Ninth Annual Meeting

September 21 and 22, 1985 University of Southern Mississippi Hattiesburg, Mississippi



Louisiana - Mississippi Christmas Tree Association



GROWER SUPPORT PRODUCTS

PRODUCTION SALES OFFICE

P.O. Box 590, Wautoma, Wis. 54982 Phone: (414) 787-3317

HOME OFFICE

P.O. Box 340, Puyallup, WA 98371 Phone: (206) 848-8701

Kirk Tree Tie Plastic Netting

The Shape

that protects Christmas trees against costly damage from field to the retail lot to the customer.

The Shape

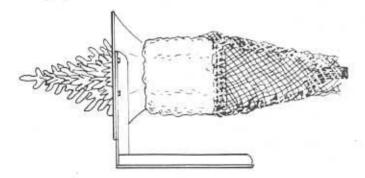
of a time-tested product of proven quality, doesn't zipper or come apart.

The Shape

that remains pliant in any temperature or weather.

The Shape

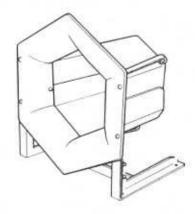
that's faster in the field in any kind of weather and eliminates hand tying labor.



CARTRIDGES AND ROLL STOCK

Balers From Kirk 18" and 20"

We have done wondrous things to this already proven baler. We have reduced the bell size — this makes it more efficient and easier to pull trees through. We have reduced the weight and, at the same time, im-



proved its strength. While these two improvements work toward a stronger, more efficient baler, they also allow less shipping weight, thus cutting your freight cost and delivery time. One of the most important new features is the finish inside and out. A brand new, hard-as-glass finish that cuts the friction, so that all trees pull through easier. Better looks, lighterweight, better efficiency, stronger, and perhaps most importantly, a better baler at the same price.

Christmas Tree Colorants

Needlehold

Needlehold is a liquid-hydrostatic sticker that when diluted with water and sprayed on spruce trees forms a coloriess-durable film that helps prevent water loss through transpiration. Needlehold is not toxic to trees and will not deter future growth if the trees are sprayed in the field and left uncut.

Dilute one gallon of Needlehold with two gallons of water and spray the trees thoroughly. This application should be made in the field before cutting. Needlehold for needle retention should be sprayed in temperatures over 40° F. Do not spray if trees are wet or if frost remains on the trees.

See label for more detailed directions about dilutions, spraying, precautions, spraying equipment, clean-up, and directions for transplants, shade trees, shrubs, etc.

SOLD IN 5-GALLON CONTAINERS AND PRICED BY THE GALLON.



Super Principles

Super Pinegreen

Super Pinegreen is a richer Pinegreen colorant and is what the name implies a Super Pinegreen. Super Pinegreen is an easy-to-spray water soluble, concentrated green colorant that when mixed with water and sprayed on Christmas Trees will produce an attractive natural green to trees that are subject to discoloration.

After the spray dries, the tree is coated with a colorfast film that will not wash off, wear off or fade in sunlight, and is harmless to trees. It is safe to use, and after it is applied presents no hazard to children or pets.

Dilution of one gallon of Super Pinegreen in 30 gallons of water has proven satisfactory; however, this may be altered to gain the intensity of green coloration desired by the user. Early application is recommended while the trees are still green in the field, and before any danger of frost or yellowing.

SOLD IN 5-GALLON CONTAINERS AND PRICED BY THE GALLON. ITEM NO. 504



tree life Christmas Tree preservative by Christmas Tree People

Tree Life is a scientifically formulated product which extends the life and beauty of Christmas trees. Simply mix with tap water.

COMES IN TWO PACKS. ITEM 600 — 100 pk/cs ITEM 602 — 250 pk/cs

Association Affairs and History

The La.-Ms. Christmas Tree Association was officially organized as the La.-Ms. Christmas Tree Growers' Association in December, 1976 in Jackson, Ms. from a group of 17 growers. A prior meeting was held on the LSU campus in Baton Rouge to discuss the need for an association and the latest cultural practice recommendations. Our Association has grown from 17 members in 1976 to over 600 in 1985. We are the third largest Christmas tree association in the Nation.

Our Association was granted a Mississippi Charter of Incorporation as an agricultural association with 25 charter members in late December, 1976; and a Louisiana Charter in April, 1977. The first annual meeting was held September 17, 1977, in Hattiesburg, Ms., with approximately 93 people attending. The Eighth Annual Meeting was held September 22-23, 1984, in Hammond, LA, with approximately 300 in attendance. Fritz G. Lindley was the first president of our Association (1976-77) and he has been succeeded by Edward L. Blake (1978-79), Robert N. Eddy, Jr. (1980-81), Wallace Swedenburg (1982-83), and James J. King (1984-present).

