



13th Annual Meeting

"A Country Christmas"

THE HOWARD JOHNSON MOTOR LODGE
MERIDIAN, MISSISSIPPI
SEPTEMBER 22-24, 1989

Louisiana - Mississippi Christmas Tree Association



4-Brace Ever Fresh Christmas Tree Stand

By Gunnard

Dealer Support

Gunnard's commitment to quality continues after delivery, with a variety of support materials designed to ensure maximum sales:

- **Bright New Packaging**
- **Display Tree Stump and Banner**
- **P.O.P. Video**
- **Unconditional Lifetime Guarantee.**

The 4-Brace tree stand is the last stand your customers will ever have to buy. And their continued satisfaction leads to continued tree sales—year after year.

The Best Tree Stand You Can Sell.

• **Superior Construction.** Gunnard tree stands are built with a galvanized steel base and durable supports that won't rust—and last a lifetime.

• **Easy to Use.** 4-Brace design allows for easy set-up, even for one person. Supports any size tree up to twelve feet tall, crooked or straight, *without* having to trim lower branches.

• **Keeps Trees Fresh.** Gunnard's two gallon pan holds enough water to keep trees fresh throughout the holiday season. A fresher tree is a better tree—and better trees mean repeat sales.

• **Commercial Models.** Gunnard also makes tree stands for commercial applications, with models designed for trees up to 25 feet.

Eddy's S. E. Christmas Tree Supply, Inc.

P. O. Box 1142 • Hattiesburg, MS 39403

1-800-735-TREE

13th Annual Meeting

LA-MS Christmas Tree Association

Welcome to the 13th Annual Meeting and to the Howard Johnson Motor Lodge in Meridian, Ms. We hope you enjoy the meeting and learn something new about the production and marketing of quality Christmas trees. Please express your appreciation to the exhibitors, program speakers, and tree contest participants for participating in our meeting.

During the Business Meeting you will be asked to vote on an amendment to the By-Laws. Take the time to review the By-Laws; it is necessary to update our By-Laws to reflect the changes in our Association's structure and function.

The 1989 brochure for Choose and Cut Farms and Retail Lots is available for you to distribute in your area.

Please take several copies and distribute them to newspapers, radio and television stations, banks, chambers of commerce, welcome centers, and other public places. Remember that we are in competition with the artificial tree, not fellow growers. This brochure is one of the few pieces of literature that reaches the consumer to tell them about our product. Do your part and promote the locally grown, natural Christmas tree.

The following table summarizes some of the Association activities for the past 13 years. It is evident that membership is declining, but why? If you have ideas on ways to improve and strengthen the Association, please tell them to someone on the Board of Directors. A strong, active Association benefits growers and consumers. Are you taking an active or passive role in your Association?

LA-MS Activities for 1976-89

Year	Members	Budget	Seedling	President
1976	17	0	0	Fritz Lindley
1977	57	\$ 570	147,000	Fritz Lindley
1978	114	9,261	174,000	Edward Blake
1979	185	10,778	316,500	Edward Blake
1980	333	15,808	347,000	Robert Eddy, Jr.
1981	481	39,955	528,000	Robert Eddy, Jr.
1982	425	40,650	590,000	Wallace Swedenburg
1983	575	48,700	630,000	Wallace Swedenburg
1984	580	52,400	620,000	James King
1985	560	57,250	560,000	James King
1986	596	60,000	563,000	Barton Bennett
1987	515	75,953	501,480	Barton Bennett
1988	402	76,200	450,000	Rayburn May
1989	355	65,200	357,400	Rayburn May

1989 ANNUAL MEETING EXHIBITORS

We would like to thank all the exhibitors for attending our Annual Meeting and for their interest in the La-Ms Association. The exhibitors who pre-registered are listed below.

Eddy's S.E. Tree Supply
Bob & Rob Eddy
P.O. Box 1142
Hattiesburg, Ms. 39401
1-800-735-8733
General Supplies

Grandstand Co.
Wade Sumpter
1715 S. Main
McAlester, Ok. 74501
981-426-0569
Tree Stands

Poly Drip Irrigation Supply
Marshall A. Goree
11331 Maxwell Dr.
Walker, La. 70785
504-664-9999
Irrigation Supply

Tamuin Farm
Dayton Ward
Deerfield, Va. 24432
703-939-4646
Pink Zipper, Ornaments, etc.

Yule Forest
Allen Grant
1220 Millers Mill Rd.
Stockbridge, Ga. 30281
404-957-3165
Yule Trimmer

Evans Christmas Tree Co.
Rob Evans
Rt. 1, Box 10
Wilmer, Al. 36587
1-800-832-4521
Flocking Supplies, etc.

