
Manufactures tub grinders to turn waste wood into compost mulch or a variety of organic products. See our ad in product guide.

Hercules Engines, Inc.
101 Eleventh St. SE
Canton, OH 44707
Bob Morgan
216-454-5631

HMC/The Green Machine
P.O. Box 4070
Medford, OR 97501
Bill Chambers
213-603-9888

Hodges Manufacturing Co., Inc.
Route 4, Box 328B
Mountain Home, AR 72653
Jade Minton
800-525-6312
501-492-6116

Hoffco, Inc.
358 N.W. "F" St.
Richmond, IN 47374-2297
Carol J. Smith
317-966-8161

Holan Mfg., Inc.
5600 W. 88th Ave.
Westminster, CO 80030
Dick Eskins
303-427-3700
Holan manufactures a full line of insulated, over-center, articulating aerial lifts for heavy-duty tree trimming applications. Complete, ready-to-roll units are available for immediate delivery, with working heights from 41' to 55'. See our ad in product guide.

Homelite/Div. of Textron, Inc.
14401 Carowinds Blvd.
Charlotte, NC 28273
Stephen Price
704-588-3200

H.D. Hudson Mfg./Green Garde Div.
500 N. Michigan Ave.
Chicago, IL 60611
Gene Short
312-644-2830
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Contact Person</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Husqvarna Forest &amp; Garden Co.</td>
<td>9006-J Perimeter Woods Drive, Charlotte, NC 28216</td>
<td>Mark Michaels</td>
<td>704-597-5000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>800-438-7297</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hypro Corporation</td>
<td>375 Fifth Ave. NW, New Brighton, MN 55112</td>
<td>June Nusz</td>
<td>612-633-9300</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Illinois FWD Truck &amp; Equip. Co.</td>
<td>7128 Barry Ave., Rosemont, IL 60018</td>
<td>Frank Hantak</td>
<td>312-296-7171</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Independent Protection Co., Inc.</td>
<td>1603-09 South Main St., P.O. Box 537, Goshen, IN 46526</td>
<td>Robert E. Cripe</td>
<td>219-533-4116</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Industrial Engine &amp; Equip. Co.</td>
<td>311 N. Polk St., P.O. Box 609, Pineville, NC 28134</td>
<td></td>
<td>704-849-7511</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Innova Corporation</td>
<td>370 17th St. Suite 2700, Denver, CO 80202</td>
<td></td>
<td>800-533-7165, ext. 300</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International Reforestation Suppliers</td>
<td>P.O. Box 5547, 2100 W. Broadway, Eugene, OR 97405</td>
<td>Gary Stewart</td>
<td>503-345-0597</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International Knife &amp; Saw</td>
<td>P.O. Box 100555, Florence, SC 29501</td>
<td>David Graham</td>
<td>800-426-6226</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International Reforestation Suppliers</td>
<td>P.O. Box 505, Huntington, NY 11743</td>
<td>Richard Freeman</td>
<td>516-421-1342</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>J</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jameson Corp.</td>
<td>P.O. Box 240277, Charlotte, NC 28224</td>
<td>Bob Hillard</td>
<td>704-525-5191</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>800-346-1956</td>
</tr>
<tr>
<td>Jarraff Industries, Inc.</td>
<td>P.O. Box 2012, North Mankato, MN 56001</td>
<td>George Boyum</td>
<td>507-345-1115</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>800-767-7112</td>
</tr>
<tr>
<td>JEFF DIV., Dresser Indus., Inc.</td>
<td>Box 387, Woodruff, SC 29388</td>
<td>R.J. Adams</td>
<td>803-476-7530</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JLG Industries, Inc.</td>
<td>JLG Drive, McConnellsburg, PA 17233</td>
<td>Todd Willman</td>
<td>717-485-5161</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JLP International, Inc.</td>
<td>P.O. Box 1472, 545 Bragg St., Fond du Lac, WI 54936-1472</td>
<td>John Rixen</td>
<td>414-922-6717</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>K</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kadco, USA</td>
<td>27 Jumel Place, Saratoga Springs, NY 12866</td>
<td>Sharon L. Lewton</td>
<td>518-587-2224</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kehr Manufacturing Co., Inc.</td>
<td>504 Berlin-Gorham Road, Gorham, NH 03581</td>
<td>Richard Labonville</td>
<td>603-752-4030</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kinetic Stump Cutter, Inc.</td>
<td>P.O. Box 983, Saratoga Springs, NY 12866-0897</td>
<td>Russell E. Mollberg</td>
<td>800-422-9344</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Klein Tools, Inc.</td>
<td>P.O. Box 599033, Chicago, IL 60659</td>
<td></td>
<td>708-677-9500</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Knaack Mfg. Co.</td>
<td>420 E. Terra Cotta Ave., Crystal Lake, IL 60014</td>
<td>Brad Fagala</td>
<td>815-459-6020</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kohler Co. Engine Division</td>
<td>444 Highland Drive, Kohler, WI 53044</td>
<td></td>
<td>800-544-2444</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Karl Kuemmerling, Inc.</td>
<td>129 Edgewater Ave., NW Massillon, OH 44646</td>
<td>Charles Ritz</td>
<td>216-477-3457</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Knaack Mfg. Co.</td>
<td>420 E. Terra Cotta Ave., Crystal Lake, IL 60014</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labonville, Inc.</td>
<td>504 Berlin-Gorham Road, Gorham, NH 03581</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Lambeth Corp.
P.O. Box G-825
New Bedford, MA 02742
Carolyn Hughes
508-995-2626

Lanier Industrial Products, Inc.
P.O. Box 1166
Perry, FL 32347
Louis Lanier
904-584-3340

Lanphear Supply
1884 S. Green Road
Cleveland, OH 44121
Dave Ausperk
216-381-1704

Lectric Lites Co.
5600 Midway Road
Fort Worth, TX 76117
Dennis Morrow
817-831-0961

Lenan Corp.
20 S. Main St.
Janesville, WI 53545
Bill Forbes
608-752-1601

Leonard Safety Equipment
253 Waterman Ave., P.O. Box 14344
East Providence, RI 02914
401-434-4660

A.M. Leonard, Inc.
P.O. Box 816
Fiqua, OH 45356
Mark Barhorst
513-773-2694

Leonardi Mfg., Inc.
2728 Erie Drive
Weedsport, NY 13166
Ezio Leonardi Sr.
800-537-2552
See our ad in product guide.

Liu Co.

M

Manitex, Inc.
4300 Acapulco Ave.
McAllen, TX 78503
Jack McKay
512-630-2690

J.J. Mauget Co.
2810 N. Figueroa St.
Los Angeles, CA 90065
Nate Dodds
800-TREES-RX
800-873-3779
See our ad in product guide.

McCulloch Corp.
P.O. Box 11990
Tucson, AZ 85734
602-574-1311

Mendi-Ject Tree Injection Sys. Co.
520 Eldora Lane
Lincoln, NE 68505
John Fishbach
402-467-5926

Meyer & Son, Inc.
113 E. Reliance Road, P.O. Box 198
Souderton, PA 18964
Mark Phipps
800-243-5438

Muench Co., Inc.
15 Virgil St.
Stamford, CT 06902
Alan F. Ritch
203-323-9921

Multitek, Inc.
700 Main St., P.O. Box 170
Pretice, WI 54556
Howard C. Heikkinen
800-243-5438
715-428-2000
Mycogen Corporation
5451 Oberlin
San Diego, CA 92121
619-453-8030

National Safety Equipment Outlet
P.O. Box 999
Charlestown, NH 03603
Phil Burt
603-826-4070

Nature's Touch
11150 Addison
Franklin Park, IL 60131
Don Arenberg
708-455-8600

Nesco, Inc.
3112 East St. Rd. 124
Bluffton, IN 46714
Gene Glover
219-824-8340

Nesco, Inc., a dealer of used tree/utility equipment offers bucket trucks, chip trucks, hydraulic/sign cranes, digger derricks, trenchers, cable plows, tension equipment. Tailored leasing programs available. See our ad in product guide.

Nesmeier's Power Equipment
19 S. Newton St.
Newton Square, PA 19073
Dean Diehl
215-536-2672

Nor-Am Chemical Co.
P.O. Box 7495
Wilmington, DE 19803
B.J. Bilas
302-477-3014
Manufacturers of a complete line of turf and ornamental products. See our ad in product guide.

North American Micron
P.O. Box 1227
Reedley, CA 93654
209-638-4252

North American Engine Company
156 Industrial Ave.
Greensboro, NC 27406
919-370-4776

Northeast Shade Tree
166 Clinton St.
Portsmouth, NH 03082
Jeffrey W. Ott
603-436-4804

Northeastern Associates, Inc.
23 I Commerce Road
Fairfield, NJ 07004
Vince Dujets
201-227-0359
Northeastern offers a wide range of standard & custom built tree & shrub sprayers. We carry all arborist tools & supplies, such as ropes, climbing gear, pruners, saddles, etc. See our ad in product guide.

Northern Hydraulics
P.O. Box 1499
Burnsville, MN 55337
800-533-5545

Novo Nordisk Bioindustries, Inc.
33 Turner Road
Danbury, CT 06813
Tom Schmidt
800-283-3386
Novo Nordisk Bioindustries, Inc., manufactures Foray bioinsecticide for the arborist market for control of leaf-eating caterpillars on trees and shrubs. See our ad in product guide.

Oaktree Systems, Inc.
54 Woodville Road, P.O. Box 610
Shoreham, NY 11786
516-744-8270

Oberon Co./Paramount Corp.
435 Coggeshall St.
New Bedford, MA 02746
Randell Hirschmann
508-999-4442

OEM Controls
10 Controls Drive
Shelton, CT 06484
Brian Simons
203-929-8431

Omnidata International
124 S. 600 W.
Logan, UT 84321
Jan Saalfeld
801-753-7760

Olathe Manufacturing, Inc.
201 Leawood Dr.
Industrial Airport, KS 66031
Steve Rogers
913-782-4396

Onan Corporation
1400 73rd Ave. NE
Minneapolis, MN 55432
Ron Hansen
612-574-5000

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

Oral Ivy, Inc.
104 Guy's Lane
Bloomsburg, PA 17815
Bob Miller
800-553-6778
Manufacturer of Oral Ivy for prevention of ivy, oak, and sumac poisoning. See our ad in product guide.

Oregon Cutting Saws
P.O. Box 22127
Portland, OR 97227
Rhys Campbell
503-653-8881

The Pancoast Concern, Ltd.
23 E. Main St., Suite 4
Victor, NY 14564
Duane A. Pancoast
716-924-4570
Peavey Manufacturing Company
P.O. Box 129
E. Eddington, ME 04428-0129
207-843-7861
Manufacturers of white ash octagonal and fiberglass poles in sectional or full length as well as pruner heads and saws, logging tools and pole line construction tools. See our ad in product guide.

Piedmont Power Products
639 McWay Dr.
High Point, NC 27263
W. H. Maerlender
919-861-8600

Plant Food Co., Inc.
Highstown-Cranbury Station Road
Cranbury, NJ 08512
Ted Platz
609-448-0935
800-562-1291
Manufacturers of fluid fertilizers, distributors of related products. See our ad in product guide.

