14th Annual Meeting

“How To Succeed In Today’s Christmas Tree Markets”

THE HOLIDOME, HOLIDAY INN SOUTH
BATON ROUGE, LOUISIANA
SEPTEMBER 21-22-23, 1990

Louisiana - Mississippi Christmas Tree Association
4 Brace
Ever Fresh Christmas Tree Stand

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.

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.

Eddy's S. E. Christmas Tree Supply, Inc.
P. O. Box 1142 • Hattiesburg, MS 39403

1-800-735-TREE
14th Annual Meeting
LA-MS Christmas Tree Association

Welcome to the 14th Annual Meeting and to the Holiday Inn South in Baton Rouge, La. 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.

The 1990 brochure for Choose and Cut Farms and Retail Lois 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 14 years. 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 1976-90

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
<th>Budget</th>
<th>Seedling</th>
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<tbody>
<tr>
<td>1976</td>
<td>17</td>
<td>$0</td>
<td>$700</td>
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<tr>
<td>1977</td>
<td>114</td>
<td>9,261</td>
<td>147,000</td>
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<tr>
<td>1978</td>
<td>165</td>
<td>10,775</td>
<td>174,000</td>
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<tr>
<td>1979</td>
<td>333</td>
<td>15,808</td>
<td>316,500</td>
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<tr>
<td>1980</td>
<td>481</td>
<td>39,955</td>
<td>347,000</td>
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<td>1981</td>
<td>425</td>
<td>40,050</td>
<td>528,000</td>
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<td>1982</td>
<td>575</td>
<td>48,700</td>
<td>590,000</td>
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<td>1983</td>
<td>580</td>
<td>52,400</td>
<td>630,000</td>
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<tr>
<td>1984</td>
<td>560</td>
<td>57,250</td>
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<td>1985</td>
<td>566</td>
<td>60,000</td>
<td>560,000</td>
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<tr>
<td>1986</td>
<td>515</td>
<td>75,953</td>
<td>563,000</td>
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<td>1987</td>
<td>402</td>
<td>76,200</td>
<td>501,480</td>
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<td>1988</td>
<td>355</td>
<td>65,200</td>
<td>450,000</td>
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<tr>
<td>1989</td>
<td>287</td>
<td>60,900</td>
<td>357,400</td>
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<tr>
<td>1990</td>
<td></td>
<td>276,740</td>
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1990 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.

American Christmas Products
Evans Christmas Tree Co.
F. M. C. Corp.
Forestry Suppliers, Inc.
Hollow Creek Tree Farm
International Paper
Poly Drip Irrigation Supply
Sun-Rise Supply Co.
Yule Forest Tree Supply

Rick Pee
Evans Tree Bennett
Brenda J. Wagonlander
Insecticides
Mike McCarthy
Elaine Perdue
Selma Irrigation
Allen Grant

P.O. Box 649
1007 Loop Rd.
18018 E. County Line Rd.
205 W. Hanlin St.
11331 Maxwell Dr.
30209
1300 E. Hanlin St.
1300 E. Hanlin St.
1007 Loop Rd.
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EVANS
CHRISTMAS
TREE
COMPANY

• PLANTING SUPPLIES
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• MAX TAPENER
• PLASTIC FLAGGING
• SHEARING KNIVES
• PRUNERS
• COLORANT
• NETTING & BALELS
• SPRAYERS
• SHAKERS
• TAGS
• WOOD STANDS
• RE-BAR STANDS
• WATER BOWLS
• S & B STANDS
• GUNNARD STANDS
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• FLOCK EQUIPMENT
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Mike Knight
Stan Bennett

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EVANS
CHRISTMAS TREE COMPANY
ANNUAL MEETING SPEAKERS 1990

Mrs. Lois Arrocho
SPRINGWOOD FARM
1507 Smallwood Drive
Oxford, MS 38655

Mr. Don Baker
OLE CHIMNEY TREE FARM
F.O. Box 5624
Alexandria, LA 71307

Mr. Barton Bennett
CHRISTMAS FOREST TREE FARM
8313 O'Hare Court
Baton Rouge, LA 70805

Mr. John Botto
WWL TV
1924 North Rampart
New Orleans, LA 70116

Mr. John Brodus, Media Specialist
LA COOPERATIVE EXTENSION SERVICE
Baton Rouge, LA 70808

Honorable Jay Dardenne
City Councilman
Baton Rouge, LA

Dr. Jim Chambers
L.S.U. (SCHOOL OF FORESTRY, WILDLIFE & FISHERIES)
Baton Rouge, LA 70806

