



*15th
Annual Meeting*

"Christmas on the Coast"

THE ROYAL d'IBERVILLE HOTEL
BILOXI, MS
SEPTEMBER 20, 21, 22, 1991

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

15th Annual Meeting LA-MS Christmas Tree Association

Welcome to the 15th Annual Meeting and to the Royal d'Iberville in Biloxi, 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.

The 1991 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 15 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 1976-91

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
1991	263	50,000	181,000	Clarke Gernon

1991 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 before the printing of this program are listed below.

AMERICAN CHRISTMAS PRODUCTS

Rick Peel
P.O. Box 649
Riverdale, GA 30274
404-361-2823
Retail Lot Supplies

BASS TREES & SUPPLIES CO., INC. *

Wesley Bass
551 Delancey-Robbins Rd.
Columbia, MS 39429
601-736-2231
Saje, Retail Supplies

BING FARMS SALES

Tom Burgess
Rt. 2, Box 154
Coloma, WI 54930
715-228-3881
A line of products to help you grow & sell trees more profitably

CAMPBELL CO., INC.

Mike Knight
P.O. Box 448
Ridgeland, MS 39158
601-853-2702
General Supplies

EDDY'S S.E. TREE SUPPLY *

Bob & Rob Eddy
P.O. Box 1142
Hattiesburg, MS 39401
1-800-735-8733
General Supplies, etc.

FORESTRY SUPPLIERS *

Mike Machost
205 W. Rankin St.
Jackson, MS 39204
1-800-682-5379 (Ms.)
1-800-647-5368 (other)

INTERNATIONAL PAPER *

Elane Perdue
Rt. 1, Box 314-AL Rd.
Bullard, TX 75757
214-825-6191
Seedlings

SWEDENBURG CHRISTMAS TREES

Wally & Carolyn Swedenburg
979 S. Lehmburg
Columbus, MS 39702
601-328-9140
Wreath Frames

VELDSMA & SONS, INC. *

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

YULE FOREST TREE SUPPLY *

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

YULE STAND SYSTEM *

Tom Richards
3928 Greenfield Lane
Owenboro, KY 42301
Tree Stand & Drill

* See these exhibitors advertisements in the program

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

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CHRISTMAS TREE INDUSTRY



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- Quality Job Guaranteed
- Louisiana
East Texas
South Arkansas
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- SAJE Equipment
- Liability Insurance

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ANNUAL MEETING

SPEAKERS 1991

Mr. Wesley Bass
BASS TREES & SUPPLY CO., INC.
551 Delancey-Robbins Rd.
Columbia, MS 39429

Mr. Jimmy Bufkin
COUNTRY ACRES TREE FARM
Rt. 4, Box 308
Wesson, MS 39191

Mrs. Rena Bufkin
COUNTRY ACRES TREE FARM
Rt. 4, Box 308
Wesson, MS 39191

Dr. Zoel Daughtrey
Professor, School of Accountancy
McCool Hall, Room 381
Mississippi State, MS 39762

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. Bob Eddy
EDDY'S S. E. TREE SUPPLY
6813 Oulu Court
Bay St. Louis, MS 39520

Mr. Rob Eddy
EDDY'S S. E. TREE SUPPLY
P. O. Box 1142
Hattiesburg, MS 39401

Dr. Joseph Fox
Area Extension Plant Pathologist
P. O. Box 157
Decatur, MS 39327

Mr. Alan Grant
YULE FOREST
1220 Millers Mill Rd.
Stockbridge, GA 30281

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

Dr. Robert C. Hare
Plant Physiologist
U. S. Forest Service, Retired
Biloxi, MS 39532

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

Dr. Wayne Houston
Leader, Extension Agronomy
P. O. Box 5446
Mississippi State, MS 39762

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

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

Dr. Blake Layton
Area Entomology Specialist
1320 Seven Springs Road
Raymond, MS 39154