Plastic Composites Corporation
8301 N. Clinton
Fort Wayne, IN 46825
Craig Keoun
219-484-3139
800-747-9339

Poulan PRO
P.O. Box 91329
Shreveport, LA 71149-1329
Carol Munden
318-687-0100
See our ad in product guide.

Practical Solutions
7100 N. High St., #202
Worthington, OH 43085
A. Maris Franke
614-436-9066

Precision Laboratories, Inc.
P.O. Box 127
Northbrook, IL 60065
Bob Gordon
708-498-0800
800-323-6280

Preformed Line Products
P.O. Box 91129
Cleveland, OH 44101
John M. Hofstetter
Robert D. Skilton
216-461-5200
Manufacturer of tree-grip dead-ends, tree-crotch grips, and safety guy wire dispensers.

Professional Tree & Turf Equipment
6945 Indiana Court #400
Golden, CO 80403
Steve Tangsrud
800-237-7785
303-422-7608
Custom-built sprayers of any size for any application. Sprayer parts & accessories, arborist tool/supplies and safety equipment. We ship on the same day if possible. See our ad in product guide.

Pro-Lawn Products, Inc.
P.O. Box 4908
Syracuse, NY 13221-4908
Al Keller
800-437-9618

Promark Products-Ariens Co.
655 West Ryan
Brillion, WI 54110
Mike Thuecks
414-756-2141

Wellington Puritan
P.O. Box 244
Madison, GA 30650
Terry McMichael
800-221-5054

Rapco Industries, Inc.
12150 N.E. Ainsworth Circle, Suite 240
Portland, OR 97220
Ronald F. Blehm
503-255-6355

Rayco Manufacturing, Inc.
4255 Lincoln Way East
Wooster, OH 44691
Jake Stout
800-392-2687 (in state)
800-392-2686 (out of state)
See our ad in product guide.

Reading Body Works, Inc.
P.O. Box 14
Reading, PA 19603
Debbie Hartranft
215-775-3301

Recycling Systems, Inc.
P.O. Box 364
Winn, MI 48896
Gary Bardos
517-866-2800

Red Wing Shoe Co.
419 Bush St.
Red Wing, MN 55066
Craig Livingstone
612-388-8211

RGC Construction Equipment
P.O. Box 681
Buffalo, NY 14240
Bill Krawczyk
716-895-1156

Rhume-Poulenc Ag. Co.
P.O. Box 12014
P.O. Box 4908
Research Triangle Park, NC 27709

RMS, Inc.
111 Railroad Avenue
Westminster, MD 21158
410-876-1160

Rockland Corporation
P.O. Box 809
West Caldwell, NJ 07006
Steve Styx
201-575-1322

Root Control, Inc.
2525 NW Expressway
Oklahoma City, OK 73112
Kurt Reiger
405-848-2302

Sandoz Crop Protection
1300 E. Touhy Ave.
Des Plaines, IL 60018
Ron Fister
708-390-3705

Samson Ocean Systems, Inc.
2090 Thornton Road
Ferndale, WI 98248
Tom Selman
206-384-4669

TCI PRODUCT DIRECTORY - 10
Schodorf Truck Body & Equip. Co.
885 Harmon Ave.
Columbus, OH 43223
Paul Schodorf
800-288-0992
614-228-6793
Schodorf Truck Body manufactures a complete line of forestry truck bodies, and distributes cranes, liftgates and complete cab and chassis with body since 1881. Contact Paul Schodorf. See our ad in product guide.

Schultz Co.
14090 Riverport Drive, P.O. Box 173
St. Louis, MO 63043
Scott Leuckel
314-298-2700

Seppi Div., C.T. & E. Co.
P.O. Box 69
Rosemount, MN 55068
Jim Ochetti
612-423-2222
800-642-4441

Services & Materials Co.
2200 South J St.
Elwood, IN 46036
Patty Hensley
317-552-3352

Sharp Edge, Inc.
8431 S. Winn Road
Winn, MI 48896
Jeff Recker
517-866-2780

The Sharp Tool Co., Inc.
7 Bonazzoli Ave.
Hudson, MA 01749
Amy Hollister
508-568-9292
800-221-5452

Shawtown Industries, Inc.
4580 Calle Alto Unit D
Camarillo, CA 93010
Howard Schau III
805-987-5809

Sherrill Arborist Supply
3101 Cedar Park Road
Greensboro, NC 27405-9657
Tobe Sherrill
800-525-8873
Rayco stump grinders, Bandit chippers, supplies.

Shindalwa, Inc.
11975 SW Herman Road, P.O. Box 1090
Tulalip, OR 97062
David Dahlstrom
503-692-3070

Sidefire, Inc.
6 Johnson Court, P.O. Box 671
Bay City, MI 48707
Mike Whaley
517-894-4570

Sierra Moreno Mercantile Co.
P.O. Box 292
Big Pool, MD 21711
Donald F. Blair
301-842-2544

Sign Up Corporation
P.O. Box 14624
Portland, OR 97214
Sherri Wahle
503-238-3732

Simon-Telelect, Inc.
600 Oakwood Road, P.O. Box 1150
Watertown, SD 57201
Terry VanConant
605-882-4000

Skyline Northwest Corp.
224 SW Hamilton
Portland, OR 97201
John Runckel Jr.
503-241-0528
800-547-8664

Smith Bros. Contracting Equip., Inc.
5731 North Military Trail
West Palm Beach, FL 33407
Simon Smith
800-262-2280 (in state)
407-689-9880 (out of state)

Snap-Cut/Gilmour Group
P.O. Box 838
Somerset, PA 15501
704-345-5243
Call for info on protective eyewear. Special price for green industry.

Spraying Devices, Inc.
P.O. Box 3107
Visalia, CA 93278
Terry Stone
209-734-5555

Sprengnether Instruments, Inc.
4150 Leclede Ave.
St. Louis, MO 63108
Tom Moore
314-535-1682

Spring Valley Turf Products
1891 Spring Valley Road
Jackson, WI 53037
Bill Vogel
414-677-2273

Source Technology Biologicals, Inc.
3355 Hiawatha Ave., Suite 222
Minneapolis, MN 55406
Will Hartfeldt
800-ELM-TREE

Southco Industries, Inc.
1840 E. Dixon Blvd.
Shelby, NC 28150
Richard Goforth
Jim Neal
704-482-1477
800-967-2655

Southco Industries manufactures a complete line of forestry dump bodies, 10 cubic yards to 30 cubic yards. Chassis available. See our ad in product guide.

Southeastern Equipment Co.
826 Club Court
Lawrenceville, GA 30043
Don Fowler
404-962-6720

Southern Mill Creek Prod. Co., Inc.
5414 N. 53rd St.
Tampa, FL 33612
Mike Wiggin
800-282-9115

Spectrum Technologies, Inc.
12010 S. Aero Drive
Plainfield, IL 60544
Mike Thurow
800-248-8873

Southwest Arborist Supply
224 SW Hamilton
Portland, OR 97201
John Runckel Jr.
503-241-0528
800-547-8664

Special price for green industry. Call for info on protective eyewear. Special price for green industry.
Vermeer Manufacturing Co.
P.O. Box 200, New Sharon Road
Pella, IA 50219
Kent Rotert
515-628-3141
800-829-0051

V.I.T. Products, Inc.
10890 Thormmint Road, Suite 100
San Diego, CA 92127
Don Pagano
619-673-1760

Wicko Industries, Inc.
Route 2, Box 154
Broken Bow, NE 68822
Brandon Ideen
800-872-8864

Wis-Con Total Power Co.
3409 Democrat Road
Memphis, TN 38181
Fred Vollbach
901-365-3600
800-932-2858
See our ad in product guide.

Weatherly Consumer Products, Inc.
P.O. Box 1750
Lexington, KY 40593
Robin Stanley
606-263-3633

B. & D.A. Weisburger, Inc.
5 Waller Ave.
White Plains, NY 10601
Michael A. Weisburger
914-428-2829

Weatherly Consumer Products, Inc.
P.O. Box 1750
Lexington, KY 40593
Robin Stanley
606-263-3633

B. & D.A. Weisburger, Inc.
5 Waller Ave.
White Plains, NY 10601
Michael A. Weisburger
914-428-2829

Wells Cargo, Inc.
P.O. Box 728-1052
Elkhart, IN 46515
Don Helvey
219-264-9661
800-348-7553

Wesspur Inc., Tree Equipment
2111 Lincoln St.
Bellingham, WA 98225
Stewart Prentiss
800-845-1213

Western Tree & Landscape Supply
7627 Fair Oaks Blvd., P.O. Box 1247
Carmichael, CA 95609-1247
Mark Schoensteins
800-94-ARBOR
916-944-4439

Western Tree & Landscape Supply
7627 Fair Oaks Blvd., P.O. Box 1247
Carmichael, CA 95609-1247
Mark Schoensteins
800-94-ARBOR
916-944-4439

Westheffer Co., Inc.
Box 363, 1253 N. 3rd St.
Lawrence, KS 66044
Murl Westheffer
913-843-1633
800-362-3110

The Westheffer Co., Inc., has been in business for over 30 years serving the needs of the tree and turf industry. For all your spraying needs call Westheffer.
See our ad in product guide.

Yale Cordage Co.
100 Fore St.
Yarmouth, ME 04101
Richard Hildebrand
207-774-9253
See our ad in product guide.

TCI PRODUCT DIRECTORY - 13
**ALTEC INDUSTRIES, INC.**

Altec's linebacker Aerial Lifts feature 135-degree lower boom articulation and 210-degree upper boom articulation, providing superior side reach and a large work area. The cylinder and linkage elevating mechanism used to operate the upper boom and the twin-cylinder elevating mechanism for the lower boom ensure high productivity and low maintenance. Free brochures available. Altec Industries, Inc., 210 Inverness Center Drive, Birmingham, AL 35242. Phone: 800-232-7373. Please circle 51 on the Reader Service Card

**AMERIQUIP**

The Eagle 44, manufactured by AmeriQuip, is a trailer-mounted, articulated aerial lift with 25-foot side reach and 44-foot working height. It features positive bucket leveling, 360-degree continuous rotation and outstanding portability for easy access for a variety of maintenance tasks. Heavy-duty, quick adjust outriggers are an integral part of the lift. Eagle Aerial Lift, AmeriQuip, 1480 Arrow Hwy., La Verne, CA 91750. Phone: 800-824-9776; 714-392-2033 FAX: 714-392-4651. Please circle 52 on the Reader Service Card

**HOLAN MANUFACTURING, INC.**

Holan’s Model 829 Tree Trimmer is available in 50-foot and 55-foot working heights. Features include an over-center, 210-degree articulating upper boom and a 130-degree articulating lower boom for 40 feet of side reach in non-over-center position, and over 41 feet of side reach in over-center position. Model 829 aerial lifts with forestry bodies are mounted and ready to roll, coast to coast. Holan Manufacturing, Inc., 5600 W. 88th Ave., Westminster, CO 80030. Phone: 303-427-3700. Please circle 53 on the Reader Service Card

**TIME MANUFACTURING COMPANY**

Time Manufacturing Company offers Versalift aerial devices in working heights to 65 feet. Featured is our most popular tree-trimming unit, the over-center model VO-50, with 55 feet of working height. Save time and money with a Versalift! Complete specs, pricing and delivery schedules available. Time Manufacturing Company, P.O. Box 20368, Waco, TX 76702. Phone: 817-776-0900 FAX: 817-776-7531. Please circle 54 on the Reader Service Card
ELVEX CORPORATION

Elvex offers a full range of personal protective products for the arborist. Product line includes chain saw chaps, chain saw vests, head/face/hearing protection units with mesh or polycarbonate visor, safety glasses and hearing protection. Products are sold through leading outdoor power equipment distributors, arborist and landscape supply distributors. Elvex Corporation, 7 Trowbridge Drive, P.O. Box 850, Bethel, CT 06801. Phone: 800-888-6582.