Mr. Brian Chandler
L.S.U. EXTENSION SERVICE
Baton Rouge, LA 70806

Dr. Steve Dickie
FORESTRY EXTENSION
3225 Ridge Wood Rd., Rm. 621
Jackson, MS 39211

Dr. Robert L. Doudevick
USDA FOREST SERVICE
Southern Forest Experiment Station
P.O. Box 2008
Gulfport, MS 39506

Mr. Marvin T. Gaffrey
EXECUTIVE SECRETARY S.C.C.T.A.
1433 Fire Tower Road, N.E.
Orangeburg, S.C. 29115

Mr. Clarke Gerson
LA-MS C.T.A. PRESIDENT
SHADY POND TREE FARM
8016 Hermitage Drive
Denahe Springs, LA 70726

Mrs. Mills Gerson
SHADY POND TREE FARM
8016 Hermitage Drive
Denahe Springs, LA 70726

Mr. Steve Huard, Area Forestry Agent
LA COOPERATIVE EXTENSION SERVICE
Baton Rouge, LA 70806

Mr. Deon LaQue
ACRI-BUSINESS CONSULTANT
5115 R-R Ranch Road
Lincoln, CA 95648

Mr. Steven Kohl
HOLLY RIDGE FARM
647 E. Scene Drive
Pass Christian, MS 39571

Dr. Richard Langer
A & L LABORATORIES, INC.
Memphis, TN 38109

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

Mr. Harry May
LA-MS C.T.A. PARLIAMENTARIAN
LAZY AGES TREE FARM
Route 100-B
ChuKY, MS 33923

Mrs. Margaret Moore
Extension Specialist
LA COOPERATIVE EXTENSION SERVICE
Baton Rouge, LA 70803

Mr. Byron Perry
LA-MS C.T.A. NOMINATING COMMITTEE
PAPA NOEL TREE FARM
Route 2, Box 271
Carenco, LA 70830

Dr. Dale Pollet, Extension Specialist
LA COOPERATIVE EXTENSION SERVICE
Baton Rouge, LA 70806

Mr. Reginald Pulliam
LA-MS C.T.A. NATIONAL DIRECTOR
KRINGLEWOOD TREE FARM
8360 W. El Cahon Drive
Baton Rouge, LA 70815

Mr. Edmond Rawis
SEVEN PINES FARM
Route 1, Box 172-B
Perkinston, MS 39573

Mr. Don Reed
RESEARCH FORESTER, L.S.U.
Route 2, Box 96
Franklinton, LA 70438

Mr. Robert Shearer
LA-MS C.T.A. VICE-PRESIDENT
SHEARER'S TREES
Route 3, Box 830
Sunnys, MS 39482

Mr. Kevin Steede
LA-MS C.T.A. SECT./TREAS.
STEELIE'S CHRISTMAS TREE PLANTATION
Route 2, Box 325
Angie, LA 70426

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

---

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Christmas Tree Retailer Supplies &
Christmas Tree Grower Supplies

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PRICE TAGS LEG GUARDS
VELVET RIBBON MAXI TAPENDERS
TALLY METERS & FLAGGING TAPE
FLAME RETARDANTS SHEARING KNIVES
PROLONG TREE BAGS PRUNING SHEARS
RAILERS WREATH MACHINES STANDS GLOVES
FLOCKING EQUIPMENT BAMBOO STAKES WREATHS
STAND-STRAIT SYSTEMS SEDERING BAGS NETTING

VELDSMA & SONS, INC.
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404/361-8814

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Do you have money to burn?  
You have money...don’t burn it!  
Everything you need to produce and market quality Christmas Wreaths.

Swedenburg’s Christmas Tree Farm  
979 South Lehmberg Road  
Columbus, MS 39702  
(601) 328-9140

Distributors for:  
PHILLIPS WREATH RING CO., INC.  
DIVISION OF CANADIAN WREATH CO., LTD.

Turn your cull trees into wreath profits with our wreath frames and machines. You can turn your culls into profits instead of burning them.

Your Virginia Pine or virtually any kind of green can be used effectively to produce a beautiful, decorative wreath.

You already have the greens, have the profit too!

Create New Business  
Ship Christmas Trees and Wreaths to your friends and to your customer’s friends.

WREATH BOXES  
Corrugated cardboard 24”x24”x5”  
wax lined, one piece folder.