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

Mr. Reginald Pulliam
LA-MS C.T.A. National Director
KRINGLEWOOD TREE FARM
8360 W. El Cahon Dr.
Baton Rouge, LA 70815

Mr. Edmond Rawls
SEVEN PINES FARM
Rt. 1, Box 172-B
Perkinston, MS 39573

Mr. Don Reed
Research Forester
L.S.U.
Rt. 2, Box 98
Franklinton, LA 70438

Mr. Robert Shearer
LA-MS C.T.A. Vice-President
SHEARER'S TREES
Rt. 3, Box 830
Sumrall, MS 39482

Mr. Kevin Steele
LA-MS C.T.A. Sect./Treas.
STEELE'S CHRISTMAS TREE PLANTATION
56459 Dollar Rd.
Angie, LA 70426

Mr. George Stone
PAPPAW'S TREE FOREST
P. O. Box 176
Chatham, MS 38731

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

Mr. John Veldsma
VELDSMA & SONS, INC.
P. O. Box 6
Forest Park, GA 30050



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Our Free Catalog

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P.O. Box 6
Forest Park, GA 30051
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VELVET RIBBON MAX TAPENERS

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PROLONG TREE BAGS PRUNING SHEARS

BALERS ☆ WREATH MACHINES ☆ STANDS GLOVES

FLOCKING EQUIPMENT BAMBOO STAKES WREATHS

STAND-STRAIT SYSTEMS SEEDLING BAGS ☆ NETTING

TREE SHAKERS

SOLO SPRAYERS

MIST BLOWERS

WREATH RINGS

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&
Christmas Tree Grower Supplies*



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(1-800-735-8733)

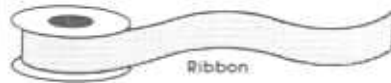
R.N. (Bob) Eddy, JR.
(601) 255-1857

R.N. (Rob) Eddy, III
(601) 582-7418



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**A FULL LINE OF
CHRISTMAS WREATH AND
GARLAND MAKING SUPPLIES**

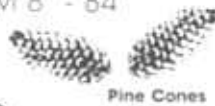


Ribbon



Top Quality
Spool Wire

ALL TYPES OF WREATH RINGS
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Pine Cones

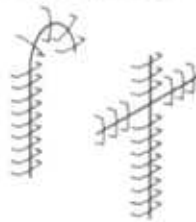
Wreath Machines
Snips, etc . . .