Please circle 55 on the Reader Service Card

BISHOP COMPANY

Bishop Company presents its 1993 catalog - 128 pages of quality tools and equipment for the professional arborist and landscaper. This year's catalog features products from over 350 manufacturers and more than 400 new items. Whether you need climbing gear, pruning equipment or gardening tools, let Bishop be your "one source under the rainbow." Call toll-free for your free copy! Bishop Company, 12519 E. Putnam St., P.O. Box 870, Whittier CA 90602. Phone: 800-421-4833.

Please circle 56 on the Reader Service Card

PEAVEY MFG. CO.

Peavey Mfg. offers a variety of long-length handles in either white ash octagonal or fiberglass up to 16 feet long. We also carry sectional poles with light-weight aluminum couplers, pruner heads and saws, as well as a complete line of logging tools and pole line construction tools. Call or write for free brochure. Peavey Mfg. Co., P.O. Box 129, East Eddington, Maine 04428. Phone: 207-843-7861.

Please circle 57 on the Reader Service Card

NOVO NORDISK BIOINDUSTRIALS

Foray is a B.t. (Bacillus thuringiensis subsp. Kurstaki) product that has proven successful in controlling foliage-feeding caterpillars such as gypsy moths, tent caterpillars, loopers, leafrollers, webworms, bagworms, cankerworms and others on trees and shrubs. It is biodegradable and safe to humans and all non-targeted organisms. Available to arborists in 2-1/2-gallon containers. Novo Nordisk Bioindustrials, Inc., 33 Turner Rd., Danbury, CT 06813-1907. Phone: 800-283-3386.

Please circle 58 on the Reader Service Card
HUSQVARNA

The Husqvarna Model 394XP, a new 5.7-cubic inch (94 cc) professional saw, boasts vibration levels of saws half its size and offers the Husqvarna Air Injection system. A decompression valve makes the engine easy to start and releases automatically, and idle speed can be adjusted without tools. The air filter and the chain brake are easily accessible. Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Dr. (PR), Charlotte, NC 28216. Phone: 704-597-5000.

Please circle 59 on the Reader Service Card

POULAN PRO

The new Poulan PRO Model 365 chain saw packs professional performance into a versatile, easy-to-handle 12-pound design. It features a 3.7-cubic inch engine (60 cc) with one of the industry's best power-to-weight ratios. It comes with an 18- or 20-inch guide bar, electronic ignition, gear-driven automatic adjustable oiler and anti-vibration system. Made in the USA. Poulan PRO, P.O. Box 91329, Shreveport, LA 71149-1329. Phone: 318-687-0100.

Please circle 60 on the Reader Service Card

BANDIT INDUSTRIES, INC.

The new Bandit Wide Frame Model 90 is a 9-inch diameter capacity, hydraulic-fed, disc-style chipper. This unit has the same feed system and hydraulic system as the Model 200+, and is available with several gasoline or diesel power units. This compact machine weighs 3275 pounds and is equipped with a 6000-pound axle and 700-by-15 tires. Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340 Phone: 517-561-2270 FAX: 517-561-2273.

Please circle 61 on the Reader Service Card

WIS-CON TOTAL POWER CORP.

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

Please circle 62 on the Reader Service Card
ARBORTECH

Designed to be efficient work centers for today's tree care professional, Arbortech chip bodies are manufactured from rust-resistant galvanneal steel. A full line of sizes available, from 9 to 25 cubic yard capacities. Complete packages built to order for every budget, including new or quality used chassis. Financing assistance available. Call for quotation. Arbortech, A Scott Fetzer Company, 3203 West Lincoln Way, Wooster, OH 44691. Phone: 800-255-5715.

Please circle 63 on the Reader Service Card

SCHODORF TRUCK BODY

Schodorf Truck Body offers a complete line of forestry bodies and cabs. Some popular options include: cranes, lift-gates, removable roofs and sides, and sloped or notched rear corners. Units can be delivered uninstalled, in primer, or complete with chassis. In business for 111 years, you can rely on our quality. Let us provide it for you! Schodorf Truck Body, 885 Harmon Avenue, Columbus, OH 43223. Phone: 800-288-0992.

Please circle 64 on the Reader Service Card

SOUTHCO INDUSTRIES, INC.

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

Please circle 65 on the Reader Service Card

HAYBUSTER MFG., INC.

The Haybuster HD8 Big Bite Industrial Grinder is ideal for grinding tree limbs up to 6 inches in diameter and waste wood into compost, landscape mulch, wood fuel or other organic products. The HD8 is easily pulled with a 3/4-ton pickup. Load with any skid steer loader. Powered by 110 hp diesel with 26-inch hammermill. Eight-foot tub makes it easy to feed tree limbs and wood debris. Haybuster Mfg., Inc., P.O. Box 1940, Jamestown, ND 58402-1940. Phone: 701-252-4601 FAX: 701-252-0502.

Please circle 66 on the Reader Service Card
<table>
<thead>
<tr>
<th><strong>PLANT PROTECTION</strong></th>
<th><strong>POISON IVY CONTROL</strong></th>
</tr>
</thead>
</table>

### J.J. MAUGET COMPANY

Creating the smallest wound in the industry, the Mauget Micro Injection System infuses small doses of nutrients and protectants into the tree’s sap stream. Mauget now introduces a hypo infusion system for small, thin bark trees. For over 30 years, Mauget has controlled chewing, sucking or boring insects, elemental deficiencies and pathogenic diseases without spraying. J.J. Mauget Company, 2810 N. Figueroa St., Los Angeles, CA 90065. Phone: 800-873-3779. FAX: 213-225-3810.

Please circle 67 on the Reader Service Card

### ORAL IVY, INC.

Prevent the fiery itch! Oral Ivy, (Homeopathic Rhus Tox 3X HPUS), is made from poison ivy leaves. A few drops daily in water or juice stimulates the body’s natural defenses against poison ivy, oak and sumac. A safe and effective way to cut lost time and reduce compensation claims due to ivy poisoning. The 1.2-ounce squeeze bottle lasts about six months. Oral Ivy, Inc., 104 Guy’s Lane, Bloomsburg, PA 17815. Phone: 800-553-6778. FAX: 717-389-0126.

Please circle 68 on the Reader Service Card

### PRUNING TOOLS

### CORONA CLIPPER COMPANY

Corona Clipper Company's Razor Tooth Saws cut through branches twice as fast as conventional pruning saws. Each saw tooth is whetstone ground at three angles for superior sharpness. Advanced blade design cuts through green and dry wood without bending. Hardwood handles are designed to increase cutting power on the pull stroke. Shown is the folding saw, #SA411 and rigid saw, #413W. Corona Clipper Company, P.O. Box 1388, Corona, CA 91718-1388. Phone: 714-737-6515.

Please circle 69 on the Reader Service Card

### FANNO SAW WORKS

The Fanno Saw Works continues its reputation of offering the tree care professionals quality and unique tools through the Fanno International name. The FI-1311 Tri-Edge hand saw offers its user the most durable saw of its type on the market. Fanno Saw Works, P.O. Box 628, Chico, CA 95927. Phone: 916-895-1762 FAX: 916-895-0302.

Please circle 70 on the Reader Service Card

TCI PRODUCT DIRECTORY - 18
TECHNIC TOOL CORPORATION

Technic Tool Corporation introduces the Model D insulated Power Pruner, which meets ANSI and OSHA standards for non-conducting products. Offering safe, effective pruning around high-voltage sources, the unit is ideal for municipalities, utilities and tree care professionals. The unit is outfitted with a 10-inch chain saw.


Please circle 71 on the Reader Service Card

BROWN BEAR CORPORATION

The 225-hp Forestry Shredder is designed for high-speed right-of-way clearing or site preparation, and can clear up to 3 acres per hour in dense regrowth with trees up to 6 inches in diameter. Capacity will vary with types of trees, density and terrain. The horizontal shaft design offers greater safety by discharging cut material beneath the Forestry Shredder or directly in front of the cutter.

Brown Bear Corporation, P.O. Box 29, Corning, IA 50841. Phone: 515-322-4220 FAX: 515-322-3527.

Please circle 72 on the Reader Service Card

BROWN MANUFACTURING CORP.

The finest tractor-mounted mower on the market. The Tree Cutter can handle clearing and right-of-way problems behind your 60 to 100 hp farm tractor. The Brown Tree Cutter uses high-strength double off-set alloy blades with an ax-chopping effect. By backing into the material to be cut, the unit can cut up to 8-inch-diameter trees. Hydraulic or mechanical drive. Brown Mfg. Corp., Rt. 3 Box 339 Ozark, AL 36360. Phone: 1-800-633-8909 (Inside AL: 205-795-6603).

Please circle 73 on the Reader Service Card

BROWN MANUFACTURING CORP.

As the terrain or the job becomes too tough for a farm tractor, the Brown Linetender is your answer. The Brown Linetender is built from the ground up as the industry’s best-designed rough-terrain mowing machine. The Linetender is the only unit on the market that offers both hydrostatic and gear drives, rear-mounted push blade, double off-set cutting blades and 4-blade mowing system. Brown Mfg. Corp. Rt.3 Box 339 Ozark, AL 36360. Phone: 1-800-633-8909. (Inside AL: 205-795-6603).

Please circle 73 on the Reader Service Card
KENDALL MFG., INC.
The Kendall Cutter is the mid-sized mower for all your right-of-way clearing needs. The front-mounted heavy-duty cutterhead will handle trees up to 8 inches in diameter. The chassis combines 4 WD hydrostatic drive with a 10-foot inside turning radius. Tough design at a low price. Call or write for brochure. Kendall Mfg., Inc., P.O. Box 831, Lawrenceville, GA 30246. Phone: 404-822-9822.

Please circle 74 on the Reader Service Card

ARBORLINE, INC.
Arborline offers an outstanding selection of conventional and extra high-strength ropes. Featured is our new Power Braid bull rope, designed to outlast standard arborist lines 2-to-1, while offering easy handling and increased security. Available in these diameters with approximate breaking strengths: 1/2-inch, 10,000 pounds; 9/16-inch, 12,500 pounds; 5/8-inch, 16,000 pounds; 3/4-inch, 19,000 pounds. Arborline Inc., P.O. Box 101, East Longmeadow, Mass. Phone: 800-432-7267.