TREE BOXES  
Corrugated cardboard 250 lb. test strength  
wax lined, ships trees up to 7”.

Call or write for price lists and Convention Specials.
NEED MORE PROFIT?

The "GM-10" has revolutionized the garland industry.
- Cuts your wire bill by 50%.
- Coils the garland as it is being made.
- Counts the footage.
- Adjustable speed.
- Smooth and quiet.
- One person operation.
- No other machine comes close.

If you're considering entering the garland business or are a major producer we'll improve your BUSINESS and INCREASE your PROFIT.

Call us
1-800-736-8686

EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.

PROVIDING PROMPT, PERSONAL SERVICE TO THE CHRISTMAS TREE INDUSTRY

Gunnard 4-Brace Tree Stands
Kirk Bales, Nesting and Colorants
(New 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
Chinese Bamboo Stakes, All Sizes
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EVERYTHING YOU NEED TO PRODUCE AND MARKET QUALITY CHRISTMAS TREES

Mailing Address: P.O. Box 1142 • Hattiesburg, MS 39403
Bus. Phone (601) 736-8685 • Call toll-free 1/800/735-8733 (REL-TREE)
R.N. (ROB) Eddy, Jr.
(601) 255-1857
R.N. (ROB) Eddy, III
(601) 582-7416
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.

<table>
<thead>
<tr>
<th>STAND</th>
<th>LEG SPAN</th>
<th>TREE SIZE</th>
<th>PRICE</th>
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<tbody>
<tr>
<td>Small</td>
<td>18”</td>
<td>2-5 Ft.</td>
<td>$2.00</td>
</tr>
<tr>
<td>Medium</td>
<td>36”</td>
<td>5-9 Ft.</td>
<td>$2.65</td>
</tr>
<tr>
<td>Large</td>
<td>48”</td>
<td>9-12 Ft.</td>
<td>$4.75</td>
</tr>
<tr>
<td>5 Qt. Water Container (fits all size stands)</td>
<td>$2.25</td>
<td></td>
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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
OFFICERS

President:
Clarke Gemon — Denham Springs, Louisiana
Owner of Shady Pond Tree Farm; a member since 1980; on Board since 1985; served as Vice-President in 1986-1988; 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:

J.D. Antley - West Monroe
Owner of Cherry Hill Tree Farm; member since 1978. Past member of the Board of Directors 1984-1986.

Dennis C. Miner - Keithville
Owner of Miner’s Tree Farm; member since 1986.

Shawn Strobel - Shreveport
Owner of Green Needle Tree Farm; member since 1984. Member of the Board of Directors 1988 - 1990.

Mississippi:

Nelson Caithen - Canton
Owner of Jolly Elf Trees; member since 1985.

Robert N. Eddy, III - Hattiesburg
Co-owner of Eddy's Tree Farm; member since 1976; Co-Owner of Eddy's S.E. Christmas Tree Supply; Member of the Board of Directors 1989 - 1990.

Paul Stone - Chatham
Co-Owner of Pappas' Tree Forest; member since 1990.

INNOVATIVE PRODUCTS FOR CHRISTMAS TREE AND WREATH PRODUCERS

KIES WREATH MACHINE
RED NET TREE PACKAGING
BOW-MAKING MACHINE
CAROLINA GARLAND MACHINE
TP100 TREE PLANTER
WREATH RINGS & WIRE
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CHRISTMAS TREE STANDS

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MILBRIDGE, MAINE 04658

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Fourteenth Annual Meeting
LA-MS CHRISTMAS TREE ASSOCIATION
The Holidome, Holiday Inn South
Baton Rouge, Louisiana
September 21-22-23, 1990

"How to Succeed In Today's Christmas Tree Markets"

FRIDAY, SEPTEMBER 21
7:00 p.m.  Registration begins and Exhibit Space Open for setup.
            Mrs. Beverly Steele, Registration Chairman Lobby - Holiday Inn
            Mr. Steve Kohl, Exhibit Chairman - Lobby - Holiday Inn
8:00 p.m.  Board of Directors Meeting - Holiday Inn

SATURDAY, SEPTEMBER 22
7:00 a.m.  Complimentary Continental Breakfast - Exhibit Room
8:00 a.m.  CONTEST TREES MUST BE READY FOR JUDGING
8:00 a.m.  Registration continues at Holiday Inn Lobby

