



*14th*  
*Annual Meeting*

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**“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

*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**

# 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 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 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

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
1990	287	60,900	276,740	Clarke Gernon

## 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 Rick Peel P.O. Box 649 Riverdale, Ga. 30274 404-361-2823 Retail Lot Supplies	Evans Christmas Tree Co. Stan Bennett Rt. 2, Box 300-EL Bassfield, Ms. 39421 1-800-777-2148 Saje Shear, Chemicals	Hollow Creek Tree Farm Mike McCartha 228 Windmill Rd. Gilbert, S.C. 29054 803-892-3662 Spray Equipment	Sun-Rise Supply Co. Wesley Bass Rt. 2, Box 300-EL Bassfield, Ms. 39421 1-800-777-2148 Saje Shear, Chemicals	Yule Forest Tree Supply Allen Grant 1220 Millers Mill Rd. Stockbridge, Ga. 30281 404-957-3165 Yule Trimmer
Crawford Tree Trainer Don Vlass 8847 Loop Rd. Hesperia, Mi. 49421 616-854-4176 Tree Trainers & Tree Stakes	F. M. C. Corp. Brenda J. Wagonlander 1563 E. County Line Rd. Ste. 402 Jackson, Ms. 39211 601-956-8081 Insecticides	International Paper Elane Perdue Rt. 1, Box 314-AI Rd. Bullard, Tx. 75757 214-825-6101 Seedlings	Swedenburg Christmas Trees Wally & Carolyn Swedenburg 979 S. Lehmburg Columbus, Ms. 39702 601-328-9140 Wreath Frames	Yule Stand System Tom Richards 3928 Greenfield Lane Owensboro, Ky. 42301 502-684-3081 Tree Stand & Drill
Eddy's S.E. Tree Supply Bob & Rob Eddy P.O. Box 1142 Hattiesburg, Ms. 39401 1-800-735-8733 (Ms.) General Supplies, etc.	Forestry Suppliers, Inc. 205 W. Rankin St. Jackson, Ms. 39204 1-800-682-5379 (Ms.) 1-800-647-5368 (other)	Poly Drip Irrigation Supply Marshall A. Goree 11331 Maxwell Dr. Walker, La. 70785 504-664-9999 Irrigation Supply	Veldsma & Sons, Inc. John E. Veldsma P. O. Box 6 Forest Park, Ga. 30051 404-361-8814 Grower/Retailer Supplies	



# ANNUAL MEETING SPEAKERS 1990

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

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

Mr. Barton Bennett  
CHRISTMAS FOREST TREE FARM  
8313 O'Hare Court  
Baton Rouge, LA 70806

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

Mr. John Broods, Media Specialist  
LA COOPERATIVE EXTENSION SERVICE  
Baton Rouge, LA 70806

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  
3825 Ridge Wood Rd., Rm. 621  
Jackson, MS 39211

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

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

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

Mrs. Mila Gernon  
SHADY POND TREE FARM  
8016 Hermitage Drive  
Denham Springs, LA 70726

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

Mr. Dennis N. Icardi  
AGRI-BUSINESS CONSULTANT  
5115 R-R Ranch Road  
Lincoln, CA 95648

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

Dr. Richard Large  
A & L LABORATORIES, INC.  
Memphis, TN 38105

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

Mr. Harry May  
LA-MS C.T.A. PARLIAMENTARIAN  
LAZY ACRES TREE FARM  
Route 100-B  
Chunky, MS 39323

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  
Carencro, LA 70520

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 Rawls  
SEVEN PINES FARM  
Route 1, Box 172-B  
Perkinston, MS 39573

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

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

Mr. Kevin Steele  
LA-MS C.T.A. SECT./TREAS.  
STEELE'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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Forest Park, GA 30051  
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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 Lehmborg Road  
Columbus, MS 39702  
(601) 328-9140

Distributors for:



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.