The La.-Ms. Christmas Tree Association (the word Growers' removed by referendum in 1983) is composed of individual growers, wholesale and retail buyers, equipment and chemical suppliers, and many other associated business people. In case you're wondering about the annual meeting schedule, our annual meetings are hosted by Louisiana in even-numbered years and by Mississip-

pi in odd-numbered years.

Your Association is now a growing business with an executive secretary and a business office to serve your needs. The Business Office was officially established on July 1, 1981, by vote of the Board of Directors. The duties and responsibilities of the Business Office are contained in a legal contract that is renewed and negotiated on an annual basis. Resource Consulting International, Ltd. of Starkville, Ms., provides all office space, equipment, and staff and is paid on a per-member basis. Association affairs have increased to the point that we must keep all membership, accounting, and seedling order records on a microcomputer. If you are in the Starkville area, come by and see the operation of your Business Office.

As you can see from the 1985 Budget your Association is a small corporation with lots of expenses and only a limited amount of income. Your \$20 membership provides the majority of the income to run the Business Office and provide member services. I realize that you would like to have more services, especially in the area of marketing and promoting local grown trees, but these activities take more money than we can generate with a \$20 membership. Please let your Board of Directors know the types of services you would like the Association to offer. For your information, our membership dues are the lowest of any association in the Nation.

The Business Office is open Monday-Friday from 7:30 a.m. to 5:00 p.m. to provide you with assistance and information. As most of you know, my wife Kathie maintains the Association records and conducts most of the daily business activities. She is the executive secretary to the executive secretary, so don't hesitate to communicate with her.

Don't forget that your County Agent is a valuable source of assistance and information. He has the backup of Extension Specialist at LSU and MSU.

Please let me or your Board know how we can better serve your needs. Relax and enjoy the Annual Meeting . . . don't forget to learn something during the meeting.

> Dr. Robert C. Parker Executive Secretary

1985 BUDGET

OURCE OF INCOME/COST	1985 BUDGET
NCOMES:	
Membership Dues	. \$12,000.00
Seedling Sales	
Annual Meeting Receipts	8,000.00
Caps, Logos, Literature	
Earned Interest on Savings	
TOTAL INCOME	, \$57,250.00
COST:	
Advertising/Public Rel	. 2,500.00
Business Office Contract	
Bad Debts/Checks	. 100.00
Bank Charges	. 150.00
Mailing Permit	. 40.00
National Association Dues	. 40.00
Office Supplies	. 500.00
Telephone	. 1,250.00
Printing and Coping	
Postage	
Directors' Meeting	
Seedling Purchases	
Seedling Transportation	
Travel - National Trustee	
- President	
Executive Secretary	
- Mileage	. 800.00
- Meals	. 100.00
- Motel/Hotel	. 200.00
Annual Meeting Expenses	. 5,000.00
Bonding of Executive Secretary	. 50.00
Literature Purchases	
Refunds - General	, 150.00
National Association Expenses	
Miscellaneous Expenses	. 500.00
TOTAL COSTS	Once a system of the control of the
Net Income Over Cost	. \$ 2,670.00

NINTH ANNUAL MEETING La.-Ms. Christmas Tree Association

University of Southern Mississippi CBA Building Hattiesburg, Mississippi September 21-22, 1985

FRIDAY, SEPTEMBER 20

7:00 p.m. Pre-regis

Pre-registration begins

Exhibit space open for setup

8:00 p.m.

Board of Directors Meeting

SATURDAY, SEPTEMBER 21

8:00 a.m. Load busses at CBA Building, No Cars allowed.

Christmas Trees for contest must be ready.

