15th Annual Meeting

"Christmas on the Coast"

THE ROYAL BIVERTON HOTEL
BILOXI, MS
SEPTEMBER 20, 21, 22, 1991

Louisiana - Mississippi Christmas Tree Association
Dealer Support

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

- 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
<th>Budget</th>
<th>Seedling</th>
<th>President</th>
</tr>
</thead>
<tbody>
<tr>
<td>1976</td>
<td>17</td>
<td>0</td>
<td>0</td>
<td>Fritz Lindley</td>
</tr>
<tr>
<td>1977</td>
<td>57</td>
<td>$570</td>
<td>147,000</td>
<td>Fritz Lindley</td>
</tr>
<tr>
<td>1978</td>
<td>114</td>
<td>9,261</td>
<td>174,000</td>
<td>Edward Blake</td>
</tr>
<tr>
<td>1979</td>
<td>185</td>
<td>10,778</td>
<td>316,500</td>
<td>Edward Blake</td>
</tr>
<tr>
<td>1980</td>
<td>333</td>
<td>15,808</td>
<td>347,000</td>
<td>Robert Eddy, Jr.</td>
</tr>
<tr>
<td>1981</td>
<td>481</td>
<td>39,955</td>
<td>528,000</td>
<td>Wallace Swedenburg</td>
</tr>
<tr>
<td>1982</td>
<td>425</td>
<td>40,650</td>
<td>590,000</td>
<td>Wallace Swedenburg</td>
</tr>
<tr>
<td>1983</td>
<td>575</td>
<td>48,700</td>
<td>630,000</td>
<td>James King</td>
</tr>
<tr>
<td>1984</td>
<td>580</td>
<td>52,400</td>
<td>620,000</td>
<td>James King</td>
</tr>
<tr>
<td>1985</td>
<td>560</td>
<td>57,250</td>
<td>560,000</td>
<td>Barton Bennett</td>
</tr>
<tr>
<td>1986</td>
<td>596</td>
<td>60,000</td>
<td>563,000</td>
<td>Barton Bennett</td>
</tr>
<tr>
<td>1987</td>
<td>515</td>
<td>75,953</td>
<td>501,480</td>
<td>Rayburn May</td>
</tr>
<tr>
<td>1988</td>
<td>402</td>
<td>76,200</td>
<td>450,000</td>
<td>Rayburn May</td>
</tr>
<tr>
<td>1989</td>
<td>355</td>
<td>65,200</td>
<td>357,400</td>
<td>Clarke Gerson</td>
</tr>
<tr>
<td>1990</td>
<td>287</td>
<td>60,900</td>
<td>276,740</td>
<td>Clarke Gerson</td>
</tr>
<tr>
<td>1991</td>
<td>263</td>
<td>50,000</td>
<td>181,000</td>
<td>Clarke Gerson</td>
</tr>
</tbody>
</table>

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 Peck
P.O. Box 640
Riverside, GA 30274
404-361-3223
Retail Lot Supplies

BASS TREES & SUPPLIES CO., INC.*
Westby Bass
500 Delaney-Hobkins Rd
Columbia, MS 39249
601-736-2234
Soja, Retail Supplies

BING FARMS SALES
Tom Burgess
Rt. 2, Box 154
Coloma, WI 54930
715-228-3581
A list 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

EDDIE’S S.E. TREE SUPPLY*
Bob & Rob Eddy
P.O. Box 1124
Hattiesburg, MS 39401
1-800-735-8733
General Supplies, etc.

FORESTRY SUPPLIERS*
Mike Machat
205 W. Rankin St
Jackson, MS 39204
1-800-682-5379 (Ms.)
1-800-647-7568 (other)

INTERNATIONAL PAPER*
Elaine Pordes
Rt. 1, Box 314-LA Rd.
Ballard, TX 75757
214-825-6191
Seedlings

SWEDENBURG CHRISTMAS TREES
Wally & Carolyn Swedenburg
979 S. Lebanon
Columbus, MS 39702
601-328-9140
Wreath Frames

VELDSMA & SONS, INC.*
John E. Veldsma
P.O. Box 6
Forest Park, GA 30291
404-361-8314
Grower/Retailer Supplies

YULE FOREST TREE SUPPLY*
Allen Grant
1200 Millers Mill Rd.
Stockbridge, GA 30281
404-957-3165
Yule Trimmer

YULE STAND SYSTEM*
Tom Richards
3928 Greenfield Lane
Owensboro, 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

PROVIDING PROMPT, PERSONAL SERVICE TO THE CHRISTMAS TREE INDUSTRY

EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.
Mailing Address: P.O. Box 1142 - Hattiesburg, MS 39403 - Bus. Phone (601) 736-8669
R.N. (Bob) EDDY, JR. R.N. (Rob) EDDY, III
1-800-735-TREE

"We Improve Your Trees & You Improve Your Profits!"