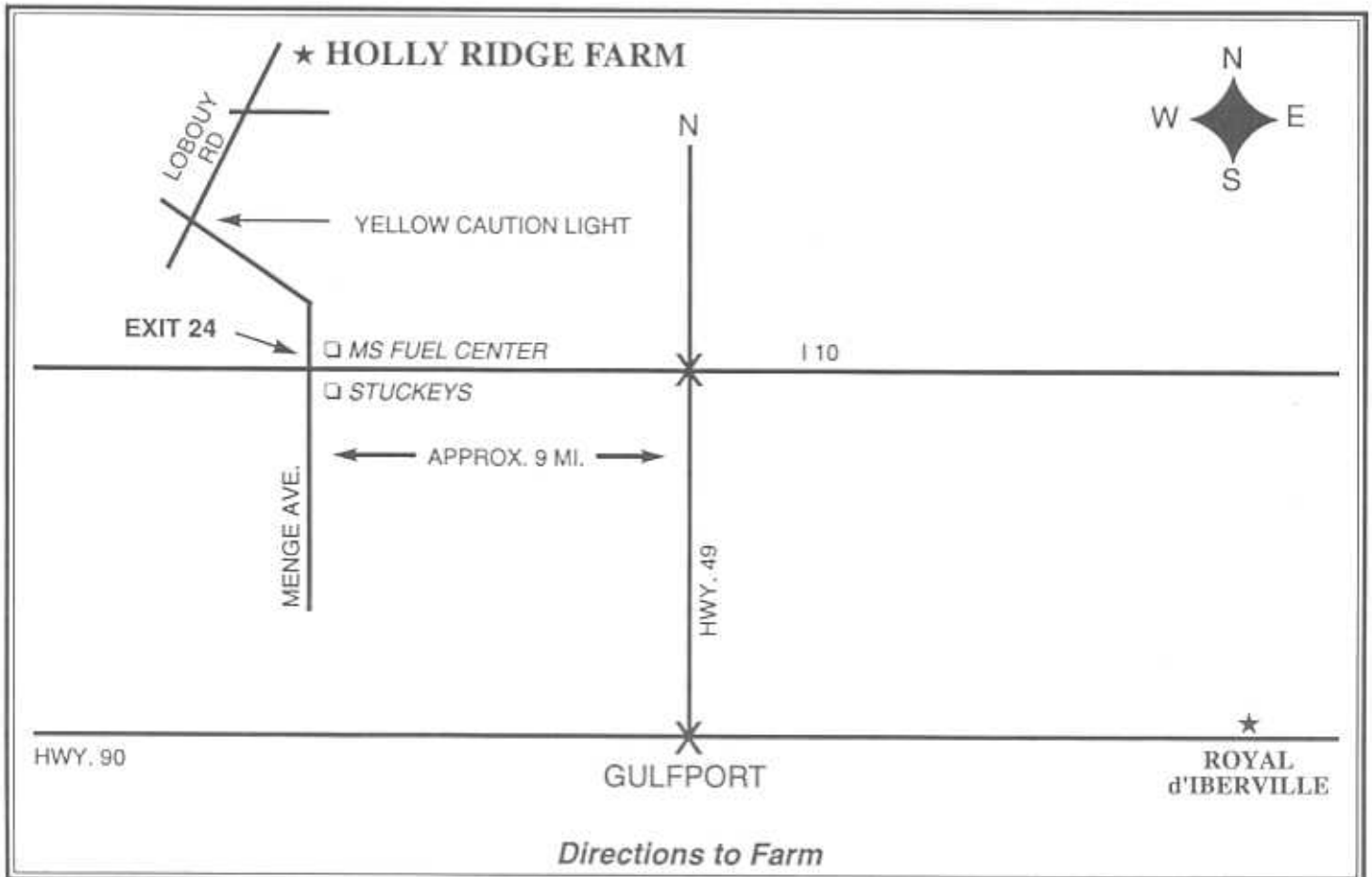
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DOUBLE RAIL CLIP
FOR A
BETTER WREATH



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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
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#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
1992 Officers, 1992-1994 Directors
OFFICERS

President:

_____ T. M. Luster - Clarksdale, Ms.
Owner of Ms. T.'s Trees Inc.; A member since 1980; On Board of Directors since 1990; Chariman of the Nominating Committee.

Vice- President:

_____ Shawn Strobel - Shreveport, La.
Owner of GREEN NEEDLES TREE FARM; A member since 1984; On Board of Directors since 1989.

DIRECTORS (Select 2 from EACH state)

Louisiana:

_____ Allen Grant
*Co-Owner of YULE FOREST, CHRISTMAS PINES, & YULE TRIMMERS
A member since 1983.*

_____ James King - Hammond
*Owner of KING'S CHRISTMAS TREE FARM; A member since 1977;
Served as Board member, as vice-president, 1982-83, as president
1984-85.*

_____ Dennis C. Miner - Keithville
*Owner of Miner's Christmas Tree Farm; A member since 1986;
Presently serving as appointed member to the Board of Directors, 1991.*

_____ Mike Para - Slidell
*Owner of ALL SEASON FOLIAGE Inc.; A member since 1980;
Second place winner in 1989 and 1990 Christmas Tree contest.*

Mississippi:

_____ Harry May - Chunky
*Owner of LAZYACRES CHRISTMAS TREE FARM; A member since 1980;
Served as Board member, 1983-85, as vice-president
1986-87, as president 1988-89, presently serving as Parlimentarian
1990-91.*

_____ Ben Moseley - Florence
*Owner of SANTA'S CHOICE TREE FARM; A member since 1982;
Has been a Seedling Drop Chairman since 1989.*