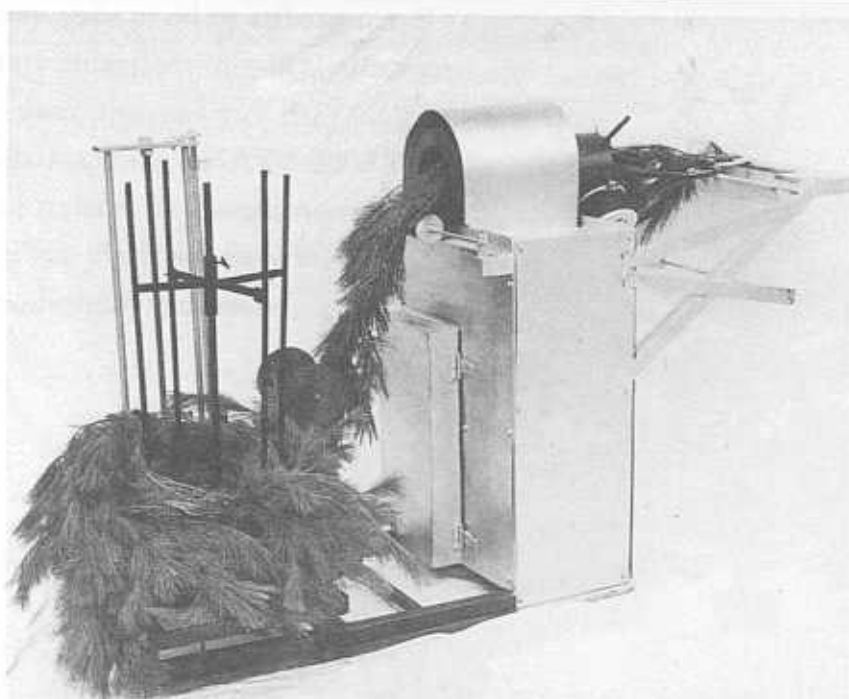


**TREE BOXES**

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.
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- ✓ adjustable speed.
- ✓ smooth and quiet.
- ✓ one person operation.
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If you're considering entering the garland business or are a major producer we'll improve your BUSINESS and INCREASE your PROFIT.

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## EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.

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

GUNNARD 4-Brace Tree Stands

TRIMIT Shearing Systems

KIRK Balers, Netting and Colorants  
(Virginia Pinegreen and Super Pinegreen)

Shearing, Spraying Equipment  
and Safety Supplies

New Horizons' Christmas Tree Shakers  
(Single or Double/Electric, Gas, or P.T.O. powered)

Tip Moth Monitoring Traps

Planting Supplies

Chinese Bamboo Stakes, All Sizes  
Max-Tapeners, Tape, Staples

**EVERYTHING YOU NEED TO PRODUCE AND MARKET  
QUALITY CHRISTMAS TREES**

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Bus. Phone (601) 736-8669 • Call toll-free 1/800/735-8733 (REL-TREE)