8:30 a.m. Field Sessions at Howard Thomley Farm

** * = Sessions repeated at 8:30, 9:15, 10:00 and 10:45

\$\dagger \dagger \dagger = Sessions run continuously

*** Flocking, Mounting, Retailing Trees

Mr. Howard Thomley, Mr. Bob Eddy, and Mr. L. C. Baldwin

*** Hand Shearing, Pruning, and Cultural Practices

Dr. Alden Main and Dr. Robert Parker

* * * Grading, Marketing, Harvesting

Mr. Leonard Mixon and Mr. Donnie Robertson

*** Calibration, Pressures, Nozzles, Stickers/Spreaders

Dr. Wayne Houston and Mr. Mickey Lowasney

☆ ☆ ☆ Machine Shearing

☆ ☆ ☆ Exhibitor Demonstrations

11:30 a.m. Load Busses for Kamper Park

11:45 a.m. Lunch at Kamper Park, East Hardy Avenue

12:45 p.m. Load Busses for CBA Building

POPULAR VOTE ON CHRISTMAS TREES by State and Place

1:00 p.m. GENERAL SESSION — Room 116

Market Outlook and Operation Real Tree Mr. Eldon Weber - National CTA

New Taxation Legislation

Mr. Eldon Weber - National CTA

Current Research

Dr. Alden Main - LSU

2:30 p.m. CONCURRENT SESSIONS (repeated at 2:30, 3:30 and 4:30)

Making and Marketing Byproducts (wreaths, etc.)

Mr. Fred Kohl, Mrs. Shirley May and Mrs. Carolyn Swedenburg

Pesticide Recommendations and Practices

Dr. Pat Cobb, Dr. Wayne Houston and Dr. Don Blasingame

Record Keeping and Taxation

Dr. Robert Parker and Mr. Reggie Pulliam

Marketing, Advertising, etc.

Mr. Eldon Weber and Mr. Craig Collier

5:30 p.m. Adjourn

6:30 p.m. Social and Catfish Cookout at Community Center

SUNDAY, September 22

8:00 a.m.

Non-denominational Religious Service at Campus Chapel

Rev. James B. Taylor, Pastor of Holy Rosary Church, Hattiesburg, MS

9:00 a.m.

Association Business Meeting (Elections, Contest)

National Association Slide Program

10:00 a.m.

General Session

Judging Quality Trees - Contest entries

- Judges evaluations

Using Operation Real Tree films and promotional materials

Panel Discussions Cultural Practices Marketing

ANNUAL MEETING SPEAKERS 1985

L. C. Baldwin P. O. Box I-609 Montrose, AL 36559 205-626-1390

Dr. Don Blasingame Extension Plant Pathologist P. O. Box 5426 Mississippi State, MS 39762 601-325-2144

Dr. Pat Cobb Extension Entomologist Auburn University Auburn, AL 36830 205-826-4940

Craig Collier 8542 Fordham Court New Orleans, LA 70127 504-246-3994

Bob Eddy, Jr. 6813 Oahu Court Bay St. Louis, MS 39520 601-255-1857

Dr. Wayne Houston Extension Agronomist P. O. Box 5426 Mississippi State, MS 39762 601-325-3430

Fred Kohl 647 E. Scenic Drive Pass Christian, MS 39571 601-452-7315 Mickey Lowasney 8447 Beechwood Court New Orleans, LA 70127 504-246-4520

Dr. Alden Main Extension Forestry LSU, Knapp Hall Baton Rouge, LA 70803 504-388-4087

Shirley May Route 1, Box 100-B Chunky, MS 39323 601-655-8264

Leonard Mixon USDA P. O. Box 44456 Baton Rouge, LA 70804 504-925-3774

Dr. Robert C. Parker Executive Secretary Route 2, Box 706 Starkville, MS 39759 601-323-3896

Reggie Pulliam 8360 W. El Cajon Drive Baton Rouge, LA 70815 504-925-2837

Donnie Robertson Farmers Market, USDA P. O. Box 1609 Jackson, MS 39205 601-354-6573 Carolyn Swedenburg Route 4, Box 6 Columbus, MS 39701 601-328-9140

Howard Thomley Route 14, Box 655 Hattiesburg, MS 39401 601-485-9523

Eldon Weber National Association President 611 East Wells Street Milwaukee, WI 53202-6410 414-276-6410

You Cannot Afford To Be Without the Yule Trimmer

Efficient - Easy to operate Trims 5-8 trees per minute 2000-3000 trees per day is normal Price of \$3750. With these trim rates gives lowest cost per tree. Self propelled-adjustable speed Not affected by uneven or hilly ground One wheel balanced design utilizes its walk behind feature and maneuverability to give the finest precision shearing. Up hill and down it maintains the same cutting angle and steady non-stop rate You walk at slow 2 mph pace applying very little force to guide trimmer 4-cycle gasoline engine Dependable belt driven rotary cutters Trims up to 8 ft. trees Belts and cutters shielded from operator Safety shut-off grip on right handle-bar Low maintenance design shears more trees week after week The thin high speed Swedish steel blades give clean cuts to promote maximum budding



The Yule Trimmer is bought for its productivity and labor saving but owners find that the improved quality of their trees is of even greater importance.