_____ Roger Smith - Moselle
Owner of SMITH'S CHRISTMAS TREE FARM; A member since 1977.

_____ Paul Stone - Chatham
*Co-Owner of PAPPAW'S TREE FOREST; A member since 1990;
Ran for Board of Directors 1990. Was 1st. place winner in both the
1990 Christmas Tree Contest and Wreath Contest.*

**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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Fifteenth Annual Meeting
LA-MS CHRISTMAS TREE ASSOCIATION
Royal d' Iberville
Biloxi, Ms.
September 20-22, 1991
"CHRISTMAS ON THE COAST"

FRIDAY, SEPTEMBER 20

- 7:00 p.m. Registration begins and Exhibit Space Open for setup
- 8:00 p.m. Mrs. Beverly Steele, Registration Chairman-2nd floor lobby
Mr. Edmond Rawls, Exhibit Chairman-2nd floor Lobby
- 8:00 p.m. Board of Directors Meeting - Royal d' Iberville

SATURDAY, SEPTEMBER 21

- 7:00 a.m. Complimentary Continental Breakfast - Exhibit Room
CONTEST TREES MUST BE READY FOR JUDGING
- 8:00 a.m. **Registration** continues on second floor.
Morning Session Moderator: Mr. Harry May
Pesticide Recertification and taxes
- 8:30 a.m. **Welcome and Opening Remarks** - President Clarke Gernon
Welcome to Biloxi - Mr. Steven Kohl
Introduction of Officers, Directors and Nominees
- 9:00 a.m. **Pesticide Recertification Program** - for Private Applicators
License (need to attend all three seminars)
Common Weeds and Herbicide Status - Dr. Wayne Houston,
Leader, Extension Agronomy, Mississippi State University
- 9:30 a.m. **Insect Identification and Control** - Dr. Blayke Layton,
Area Extension Entomologist, Mississippi State University
- 10:00 a.m. **Trouble Shooting Diseases in Christmas Trees** - Dr. Joseph Fox,
Area Extension Pathologist, Mississippi State University
- 10:30 a.m. **Coffee Break - Compliments of our Exhibitors - Exhibit Room**
- 10:45 a.m. **Income Tax Strategies for Christmas Tree Growers**
Dr. Zoel Daughtrey, Professor of Business, Mississippi State University
- 11:30 a.m. Lunch - on your own - Vote on Contest Trees and Wreaths

Afternoon Session

- 1:00 p.m. **REGIONAL (CAUCUS) MEETINGS** - Mr. Edmond Rawls,
Regional Meeting Coordinator
- 2:15 p.m. **COFFEE BREAK - Compliments of our Exhibitors - Exhibit Room**
- 2:30 p.m. **ASSOCIATION CHRISTMAS TREE COMMERCIAL** - President Clarke Gernon
- 3:00 p.m. **BUSINESS MEETING** - Moderator: President Clarke Gernon
Association affairs - President Clarke Gernon
Financial and Business Office reports- Mr. Kevin Steele
Open Floor Discussion on Proposed Bylaws Amendment to Increase
Membership Dues
Vote on Amendment, Election of officers and directors
Vote Tally: Mr. Harry May, Mr. Don Baker, Mr. Barton Bennett
National Director report - Mr. Reggie Pulliam
Regional Caucus Reports
Election Results

- 5:00 p.m. ADJOURN
- 6:00 p.m. SOCIAL - Cash Bar in 2nd floor lobby
- 7:00 p.m. BUFFET BANQUET - atop the Royal d'Iberville
Announcement of Christmas Tree Contest Winners
Drawing of Door Prizes
Live Music and Dancing Till Midnight