International Paper
Elane Pardue
Rt. 1, Box 314-A
Bullard, Tx 75757
214-586-1935
Seedlings

Sun-Rise Supply Co.
Wesley Bass
Rt. 2, Box 300-EL
Bassfield, Ms. 39421
1-800-777-2148
SAJE Shear, Chemicals

Tolar's Christmas Trees
James L. Tolar
Rt. 4, Box 346-A
Columbia, Ms. 39429
601-736-4515
Tree Shakers

Yule Stand System
Tom Richards
3928 Greenfield Lane
Owensboro, Ky. 42301
502-684-3081
Tree Stand & Drill

Forestry Suppliers, Inc.
Mile Mochost
205 W. Rankin St.
Jackson, Ms. 39204
1-800-682-5379 (Ms.)
1-800-647-5368 (other)

American Christmas Products
Rick Peel
P. O. Box 649
Riverdale, Ga. 30274
404-361-2823
Retail Lot Supplies

Swedenburg Christmas Trees
Wally & Carolyn Swedenburg
Rt. 2, Box 4
Columbus, Ms. 39702
601-328-9140
Wreath Rings

Veldsma & Sons, Inc.
John E. Veldsma
P. O. Box 6
Forest Park, Ga. 30051
404-361-8814
Grower/Retailer Supplies

Watson Christmas Tree Farm
Darrell L. Watson
Rt. 25, Box 681 Lane
Tyler, Tx. 75707
214-566-1282
Beneke Trimmers

EVANS CHRISTMAS TREE COMPANY

- PLANTING SUPPLIES
- TREE STAKES
- MAX TAPENER
- PLASTIC FLAGGING
- SHEARING KNIVES
- PRUNERS
- COLORANT
- NETTING & BALERS
- SPRAYERS
- SHAKERS
- TAGS
- WOOD STANDS
- RE-BAR STANDS
- WATER BOWLS
- S & B STANDS
- GUNNARD STANDS
- FLOCK
- FLOCK EQUIPMENT
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AND FUNGICIDES

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Waring Botter

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EVANS

CHRISTMAS TREE COMPANY

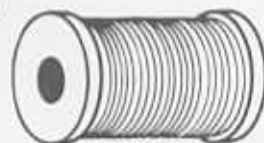
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NOTES

A FULL LINE OF CHRISTMAS WREATH AND GARLAND MAKING SUPPLIES



Ribbon



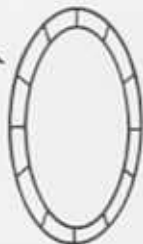
Top Quality
Spool Wire

ALL TYPES OF WREATH RINGS
FROM 8" - 84"



Pine Cones

Wreath Machines
Snips, etc . . .



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DOUBLE RAIL CLIP
FOR A
BETTER WREATH



OUR PRICES WILL SAVE YOU MONEY !!!




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Evergreen
Supplies**

* **Discount Frgt.** * 9528 Bolton Road • Posen, MI 49766

* **Available** * (517) 356-TREE or 356-4807

ANNUAL MEETING SPEAKERS 1989

Mr. Mike Bentley
MACH-ONE-TREES
P.O. Box 478
Natchitoches, LA 71457

Mr. John Botto
WWL 4 T.V.
1024 North Rampart
New Orleans, LA 70116

Dr. George Brown
DEPT. OF PLANT & SOIL SCIENCE
P.O. Box 1208
Alabama A&M University
Normal, AL 35762

Dr. Jim Chandler
AREA EXTENSION FORESTER
P.O. Box 38
Overton, TX 75684

Mr. Rich Christ
A & L LABORATORIES, INC.
Memphis, TN 38105

Dr. Robert L. Doudrick
USDA FOREST SERVICE
Southern Forest Experiment Station
P.O. Box 2008
Gulfport, MS 39505

Dr. Joseph Fox
PLANT PATHOLOGY SPECIALIST
Decatur, MS 39327

Mr. Clarke Gernon
LA-MS ASSOCIATION VICE-PRESIDENT
8016 Hermitage Dr.
Denham Springs, LA 70726

Ms. Dana Gressett
LAZY ACRES TREE FARM
Rt. 1, Box 100-B
Chunky, MS 39323

Dr. Joseph P. Harris
AREA PEST MANAGEMENT SPECIALIST
P.O. Box 157
Decatur, MS 39327

Dr. Wayne Houston
LEADER EXTENSION AGRONOMY
P.O. Box 5446
Mississippi State, MS 39762

Mrs. Helen Kohl
HOLLY RIDGE FARM
647 E. Scenic Drive
Pass Christian, MS 39571
601-452-2450

Dr. Alden Main
L.S.U. EXTENSION SERVICE/KNAPP HALL
Baton Rouge, LA 70803

Mr. Harry May
LA-MS ASSOCIATION PRESIDENT
Rt. 100-B
Chunky, MS 39323

Mr. Bill Murray
SOUTHERN CHRISTMAS TREE PLANTATION
Rt. 1, Box 71
Cordele, GA 31015

Mr. Byron Perry
LA-MS ASSOCIATION NOMINATING COMMITTEE
Rt. 2, Box 271
Carencro, LA 70520

Mr. Reginald Pulliam
LA-MS ASSOCIATION NATIONAL DIRECTOR
8360 W. El Cahon Dr.
Baton Rouge, LA 70815

Mr. Don Reed
RESEARCH FORESTER
L.S.U.
Rt. 2, Box 98
Franklinton, LA 70438

Mr. Nash Roberts
NASH ROBERTS CHRISTMAS TREES, INC.
1040 N. Rampart St.
New Orleans, LA 70116