YULE FOREST

1220 Millers Mill Road Stockbridge, GA 30281 404-957-3165

STANDING ASSOCIATION COMMITTEES 1985

FINANCIAL/BUDGET COMMITTEE: Bill Pippin - 318-322-0651, Co: Barton Bennett - 504-927-3500

1. Direct formulation of budget items in response to Association objectives/programs.

2. Initiate and/or direct ways of obtaining money for budget items.

3. Monitor financial activities of Association.

4. Approval of non-budget expenses.

5. Annual audit of Business office records.

PROJECT and ACTIVITIES COMMITTEE: Alden Main - 504-388-4087

1. Establish priorities for annual projects and activities.

Establish long term activities/projects.

3. Obtain needs and priorities of members.

4. Appoint and supervise activities of needed committees.

ANNUAL MEETING COMMITTEE: Harry May - 601-485-9523

1. Plan annual meeting activities.

2. Appoint and supervise committees.

RESEARCH and DEVELOPMENT COMMITTEE: Alden Main - 504-388-4087, Co:Bill Elam - 601-325-2946 Co: Dr. Tony Hu - 504-388-4131

1. Promote research.

2. Monitor new research results.

PUBLICITY/PROMOTION COMMITTEE: Bob Eddy - 601-255-1857

1. Develop and conduct programs to promote natural Christmas Trees.

2. Advertise and publicize programs of the Association.

3. Arrange and publicize placement of local trees in public places (Governor's Office, etc.)

SEEDLING SALES COMMITTEE: Business Office - 601-323-3896

1. Locate and purchase annual seedlings.

2. Develop long range plans to meet seedling demands of Association.

3. Coordinate and supervise disbursement of annual purchase.

4. Work with public and private organizations to develop long range sources.

5. Seed source development.

GRADING/MARKETING COMMITTEE: Craig Collier - 504-246-3994, Co: Tom Gould - 601-788-9742

1. Develop guidelines/standards for Association involvement in market and grading.

2. Initiate specific activities to serve needs of members.

3. Establish a grievance and arbitration committee to work with buyer and seller in case of a disagreement.

4. Provide growers/sellers with sample contracts and guidelines.

 Maintain information about buyers and sellers credibility; records of transactions results only – release by one party only.

MEMBER SERVICES COMMITTEE: Norm Katz - 504-839-5243

1. Define type and scope of member services.

2. Establish dues structure.

3. Establish equipment needs, etc.

4. Newsletter

LEGISLATIVE AFFAIRS COMMITTEE: Reggie Pulliman - 504-925-2837

1. Monitor tax laws/legislation.

2. Develop programs/activities to promote appropriate legislation at State and National levels.

3. Monitor regulation/laws that affect our industry.

SUGGESTED IMPLEMENTATION:

Appoint committee to define committee structure, functions, inter-relationships.

2. Report to Board for approval.

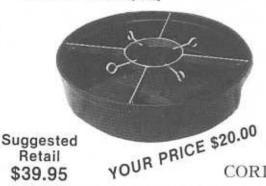
3. Once implemented, a Board Meeting would consist of committee reports.

4. A Committee would then conduct their respective functions as approved by the Board.

RESH

Deluxe CHRISTMAS TREE STAND

The Ultimate Tree Stand at an Affordable Price



♣ Fully Assembled ♣ 5 Gallon Capacity

▲ 21" Diameter Pan For Stability

▲ 2 SIZES AVAILABLE ▲

▲ 6" Center Ring for 7' Monterey Pines & 9' + Firs

♣ 7" Center Ring for 8' + Monterey Pines & 12' + Firs

♠ Optional Trunk Brace for the Very Tall & Heavy Trees

Retail \$39.95

CORL & FLEMING, INC. "SINCE 1930" - 805-524-0622

	QIV.		
8506 6" RING TREE STAND	\$20.00 ea	S	SHIPPED FREIGHT
8506 7" RING TREE STAND	\$20.00 ea	S	
8500 TRUNK BRACE	\$ 7.50 ea	\$	COLLECT
			Calif. Tax (6%)
			TOTAL

ORL Inc.

MAKE CHECK PAYABLE TO: CORL & FLEMING, INC. - P.O. BOX 665, FILLMORE, CA 93015



Aridrase

City _

Custom Christmas Tree Shearing

National Christmas Tree Trimmers provides growers with quality custom tree shearing.