CHRISTMAS TREE SHEARING SERVICE

• Professional Foresters
• Quality Job Guaranteed
• Louisiana
• East Texas
• South Arkansas

MACH-ONE TREES
(318) 357-0418

DANNY WELLS • 318 Blanchard Road • Natchitoches, LA 71457
ANNUAL MEETING
SPEAKERS 1991

Mr. Wesley Bass
BASS TREES & SUPPLY CO., INC.
551 Dedanory-Blubob Rd.
Columbia, MS 39420

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
McGill Hall, Room 311
Mississippi State, MS 39762

Dr. Steve Dickie
Forestry Extension
3185 Ridge Road, Rm. 621
Jackson, MS 39211

Dr. Robert L. Doosey
USDA Forest Service
Southern Forest Experimentation Station
P. O. Box 2008
Gulfport, MS 39505

Mr. Bob Eddy
EDDY'S S. E. TREE SUPPLY
3101 Oaklawn Court
Bay St. Louis, MS 33520

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 137
Decatur, MS 33327

Mr. Alan Grunt
TULE FOREST
1220 Millers Mill Rd.
Stockbridge, GA 30281

Mr. Clarke Gerson
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 33523

Mrs. Mila Gerson
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. 550, B14
Kos Christian, MS 39351

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

Dr. Blake Layton
Area Entomology Specialist
1320 Seven Springs Road
Raymond, MS 33514

Mr. Harry May
LA-MS C.T.A. Parliamentarian
LAZY ACRES TREE FARM
Rt. 100-B
Chunky, MS 33323

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

Mr. Edmond Rawls
SEVEN PINES FARM
Rt. 1, Box 172-B
Perkinston, MS 33573

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

Mr. Robert Shearer
LA-MS C.T.A. Vice-President
SHEARER'S TREES
Rt. 3, Box 920
Sumrall, MS 33482

Mr. Kevin Steele
LA-MS C.T.A. Sect./Treas.
STEEL'S CHRISTMAS TREE PLANTATION
5645 Dollard Rd.
Angola, LA 70426

Mr. George Stone
PAPPASS TREE FOREST
P. O. Box 176
Chatham, MS 33571

Mrs. Carolyn Swedenburg
SWEDENBROOK CHRISTMAS TREES
Rt. 14, Box 4
Columbus, MS 33520

Mr. John Veldsma
VELDSMA & SONS, INC.
P. O. Box 6
Forest Park, GA 30091

Veldsma & Sons, Inc. Is Your Full Service Supplier For Christmas Tree Retailer Supplies & Christmas Tree Grower Supplies

Call or Write For Our Free Catalog

VELDSMA & SONS, INC.
P. O. Box 6
Forest Park, GA 30091
404 / 361-8814

AND MUCH, MUCH MORE!

CALL TOLL FREE 1-800-458-7919
SULLIVAN'S SNOW FLOCKING helps you do things right!

EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.
P.O. Box 1142 · Hattiesburg, Mississippi 39403
Business Phone: (601) 736-8669
Call "TOLL FREE" To Order
1-800-735-TREE
(1-800-735-8733)
R.N. (Bob) Eddy, JR.
(601) 255-1857
R.N. (Rob) Eddy, III
(601) 582-7418
EVERYTHING YOU NEED TO PRODUCE AND MARKET QUALITY CHRISTMAS TREES
A FULL LINE OF
CHRISTMAS WREATH AND
GARLAND MAKING SUPPLIES

ALL TYPES OF WREATH RINGS
FROM 8" - 84"

INTRODUCING
THE
DOUBLE RAIL CLIP
FOR A
BEETER WREATH

OUR PRICES WILL SAVE YOU MONEY!!!

Maple Ridge
Evergreen Supplies

1-800-736-8686 • 9528 Bolton Road • Pinne, MI 48278
PHONE (517) 354-6664
FAX (517) 354-6664

* HOLLY RIDGE FARM

YELLOW CAUTION LIGHT

EXIT 24

MENGE AVE.

Hwy. 49

Hwy. 90

GULFPORT

ROYAL D'IBERVILLE

Directions to Farm
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.

<table>
<thead>
<tr>
<th>STAND</th>
<th>LEG SPAN</th>
<th>TREE SIZE</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>18&quot;</td>
<td>2-5 Ft.</td>
<td>$2.00</td>
</tr>
<tr>
<td>Medium</td>
<td>36&quot;</td>
<td>5-9 Ft.</td>
<td>$2.65</td>
</tr>
<tr>
<td>Large</td>
<td>48&quot;</td>
<td>9-12 Ft.</td>
<td>$4.75</td>
</tr>
<tr>
<td>5 Qt. Water Container</td>
<td></td>
<td></td>
<td>$2.25</td>
</tr>
</tbody>
</table>

Prices F.O.B. Scottsdale, AZ

#1 SUPER DRILL MACHINE
Uses quick release clamps to center the tapered hole in baled or unbailed 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**

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.