R.N. (BOB) EDDY, JR.  
(601) 255-1857



R.N. (ROB) EDDY, III  
(601) 582-7418

TIM  
MITCHELL'S  
Since 1950

# YULE STAND SYSTEM

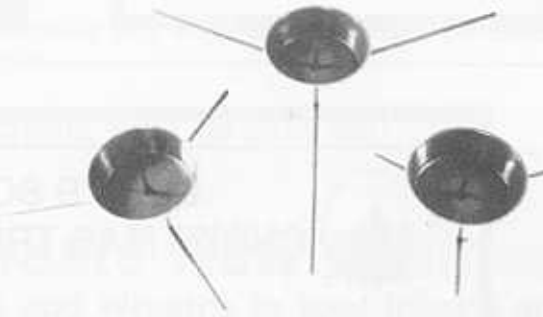
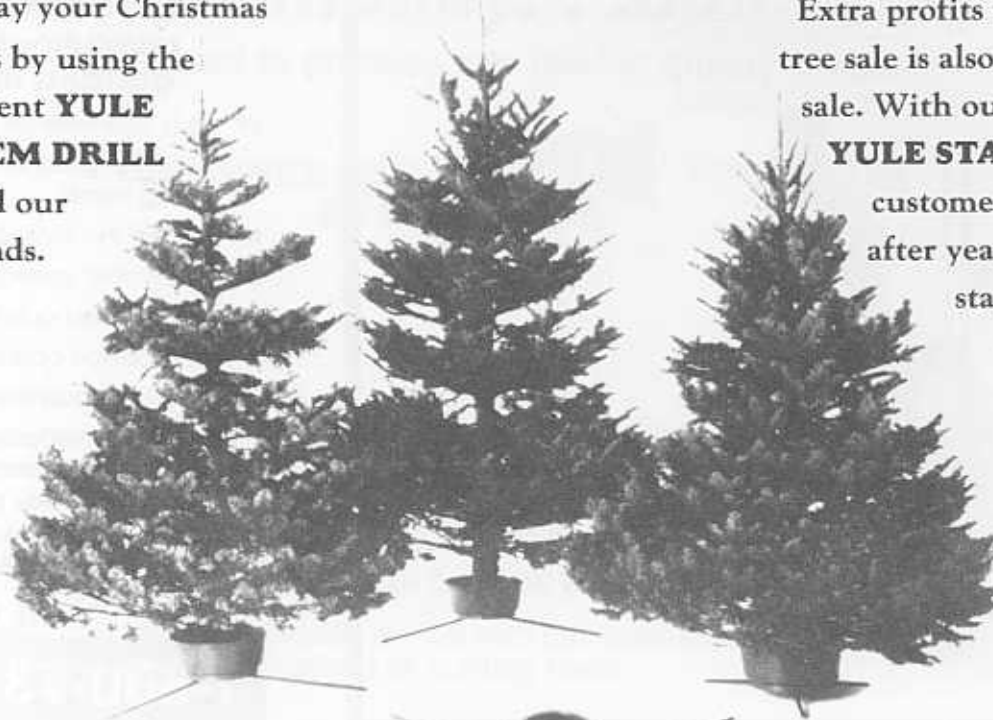


## RETAIL LOT DISPLAYS

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**  
1991 Officers, 1991-1993 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:**

\_\_\_\_\_ 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 Minter's Tree Farm; member since 1986.*

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

**Mississippi:**

\_\_\_\_\_ Nelson Cauthen - 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 Pappaw's Tree Forest; member since 1990.*

**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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COMPLETE  
SUPPLIER.**

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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 Botto, 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

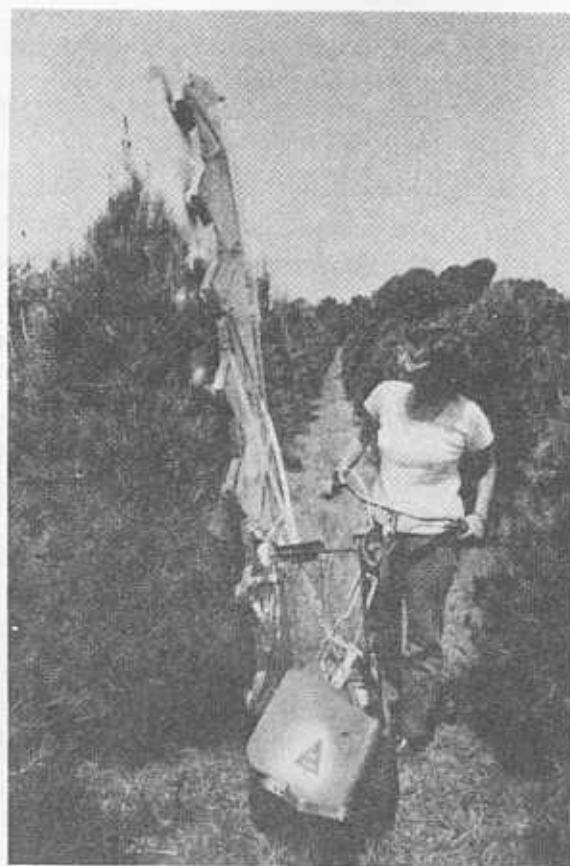
- 2:00 p.m. **COFFEE BREAK - Compliments of our Exhibitors in the Exhibit Room**  
**CULTURAL PRACTICES - Moderator: Mr. Harry May**
- 2:30 p.m. **Leyland Cypress - Mr. Marvin T. Gaffney, Retired Forester**  
South Carolina State Forestry Organization and co-author of recent book on Leyland Cypress
- 3:00 p.m. **How to Get the Best Results from Chemicals - Mr. Dale Pollet - 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 (504-654-0144)

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.
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 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.
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.