Mrs. Sam Short
"IN THE TREES" FARM
Rt. 2, Box 163
Shaw, MS 38773

Dr. Tony Spiva
UNIVERSITY OF TENNESSEE, KNOXVILLE
505A Stokely Management Center
Knoxville, TN 37996

Mr. Kevin Steele
LA-MS ASSOCIATION SECT./TREAS.
Rt. 2, Box 325
Angie, LA 70426

Mrs. Carolyn Swedenburg
SWEDENBURG CHRISTMAS TREES
Rt. 14, Box 4
Columbus, MS 39702



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Forest Park, GA 30051
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FLAME RETARDANTS SHEARING KNIVES

PROLONG TREE BAGS PRUNING SHEARS

BALERS ★ WREATH MACHINES ★ STANDS GLOVES

FLOCKING EQUIPMENT BAMBOO STAKES WREATHS

STAND-STRAIT SYSTEMS SEEDLING BAGS ★ NETTING

TREE SHAKERS

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Your Full Service Supplier For
Christmas Tree Retailer Supplies
&
Christmas Tree Grower Supplies*

Do you have money to burn?

You have money... don't burn it!

Turn your cull trees into wreath profits. With our wreath frames and machines, you can turn your culls into profit, instead of burning them.

Use the green's of your culls to make a wreath with our wreath frames. No expensive machine is needed. You can make as many as 10 or more wreaths per hour with inexperienced help.

No matter what type of tree you grow, whether it is a fir, balsam, hemlock, Douglas, or Noble. Virtually any kind of green can be used effectively to produce a beautiful, decorative wreath.

You are not limited to making only round wreaths. The frames can be cut and formed into imaginative shapes. Such as door sprays, hearts, crosses, or letters of the alphabet.

Frames come in sizes from 6" to 48" for use with a foot operated crimping machine.

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PROPOSED CHANGES IN THE BY-LAWS

The purpose for these changes in the By-Laws is so that the membership role can be kept up to date. We have members that are in the extension services of both states and unless they are listed as dues paying members and entered in the computer they will not be on the mailing lists and will be left out of all association mailings.

Article VII — Amendments: Section 1. Any Article or Section of these By-Laws may be amended, repealed, or changed at any annual meeting by a two-thirds vote of the members present and voting, provided that proposed amendments shall have been submitted in writing to each association member at least ten (10) days prior to the meeting. Any amendment not postmarked ten (10) days prior to the annual meeting shall be passed only by unanimous vote of the members present.

The proposed changes to the By-Laws of this association will be as follows:

MEMBERSHIP AND DUES

Section 5A will be added, Lifetime members are non dues paying members. This membership will be awarded by the President, with approval of the Board of Directors, for outstanding service rendered to this association.

Section 5B will be added, Associate members are non dues paying members. This membership will be awarded by the President, with approval of the Board of Directors, this is for people in L.S.U. Extension Services and M.S.U. Extension Services, or any other organization that supports the La-Ms Christmas Tree Association.

EVERYTHING YOU NEED TO PRODUCE AND MARKET QUALITY CHRISTMAS TREES

GUNNARD 4-Brace Tree Stands

KIRK Balers, Netting and Colorants

(Virginia Pinegreen and Super Pinegreen)

New Horizons' Christmas Tree Shakers

(Single or Double/Electric, Gas, or P.T.O. powered)

**Shearing, Spraying Equipment
and Safety Supplies**

Tip Moth Monitoring Traps

Max-Tapeners, Tape, Staples

Chinese Bamboo Stakes, All Sizes

**PROVIDING PROMPT, PERSONAL SERVICE TO THE
CHRISTMAS TREE INDUSTRY**



EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.

Mailing Address: P.O. Box 1142 - Hattiesburg, MS 39403 - Bus. Phone (601) 736-8669

R.N. (Bob) EDDY, JR.