Please circle 75 on the Reader Service Card

YALE CORDAGE
For over 40 years, Yale Cordage has been in the business of making braided ropes. Now a complete selection of tree ropes, pruner lines and safety lanyards are presented in the latest Yale Cordage "Ropes for Arborists" catalog. Free catalog/samples. Yale Cordage, Inc., 100 Fore St., Portland, ME 04101. Phone: 207-774-9253. Toll-free FAX: 800-255-9253.

Please circle 76 on the Reader Service Card

INNOVA CORPORATION
Isolite porous ceramics, a unique and environmentally safe soil modifier, creates excellent conditions for tree growth and development. Isolite's non-compactable, continuous pore spaces keep soil fractures open and facilitate oxygen, water and nutrient exchange. Made from diatomaceous earth and kiln fired at 1800 degrees F., Isolite is chemically inert with a low Cation Exchange Capacity. Innova Corp., 370 17th St., Suite 2700, Denver CO 80202. Phone: 800-533-7165, ext. 300.

Please circle 77 on the Reader Service Card

TCI PRODUCT DIRECTORY - 20
**NORTHEASTERN ASSOCIATES**

Northeastern Associates offers a range of sprayers with tank sizes from 30-1000 gallons and pump capacities from 3 to 60 gpm. Our sprayers are affordable, dependable and easy to use, backed by quality and 25 years experience. New for 1992: Perfect for your Plant Health Care programs, a 12-volt diaphragm pump system that can reach up to 35 feet. Northeastern Associates, 23 Commerce Road, Fairfield, NJ 07004 Phone: 201-227-0359 FAX: 201-227-0865.

Please circle 78 on the Reader Service Card

**PROFESSIONAL TREE & TURF EQUIP.**

Shown is the fiberglass 300 or 400 gallon pickup sprayer with modified fiberglass topper, providing security while maintaining low visibility. It offers up to three compartments, two pumps, two reels, air gap fill system, fiberglass floor and all modular design. We also have arborist equipment, sprayer parts & accessories and safety supplies. Professional Tree & Turf Equipment, 6945 Indiana Court, #400, Golden, CO 80403. Phone: 800-237-7785.

Please circle 79 on the Reader Service Card

**WESTTHEFFER COMPANY**

Westheffer Company has been building quality sprayers for the tree care industry for over 30 years. From small pickup-mounted sprayers to large 1200-gallon tankers, we can meet your exact needs. Westheffer Co., Inc., P.O. Box 363, Lawrence, KS 66044. Phone: 800-362-3110.

Please circle 80 on the Reader Service Card

**RAYCO MFG., INC.**

Only Rayco makes a complete line of stump cutters from 12 to 190 hp. Rayco stump cutters are known worldwide for their profit-earning and amazing value. Diesel or gasoline powered, each model has special features that increase productivity and enhance safety - at a minimal labor cost. Rayco Mfg. Inc., 4255 Lincoln Way E., Wooster, OH 44691. Phone: 800-392-2686, out of state; 800-392-2687, in Ohio.

Please circle 81 on the Reader Service Card
LEONARDI TEETH, INC.

All Leonardi teeth, pockets and bolts are manufactured of high-quality steel and carbide, machined to exacting tolerances developed during 45 years of metalworking experience. Order direct from the factory and save. MasterCard, Visa or UPS collect orders received before 3 p.m. EST will be shipped the same day. Leonardi Teeth, Inc., 2728 Erie Drive, Weedsport, NY 13166. Phone: 800-537-2552.

Please circle 83 on the Reader Service Card

JRP INTERNATIONAL

Nutri-Pak packets can be inserted near root ball of new plantings or easily buried around drip line of existing trees, etc. Follow manufacturer’s directions. JRP International, Inc., P.O. Box 1472, Fond Du Lac, WI 54936-1472. Phone: 414-922-6717.

Please circle 84 on the Reader Service Card

LUTZ CORPORATION

Here’s a proven, effective way to easily fertilize palms. Lutz offers spikes for manganese, magnesium and potassium deficient trees, as well as a new maintenance spike. All are proven unmatched in their ability to restore and hold healthy green growth. Slow release formulation assures steady feeding. And our Lutz Fast Feeder makes application swift and easy. Lutz Corporation, 501 Ford Street, Oregon, IL 61061. Phone: 815-732-2383.

Please circle 85 on the Reader Service Card
NOR-AM CHEMICAL CO.

Nitroform Nitrogen gives gradual release by bacterial action for up to 24 weeks. When conditions are right for root development, bacteria are also active, and nitrogen is released. Nitroform remains in the soil until broken down for use by your plants. It’s insoluble, non-leaching and non-burning. What’s more, Nitroform requires fewer applications, and won’t cause salt buildup. Nor-Am Chemical Co., P.O. Box 7495, Wilmington, DE 19803. Phone: 302-477-3014.

Please circle 86 on the Reader Service Card

PLANT FOOD COMPANY, INC.

We manufacture only fluid fertilizers because they are superior in composition, plant utilization and handling to dry forms. Apply Liqua-Form 14-7-4 Root Food or P.F.C.s 16-4-5 and your customers will see healthier trees, improved appearance and faster growth. Plant Food Company, Inc., Hightstown-Cranbury Station Road, Cranbury, NJ 08512. Phone: 609-448-0935, 800-562-1291 FAX: 609-443-8038.

Please circle 87 on the Reader Service Card

DOW ELANCO

DowElanco manufactures Tree Growth Regulators that allow utility foresters to improve their system management program while increasing productivity and cost-effectiveness. The products, Cutless and Profile, help establish or maintain a trim cycle, manage fast-growing species and reduce the amount of biomass from future trimmings. Products can be injected or applied to the soil around trees. DowElanco, 9002 Purdue Road, Indianapolis, IN 46268. Phone: 317-871-8279.

Please circle 88 on the Reader Service Card

TRUCKS

UD TRUCKS of Dallas/Fort Worth

- Cabover Maneuverability
- Reliable, Fuel Efficient Diesel Power
- Trucks from 13,000 to 32,900 lbs. GVWR
- Lease or Purchase Plans Available
- We Customize to Your Application
- We Can Deliver Nationwide

8231 Carpenter Fwy. Dallas, Texas 75247 (1-800-375-8383)

Please circle 89 on the Reader Service Card
NESCO, INC.
Nesco, Inc., is a dealer of used tree and utility equipment offering bucket trucks, chip trucks, chippers, stump grinders, hydraulic/sign cranes, digger derricks, trenchers, cable plows and tension equipment. Leasing programs available tailored to your needs. Nesco, Inc., 3112 E. St. Rd. 124, Bluffton, IN 46714. Phone: 800-252-0043 FAX: 219-824-6350.

Please circle 90 on the Reader Service Card

EAST HILL MANUFACTURING
East Hill Manufacturing has been building firewood processors for over five years. The Brute Model H106, priced between $29,900 and $32,500, is available with gas or diesel engine. Brute also has introduced the M106 mid-sized processor. Priced at around $20,000 and available with gas or diesel engine, the M106 is designed to cut and split smaller logs. East Hill Manufacturing Corp., R.R. #1, Box 1075, East Hill Road, Ludlow, VT 05149 Phone: 802-228-2862 FAX: 802-228-3037.

Please circle 91 on the Reader Service Card

GFX CORPORATION
We’ve had people look at our machine and say: "The wedge is too narrow," "The pusher is too small," "The ‘I’ beam isn’t wide enough," "It’ll never split the kind of logs we get!" That’s what we hear all the time from folks who haven’t used one. Would you believe - three full cords an hour, on a tough machine that won’t quit. GFX Corporation, 200 Recreation Park Drive, Hingham, MA 02043-4220. Phone: 617-740-0350 FAX: 617-740-0355.

Please circle 92 on the Reader Service Card

TCI’s Product Guide is published annually. To reserve your space for next year, call Chris Brown at 800-733-2622.
SUBJECT LISTING

CHEMICALS

Biopesticides
Mycogen Corporation
Novo Nordisk Bioindustries, Inc.
Sandoz Crop Protection

Chemical Absorbents
Precision Laboratories, Inc.

Fertilizers
ArborSystems, Inc.
Artistic Arborist, Inc.
Creative Sales, Inc.
The Davey Tree Expert Co.
The Doggett Corporation
Growth Products Ltd.
Harmony Products
JRP International, Inc.
Lesco, Inc.
Langheir Supply
J.J. Mauget Company
Moyer & Son, Inc.
Nor-Am Chemical Co.
Northeast Shade Tree
Plant Food Company, Inc.
Pro-Lawn Products, Inc.
Rockland Corporation
Schultz Company
Spring Valley Turf Products
Weatherly Consumer Products, Inc.
Wilbur Ellis

Fungicides
Ciba-Geigy Corporation
De Will, Inc.
Lesco, Inc.
J.J. Mauget Company
Merck & Co.
Source Technology Biologicals, Inc.
Van Waters & Rogers
Wilbur Ellis

Growth Retardants/Regulators
Arborchem Products Co.
DowElanco
Wilbur Ellis
Northeast Shade Tree
Roots, Inc.
Valent Corp.

Herbicides
Arborchem Products Co.
DowElanco

Insecticides
Ciba-Geigy Corporation
Creative Sales, Inc.
Dow Elanco
Fairfield American Corp.
Lesco, Inc.
J.J. Mauget Company
Novo Nordisk Bioindustrials
Rhone-Poulenc Ag. Company
Rockland Corporation
Southern Mill Creek Prod. Co., Inc.
Uniroyal Chemical Co.
Van Waters & Rogers

Adjuvants/Misc. Chemicals
Artistic Arborist, Inc.
Pro-Lawn Products, Inc.
Spectrum Technologies, Inc.

EQUIPMENT

Aerial Lifts
Aerial Equipment, Inc.
Aerial Lift, Inc.
Aero Lift Co.
Alliance Equipment Co., Inc.
Allied Utility Equipment, Inc.
Altec Industries, Inc.
American Hydraulics, Inc.
Ameriquip
Al Asher & Sons, Inc.
Baker Equipment Engineering Co.
D.A. Beam Enterprises, Ltd.
C.U.E.S., Inc.
Global Rental
Holan Mfg., Inc.
Lift All/Hydra Tech, Inc.
Morrison Industries, Inc.
OEM Controls
Plastic Composites Corp.
Simon-Telelect, Inc.
Tamarack Clearing Inc.
TECO, Inc.
Time Manufacturing
Utility Equipment Leasing Corp.
Western Tree & Landscape Supply

Brush Chippers
Aerial Equipment Inc.
Alexander Equipment Co.
Allied Utility Equipment, Inc.
Ameriquip
Ariens Company
Badger Chipper Co.
Bandit Industries
D.A. Beam Enterprises, Ltd.
Blade Equipment, Inc.
Cal-Line Equipment Company
Chipmore Manufacturing Co.
C.U.E.S., Inc.
Dirt & Chips, Inc.
Doskocil Industries, Inc.
Duerr, Inc.
Esco Distributors, Inc.
Hawkenson Enterprises, Inc.
Hodges Mfg. Co., Inc.
Illinois FWD Truck & Equip. Co.
Karl Kuenmerling, Inc.
Lanphear Supply
Lyons Equipment Co.
Morbark Sales Corp.
Morrison Industries, Inc.
Muench Co., Inc.
Northern Hydraulics
Olath Manufacturing Co., Inc.
Opdyke, Inc.
Sidfire, Inc.
Southeastern Equipment Co.
Tamarack Clearing Inc.
Tyler Equipment Corp.
VC Marketing, Inc.
Vermeer Manufacturing Co.
Wesspur Inc.
Western Tree & Landscape Supply

Brush Chipper Knives
Hawkenson Enterprises, Inc.
International Knife & Saw
Sharp Edge, Inc.
Sharp Tool Co., Inc.