**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  
Sumrall, 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 5624  
Alexandria, LA 71307  
318-473-8751

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

### MISSISSIPPI

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

1990- T.M. Luster  
1992 Route 3, Box 597-C  
Clarksdale, MS 38614  
601-624-5575

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

## DIRECTORS BY PRESIDENTIAL APPOINTMENT

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504-388-4087

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Louisiana State University  
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Franklinton, LA 70438  
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504-848-2945

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Forestry Extension  
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# 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 it's 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

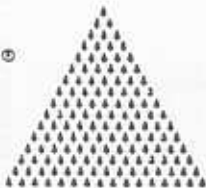
**TRIMIT 87:** Designed for your larger trees from 4' to 9', our longest model still weighs 10 lbs. less than the competition and is **ULTIMATELY MORE PRODUCTIVE.** PRICE \$1,245.00

### ADVANTAGES OF THE TRIMIT SHEARING SYSTEM

- 1. LIGHTEST SYSTEM ON THE MARKET.** The weight of the machine is the biggest factor affecting the units **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. INTERCHANGABLE 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)

# TRIMIT<sup>®</sup>

Tree Shearing System



### NEWLY DESIGNED BACKPACKS

After months of testing, we are proud to introduce the most compact and lightest backpack support 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 (601) 736-8669

R.N. (Bob) EDDY, JR.