RealTree

R.N. (Rob) EDDY, III

1-800-735-TREE

TIM
MITCHELL'S
Since 1950

YULE STAND SYSTEM



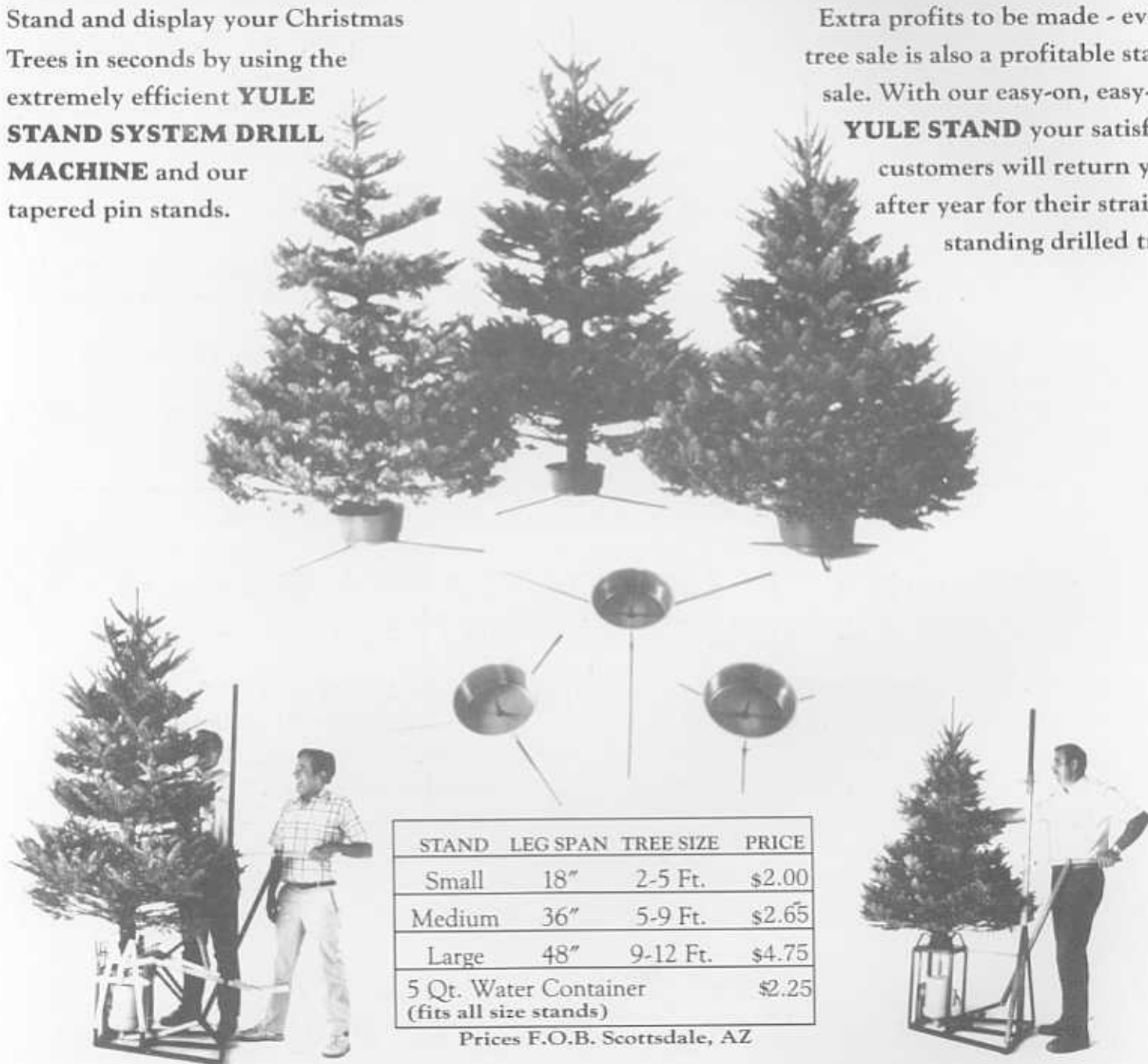
RETAIL LOT DISPLAYS

Stand and display your Christmas

Trees in seconds by using the extremely efficient **YULE STAND SYSTEM DRILL MACHINE** and our tapered pin stands.

CUSTOMER HOME USE

Extra profits to be made - every tree sale is also a profitable stand sale. With our easy-on, easy-off **YULE STAND** your satisfied customers will return year after year for their straight standing drilled tree.



STAND	LEG SPAN	TREE SIZE	PRICE
Small	18"	2-5 Ft.	\$2.00
Medium	36"	5-9 Ft.	\$2.65
Large	48"	9-12 Ft.	\$4.75
5 Qt. Water Container (fits all size stands)			\$2.25

Prices F.O.B. Scottsdale, AZ

#1 SUPER DRILL MACHINE

Uses quick release clamps to center the tapered hole in baled or unbaled tree. **\$795.00**

YULE STANDS display your Christmas trees in an upright position in seconds.

CONTACT:

TIM MITCHELL
6437 East Exeter
Scottsdale, Arizona 85251
602-946-2434

#2 DRILL MACHINE

Uses a cone to center the tapered hole in the baled or unbaled tree. **\$400.00**

* Rental available on Drill Machines with option to buy.

SAMPLE BALLOT

1990 Officers, 1990-1992 Directors

OFFICERS

President:

_____ Clarke Gernon — Denham Springs, Louisiana
Owner of Shady Pond Tree Farm; a member since 1980; on Board since 1985; served as Vice-President in 1988-1989; Chairman of the Advertising and Promotion Committee, 1987; Member of NCTA Tree Grading Committee.

Vice-President:

_____ Robert Shearer - Sumrall, Mississippi
Owner of Shearer's Trees; a member since 1977, on Board since 1987.

DIRECTORS (Select two from EACH state)

Louisiana:

_____ Don Baker - Alexandria - *Forester - Alexandria*
Co-Owner of Old Chimney Tree Farm; member since 1984.

_____ Barton L. Bennett - Baton Rouge -
Owner of Christmas Forest; on Board 1981-1983; Vice President 1984-1985; President 1986-1987.