Chain Saws & Accessories
Aerial Equipment, Inc.
Bryan Equipment Sales
Carlton Co., Saw Chain Div.
Century Equipment, Inc.
Dolmar USA, Inc.
Echo, Inc.
D.E. Errick, Inc.
HMC/The Green Machine
Hawkenson Enterprises, Inc.
Homelite/Textron
Husqvarna Forest & Garden Co.
Lanphear Supply
Lesco, Inc.
McCullocoh Corporation
Northern Hydraulics
Oregon Cutting Saws
Poulan PRO
Rapco Industries, Inc.
Shindaiwa Inc.
Solo, Inc.

Stihl, Inc.
Tilton Equipment Company
Western Tree & Landscape Supply

Cranes
C.U.E.S., Inc.
Cargotec, Inc.
CraneQuip Corporation
JLG Industries, Inc.
Manitex, Inc.
Simon Telelect, Inc.
Utility Equipment Leasing Corp.

Engines & Engine Parts
Briggs & Stratton Corp.
Cummins Engine Co., Inc.
Cummins Michigan, Inc.
Deutz Corporation
Engine Center, Inc.
Engine Distributors, Inc.
Hercules Engines, Inc.
Industrial Engine & Equip. Co.
Kohler Co., Engine Div.
North American Engine Co.
Onan Corp.
Piedmont Power Products
Superior Diesel
Wis-Con Total Power Corp.
Fertilization/Aeration
B & G Equipment Co.
Grow Gun Corporation

Forestry Truck Bodies
Arbortech
Schodor Truck Body & Equip. Co.
Southco Industries, Inc.

Log Splitters
AmeriQuip
Duerr, Inc.
Fox Manufacturing, Inc.
GFX Corporation
Hodges Mfg. Co., Inc.
Northern Hydraulics

Lease/Rental/Used Equipment
Bush Leasing, Inc.
Illinois FWD Truck & Equip. Co.
Nesco, Inc.
Opdyke, Inc.
Smith Bros. Contracting Equip., Inc.
Tamarack Clearing, Inc.
Utility Equipment Leasing Corp.

Miscellaneous Equipment
Atlantic Pressure Washers, Inc.
Bomar Corporation

Cross Country Equipment
Electrol Equipment, Inc.
Falkenburg, Inc.
Allan Fyle Equipment Ltd.
Hoffco, Inc.
Niemeier’s Power Equipment
New England Arborware
Sherrill Arborist Supply
Tol, Inc.
Tree Equipment Company
Tree Trimmer Equipment & Supply
Vermeer Mfg. Co.
Wells Cargo, Inc.
Western Tree & Landscape Supply
Wicko Industries

Pruning Systems
Aircut
Brewt Power Systems/Maibo
Fairmont Hydraulics
Friend Mfg. Corp.
RGC Construction Equipment
Technic Tool Corp.

Radios
Advanced MobilComm, Inc.
Midland Land Mobile Radio

Recycling Equipment
Cal-Line Equipment Co.
Coast to Coast Tree Equipment
Haybuster Manufacturing, Inc.
Jeffrey Div., Dresser Industries
Kenco Engineering
Lenan Corp.
Olath Manufacturing Co., Inc.
Recycling Systems, Inc.
Stumpmaster, Inc.

Right of Way/Off Road Equip.
Brown Bear Corporation
Brown Manufacturing Corp.
Jarraff Industries, Inc.
Kemp West, Inc.
Kendall Mfg., Inc.
Kershaw Mfg., Inc.
Seppi Div., C.T. & E. Co.

Sprayers & Accessories
George F. Ackerman Co.
Arotec, Inc.
B & G Equipment Co.
Esco Distributors, Inc.
Falkenburg, Inc.
Friend Mfg. Corp.
Hypro Corporation
Lanphear Supply
Minnesota Wanner Co.
Muench Co., Inc.
New England Arborware
Niemeyer's Power Equipment
Northeastern Associates, Inc.
Professional Tree & Turf Equipment
Snap-Cut/Gilmour Group
Snyder Industries, Inc.
Solo Inc.
Spraying Devices, Inc.
Trebor Corp.
Westheffer Co., Inc.

Stump Grinders
Aerial Equipment Inc.
Blade Equipment, Inc.
Cal-Line Equipment Company
J. P. Carlton
Dirt & Chips, Inc.
Doskocil Industries, Inc.
D.S.R., Inc.
Fox Manufacturing, Inc.
Hodges Mfg. Co., Inc.
Kinetic Stump Cutter, Inc.
Karl Kuemmerling, Inc.
Levco Manufacturers, Inc.
Lyons Equipment Co.
Morrison Industries, Inc.
Rayco Manufacturing, Inc.
Southeastern Equipment Co.
Vermeer Manufacturing Co.
Wesspur, Inc.

Stump Grinder Teeth
Border City Tool & Mfg. Co.
CEI
Leonardi Mfg., Inc.
Stump Removal Co.

Traffic Safety
Federal Signal Corp.
Lectric Lites Co.
National Safety Equipment Outlet

Tree Spades
Big John Tree Transplanter
Vermeer Manufacturing Co.

Trucks & Truck Accessories
Andy's Truck Center
Arbortech
Baker Equipment Engineering Co.
Blade Equipment, Inc.
Brothers Truck Service
Buckeye Truck Equipment
Carolisa Industries, Inc.

Knaack Mfg. Co.
Mathews Ford
Morrison Industries, Inc.
Nesco, Inc.
Opdyke, Inc.
Paul Bunyan Equipment Sales
Reading Body Works, Inc.
Schodorf Truck Body & Equip. Co.
Southco Industries, Inc.
Tamarack Clearing Inc.
Tendaire Industries
UD Trucks

Utility Carts
Kadoo, USA
H.P. WheelBurro Co.

Wood Processors
B + B Manufacturing
Better Built Corp.
East Hill Manufacturing
Multitek, Inc.

PROF. SERV.

Advertising/Public Relations
The Pancoast Concern, Inc.

Computer Software/Hardware
Arbor Computer Systems, Inc.
Berkshire Software
Computapole, Inc.
Crowder & Assoc.
Environmental Consultants, Inc.
Oaktree Systems, Inc.
Omnidata International
Practical Solutions
Sprengnether Instruments Inc.

Consulting
ACRT, Inc.
DeWill, Inc.
Environmental Consultants, Inc.
Golden Coast Environmental Services
Howard L. Eckel & Associates
Lobo Consulting
Nature's Touch

Education/Training
ACRT, Inc.
DeWill, Inc.
Sierra Moreno Mercantile Company

Insurance
Albiez Insurance Agency
Alexander & Alexander/TTT Hartford
B. & D.A. Weisburger, Inc.

SUPPLIES

Cabling & Bracing
Edward W. Daniel Co.
Preformed Line Products
V.I.T. Products, Inc.

Climbing Gear
American Safety Utility Corp.
Bishop Company
Buckingham Mfg. Co., Inc.
Essco Distributors, Inc.
Miller Equipment

Misc. Arborist Supplies
Acer Tree & Landscaping Co., Inc.
George F. Ackerman Co.
Agape Design
American Arborist Supplies, Inc.
American Safety Utility Corp.
Arbor Care Equipment
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey's
Bishop Company
Blackburn Mfg. Co.
Brooks Books
Cleaves Company, Inc.
Deep Root Corp.
Dirt & Chips
Estex Manufacturing Co., Inc.
Forestry Suppliers, Inc.
E.C. Geiger, Inc.
Great Lakes IPM
Hagalof, Inc.
Hanson & Associates
Independent Protection Co.
International Reforestation Suppliers
R.F. Inter-Science Co., Inc.
Jameson Corp.
Karl Kuemmerling, Inc.
Labonville, Inc.
Lanier Industrial Products, Inc.
Lanphear Supply
A.M. Leonard Inc.
Milwaukee Electric Tool Corp.
Muench Co., Inc.
Niemeyer's Power Equipment
New England Arborware
Northeastern Associates, Inc.
Oval Ivy, Inc.
Peavey Mfg. Co.
Root Control, Inc.
Services & Materials Co.
Shawtown Industries, Inc.
Sherill Arborist Supply
Sierra Moreno Mercantile Company
Sign Up Corporation
Skyline Northwest Corp.
Spectrum Technologies, Inc.
Technology Management, Inc.
Tree Equipment Co.
Tree Trimmer Equipment & Supply
Tuf Tug Prod./Ohio Hoist & Pulley
Wesspur Inc.
Western Tree & Landscape Supply

Personal Protective Equip.
American Safety Utility Corp.
D.A. Beam Enterprises, Ltd.
Bishop Company
H.L. Bouton Co., Inc.
Buckingham Mfg. Co., Inc.
E.D. Bullard Company
Dicke Tool Co.
Direct Safety Co.
Elvex Corporation
Hall's Safety Equipment Corp.
Klein Tools, Inc.
Labonville, Inc.
Lanier Industrial Products, Inc.
Leonard Safety Equipment
Miller Equipment
North American Micron
Oberon Co./Paramount Corp.
Precision Laboratories, Inc.
Red Wing Shoe Company
Spotlight Industries
Standard Safety Equipment
Tilton Equipment Company

Pruning Tools
American Standard Company
American Intertool, Inc.
Bartlett Manufacturing Company
Corona Clipper Company
Cutwell Products
Dicke Tool Co.
Ditcher Saw Co.
Fanno Saw Works
E.C. Geiger, Inc.
Jameson Corp.
Oberon Co./Paramount Corp.
Snap-Cut/Gilmour Group

Root Barriers
Century Products

Rope
American Manufacturing Co., Inc.
Arborline, Inc.
Buccaneer Rope Co.
G.M.F. Contractors Equip.
Lambeth Corp.
New England Ropes
Wellington Puritan
Samson Ocean Systems, Inc.
Yale Cordage, Inc.

Soil Amendments
Agrosok
Davisson Golf & Landscape, Inc.
Innova Corp.
Tree Injection/Implants
Creative Sales, Inc.
Hanson & Associates
Lutz Corporation
J.J. Mauget Company
Medi-Ject Tree Injection Systems
Source Technology Biologicals, Inc.
Tree Inject Systems

LIST OF ASSOCIATIONS

American Forestry Association
Gary A. Moll
1319 18th St. N.W.
Washington, DC 20036
202-467-5810

American Society of Consulting Arborists
John Duke
3895 Upham St., Suite 150
Wheat Ridge, CO 80033
303-425-0814

Council of Tree & Landscape Appraisers
1250 "T" St. N.W. #504
Washington, DC 20005
202-789-2592

International Society of Arboriculture
William Kruidenier
P.O. Box GG, 6 Dunlap Court
Savoy, IL 61874-9902
217-355-9681

Municipal Arborist & Urban Foresters Society
Don Greene
Green Scape
5117 Bebcat Ct.
Dale City, VA 22193
703-680-5912

National Arborist Association
Robert Felix
The Meeting Place Mall
Route 101, P.O. Box 1094
Amherst, NH 03031
800-733-2622

Society of Commercial Arboriculture
Tom Houston
R.F.D. #2, W. Pelham Rd.
Amherst, MA 01002
413-545-2255

Student Society of Arboriculture
Chris Borelli
1803 JoAnn Dr.
Peru, IL 61354
815-224-1749

Utility Arborist Association
John Goodfellow
Puget Power
P.O. Box 97034, OBC-06N
Bellevue, WA 98009-9734
206-462-3111

TCI PRODUCT DIRECTORY - 28
The management assistance I have received from NAA has improved our operation AND our bottom line.