MORNING SESSION
Promotion and Marketing - Moderator: Mr. Byron Perry

8:30 a.m.  Welcome and Opening Remarks - President Clarke Gernon
            Welcome to Baton Rouge - City Councilman Jay Dardenne
            Introduction of Officers, Directors and Nominees
9:00 a.m.  California Marketing and Promotion Story with Several Crops
            Mr. Dennis Icardi, retired president - Blue Anchor Inc., California
9:40 a.m.  Domino's Promotional Program - Mr. John Betto, WWL TV, N.O., LA and the La-Ms Christmas
            Tree Association
10:10 a.m. COFFEE BREAK - Compliments of our Exhibitors in the Exhibit Room
10:30 a.m. How to be a Better Retailer - Mrs. Margaret Moore, Extension Specialist - Louisiana Cooperative
            Extension Service
11:00 a.m. How to Get the Best Out of Radio, T.V. and Newspaper Interviews - Mr. John Brooks, Media
            Specialist, Louisiana Cooperative Extension Service
11:30 a.m. Christmas Tree Recycling Program (Monroe story)
            Mr. Steve Hotard, Area Forestry Agent - Louisiana Cooperative Extension Service
12:00 p.m. LUNCH - on your own - Vote on Contest Trees & Wreaths

AFTERNOON SESSION
1:00 p.m.  BUSINESS MEETING - Moderator: President Clarke Gernon
            Election of officers and directors - Mr. Byron Perry
            Association affairs - President Clarke Gernon
            Financial and Business Office reports - Mr. Kevin Steele
            National Director report - Mr. Reggie Pulliam
2:00 p.m. COFFEE BREAK - Compliments of our Exhibitors in the Exhibit Room
CULTURAL PRACTICES - Moderator: Mr. Harry May

2:30 p.m. Leyland Cypress - Mr. Marvin T. Gaffney, Retired Forester
South Carolina State Forestry Organization and co-author of recent book on Leyland Cypress

3:00 p.m. How to Get the Best Results from Chemicals - Mr. Dale Follet - Extension Specialist
Louisiana Cooperative Extension Service

3:30 p.m. New Ideas on Treatment Timing - Dr. Jim Chambers, Professor
LSU School of Forestry, Wildlife and Fisheries

4:00 p.m. REGIONAL MEETINGS - Mr. Edmond Rawls, Regional Meeting Coordinator

5:30 p.m. ADJOURN

6:30 p.m. SOCIAL - Holiday Inn - Cash bar in Lobby

7:30 p.m. BUFFET BANQUET at Holiday Inn
Entertainment
Announcement of Christmas Tree Contest Winners
Drawing of door prizes

SUNDAY, SEPTEMBER 23

7:00 a.m. Non-denominational Religious Service at the Holiday Inn
Complimentary Continental Breakfast - Exhibit Room

8:15 a.m. Leave for farm, take your own car.

9:00 a.m. Introduction to Plantation & Operations - Mr. Barton Bennett
Moderator - Mr. Don Baker
Chairman - Mr. Don Reed

9:30 a.m. Sessions Occurring Throughout the Morning: 9:30 a.m. - 12:10 p.m.
1. Demonstration of Equipment used in Virginia Pine Christmas Tree Plantations:
   Mr. Wesley Bass, Mr. Rob Eddy, Mr. Alan Grant.
2. Flocking, Mounting, and Retailing of Christmas Trees: Mr. John Veldsma, Mr. Tim Mitchell
3. Applying Colorants in Christmas Tree Plantations: Mr. Bob Eddy

9:30 a.m. Sessions For New Growers (!!! PRESENTED 1 TIME ONLY !!!)
1. Soil Testing and Fertilization: Dr. Richard Large
   9:30 a.m. - 9:50 a.m.
2. Planting, Insect Control, and Early Cultural Practices: Dr. Steve Dickie
   9:50 a.m. - 10:10 a.m.
3. Hand Shearing, Pruning, and Setting Tops: Dr. Alden Main
   10:10 a.m. - 10:30 a.m.
4. Herbicides; Calibration and Use: Dr. Brian Chandler
   10:30 a.m. - 10:50 a.m.

9:30 a.m. Sessions on Special Topics of Interest:
1. Making and Preserving Real Wreaths and Garlands:
   Mrs. Carolyn Swedenburg, Mrs. Mila Gernon, Mrs. Lois Arrechea
   9:30 a.m. - 10:45 a.m.
2. Field Irrigation Systems in Christmas Tree Plantations: Mr. Mike Goree
   9:30 a.m. - 10:45 a.m.; again at 10:55 a.m. - 12:10 p.m.
3. New Grading Standards and Harvesting of Virginia Pine Christmas Trees: Mr. Clarke Gernon
   10:55 a.m. - 11:30 a.m.