_____ Delbert Chamberlaine - Calcasieu - *Alexandria*
Owner of Chamberlaine's Tree Farm; member since 1980.

_____ John G. Vickers - Haughton
Owner of Vickers Farm; member since 1983.

Mississippi:

_____ T.M. Luster - Clarksdale *↗*
Owner of MS "T" Trees; member since 1980.

_____ Edmond Rawls - Perkinston
Owner of Seven Pines Farm; member since 1984.

_____ *Ed* William P. Schroeder - Gulfport
Owner of Schroeder's Trees; member since 1983.

BY-LAWS AMENDMENT

_____ Adopt Proposed Amendment

_____ Do Not Adopt Proposed Amendment

INNOVATIVE PRODUCTS FOR CHRISTMAS TREE AND WREATH PRODUCERS

- K102 WREATH MACHINE
- RED NET TREE PACKAGING
- BOW-MAKING MACHINE
- CAROLINA GARLAND MACHINE
- TP300 TREE PLANTER
- WREATH RINGS & WIRE
- RIBBON & DECORATIONS
- SHEARING KNIVES & PLANTING TOOLS
- CHRISTMAS TREE STANDS

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INDUSTRIES

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 CALL OR WRITE FOR OUR CATALOGUE

Thirteenth Annual Meeting LA-MS CHRISTMAS TREE ASSOCIATION

The Howard Johnson Motor Lodge
Meridian, Mississippi
September 22-24, 1989

"A Country Christmas"

FRIDAY, SEPTEMBER 22

- 7:00 p.m. Registration begins and Exhibit Space Open for setup
Lou Stone, Registration Chairman - Lobby - Howard Johnson
Steve Kohl, Exhibitor Chairman - Lobby - Howard Johnson
- 8:00 p.m. Board of Directors Meeting - Howard Johnson

SATURDAY, SEPTEMBER 23

- 8:00 a.m. **CONTEST TREES MUST BE READY FOR JUDGING**
- 8:00 a.m. Registration continues at Howard Johnson
Exhibits open; Coffee
- 8:30 a.m. **TECHNICAL SESSIONS**
Welcome and Opening Remarks - President Harry May
Welcome to Meridian - Mayor Jimmy Kemp
Introduction of Officers, Directors and Nominees
- 9:00 a.m. **Enhanced Cultural Practices:** - Nash Roberts, Moderator
1. Outlook for 1989 retail sales, Dr. Tony Spiva
University of Tennessee, Knoxville
- 9:30 a.m. **BREAK**
2. Genetic improvement of Virginia Pine, Dr. George Brown, Alabama A & M, Huntsville
 3. S.R.I.E.G. 49 open panel discussion
- 11:30 a.m. **LUNCH** - on your own - Vote on Contest Trees & Wreaths \$6.13
Howard Johnson, Hampton Inn (across the street)
- 1:00 p.m. **ASSOCIATION BUSINESS MEETING** Harry May, President
- Election of officers and directors - Byron Perry
Proposed change in Association By-Laws
Association affairs - President Harry May
Financial and Business Office reports - Kevin Steele
National Director report - Reggie Pulliam
Research Committee Report - Dr. Alden Main

- 2:30 p.m. **Harvesting and Marketing** - Mike Bentley, Moderator
 1. Marketing, John Botto WWL 4 T.V. in New Orleans
 2. "Green Growth" and "Check Off Program" - Bill Murray
- 3:30 p.m. **BREAK**
Updates on Pests & Their Control
- 4:00 p.m. 3. Insects - Dr. Joseph P. Harris
 S.E. Area Pest Management Specialist
 M.S.U. Extension Service
 4. Diseases - Dr. Joseph Fox, Plant Pathology Specialist
 M.S.U. Extension Service
 5. Weeds - Dr. Wayne Houston, Agronomy Specialist
 M.S.U. Extension Service
- 5:30 p.m. **ADJOURN**
- 6:30 p.m. **SOCIAL** - Howard Johnson - cash bar in Lobby
- 7:30 p.m. **BUFFET BANQUET** at Howard Johnson - Harry May
 Entertainment - Pruitt Calvert
 Announcement of Christmas Tree Contest Winners
 Drawing of door prizes

SUNDAY, SEPTEMBER 24

- 7:00 a.m. Non-denominational Religious Service at the Howard Johnson, by Chaplin Dent
 Exhibits open
- 8:00 a.m. Leave for field, take your own car.
- 9:00 a.m. Introduction to Plantation and Operations - Harry May
 Moderator - Clarke Gernon
 Chairman - Robert Shearer
- ☆☆☆☆ = Sessions run continuously
 ★★☆☆ = Sessions repeated at 9:30, 10:15, 11:00, and 11:45
 Look for signs with session name
- | | |
|---|---|
| ★ ★ ★ ★ Tree Planting and Early Cultural Practices
Don Reed, L.S.U. | ☆☆☆☆ Herbicide Demonstrations |
| ★ ★ ★ ★ Hand Shearing, Pruning, and Setting Tops
Sam Short, "In The Trees" farm; Shaw, Mississippi | ☆☆☆☆ Machine Shearing Demonstrations |
| ★ ★ ★ ★ Tree Grading and Harvesting
Clarke Gernon, Shady Pond Tree Farm;
Pearl River, Louisiana | ☆☆☆☆ Flocking, Mounting, and
Retailing Trees |
| ★ ★ ★ ★ Soil Testing and Fertilization
Richard Christ, A & L Labs.; Memphis, Tennessee | ☆☆☆☆ Applying Colorants |
| ★ ★ ★ ★ Wreath & Garland Making
Carolyn Swedenburg, Helen Kohl, Dana Gressett | ☆☆☆☆ Equipment and Supplies Exhibits |
- 12:00 p.m. **LUNCH** at LAZY ACRES FARM
- 12:00 noon **ADJOURN**

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 cut-
ting 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

If you have suggestions or comments on Association activities or would like to serve on any of the standing Association Committees, please contact the committee chairman.