NAA provides management guidelines at no charge written by arborists for arborists. There is a workers comp/casualty insurance program and a health/life insurance program. NAA has a management conference every winter and, of course, NAA co-sponsors TCI EXPO.

There are many, many other reasons to belong to NAA. Effective September 1, 1992 each member firm is entitled to a free copy of new NAA training programs, if requested. There is a FREE Back Injury Prevention program consisting of a video, posters, decals and an instruction manual. A FREE Plant Health Care program consisting of a consumer video, a technical compendium and a marketing/operational strategy manual. Other NAA training and safety programs are available at substantial discounts.

If your firm is not an NAA member, why not JOIN TODAY—and start enjoying all of the benefits of membership.

Special Offer: Join now for the NEW introductory dues of $150 for the remainder of 1992 and all of 1993. Your annual dues in 1994 will be based on your firm's gross sales for 1993.

☐ YES, I want to belong to NAA and take advantage of this "Special Offer". Enclosed is my payment of $150 for dues through 1993.
☐ I'm interested. Send me more information.
☐ Send me information on your training programs.

Name
Title
Company
Street
City State Zip
Phone

☐ Check enclosed payable to NAA ☐Visa ☐ MasterCard
Account # Exp. Date
Signature

Referred by (optional):

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

Membership starts when you submit certificates of insurance. Membership is available to commercial tree service firms only.

Chuck Edwardson, President
Alfred's Superior Tree Service, Wichita, Kansas

"Why did I join the National Arborist Association? To make my company more efficient!"

The National Arborist Association

Please circle 18 on the Reader Service Card
The 103rd Congress

Several Key Issues Expected To Resurface

By Brian Barnard

Now that election-year semantics are behind us, what can we expect from the 103rd Congress? Several key issues affecting tree care did not pass during the last congressional session, but are sure to surface again in the next two years.

Pesticides

A bill introduced in the Senate last session titled “The Notification Control and Application Act of 1991” will be presented again in revised form. Hearings are expected in the spring, just in time for spray season.

The bill will propose advance notification of pesticide application based on a registry system. Applicators would be required to notify all abutting neighbors in writing of the first application each year, and explain that a registry is available. Individuals wishing to be notified in advance of all future pesticide applications would be listed in their state registries.

The original version would have required that site owners and occupants within 1000 feet be notified 72 hours in advance of any commercial pesticide application. It also would have required that signs be posted. After being reviewed by a Senate subcommittee, several changes were proposed that would ease certain restrictions.

The new version of S. 849 will reduce the radius of notification from 1000 feet to notification of occupants of the application site, neighbors and anyone on the registry list within 800 feet. Another expected change would require homeowners as well as commercial applicators to post signs at the time of application.

The bill’s authors are still proposing a 72-hour advance notification period. This requirement will come under review, however, as broad-based advance notification would negatively affect integrated plant health care management programs.

OSHA

Legislation that would reform the 1970 Occupational Safety and Health Act failed to make it to the Senate floor last year. A strong push to pass this legislation is expected this year.

The proposal required joint labor-management health and safety plans.

Further OSHA reform would allow criminal prosecution of employers in cases in which an employer’s actions resulted in a worker being seriously injured. Current law permits criminal prosecution only when a worker is killed on the job.

In the Regulatory domain, issues sure to evolve include preventive programs for ergonomic illnesses and motor vehicle safety.

Last summer, OSHA issued an advance notice of proposed rule-making on ergonomics. The August 3 notice stated: “In recent years there has been a significant increase in the reported cases of ergonomic disorders in the workplace.”

Acting OSHA administrator Dorothy Strunk said: “Now we want to determine whether there should be a specific standard dealing with ergonomic hazards and what should be included in such a standard.”

OSHA says: “Ergonomics seeks to fit the job to the person rather than the person to the job.” This definition does not relate well to tree care. Simply put, OSHA cannot change the shape of natural landscapes, particularly trees, to match the human body’s physical capabilities.

Educating employees about potential ergonomic hazards in the workplace and methods to avoid ergonomic injury is important. OSHA will continue to make companies aware of ergonomic issues by further developing the ergonomic standard.

Meanwhile, OSHA’s motor vehicle safety standard has been stumbling towards the final rule stage since it was first proposed in July 1990. The rule failed at the end of September when a Senate and House conference committee denied an enforcement inclusion in a fiscal 1993 appropriations bill. This blocked OSHA’s right to enforce the rule.

The motor vehicle safety rule would require employers to provide driver safety training and ensure that workers use safety belts. The final rule is expected to be published early next year.
The Low-Priced Spread

A Dip In Prices Can Be A Part Of Your Business Strategy

By George P. Tyler

Isn’t it almost a cardinal rule in business to try to keep your prices up? Charge as much as the market will bear? Of course, it is. It’s the key to your success. Or is it?

Throughout my years in business, I don’t think I ever heard anyone claim to be the least expensive competitor in the market. In most cases, it was the opposite—the “other guy” is keeping prices down, making it hard to compete. When discussing the quality of work, the “other guy” is doing bad work, pulling down the industry’s reputation and making it hard to gain real professional status. And, most often, isn’t it the guy with the low prices who does the poor quality work?

Too often price and quality are thought to be inseparable. Too often that is correct. In most cases, companies with both low prices and a reputation for poor-quality work result when owners have little training in the fundamentals of business or arboriculture. This leads to the common belief that being the low-priced spread in your marketplace will carry an unfavorable connotation. And few people want to be thought of as the cheapest competitor.

Let’s be honest. Price does not necessarily have anything to do with quality. This is particularly true in a service industry. Price is a function of a variety of business factors not necessarily related to quality. The level of quality is related to the business’s philosophy and character.

Like any other business decision, pricing policy should not be determined in an uninformed or arbitrary fashion, largely influenced by our competitors. Nor once formed should it be treated as if it were cast in concrete. Rather, pricing policy should be considered flexible, a tool to be used whenever the business environment dictates.

We do ourselves a disservice when we exclude pricing as a legitimate tool to be used to achieve a business goal.

Pricing policy should be both active and reactive. Unfortunately, prices are altered as a reaction to some force outside the business—a competitor, the economy, etc. This takes the control of a vital aspect of the business and puts it into unfriendly hands, substantially limiting the ability to use pricing policy in a proactive fashion.

Pricing to achieve a goal

We do ourselves a disservice when we exclude pricing as a legitimate tool to be used to achieve a business goal. There are several obvious areas where a flexible pricing policy might make sense to your overall business strategy. They include, among others, establishing a new business, increasing market share, protecting market share, entering a new market and increasing business volume.

In all but the last of these, pricing policy should be considered an option to be used on a relatively short-term basis, but long enough to help achieve the desired goal. Once that is accomplished, prices would return to a margin level that is more market-oriented than price-oriented.

Exercise caution when you choose to use your policy to lower prices. Having instituted a lower price, the obvious error is letting it stay past its useful life.

Remember, we do not want to lower prices simply to lower prices, but rather to achieve a specific business goal. If the low prices are left in effect beyond their use, you simply deprive the company of needed and expected returns.

Role of overhead

To use pricing policy as an effective business tool, you must know at least two essential elements: the business’s overhead and what portion of that overhead is fixed. Until you know what the overhead cost is, you can’t peg your prices effectively or have any idea how long you can keep them at that level.

If you do not understand the part that overhead plays in pricing, then any price is a pure guess, any positive result is pure luck, and luck is a 50-50 proposition. Know your overhead before you establish your prices because you need better odds than 50-50 to be successful.

If there is one lesson that the current recession should have taught us, it is the necessity of knowing and controlling overhead cost. When overhead grows out of proportion with business operations, its cost becomes a noose around the neck of the company in a decline.

We all know examples of good companies that folded because they let their overhead expand. They were good at what they did, but they let their fixed costs become larger than what they could support.

When overhead is under control, then pricing policies become a viable tool in helping to achieve your business goals. Being able to raise or lower prices to achieve a competitive goal is nothing to be ashamed of, particularly if it works.

Measuring the effects

You need to determine a way to measure the effects of the pricing change so
that you will know when to raise your prices again. This is easier said than done in an industry the size of tree care, where there is no regular reporting of sales information to any clearing house from which market share or other measurements can be derived much less extrapolated to a local basis.

It is simple to measure volume if your goal is to reach a predetermined level. Just peg where you want to go in sales volume and return your prices to their previous level when you get there. When you increase your volume you will also increase your relative market share, since the increase likely will come at the expense of your competitors rather than from new customers.

Of course, that is the whole purpose of having a flexible pricing policy: to be able to control your competitive position within what is basically a finite potential market.

If your goal is to secure market share, then lowering prices without changing or affecting the quality level of service is just as viable as purchasing equipment to achieve the same result. In either case, the company makes an investment in an attempt to achieve a future reward.

Since there is no accurate way to determine the size of your market, you will have to estimate it. You know who the competition is and about how many employees they have, etc. By taking this information and comparing it to your own situation, you should be able to estimate reasonably well the total market value and your share of it. Admittedly, there is a lot of room for error in this guesstimate, but it is better than nothing and you would be surprised how good it is for this purpose.

Once that is done, you can use your volume increase as a measure of market share and thus determine when the pricing policy has achieved your goal.

**Pricing and competition**

Some of you may be put off by the concept of using pricing to enhance your competitive position at your competitor's expense. Remember that unless you start in an absolutely virgin territory, virtually every dollar of new sales will come at the expense of your competitor. Competition is good for an industry; the competitors improve and clients are better served. Our premise is that you can use your pricing structure as an effective way to increase your competitive edge.

Most of us can quickly think of several successful and well-known companies that have used flexible pricing policies as a tool to achieve their goals of growth or market share. In fact, using this tool has contributed to their success. But, as smart business managers, they altered their prices to suit the new situation when they achieved their goal.

Companies that choose a low pricing policy to achieve volume generally must commit to it as a long-term—if not permanent—policy. These companies have decided that they would rather have their profits spread over a greater number of sales units, thus requiring a large volume of business to achieve their anticipated earnings. This type of business decision requires a long-term commitment, tight control of overhead and lower margins on a per-unit-of-sale basis.

Generally, this type of business plan works best in a commodity-based business where there is not much to separate the type or quality of goods between competitors. To the contrary, our industry is highly specialized and personalized, making it difficult to be successful when
This handsome publication is a superb reference manual. Although this book is not a substitute for specific legal advice, it discusses many duties and responsibilities a landowner, municipality, private tree company, practicing arborist, or public utility company have under various circumstances. It also covers the rights and measures of damages a property owner has in given situations.