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 Barton Bennett (504-634-0144)
1. Plan local arrangements at farm for annual meeting.
2. Select caterer for meal at farm.

ANNUAL MEETING CAUCUS: Chairman Edmond Rawls (601-396-5133)
1. Divide the states into caucuses.
2. Appoint a chairman for each caucus.
3. Arrange for time in the annual meeting program for the caucuses to meet for the purpose of discussing local issues.

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.

GRADING & MARKETING: Chairman Clarke Gemon (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 Steve Dickie (601-956-3583)
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 Walt Hylander (601-437-4215)
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.

PUBLIC RELATIONS: Chairman Nash Roberts (504-581-1688)
1. Develop and conduct programs to promote locally grown, natural Christmas trees.
3. Arrange and publicize placement of natural Christmas trees in public places such as Governor's offices, State Capitols, etc.

RESEARCH & DEVELOPMENT: Chairman Dr. Aiden 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.

NOMINATING COMMITTEE: Chairman Byron Perry (318-896-5402)
1. Prepare a list of qualified nominees to fill the vacancy for the officers and directors of each state.
2. Submit list to the Secretary/Treasurer for publication in newsletter.
3. Oversee the election of officers and directors during the annual meeting.

SEED SOURCES COMMITTEE: Chairman Rob Eddy, III (800-735-8733)
1. Explore new seed sources for the production of Christmas trees.
2. Investigate other varieties, and species of trees which may be used as Christmas trees.
OFFICERS AND DIRECTORS
1990
OFFICERS

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

Vice-President
Robert Shearer
Route 3, Box 830
Sunrall, MS 39482
601-264-3445

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

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

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

BOARD OF DIRECTORS

LOUISIANA
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
504-395-3489

1990- Don Baker
1992 P.O. Box 5924
Alexandria, LA 71307
318-473-8751

Barton Bennett
8313 O’Hare Court
Baton Rouge, LA 70806
504-654-0144

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

Walt Hylander
Rosswood Plantation
Lorman, MS 39063
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

1990- T.M. Luster
1992 Route 3, Box 597-C
Clarksdale, MS 38614
601-824-5575

Edmond Rawls
Route 1, Box 172-B
Perkinston, MS 39573
601-928-9807

DIRECTORS BY PRESIDENTIAL APPOINTMENT

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

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

Dr. Steve Dickie
Forestry Extension
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Jackson, MS 39211
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601-955-3583
TRIMIT

YOUR COMPLETE TREE SHEARING SYSTEM
Serving the Industry for 7 Years

Any of the Trimit family of shearing machines can be used as three different shearing machines. All blade lengths are interchangeable into the same dependable 1.5 hp power head. Each blade change system comes complete with its own ergonomically designed anti-vibration handle and throttle.

**CHOOSE A BASE MODEL AND OPTIONAL BLADE LENGTHS TO BEST SUIT YOUR OPERATIONS**

**TRIMIT 45:** Our original shearing machine, developed in 1983, is still unmatched in versatility and ease of handling. The 45” blades are best suited for younger stands in the 3’ to 5’ range. Powerful and lightweight (19 lbs.), the TRIMIT 45 has sheared millions of trees from coast to coast on two continents. Price $945.00

**TRIMIT 60:** Fast becoming the industry standard, the TRIMIT 60 is the logical progression from the original TRIMIT 45. The longer 60” blades are better suited for your marketable sized trees in the 3’ to 7’ range. Weighing in at only 21 lbs. (competition weighs over 34 lbs.) it is the lightest full tree shearing machine available today. PRICE $1,045.00

**TRIMIT 87:** Designed for your larger trees from 4’ to 9’, our longest model still weighs 10 lbs. less than the competition and is ULTIMATELY MORE PRODUCTIVE. PRICE $1,245.00

**ADVANTAGES OF THE TRIMIT SHEARING SYSTEM**

1. **LIGHTEST SYSTEM ON THE MARKET.** The weight of the machine is the biggest factor affecting the unit’s PRODUCTIVITY. Ask anyone. Our units are up to 15 lbs. lighter, which means they are easier to use and get used longer everyday.