ANNUAL MEETING: Chairman Rayburn May (601-655-8264)

1. Plan annual meeting activities and programs.
2. Appoint and supervise committees.

FINANCE: Chairman Reggie Pulliam (504-928-7081)

1. Direct formulation of budget items in response to Association objectives and programs.
2. Initiate and/or direct ways of obtaining money for budget items.
3. Monitor financial activities and records of the Association.

GRADING & MARKETING: Chairman Clarke Gernon (504-665-6535)

1. Develop guidelines and standards for Association involvement in marketing and grading.
2. Assist NCTA in development of grading standards.
3. Conduct training sessions for Association members.

GROWER CERTIFICATION: Chairman Clarke Gernon (504-665-6535)

1. Develop a program to train and recognize growers of quality trees.
2. Conduct training and testing sessions for program applicants.
3. Monitor and supervise Certification activities.

LEGISLATIVE AFFAIRS: Chairman Reggie Pulliam (504-928-7081)

1. Monitor state and federal legislative activities that affect Christmas tree growers.
2. Develop programs and activities to promote appropriate state and federal legislation.
3. Assist NCTA in legislative affairs affecting our Association members.

MEMBER SERVICES: Chairman Sonie Milton (318-442-0026)

1. Define type and scope of services needed by Association members.
2. Plan and conduct programs to promote membership.
3. Monitor available vendor and product sources for members.

PROMOTION & PUBLICITY: Chairman Wally Swedenburg (601-328-9140)

1. Develop and conduct programs to promote locally grown, natural Christmas trees.
2. Advertise and publicize programs of the Association.
3. Arrange and publicize placement of natural Christmas trees in public places such as Governor's offices, State Capitols, etc.

RESEARCH & DEVELOPMENT: Chairman Dr. Alden Main (504-388-4087)

1. Plan and assist researchers from private industry and universities with long range research activities in genetics, fertilization, and disease control.
2. Promote short term research activities for improving tree quality of Christmas trees prior to harvest, and maintaining quality during harvest, shipment, storage, and retail display.

OFFICERS AND DIRECTORS

1989

OFFICERS

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

Vice-President
Clarke J. Gernon
8016 Hermitage Drive
Denham Springs, LA 70726
504-665-6535

Parliamentarian
Barton L. Bennett
8313 O'Hare Court
Baton Rouge, LA 70806
504-654-0144

Executive Secretary
Kevin M. Steele
Route 2 Box 325
Angie, LA 70426
504-848-5133

National Director
Reggie Pulliam
8360 W. El Cajon Dr.
Baton Rouge, LA 70815
504-928-7081