There are ten chapters with questions that are asked and answered; three appendices; and a table of cases cited. Also included is a color plate section with photographs showing trees damaged or destroyed by improper application of herbicides and pesticides.

Chapter Titles Include:

- Generalized Duty of Care Owed by Landowners in Relation to Trees Growing on Their Property
- Recreational User Statutes—A Deviation from the Norm Concerning a Landowner’s Duty with Regard to Premises Liability
- Rights and Liabilities of Adjoining Landowners as to Trees Growing on Boundary Line
- Rights and Liabilities of Adjoining Landowners as to Trees Not Growing on Boundary Line
- Liability for Injuries or Damage Resulting from a Falling Tree or Limb Abutting a Street or Highway
- Governmental Liability for Failure to Maintain Vegetation Around Intersections and Railroad Crossings?
- When Must a Public Utility Compensate a Landowner for the Destruction of Trees Growing on the Landowner’s Property
- Is a Property Owner Entitled to Compensation When the Owner’s Trees are Injured or Destroyed Due to the Application of Herbicides and Pesticides by Another?
- Measure of Damages for Injury to or Destruction of Trees

The cost of Arboriculture & The Law is $25.00 for ISA members, $40.00 for non-members. It can be ordered prepaid from International Society of Arboriculture, P.O. Box GG, Savoy, IL 61874-9902, or fax VISA/MasterCard orders with card number and expiration date to (217) 355-9516.
based purely on a low-price-high-volume concept.

It has not been my purpose to advocate that every company lower its prices. I believe that every company should earn a sufficient return on its investment and risk to satisfy the investors and the needs of the company. But the life of a business is not a straight line, and there are times when an investment may be necessary and the prudent use of flexible pricing policy may be the least expensive way to make that investment.

Plastic Composites Corporation has produced more fiberglass booms and buckets than ANY other company. We have been the primary original equipment manufacturer of Hi-Ranger® glass components over the last three decades. Now we are in a position where we can deal directly with the rebuilding and user industry for replacement parts and repairs to fit the Hi Ranger® and other aerial lifts.

When you buy from PCC, you get OEM quality at the best price available.

Please call to discuss your needs for glass or liners to fit Hi-Ranger® and other aerial lifts. We have the product, the price and the service team to meet your needs.

So what is wrong with being the low-priced spread? When it helps you achieve your goals, absolutely nothing.

George Tyler is founder and retired president of CUES, Inc. (Consolidated Utility Equipment Service), a major supplier of truck equipment. A longtime member of the National Arborist Association, he has served as a member of the board and president. He received the NAA Award of Merit in 1990.
Looking forward to seeing you at the NAA Annual Meeting and Conference
February 9-13, 1993
at the beautiful
Don Cesar Resort in sunny Florida!

Paul McFarland
President, NAA

10 GOOD REASONS TO ATTEND THE 1993 NAA ANNUAL MEETING & CONFERENCE:

1. Get a head start on achieving your 1993 Goals.
2. Network with your peers and experts in the industry.
3. Improve your marketing efforts.
4. Investigate the Zero Defects Program.
5. Review insurance needs.
6. Prepare for an OSHA inspection.
7. Listen to, learn from and meet Dr. Alex Shigo.
8. Get a fresh perspective on your business.
10. Enjoy the activities offered in beautiful St. Petersburg . . . and more!

For more information please call:
NATIONAL ARBORISTS ASSOCIATION
1-800-733-2622

Please circle 18 on the Reader Service Card
The Jameson Safe-stik® series of fiberglass pruning poles and adapters offer all the durability, safety and versatility professionals require. Our pole adapters are designed to permit the interchange of most standard industry pruner heads and pole saws.

Call or write today for details about our poles, pole sets and adapters.

INDUSTRY ALMANAC

January 14-15
Carolinas Shade Tree Workshop
Co-sponsored by the Carolina Arborist Committee and Southern Chapter ISA
Charlotte, N.C.
Contact: Don McSween, 704-336-4262

January 14-16
Mid-America Horticultural Trade Show
Chicago, Ill.
Contact: Donn Sanford, 708-526-2010

January 17-19
Empire State Tree Conference
Suffern, N.Y.
Contact: 518-783-1322

January 25-27
Plant Health Care Conference
Leach Botanical Gardens
Portland, Ore.
Contact: Bruce Nelson, 503-774-9642

January 27-29
Annual Conference and Trade Show
Wyoming Groundskeepers and Growers Association
Casper, Wyo.
Contact: Bruce Potter, 307-637-7060; Chuck Kostboth, 307-265-1870

February 1-2
Wisconsin Arborist Association Annual Conference
Stevens Point, Wis.
Contact: Jeffrey Boeder, 414-278-3593

February 3-4
New England Grows
New England Nurserymen’s Association, Massachusetts Arborists Association, Associated Landscape Contractors of Massachusetts, the Massachusetts Nurserymen’s Association, plus 15 other New England green industry organizations
Hynes Convention Center
Boston, Mass.
Contact: 617-431-1622

February 8-9
28th Annual Shade Tree Symposium
Penn-Del Chapter, ISA and Penn State University Cooperative Extension
Lancaster, Pa.
Contact: Elizabeth Wertz, 215-795-2096

February 9-13
NAA Annual Meeting
Don Cesar Resort Hotel
St. Petersburg, Fla.
Contact: NAA, 800-733-2622

Please circle 11 on the Reader Service Card

FIBERGLASS
TREE TRIMMING POLES
• VERSATILE
• DURABLE
• SAFE
SECTIONAL AND FIXED LENGTHS
POLE ADAPTERS

BORDER CITY
TOOL
CARBIDE TIPPED
STUMP CUTTERS

BUY DIRECT FROM
THE ORIGINAL MANUFACTURER
Call Toll Free: 1-800-421-5985
FAX: 1-313-758-7829

23325 BLACKSTONE
WARREN, MI 48092-2675
Telephone: (313) 758-5574

Please circle 6 on the Reader Service Card
Do you wish to receive TCI?  □ Yes  □ No

Name ____________________________________________________________

Title ____________________________________________________________

Company ______________________________________ Phone __________________________

Company Address ______________________________________________________

City __________________________ State __________ Zip __________

Signature __________________________ Date __________

BE SURE TO SIGN & DATE CARDS

BUSINESS/INDUSTRY
(a) Tree Service Co.  (b) Manufacturer/Distributor  (c) Governmental Entity
(d) Advertising Agency  (e) Extension Service  (f) Hospital, Golf Course, Office/ apartment complex or other institution
(g) Consulting firm  (h) Utility  (i) School/University
(k) Landscape Contractor  (l) Other __________

TITLE
(a) Owner  (b) President  (c) Vice-President
(d) Manager (general)  (e) Superintendent  (f) Forester
(g) Supervisor  (h) Director  (i) Purchasing Agents
(j) Landscaaper  (k) Grounds Manager  (l) Government Agent
(m) Consultant  (n) Instructor  (p) Arborist
(q) Other __________

For more information, please circle appropriate number.

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

December 1992 Issue
This card expires April 1993

Please allow up to six weeks for replies. TCI is not responsible for any advertiser's failure to respond to a request. The listing of an advertiser does not constitute affiliation with or endorsement by TCI.
Consulting Arborists Enjoy Record Turnout In Asheville

Nearly 250 consulting arborists, spouses and guests from across North America gathered in Asheville, North Carolina, for the American Society of Consulting Arborists (ASCA) Annual Conference in October. About 80 of the attendees were guest arborists who were seeking information on how to develop the consulting part of their business.

Among the highlights of the meeting was a session on how to use the new Eighth Edition of the "Tree Appraisal Guide," including examples of how to determine regional cost factors.

Next year's conference is scheduled for October 1-4 and will be hosted by ASCA member John Moran and his wife, Bonnie, in Portland, Maine, at the Holiday Inn By The Bay.

For more information, write ASCA, 5130 W. 101st Circle, Westminster, CO 80030, or call 303-466-ASCA.

ASCA Elects New President

John S. Miller, Richmond Hill, Ontario, has been elected president of the American Society of Consulting Arborists. Miller worked for 45 years with the Davy Tree Expert Company, serving as vice president of the company's Canadian subsidiary. He was elected to membership in ASCA in 1973.

Other officers and board members for 1993 include: Erik Haupt, Danbury, Connecticut, president elect; Sam Knapp, Riverside, California, vice president; Gene Himelick, Urbana, Illinois, secretary/treasurer; Neil Engledow, Nineveh, Indiana, director; Larry Holkenborg, Sandusky, Ohio, director; Denice Froehlich Britton, St. Helens, California, director; Steve Day, Denver, Colorado, director.

The results of balloting were announced at ASCA's recent conference in Asheville, North Carolina. Retiring president Jack McNeary told the gathering that this year has been a year of progress for the Society, with the implementation of a continuing education program, the launching of a Document Review Service, the beginning of work on establishing report protocols, continued growth in financial reserves, and a highly successful annual conference with a record 250 people in attendance.

TREE TRIMMING EQUIPMENT
Since 1912 to 1992
80 YEARS OF QUALITY TOOLS AND FRIENDLY SERVICE.

"Your warehouse is just a phone call away"
FREE catalog available!

Please circle 24 on the Reader Service Card
TREE CARE INDUSTRY - DECEMBER 1992
HELP WANTED

Arbor Care /Southern California—Arborist position requires sales & management abilities. Must have strong background in operations with high safety standards, an interest in high quality product and a drive for customer satisfaction. Send resumes to Peter Sortwell, General Manager, Arbor Care, 477 Old Winder Garden Road, Orlando, FL 32811.

We are a full service arboriculture firm with offices in the Midwest and the East Coast. With our continued expansion, we are seeking qualified arborists for production, plant health care and sales positions within our company. We consider safety, quality, production and communication to be the foundations of proper tree care. If you believe the same and wish to make arboriculture a career, we would like to hear from you. Send your resume with salary history to Carol Nallen, c/o The Care of Trees, Inc., 2371 S. Foster Ave., Wheeling, IL 60090. Phone: 708-394-4220.


FOR SALE


Would you pay $79 for a tool that is guaranteed to save time on almost every job? The 39" Accu-Fell tool is used for sighting, felling, breaking stump cuts and rolling logs. Write Accu-Fell, 2814 Fairfield Ave., Bridgeport, CT 06605. Add $7.50 shipping. 1-800-879-4824 VISA/MC or FAX: 203-334-2077.


Hi-Rangers, Asplundhs w/chip boxes & flat beds; chippers, 60g/min Bean sprayer; stump grinders; cranes & log loaders. Pete Mainka Enterprises, 633 Cecilia Dr., Pewaukee, WI 53072 Phone: 414-691-4306.


Peavey Tree Pruning Poles & Supplies

Peavey Manufacturing Company is pleased to offer a complete line of top quality tree pruning poles and equipment for the professional as well as the amateur who wants a quality made tool.

For years we have made a limited line of pruner poles for the large industrial users, and we feel that if we can satisfy these customers on a nationwide basis that we can satisfy anyone else.