Their procedures are proven and produce trees with a handsome, more appealing appearance. Experienced NCT trimmers first complete detail work at the tree top and then shear with the new SAJE Shear. The result is a sharper taper which makes the tree more appealing.

> Prices are very competitive and references are available on request.

LET THE CRAFTSMEN OF NATIONAL CHRISTMAS TREE TRIMMERS PROVE THEIR VALUE TO YOU

> For More Information Write or Call Rick Anderson P.O. Box 856, Fairview, Oregon 97024 Telephone: 503 665-1753

SAMPLE BALLOT

1986 Officers, 1986-88 Directors

OFFICERS

President:

Barton Bennett - Baton Rouge, LA President of Bennett and Peters, Inc.; on Board since 1982; grows trees personally and manages tree farm for his company: member since 1978.

Vice-President:

Harry May - Chunky, MS Recruiting Office Manager, MS Air National Guard. Member since 1979; on Board since 1982; Owns Lazy Acres Christmas Tree farm with Shirley. 1985 Annual Meeting Chairman.

DIRECTORS

Louisiana (Select 2)

Clarke Gernon - New Orleans Owner of Shady Pond Tree Farm, a member since 1980.

Rudy Sparks - Patterson Manager of two farms for Williams, Inc. of New Otleans: one in Louisiana and one in Mississippi.

Kevin Steele - Angie, LA Member since 1981; 3rd place winner in 1984; Owns Steele's Tree Plantation.

Alton Sullivan - Denham Springs, LA Member since 1981

Mississippi (Select 2)

Jack Fowler - Vicksburg, MS Member since 1980.

Walt Hylander - Lorman, MS Member since 1980. Owns Rosswood Plantation.

Richard Miller - Biloxi, MS Member since 1981. Owns Honey Green Acres farm.

George Stone - Chatham, MS Member since 1981. Owns Pappaw's Tree Forest.

Christmas Wreath & Garland Machine



Are You Still Producing Wreaths Using The Old Expensive Clamp on Type Wreath Rings?

If so, save 50% to 80% on your wreath ring costs. using the Evergreen Wreath and Garland Machine.

Due to the rapidly increasing demand for quality wreaths and roping, this machine was designed to produce both items rapidly and inexpensively without losing the quality of the slow hand-wrapped method. This is not a staple or clip type machine, therefore no special expensive wreath rings are needed. To produce a quality wreath, boughs are wire wrapped onto an inexpensive continuous ring from ten inches to ten feet in diameter.

To produce roping, the boughs are wire wrapped to a twine or wire core.

This fast, inexpensive method enables you to be competitive in all areas of price and quality.

ORDER TODAY ...Have the time you'll need to make plans for your share of the profits from this constant growing market ... Here's a real money-maker for Flower Shops, Garden Centers, Bays Clubs, and Civic Organizations ... Ideal for Cities and Shopping Centers where extensive Holiday trimmings call for hundreds of yards of Garland and Wreath.

EVERGREEN SALES & MFG. CO.

P.O. Box 108, Birmingham, Michigan 313 647-5590-If no answer call MI 4-6187

Give Your Christmas Trees The Best

BENEKE Rotary Knife TREE TRIMMER

Like A Magic Wand

For Quick, Efficient, Balanced Shearing

The Beneke has served and contributed to the progress of the Christmas Tree Industry for 20 years. It has maintained a simple and economical approach to fast, efficient, and balanced shearing. It is now available in both gasoline and battery powered units.

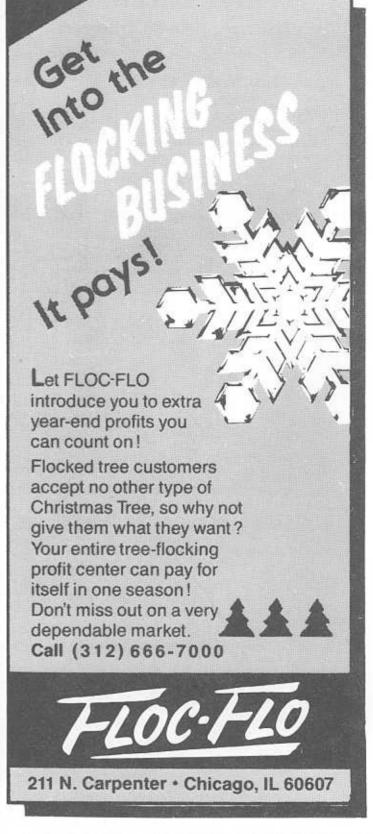
Several Christmas tree growers in Mississippi and Louisiana are operating Beneke's provided by us. They are finding the Beneke highly maneuverable and easy to manage in shearing trees from smaller sizes to larger trees.