2. **MOST DEPENDABLE POWERHEAD IN THE INDUSTRY.** Tanaka has proven to be superior over the rest during the last six years. Our two year warranty is the best in the industry with service available nearby. Before you buy any other type of shearing machine, ask how many times they have had to change engine suppliers. Some have changed at least twice, last year alone and their units have to be shipped back to the manufacturers for repairs.

3. **INTERCHANGEABLE BLADES.** In less than one half hour you can adapt your unit to best suit your tree heights without carrying more weight than necessary, at a fraction of the cost.

4. **COST.** All of the TRIMITS have a payback of about two weeks because of its high productivity rates and low purchase price. (up to 40% lower than the competition)

**NEWLY DESIGNED BACKPACKS**

After months of testing, we are proud to introduce the most compact and lightest backpack system in the industry. Exclusively designed for the Trimit, these new backpacks are included with each TRIMIT system. Or upgrade your present system by ordering one today.

To order your TRIMIT or for your copy of our video demonstrating all the units ($10.00), please contact

**EDDY’S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.**

Mailing Address: P.O. Box 1142 - Hattiesburg, MS 39403 - Bus. Phone (901) 736-8809

R.N. (Bob) EDDY, JR.  

1-800-735-TREE
Directions To Christmas Forest
from
Holiday Inn South

- Take I-12 west towards the Mississippi River (I-12 changes into I-10, then I-110).
- Do not cross the Mississippi River but stay on I-110 north towards the BR airport.
- Stay on I-110 north until it dead ends into Highway 61.
- Turn right on Highway 61, heading north towards Natchez.
- After 3 miles bear right on Highway 964 just before the overpass.
- Continue north on Highway 964 for 9 miles.
# GUIDELINES — CHRISTMAS TREE JUDGING — Effective 1988

<table>
<thead>
<tr>
<th>Contestant</th>
<th>Date</th>
<th>Tree No.</th>
</tr>
</thead>
</table>

## Foliage
- **Condition** regards to insect and disease:
  - **Light** — no damage: **-50**
  - **Medium**: **-25**
  - **Heavy**: **-0**

## Density
- **Light**: **-25**
- **Medium to Heavy**: **-50**

## Freshness
- **Dry**: **0**
- **Fresh**: **-25**

## Handle
- **Not less than 6”** or **more than 1 1/4”** for each foot of tree:
  - **USD Grades (4/1/73)**:
    - No Handle: **-15**
    - Poorly Trimmer: **-0**
    - Well Trimmer: **-25**

## Taper
- **0 to 40%**: **-0**
- **40% to 90%**: **-50**
- **90%+**: **-25**

## Top
- **Multi top**: **-0**
- **Too short**: **-25**
- **Too long**: **-25**
- **Right length**: **-50**
- **Needlessness**: **-25**

## Merchantability
- **Low**: **-10**
- **Average**: **-25**
- **Good**: **-50**
  - 4 faces US premium: **-50**
  - 3 faces US premium: **-25**
  - 2 adjacent faces US Grade 2 or better: **-10**

## Call
- **0 25 50 100** (damage points will be subtracted from the total awarded above)

### Damage
- Decided gap between whorls
- Unduly long branches
- Weak lower whorl
- Hole in main body of tree
- Uneven density
- Weak branches
- Curved stem
- Grows nest
- Multiple main stems
- Abnormal seedlessness
- Noticeable dead twigs
- Incomplete whorl
- Other

Total Points: **______**
JUST IN TIME
FOR CHRISTMAS,
1993.

International Paper's Virginia Pine
Seedlings Provide You:

- Genetically improved, Low Density Seedlings.
- Root pruned in the Nursery — so you don't have to.
- Fast growth yields quicker return on investment.
- Ease in ordering, convenient pickup or UPS delivery.
- Seedling freshness and protection ensured by TreePack
  seedling box.

Seedlings sell for $60.00 per thousand F.O.B. Nursery.

For more information contact Elaine Perdue at (214)
825-6101 or write: International Paper, Rt. 1, Box 314-A,
Bullard, Texas 75757.
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
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

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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 .......................... $149.88
★ Felco 2 Hand Pruner ......................................... 25.95

Other Supplies from Sun-Rise Supply Co., Inc.

- Woodace®
- Hand Pruners
- Saws
- Bamboo Stakes
- Tree Colorant
- Shearing Knives
- Tree Stands
- Complete Line of Chemicals
- Seedlings (Bare Root & Containerized)
- Tip Moth Monitoring Traps
- Flagging
- Disposable Tree Bags