BOARD OF DIRECTORS

LOUISIANA

1987- Robert Hall
1989 Route 2 Box 312
Stonewall, LA 71078
318-925-9316

Sonie Milton
Route 2 Box 337
Alexandria, LA 71302
318-442-0026

1988- Nash Roberts
1990 1040 North Rampart
New Orleans, LA 70116
504-581-1688

Shawn Strobel
824 Linden
Shreveport, LA 70726
318-861-3710

1989- Bryon Perry
1991 Route 2 Box 271
Carencro, LA 70520
318-896-5402

Rudy Sparks
P. O. Box 428
Patterson, LA 70392
504-386-6954

MISSISSIPPI

1987- Robert Shearer
1989 Route 3 Box 830
Sumrall, MS 39482
601-264-3445

Wally Swedenburg
Route 14 Box 4
Columbus, MS 39503
601-328-9140

1988- Robert N. Eddy III
1990 P. O. Box 1142
Hattiesburg, MS 39403
601-582-7418

Walt Hylander
Rosswood Plantation
Lorman, MS 39096
601-437-4215

1989- Granville Jordan
1991 P. O. Box 661
Greenwood, MS 38930
601-453-1756

Steven Kohl
647 E. Scenic Drive
Pass Christian, MS 39571
601-452-2450

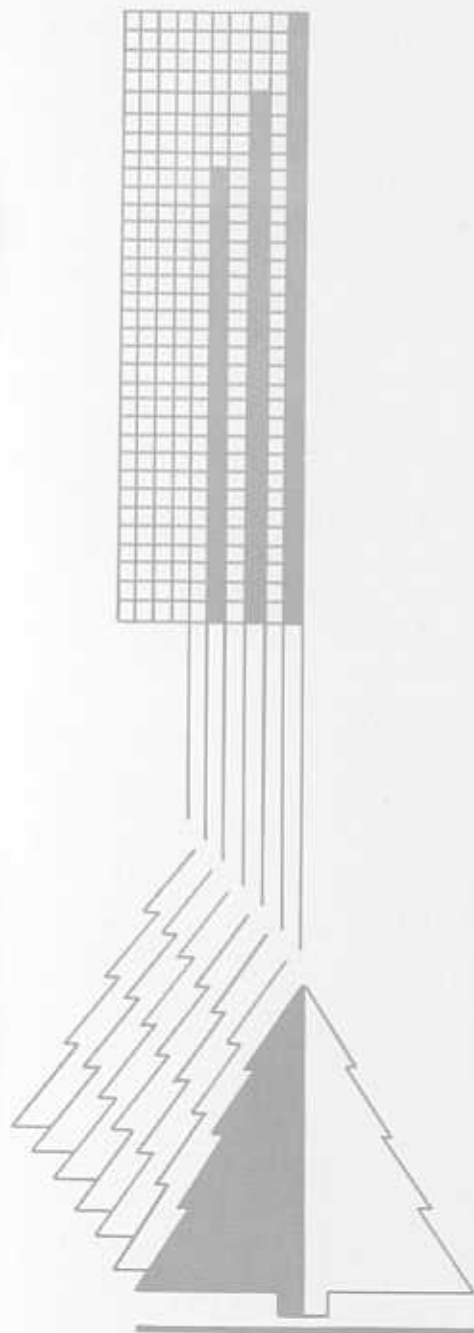
DIRECTORS BY PRESIDENTIAL APPOINTMENT

Dr. Alden Main
Extension Service/Knapp Hall
Louisiana State University
Baton Rouge, LA 70438
504-388-4087

Don Reed
Research Forester
Louisiana State University
Rt. 2, Box 98
Franklinton, LA 70438
504-848-5709
504-848-2945

Dr. Steve Dicke
Forestry Extension
3825 Ridge Wood Rd., Room 621
Jackson, MS 39211
601-982-6218

More profit opportunities from Kirk, your partner in the industry.



When it's time to take our trees to market, many years work is at stake.

As growers ourselves, we know firsthand how much depends on a single harvest. That's why we've developed our Grower Products Division.

The Division's sole purpose is to maximize grower profits by offering products which help us all bring our trees to market in premium selling condition.

The Kirk colorants pictured here are a prime example. Each is custom-formulated to produce durable, natural, and economical coloration for its particular species.

For a free brochure detailing the benefits of Kirk colorants and other profit opportunities presented by our Grower Products Division, contact your partner in the industry today, toll free, at **1-800-252-KIRK.**



GROWER PRODUCTS DIVISION

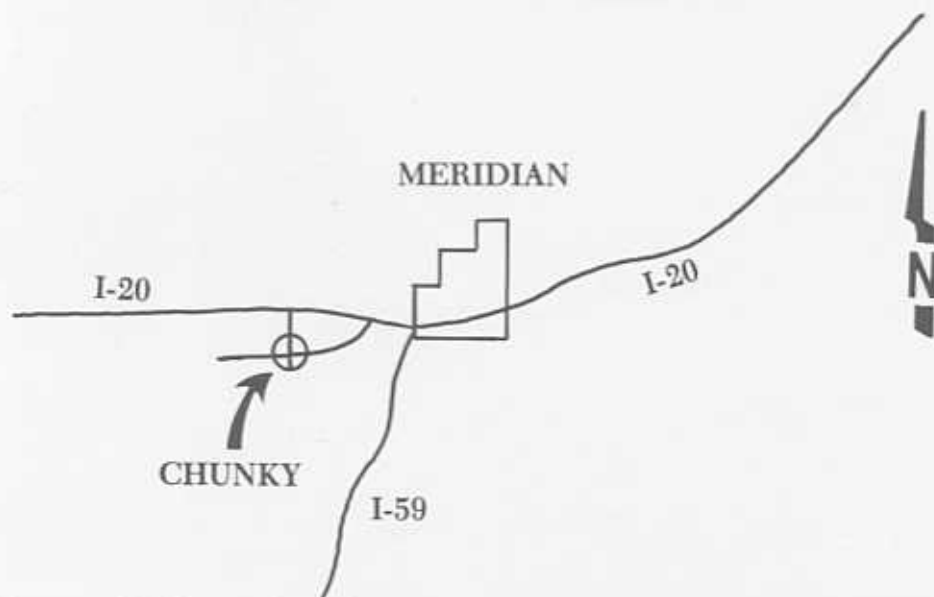
The KIRK Company, Grower Products Division, R.R. 3, Box 590, Wautoma, Wisconsin 54982, Phone: 1-800-252-KIRK, (414) 787-3317, FAX: (414) 787-3509

Your Local Distributor is: **EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.**
P.O. Box 1142, Hattiesburg, MS 39403, Phone: (601) 736-8669 or (601) 582-7418

MEMBER CHECKLIST FOR ANNUAL MEETING

- Pick-up Seedling Confirmation — Registration Desk
- Check name and address on Mailing List — Registration Desk
- Visit Exhibits — Around Pool
- Pick-up tree tags
- Check Bulletin Board for Equipment Sales, Seedling Sharing and Notices — Registration Desk
- Pick-up Choose and Cut Brochures and distribute to local businesses
- Vote in Christmas Tree Contest

Harry & Shirley May's **LAZY ACRES CHRISTMAS TREE FARM**



Go West on I-20 to the Chunky Exit. It is about 14 miles from the Howard Johnsons. At the stop sign, off of the interstate, turn right and go 1 mile to the Trading Post Store. Turn left and go 1 mile to the farm which is on the right side of the road.