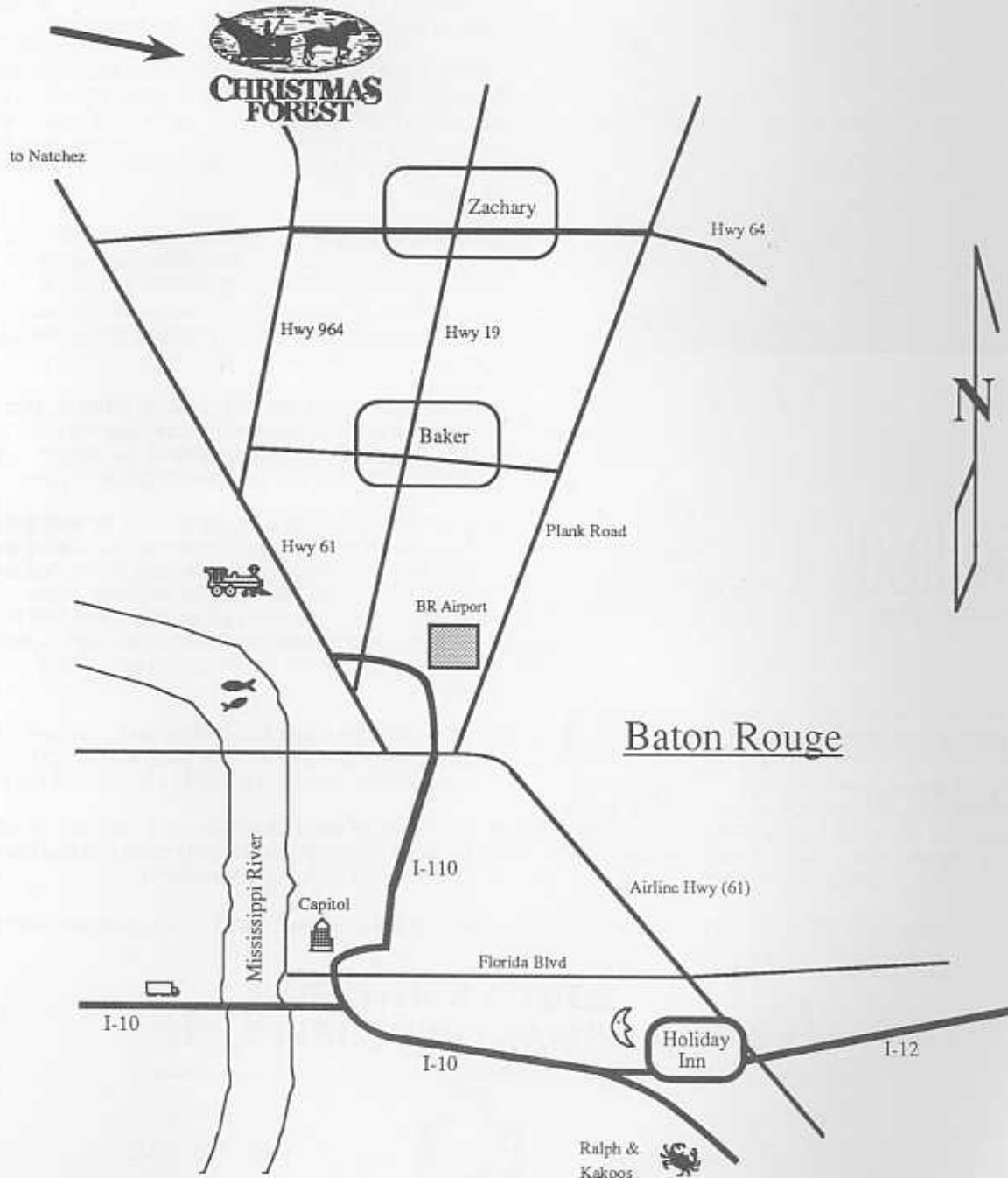
RealTree

R.N. (Rob) EDDY, III

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 WREATH JUDGING — Effective 1987

Contestant \_\_\_\_\_ Date \_\_\_\_\_ Wreath No. \_\_\_\_\_

1. Foliage: Fresh \_\_\_\_\_ 5-10 \_\_\_\_\_  
 Dry \_\_\_\_\_ 0-5 \_\_\_\_\_

2. Color: Good \_\_\_\_\_ 5-10 \_\_\_\_\_  
 Fair \_\_\_\_\_ 0-5 \_\_\_\_\_

3. Workmanship:  
 Uniform Density \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Uniform Center Hole \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Uniform Outside Perimeter \_\_\_\_\_ 0-10 \_\_\_\_\_  
 No cut ends visible \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Construction Quality \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Placement of material \_\_\_\_\_ 0-10 \_\_\_\_\_

4. Overall Appearance:  
 (Eye Appeal) Excellent \_\_\_\_\_ 20 \_\_\_\_\_  
 Average \_\_\_\_\_ 10 \_\_\_\_\_  
 Fair \_\_\_\_\_ 5 \_\_\_\_\_  
 Possible points \_\_\_\_\_ 100 \_\_\_\_\_

#### DECORATED WREATH:

1. Craftmanship \_\_\_\_\_ 0-10 \_\_\_\_\_  
 2. Originality \_\_\_\_\_ 0-10 \_\_\_\_\_  
 3. Arrangement of Decorations \_\_\_\_\_ 0-10 \_\_\_\_\_  
 4. Bow \_\_\_\_\_ 10-20 \_\_\_\_\_  
 Excellent \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Average \_\_\_\_\_ 0-10 \_\_\_\_\_  
 Possible points \_\_\_\_\_ 0-50 \_\_\_\_\_  
**COMBINED TOTAL POINTS** \_\_\_\_\_

### GUIDELINES — CHRISTMAS TREE JUDGING — Effective 1988

Contestant \_\_\_\_\_ Date \_\_\_\_\_ Tree No. \_\_\_\_\_

Foliage — Condition regards to insect and disease  
 Light — no damage \_\_\_\_\_ -50 \_\_\_\_\_  
 Medium \_\_\_\_\_ -25 \_\_\_\_\_  
 Heavy \_\_\_\_\_ 0 \_\_\_\_\_

Foliage — Density \_\_\_\_\_ -25 \_\_\_\_\_  
 Light \_\_\_\_\_ -50 \_\_\_\_\_  
 Medium to Heavy \_\_\_\_\_

Foliage — Freshness \_\_\_\_\_ 0 \_\_\_\_\_  
 Dry \_\_\_\_\_ -25 \_\_\_\_\_  
 Fresh \_\_\_\_\_ -25 \_\_\_\_\_

Handle — Not less than 6" \_\_\_\_\_ -25 \_\_\_\_\_  
 or more than 1 1/4" \_\_\_\_\_ -15 \_\_\_\_\_  
 for each foot of tree \_\_\_\_\_ -15 \_\_\_\_\_  
 USDA Grades (4/1/73) \_\_\_\_\_ 0 \_\_\_\_\_  
 No Handle \_\_\_\_\_