We have a variety of poles including white ash in solid lengths, and also six foot sectional poles with lightweight aluminum couplers. There is also available a line of non conductive sectional, or full length fiberglass poles for the electrical contractors. Included you will find a complete price list and order form for all pruner poles and equipment.

Available in threaded or clip type couplers.

Please circle 31 on the Reader Service Card

Peavey Manufacturing Co.
P.O. Box 129 East Eddington, Maine 04428
(207) 843-7861 — (207) 843-6778 — FAX (207) 843-5005

Available in threaded or clip type couplers.

Please circle 21 on the Reader Service Card
THE ONLY THING YOU CAN'T CHANGE IS HOW POWERFUL IT IS.

A Continental Power Unit not only gives you more power. It offers you more ways to use that power.

Every unit has flexibility designed into it. So it meets your needs, not our whims. And we continue to find ways to make it even more adaptable.

Of course, you'll still enjoy the power-packed Continental industrial-strength engine. And the support of more than 5000 distributors and service centers worldwide.

So if your power supply isn't supplying everything you need the way you need it, plug into a Continental Power Unit. We can supply you with any number of reasons to change.

Contenental Power Unit
3409 Democrat Road • Memphis, TN 38181
1-800-932-2858

Please circle 32 on the Reader Service Card
NEW ENGLAND GROWS

An historic merger of the major New England green industry trade shows

FEBRUARY 3 & 4, 1993
Hynes Convention Center
Boston, Massachusetts

FEATURING
- Hundreds of specialized industry suppliers offering the best in goods and services
- An exceptional educational program designed to keep you well ahead of the game
- Some of the nation's top speakers including:
  Dr. H. Marc Cathey
  Dr. Donald A. Rakow
  Dr. Alex L. Shigo
  Dr. Carl Whitcomb
- Low admission fees
- The chance to do and see it all - at one time - under one roof

SPONSORED BY
New England Nurserymen's Association
Associated Landscape Contractors of Massachusetts
Massachusetts Arborists Association
Massachusetts Nurserymen's Association

NEW ENGLAND GROWS, INC.
200 Linden Street
Wellesley, MA 02181-7013
(617) 431-1508

Classified ad rates: $45 per inch (1-inch minimum), payable in advance, due the 20th of the month two months prior to publication. Send ad and payment to: Tree Care Industry, P.O. Box 1094, Amherst, NH 03031.
THE BROWN TREE CUTTER ADVANTAGES

1. 500 Lbs. blade bar generates a tremendous fly wheel effect.
2. 810 RPM blade bar allows blade contact 54 times per second.
3. Open back cutter deck allows the unit to back into standing trees up to 8" Dia.
4. Spring mounted pressure bar applies pressure to the material above the blade contact point.

CALL FOR FREE BROCHURE
1-800-633-8909

LIST OF ADVERTISERS

<table>
<thead>
<tr>
<th>Reader Service Number*</th>
<th>Page No.</th>
<th>Reader Service Number*</th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 American Arborist Supplies</td>
<td>20</td>
<td>17 Morbark Sales Corp.</td>
<td>Back Cover</td>
</tr>
<tr>
<td>2 Andy’s Truck Center</td>
<td>20</td>
<td>18 National Arborist Association</td>
<td>15, 21</td>
</tr>
<tr>
<td>3 Arbortech</td>
<td>6</td>
<td>19 New England Grows</td>
<td>26</td>
</tr>
<tr>
<td>4 Bartlett Manufacturing Co.</td>
<td>23</td>
<td>20 Opdyke, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>5 New England Ropes</td>
<td>3</td>
<td>21 Peavey Manufacturing Co.</td>
<td>24</td>
</tr>
<tr>
<td>6 Border City Tool &amp; Manufacturing Co.</td>
<td>22</td>
<td>22 Plastic Composites Corp.</td>
<td>20</td>
</tr>
<tr>
<td>7 Brown Manufacturing Corp.</td>
<td>27</td>
<td>23 Professional Tree &amp; Turf Equip.</td>
<td>10</td>
</tr>
<tr>
<td>8 Fox Manufacturing, Inc.</td>
<td>10</td>
<td>24 Rayco Manufacturing, Inc.</td>
<td>8, 23</td>
</tr>
<tr>
<td>9 Independent Protection Co.</td>
<td>26</td>
<td>25 Schodorf Truck Body &amp; Equip. Co.</td>
<td>14</td>
</tr>
<tr>
<td>10 International Society of Arboriculture</td>
<td>19</td>
<td>26 Shindaiwa, Inc.</td>
<td>Inside Front Cover</td>
</tr>
<tr>
<td>11 Jameson Corp.</td>
<td>22</td>
<td>27 Southco Industries, Inc.</td>
<td>18</td>
</tr>
<tr>
<td>12 Kenco Engineering Co.</td>
<td>14</td>
<td>28 Tamarack Clearing, Inc.</td>
<td>12</td>
</tr>
<tr>
<td>13 Kinetic Stump Cutter, Inc</td>
<td>28</td>
<td>29 TECO, Inc.</td>
<td>Inside Back Cover</td>
</tr>
<tr>
<td>14 Leonardi Manufacturing Co., Inc.</td>
<td>12</td>
<td>30 Time Manufacturing Co.</td>
<td>11</td>
</tr>
<tr>
<td>15 J.J. Maugel Company</td>
<td>9</td>
<td>31 Western Tree &amp; Landscape Supply</td>
<td>24</td>
</tr>
<tr>
<td>16 Mid-Am Trade Show</td>
<td>13</td>
<td>32 Wis-Con Total Power Corp.</td>
<td>25</td>
</tr>
</tbody>
</table>

*Circle this number on Reader Service Card for more information on this advertiser.
Stranger Than Fiction

By John M. Haller

In “The Cask of Amontillado,” one of Edgar Allan Poe’s most popular tales, a man is lured into a wine cellar by a secret enemy masquerading as a friend during the height of a drunken orgy. Once down within the vault where his cries could not be heard, the half-tipsy victim is chained to the wall. His enemy, having made all the necessary preparations, now reveals his true identity and gloatingly begins to seal him up stone by stone in a masonry cocoon whose contents were never to be discovered.

We all enjoy this as a good story without really believing it. Such things never happen in the real world. Or do they?

Working as a tree surgeon in Texas when cavity filling was in vogue, I was commissioned to repair a mammoth cavity in a large oak. The cavity extended from ground level upward to about 10 feet and was so wide that we worked inside it, cleaning out the punky and decayed wood with adzes and axes.

Filling so large a cavity solid with concrete had gone out of style some years before. The new technique was to build a sturdy board backing, bracing it firmly against the rear and side walls, wedging it into the living tissues near the edge of the wound. The backing would then be positioned in such a way that a concrete facing two or three inches thick would be all the material needed to close the cavity mouth while at the same time conforming more or less with the circumference’s natural contour. In this way, much less material was used, less time was spent, the concrete-to-wood contact area was reduced to a minimum, the cavity’s center was left comfortably hollow and dry, and all openings were sealed shut to prevent entrance of insects, vermin, rodents, or anything else.

Anything else” is the key phrase. What happened next is almost beyond belief, but truth is stranger than fiction.

Three of us labored on this huge cavity for several days, doing all the work with hand tools: adze, axe, hatchets, chisels and various handmade scoopers and scrapers. As the chain saw had not yet been invented, everything moved at a much slower pace. By the end of the fourth day we had finished the cleaning out process and had begun construction of the board backing. We knocked off work Friday afternoon when we had brought it to an approximate 5-foot level.

We returned on Monday and went to work with a will, hoping to complete the backing and to begin laying down the facing. We had secured three more boards in place when we were stopped in our tracks by a sudden stirring within.

I climbed up the stepladder and peered over the boards. The day was overcast and the boards blocked out the little light that was available, so all I could make out was a formless dark object huddled up on the ground in the farthest recess.

Bob ran to the truck and got the flashlight out of the glove compartment. At the first beam of light the mystery object stood and revealed itself. It was a man!

By a combination of threats and persuasion and poking with a long stick, we finally roused him from his drunken stupor and managed to get him out into the open.

A derelict looking for a place to sleep, he had chanced on our oak tree, had climbed in and settled down for the night.

Luck was with him, for a recently cleaned out cavity inside a large oak is one of the snuggest retreats imaginable—far better than any bedbug-ridden skid-row hotel. Luck was also with him in that his bottle was doubtless greatly lightened when he climbed in. Had it been full and had he drunk it all, he might not have awakened in time to make his presence known.

John Haller is the owner of John M. Haller Tree Service Co., Modesto, California.

Do you have a story for From the Field? TCI will pay $100 for published articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person or they will not be considered for publication. Articles and photos must be received by the first day of the month for the following month’s issue.
What Do You Use in Your Neck of the Woods?

The SATURN unit is the ultimate tree trimmer with a working height of up to 57 feet. Greater overcenter boom actuation provides exceptional reach capacity for improved productivity. Lower boom actuates 138°.

If you are already using a SATURN aerial lift, then you are experiencing the reliability, maneuverability and easy operation that we knew you would expect when our engineers designed it. But we believe that building and designing a good product is just half the job... the rest is quality service. Whether it's helping you make a prudent purchasing decision, getting your equipment delivered to you on time, following up and putting your unit into service, or helping you maintain the machines you use day after day... TECO is always there for you.

Choosing a reliable partner for your business is the best assurance for a solid future. So if you aren't using a SATURN in your neck of the woods... branch out by giving us a call. TECO Sales and Service Centers and Dealers are located nationwide to assist you.

TECO-Birmingham, AL
(205) 987-7534

TECO-Honeybrook, PA
(215) 942-2500

9733 Indianapolis Road
Fort Wayne, Indiana 46809
(219) 747-1631

POINTS TO CONSIDER
- Lower boom actuates 138°
- Excellent side reach - 44 feet
- 57 feet of working height
- Boom actuation without chains or cables
- Smooth, easy one hand control
- Quick set-up, saves you time
- SATURNS are in service worldwide
- Economical to own and maintain.
Morbark's New E-Z Chipper

Why Buy an E-Z?

Nearly two years of research and testing have been devoted to the development of Morbark's new E-Z Chippers. The result? The safest, most productive, most economical hand-fed brush chippers you can buy. In fact, this principle works so well, we're offering a full line of E-Z chippers from small drop feed units to large whole-tree chippers. Because the E-Z chippers are so superior in every way to conventional drum chippers and disc chippers, we are pleased to announce we will discontinue production of our own popular hand-fed, disc-style chippers. But don't just take our word for it. The only way to really appreciate these chippers is to see them run. We urge you to call today for a free video demonstration and for the name of your local Morbark dealer, who will be happy to arrange a live demonstration. Once you see an E-Z operate, we're convinced it will be your next chipper!

MORBARK
P.O. Box 1000 Winn, MI 48896 (800) 233-6065

Please circle 17 on the Reader Service Card

Morbark's E-Z Secret

The patented E-Z chipping principle is a revolutionary concept in brush chipping. Illustrated by the patent drawing above, the E-Z drum works much like a circular saw blade. Chips are held in the deep chip pocket until discharged by centrifugal force. This allows chipping with less horsepower and chipper wear than ever before.