

Committed
to
Innovative
Competition



NELSON
Tree Service, Inc.

The Professional Approach

Nelson Tree Service is committed to providing innovative, competitive and effective line clearance services to all of our customers. We believe that through competition and innovation, our customers receive the greatest value for their dollars spent.

Nelson provides utilities with the highest quality equipment, services, and people for all of their line clearance and vegetation management requirements. Our greatest strengths are the quality of our work and our regard for the safety of workers, the public, and the surrounding environment during and after the tree-trimming process.

Creative products and dedicated, caring personnel provide customers with top-quality service and support 24 hours a day. Our professional approach best meets all our customers' requirements.

Safety - Our Competitive Edge

While there are many ways to be competitive in our industry, Nelson feels the surest way to remain a leader is by placing the personal safety and health of our employees at the top of our priority list.

In order to keep our employees healthy, Nelson has implemented a wide variety of practices and procedures to provide a work environment free from safety and health hazards, to the greatest degree possible.

We rely on the active support and participation of every Nelson employee to make this program successful, from our one-of-a-kind Safety Van, to daily safe working practices that are designed to keep Nelson employees happy, healthy and on-the-job. At Nelson Tree Service, we define our competitive edge through safety.



Founded in 1919 by tree surgeon Fred Nelson, Nelson Tree Services, Inc. has been an industry leader and technological innovator for over 80 years.

Nelson Tree Services was one of the first companies to adopt new V-trimming methods in the 1920s and 30s, establishing an industry standard that is still used today.

In the 1950s, Nelson was the first to introduce the use of bucket truck in utility line clearance operations, and our development in the early 60s of a mobile, self-propelled chipper truck revolutionized the line clearance industry.

This innovative spirit and drive continues today at Nelson Tree Service, as we continually look for creative new ways to meet the needs of our customers.



Our Equipment Advantage

Nelson Tree Service is the only utility line clearance company that maintains extensive manufacturing/fabrication systems for building and maintaining its own high-quality vehicles, as well as developing new off-road equipment to meet the specialized needs of the line clearance industry

Because line clearance work has a high potential for danger, Nelson engineering helps assure that Nelson equipment provides superior performance and safety. Nelson builds its equipment to help crews do their jobs most effectively while meeting all regulatory requirements of areas being serviced.

We also outfit Nelson work crews with the most reliable tools and accessories available. From boots and belts to chainsaws



and pneumatic shears, Nelson supplies its nationwide force of work crews with the highest quality tools and safety gear.

While this equipment advantage requires a substantial investment, Nelson feels that this commitment is necessary to provide utility customers with the highest quality, most reliable line clearance service available in the industry.



Crisis Response

When electrical services are interrupted due to storms, natural disasters, or other unforeseen circumstances, utility companies can depend on the Nelson Storm Support Team (SST) for fast, expert assistance.

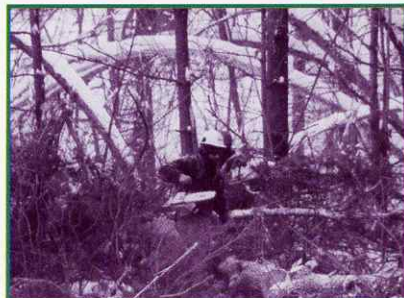
Nelson's nationwide network of experienced storm service professionals are ready to respond quickly with the expertise and understanding that comes from over 75 years of excellence in the line clearance industry.

Nelson SST has assisted utility customers in a wide variety of emergency situations, from ice storms in New York to hurricanes along the Atlantic coast. Our strength is our experience.

Nelson SST is available 24 hours a day, 7 days a week to help you restore power to customers after any crisis. Call us anytime. We're ready to help!

Crisis Response Contact Information:

Phone: 800 943-0065
24 hr. Pager: 888 935-9887



Nelson crews are currently working at job sites all across the United States.



Mobile Safety Training

Nelson is the first line clearance specialist to introduce a Mobile Safety Training Vehicle. Primarily used at job start-up, the Safety Van is a mobile classroom designed to further our employees' understanding of various safety issues through multimedia presentations and live demonstrations.

It includes an authentic scale replica of a live, high voltage electrical system which demonstrates how electricity works and creates potential worksite hazards. Topics covered in these 2-hour classes include aerial rescue procedures, proper tree-felling techniques, proper chain saw use, and electrical hazards.

Weekly Safety Tailgate Flyer

Nelson produces a "Weekly Safety Tailgate" flyer that is sent to all Nelson crews nationwide. Each notice covers specific worksite-related topics. Everything from use of power equipment and vehicles, to reviewing safety procedures provides reinforcement of Nelson's emphasis on The Professional Approach.

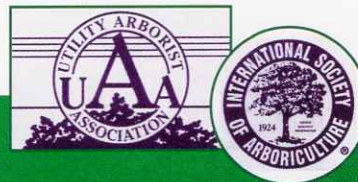
Line Clearance Certification Program

To ensure that all utility line clearance operations are performed with the highest regard for workmanship quality and safety, we developed the Nelson Line Clearance Certification Program.

Implemented through field training, work experience, and supervisor evaluation, this exclusive Nelson program is specially designed to serve these vital purposes:

- Verify that all field personnel understand and can perform the proper work practices of their specific job classifications.
- Provide written documentation of worker certifications for customer and regulatory review.

In addition to our certification program, Nelson's general foremen are International Society of Arboriculture-certified, and Nelson Tree Service is a member of the Utility Arborists Association. This assures utilities and their customers of receiving line clearance services which comply with accepted arboriculture guidelines.



**For Information, Contact our
Sales Office: 800 943-0065**

Nelson Headquarters • 3300 Office Park Drive
Dayton, Ohio 45439 • Phone: 937 294-1313
Fax: 937 294-3380 • E-mail: info@nelsontree.com
www.nelsontree.com