SUNDAY, SEPTEMBER 22

- 7:00 a.m. Non-Denominational Religious Service at Royal d ' Iberville
Complimentary Continental Breakfast - Exhibit Room
- 8:15 a.m. Leave for Holly Ridge Farm, take your own car
- 9 00 a.m. Introduction to Plantation & Operations - Mr. Steve Kohl
Moderator - Mr. Ed Rawls
Program Chairman - Mr. Don Reed
- 9:30 a.m. **Sessions Occurring Throughout the Morning: 9: 30 - 12: 00**
 1. Demonstration of Equipment used in 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 - 9:50
 2. Site Prep., Planting, & First-Yr. Practices: Dr. Steve Dicke
9:50 - 10:10
 3. Hand Shearing, Pruning, and Setting tops: Mr. Rob Eddy
10:10 -10:30
 4. Sprayer Calibration and Solution pH Balancing: Dr Blake Layton
10:30 - 10:50
- 9:30 a.m. **Sessions on Special Topics of Interest:**
 1. Making and Preserving Real Wreaths and Garlands:
Mrs. Carolyn Swedenburg, Mrs. Rena Bufkin, Mrs. Mila Gernon
9:30 - 10:45
 2. Needle and Shoot Blight (South Side Blight) in Virginia Pine
9:30 - 10:45
 3. Air Layering of Virginia Pine, Rooting Leyland Cypress & Deodor
Cedar; Dr. Robert C. Hare, Plant Physiologist with the U.S.
Forest Service (Retired), Mr. George Stone, Mr. Jimmy Bufkin
11:00 - 12:00
- 12:00 p.m. **Lunch at HOLLY RIDGE FARM**

ADJOURN - Thanks for coming, see you next year in Shreveport!

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 Steve Kohl (601-452-7315)

1. Plan local arrangements at farm for annual meeting.
2. Select caterer for meal at farm.

ANNUAL MEETING CAUCUS: Chairman Robert Shearer (601-264-3445)

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 Kohl (601-452-7315)

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 Mr. Robert Shearer (601-264-3445)

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 Don Baker (318-473-8751)

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 Don Reed (504-848-2945)

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 T.M. Luster (601-624-2204)

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.

RECYCLING COMMITTEE: Chairman Edmond Rawls (601-928-7531)

1. Explore alternative ways to dispose of Christmas Trees.
2. Educate members in the advantages of recycling.

OFFICERS AND DIRECTORS

1991

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 Dr.
Baton Rouge, LA 70815
504-928-7081

BOARD OF DIRECTORS

LOUISIANA

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

Dennis C. Miner
9179 Springridge Rd.
Keithville, LA 71047
318-925-2045

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

1991- J. D. Antley
1993 426 Alonzo Rd.
West Monroe, LA 71291
318-396-2495

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

MISSISSIPPI

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

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Interchangeable
Blade Lengths

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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**

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ADVANTAGES OF THE TRIMIT SHEARING SYSTEM

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.

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.

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

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

We are proud to introduce the most compact and lightest backpack system in the industry. Exclusively designed for TRIMIT and included with every TRIMIT machine or \$139.00 if bought separately.

To order **TRIMIT** or for Your copy of our Video demonstrating all the units, please contact:

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CHRISTMAS TREE SUPPLY, INC.**
Post Office Box 1142
Hattiesburg, Mississippi 39403
Phone: 601-583-2255
Toll Free: 1-800-735-8733



JUST IN TIME FOR CHRISTMAS, 1994.