Leaflets, photographs and additional information or assistance in serving your needs will be gladly provided.

> Wilbur H. McCartha Distributor

Beneke Rotary Knife Tree Trimmer

611 'C' Avenue West Columbia, S.C. 29169 Phone 803-791-1287



3R'S

GREGORY D. REYNOLDS 6028 N. LANDERS CHICAGO, ILL. 60646-5614 312/631-4250 631-0597

The "No Problem" Christmas Tree Stands

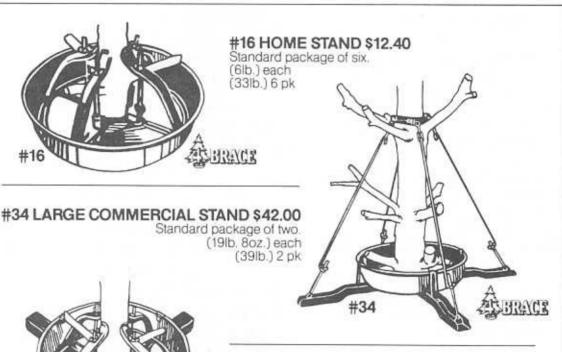
At Gunnard Company we think too much effort goes into selling a fresh Christmas tree to have it dry out and turn brown after a few days in a home. That's why we invented the 4-Brace tree stand. The 4-Brace is designed to keep trees as fresh and green as possible. And if a tree's life can be extended by two to four weeks it reflects on you.

The 4-Brace accommodates any

size tree up to six inches in diameter, whether it's straight or crooked and without removing any lower branches. The base is a galvanized steel pan holding over two gallons of water, eliminating constant checking.

The Gunnard Company is the world's largest manufacturer of commercial tree stands and makes the best

home stand available.





#16P LARGE HOME STAND \$19.00

Standard package of three. (9lb.) each (26lb.) 3 pk

"Master Distributor" Louisiana-Mississippi

EDDY'S CHRISTMAS TREES

ROBERT N. EDDY, JR. 6813 Oahu Court Bay St. Louis, MS 39520 Phone (601) 255-1857

Gunnard Company
BOSG WEST 215TH STREET LANGUILLEY MINNESCITA 55044 (852)489-2422

OFFICERS AND DIRECTORS 1985

OFFICERS

President:

James J. King

26800 James King Road Hammond, LA 70401

504-567-9670

Pacs 1986

Vice President:

Barton Bennett 8313 O'Hare Court

Baton Rouge, LA 70806

504-927-3500

Executive Secretary:

Robert C. Parker

Route 2, Box 706 Starkville, MS 39759

601-323-3896

National Director:

Reggie Pulliam

8360 W. El Cajon Drive Baton Rouge, LA 70815

504-925-2837

BOARD OF DIRECTORS

Louisiana

1983- Rudy Sparks

1985 P. O. Box 428 Patterson, LA 70392

Craig Collier

8542 Fordham Court New Orleans, LA 70127

1984- Charles Elkins

1986 Route 1, Box 425

Rayville, LA 71269

J. D. Antley

Route 1, Box 265-B West Monroe, LA 71291

1985- Norman E. Katz

1987 Route 3. Box 170

Franklinton, LA 70438

Bill Pippin

2105 Maywood Drive Monroe, LA 71201

Mississippi

1983- Harry May

Route 1, Box 100-B

Chunky, MS 39323

James Parker

Route 3, Box 667

Gulfport, MS 39503

1984- Fred Kohl

1986 647 E. Scenic Drive

Pass Christian, MS 39571

Wally Swedenburg

Route 4, Box 6

Columbus, MS 39701

1985-Tom M. Gould

1987 Box 828-A Lake Serene

Hattiesburg, MS 39401

Larry Seal

P. O. Box 135

Picayune, MS 39466

DIRECTORS BY PRESIDENTIAL APPOINTMENT

Dr. Alden Main Extension Service/Knapp Hall Louisiana State University Baton Rouge, LA 70803 504-388-4087

Dr. Tony Hu School of Forestry Louisiana State University Baton Rouge, LA 70803

Bob Daniels Extension Forestry Department Mississippi State University Mississippi State, MS 39762 601-325-3150

Dr. Bill Elam Department of Forestry Mississippi State University Mississippi State, MS 39762