Handle — Poorly Trimmed \_\_\_\_\_ 0 \_\_\_\_\_  
 Well Trimmed \_\_\_\_\_ -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 \_\_\_\_\_  
 Needleness \_\_\_\_\_ -25 \_\_\_\_\_

Merchandiseability — Low \_\_\_\_\_ -10 \_\_\_\_\_  
 Average \_\_\_\_\_ -25 \_\_\_\_\_  
 Good \_\_\_\_\_ -50 \_\_\_\_\_  
 - 4 faces US premium \_\_\_\_\_ -50 \_\_\_\_\_  
 - 3 faces US premium \_\_\_\_\_ -25 \_\_\_\_\_  
 - 2 adjacent faces US Grade 2 \_\_\_\_\_ -10 \_\_\_\_\_  
 or better

Damage — Cull \_\_\_\_\_ 0 \_\_\_\_\_  
 0 25 50 100 (damage points will be subtracted from the total awarded above.)

Decided gap between whorls \_\_\_\_\_ Crows nest \_\_\_\_\_  
 Unequally long branches \_\_\_\_\_ Multiple main stems \_\_\_\_\_  
 Weak lower whorl \_\_\_\_\_ Abnormal needleness \_\_\_\_\_  
 Hole in main body of tree \_\_\_\_\_ Noticeable dead twigs \_\_\_\_\_  
 Uneven density \_\_\_\_\_ Incomplete whorl \_\_\_\_\_  
 Weak branches \_\_\_\_\_ Other \_\_\_\_\_  
 Curved stem \_\_\_\_\_

Total Points \_\_\_\_\_

# JUST IN TIME FOR CHRISTMAS, 1993.

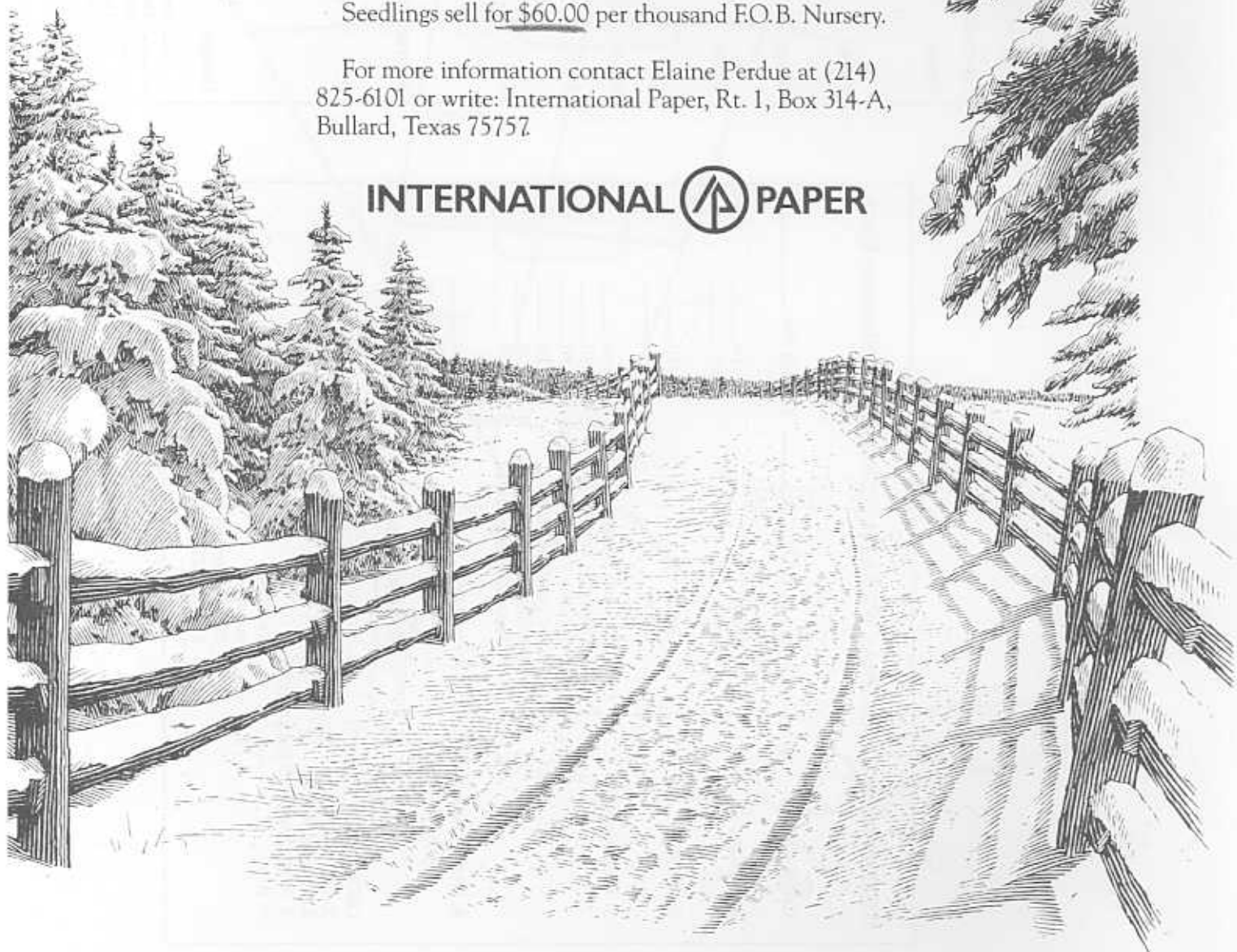
## International Paper's Virginia Pine Seedlings Provide You:

- 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.

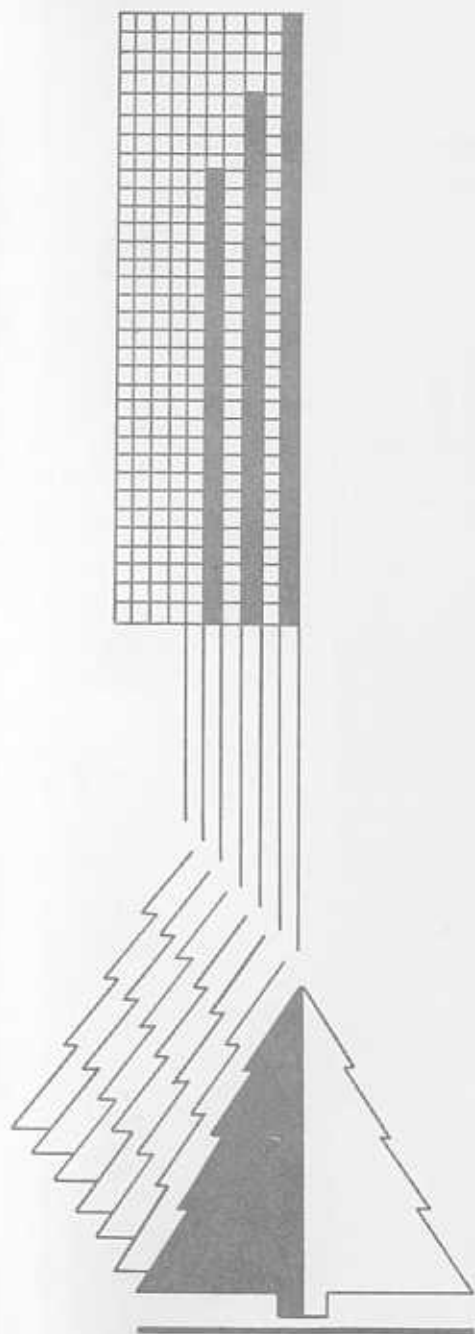
For more information contact Elaine Perdue at (214)  
825-6101 or write: International Paper, Rt. 1, Box 314-A,  
Bullard, Texas 75757

INTERNATIONAL  PAPER



# 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.**  
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# 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
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- 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
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SAJE-SHEAR HE2



SAJE-SHEAR 60" TOPPER

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- ★ Round-up Herbicide 2½ Gallon Jug . . . . . \$149.88
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- |                 |   |                             |
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| • Woodace®      | • Shearing Knives                       | • Tip Moth Monitoring Traps |
| • Hand Pruners  | • Tree Stands                           | • Flagging                  |
| • Saws          | • Complete Line of Chemicals            | • Disposable Tree Bags      |
| • Bamboo Stakes | • Seedlings (Bare Root & Containerized) |                             |
| • Tree Colorant |   |                             |