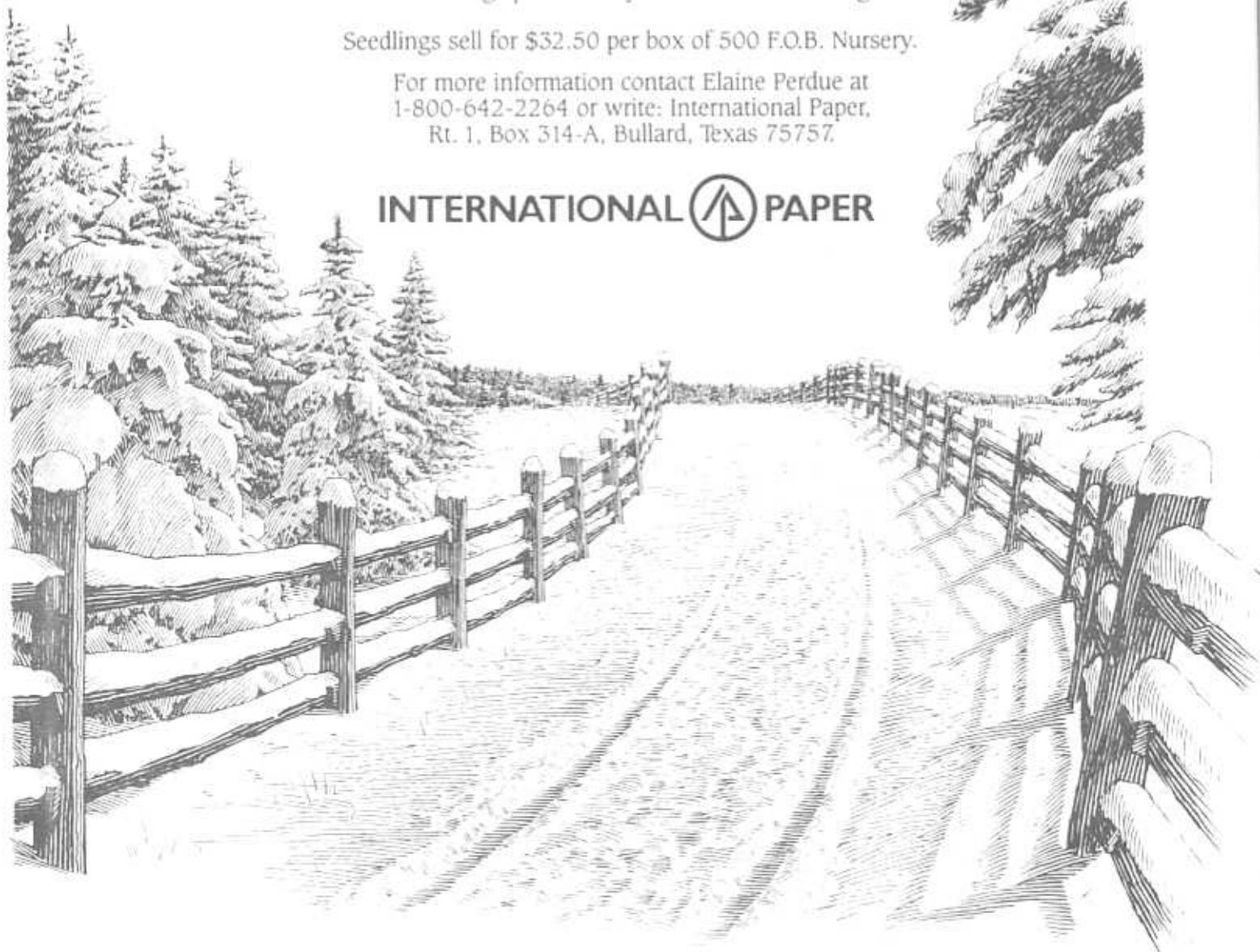
International Paper's Virginia Pine Seedlings Provide You:

- Three genetic seed sources to choose from.
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- Quicker return on your investment.
- Ease in ordering, convenient pickup or UPS delivery.
- Fresh seedlings protected by our TreePack seedling box.

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INTERNATIONAL  PAPER



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*Our netting is
manufactured from recycled
resin. Kirk sells only natural
polyethylene netting.
(The presence of any
color concentrate greatly
delays the start of
photodegradation.)*

All of our products are easy to use and give superior results.

Whether you are a Christmas tree grower or a Christmas tree retailer, Kirk has a line of profit opportunities. With over seventy years of experience as Christmas tree growers ourselves, we know first hand how to maximize profits at the harvest and on the tree lot.

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



Keep your Christmas trees in prime condition until they are sent home with the customer. Kirk Tree-Tie plastic netting pictured above has been specially engineered to protect your valuable Christmas tree harvest from damage in transport - from the field, to the retail lot, and home with the customer.