“Look For The Signs”

YOU HAVE A CHOICE

...with TRIMIT®

Since introducing the TRIMIT TREE SHEARING SYSTEM six years ago, it has proven to be the industry's choice in the mechanical shearing of Christmas trees. Currently in use from coast to coast and on two continents, the TRIMIT has proven to be superior on all sizes and species.

The TRIMIT leaves the competition far behind when it comes to our low prices, versatility and lightweight ease of handling. The operator can walk around trees, shearing a perfect straight conical shape every time with no danger of creating potbellies or holes so common with shears or knives. Or the operator may wish to stay stationary and swing the reciprocating blades up and down the side of the tree. This is convenient in stands where the trees are growing close to one another.

The TRIMIT is designed to shear 100% of the tree. NEW for 1989 is the longer lightweight XLII model. As our customers trees grew, so did we. The longer 60 inch blades and our custom designed anti-vibration handles allows you to walk around the tree once and go to the next tree in about 6 - 7 seconds. The XLII is the result of many years of research and talking to hundreds of growers from coast to coast like yourselves. Your comments and suggestions have allowed us to develop the ULTIMATE SHEARING MACHINE. You wanted a longer blade, lighter weight, better durability, maximum flexibility and of course you wanted all this at a price 30% to 45% LESS than the competition. Well, we have done just that. This is why when we attend your equipment trade shows and field days we are outselling the nearest competition 9 to 1, 12 to 1, and even 15 to 1. Once you realize you have a choice, there really is no choice, TRIMIT IS THE FIRST AND LAST SHEARING MACHINE YOU WILL EVER HAVE TO INVEST IN.

The backpack mounted supported system is the secret to the TRIMIT success. Unlike the competition, literally no weight from the shearing machine is transferred to your upper body. The unique biomechanical support system transfers the weight directly to your hips or lower body. By lowering the center of gravity of the weight you have to support, your back and shoulder muscles do not have to do all the work. This is a big advantage for a lot of our customers who have a back problem.

Unfortunately, you will probably experience sore leg muscles the first few days of operation. Why? The TRIMIT has proven time and time again to be up to FOUR TIMES FASTER than other methods of shearing. You will have literally walked four times further and sheared four times as many trees as you would have using conventional methods of shearing. Now, a couple of sore legs doesn't seem that bad, after all. Besides, since you've finished four days work in just one day you may be able to TAKE THE NEXT THREE DAYS OFF.

The labor savings alone guarantee the TRIMIT a payback in seven to 10 days on most operations. In this new era of high competition and the increased demand for high quality trees, the TRIMIT is the only answer to decreasing production costs and supplying the market with the HIGHEST QUALITY TREES possible.

New for 1989 — 60-inch blade available (or any length you may request).

TRIMIT®

Tree Shearing System



3 Years Field Tested Results

No. of trees/hr.:	400-450 Trees/hr
No. of trees/8hr day:	3000-3500 trees/8hr day
Max. branch size:	Softwood 2.5 cm (1") Hardwood 2.0 cm (3/4")

Fuel consumption:	(@400 trees/hr) = 2.5 litres/day.
Productive rate over manual shearing:	3 to 4 times faster.
Blade sharpening frequency:	Every 30,000 to 40,000 trees.



MODEL	WEIGHT	PRICE
262 (45")	18 lbs.	\$ 849.00 US
XLII (60")	19 lbs.	\$ 995.00 US
* XLII (105")	21 lbs.	* \$1,245.00 *

We have put together a VIDEO (\$10.00) on both of the TRIMIT models on almost every type of species to demonstrate the ease of operating our machines. Please send or call for information on where you might view the TRIMIT in your area.



Eddy's Southeast
Christmas Tree Supply, Inc.
P.O. Box 1142
Hattiesburg, MS 39403
Bus. Phone (800) 735-8733

SAJE MAKES SHEARING EASY

SHEAR 3,000 TREES PER DAY WITH THE SAJE-SHEAR MODEL HE2 AND MODEL HE2-A.

- Cut shearing costs by as much as 80%
- Possible reduced insurance costs
- Provides symmetrical and conical shape EVERY time
- Easily handled by ANY operator with no experience
- Engine mounted on backpack frame for lateral balance eliminates arm fatigue and minimizes body fatigue
- Double reciprocating 96" long blades are self-sharpening
- Uses gasoline powered 31cc engine made by Tecumseh
- Runs 1½ hours without refueling
- Total weight of pack and blades is 31 pounds
- \$1365 FOB Salem, Oregon



SAJE-SHEAR HE2



SAJE-SHEAR 60" TOPPER

SAJE, INC.

1940 Hyacinth St. NE
Salem, OR 97303

1-800-354-4565

SUN-RISE SUPPLY CO., INC.

Rt. 2 Box 300E1
Bassfield, MS 39421
1-800-777-2148

- ★ Round-up Herbicide 2½ Gallon Jug \$144.88
- ★ Felco 2 Hand Pruner 26.95

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| • Woodace® | • Shearing Knives | • Tip Moth Monitoring Traps |
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| • Bamboo Stakes | • Seedlings (Bare Root & Containerized) | |
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