For more information on Tree Tie, baler, colorants, and other company products, contact a representative of the Kirk Company listed below.

For customer assistance contact:

*The KIRK Company
Grower Products Division
Route 3, Box 590
Wautoma, WI 54982
Phone (800) 252-KIRK; (414) 787-3317
FAX: (414) 787-3509*

*Eddy's Southeast
Christmas Tree Supply, Inc.
P. O. Box 1142
Hattiesburg, MS 39403-1142
Phone: (800) 735-8733; (601) 582-7418*

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 _____
2. Originality _____
3. Arrangement of Decorations _____
4. Bow _____

Excellent _____
 Average _____
 Possible points _____
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 | Light _____ | — 25 _____ |
| | Medium to Heavy | Medium to Heavy _____ | — 50 _____ |
| Foliage | Freshness | Dry _____ | — 0 _____ |
| | Fresh | Fresh _____ | — 25 _____ |
| Handle | Not less than 6" or more than 1 1/2" for each foot of tree | USDA Grades (4/1/73) | — 25 _____ |
| | No Handle | No Handle _____ | — 15 _____ |
| | Poorly Trimmed | Poorly Trimmed _____ | — 0 _____ |
| | Well Trimmed | Well Trimmed _____ | — 25 _____ |
| Taper | 0 to 40% | 0 to 40% _____ | — 0 _____ |
| | 40% to 90% | 40% to 90% _____ | — 50 _____ |
| | 90+ | 90+ _____ | — 25 _____ |
| Top | Multi top | Multi top _____ | — 0 _____ |
| | Too short | Too short _____ | — 25 _____ |
| | Too long | Too long _____ | — 25 _____ |
| | Right length | Right length _____ | — 50 _____ |
| | Needlessness | Needlessness _____ | — 25 _____ |
| Merchandiseability | Low | Low _____ | — 10 _____ |
| | Average | Average _____ | — 25 _____ |
| | Good | Good _____ | — 50 _____ |
| | 4 faces US premium | 4 faces US premium _____ | — 50 _____ |
| | 3 faces US premium | 3 faces US premium _____ | — 25 _____ |
| | 2 adjacent faces US Grade 2 or better | 2 adjacent faces US Grade 2 or better _____ | — 10 _____ |

Cull _____ 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 _____ |
| | Crows nest _____ |
| | Multiple main stems _____ |
| | Abnormal needliness _____ |
| | Noticeable dead twigs _____ |
| | Incomplete whorl _____ |
| | Other _____ |
| | Total Points _____ |

McCANSE ENGINEERING

SHAKEE

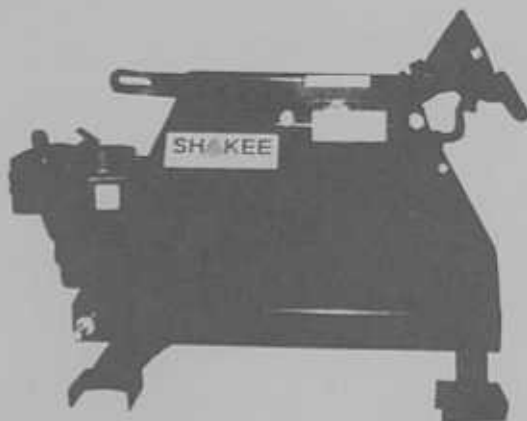
Christmas Tree Shaker

HEAVY DUTY

DESIGNED

for the

TOUGH JOBS



Patent No. 4,987,733

4 MODELS TO CHOOSE FROM: GASOLINE (ABOVE),
ELECTRIC, PTO, AND HYDRAULIC.



McCANSE ENGINEERING

STAMPEE

Christmas Tree Stump Cutter &
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37" mowing width
18 to 45 HP
tractors

Cuts stumps up
to 7" diameter
at ground level.



Patent Applied For

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- 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



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