#2 DRILL MACHINE
Uses a cone to center the tapered hole in the baled or unballed tree. **$400.00**

* Rental available on Drill Machines with option to buy.
SAMPLE BALLOT
OFFICERS

President:  T. M. Luster - Clarksdale, Ms.
Owner of Ms. T's Trees Inc.; A member since 1980; On Board of Directors since 1990; Chairman 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 LAZY ACRES 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 Parliamentarian 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 PAPPAY'S TREE FOREST; A member since 1996; Ran for Board of Directors 1990. Was first 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

WE ARE YOUR COMPLETE SUPPLIER.

Kelco INDUSTRIES
MILBRIDGE, MAINE 04658

TELEPHONE: 207-746-1241
TOLL FREE: 1-800-427-4057 IN MAINE 1-800-343-4057 OUT OF STATE
CALL OR WRITE FOR OUR CATALOGUE
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 !!!)
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 Buftin, Mrs. Mila Geron
   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 Buftin
   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.

GRADING & MARKETING: Chairman Clarke Gerson (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.
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. Gemon
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

1990- Don Baker
1992 P.O. Box 5624
Alexandria, LA 71307
318-473-8751

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

1989- Dennis C. Miner
9179 Springridge Rd.
Keithville, LA 71047
318-925-2045

1991- Steven Kohl
647 E. Scenic Drive
Pass Christian, MS 39571
601-452-2450

1992- Barton Bennett
8313 O’Hare Court
Baton Rouge, LA 70806
504-654-0144

1991- Edmond Rawls
Route 1, Box 172-B
Perkinston, MS 39573
601-928-9807

1991- T. M. Lustre
1992 Route 3, Box 597-C
Clarksdale, MS 38614
601-624-5575

1991- Robert N. Eddy III
1993 P.O. Box 1142
Hattiesburg, MS 39403
601-582-7418

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

1991- Nelson Cauthen
P.O. Box 561
Canton, MS 39046
601-859-8676

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Baton Rouge, LA 70803
504-388-4087

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Research Forester
Louisiana State University
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Franklin, LA 70438
504-848-5709
504-848-2945

Dr. Steve Dicke
Forestry Extension
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Jackson, MS 30221
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601-956-3583
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YOUR COMPLETE TREE SHEARING SYSTEM

Any of the Trimit family of shearing machines can be used as four 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 weights over 34 lbs) it is the lightest full tree shearing machine available today. Price $1045.00

TRIMIT 75*: A intermediate size that's just right for the over 6' trees. Only a few pounds heavier than the TRIMIT 60. Price $1175.00

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 $1245.00

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 repair.

INTERCHANGEABLE BLADES. In less than one half your 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 highest back pack system in the industry. Exclusively designed for TRIMIT and included with every TRIMIT machine for $139.00 if bought separately.

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

EDDY'S SOUTHEAST
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.
• Low Density Seedlings ensuring sturdy, large caliper plants that grow faster.
• Root pruned seedlings for easier planting and better survival.
• Quicker return on your investment.
• Ease in ordering, convenient pickup or UPS delivery.
• Fresh seedlings protected by our TreePack seedling box.

Seedlings sell for $32.50 per box of 500 F.O.B. Nursery.

For more information contact Elaine Perdue at 1-800-642-2264 or write: International Paper, Rt. 1, Box 314-A, Bullard, Texas 75757.

INTERNATIONAL PAPER
Increase your profits with help from Kirk, your partner in the industry.

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, baier, 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

Edays Southwest
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

<table>
<thead>
<tr>
<th>Contestant</th>
<th>Date</th>
<th>Wreath No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Foliage:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fresh</td>
<td>5:10</td>
<td></td>
</tr>
<tr>
<td>Dry</td>
<td>0:5</td>
<td></td>
</tr>
<tr>
<td>2 Color:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Good</td>
<td>5:10</td>
<td></td>
</tr>
<tr>
<td>Fair</td>
<td>0:5</td>
<td></td>
</tr>
<tr>
<td>3 Workmanship:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Uniform Density</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>Uniform Center Hole</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>Uniform Outside Perimeter</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>No cut ends visible</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>Construction Quality</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>Placement of material</td>
<td>0:10</td>
<td></td>
</tr>
<tr>
<td>4 Overall Appearance:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Excellent</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Fair</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Possible points</td>
<td>100</td>
<td></td>
</tr>
</tbody>
</table>

DECORATED WREATH:
1. Craftsmanship | 0:10 |
2. Originality    | 0:10 |
3. Arrangement of Decorations | 0:10 |
4. Bow: Excellent | 10:20 |
| Average          | 10:10 |
| Possible points  | 0:50  |
| COMBINED TOTAL POINTS |      |

GUIDELINES — CHRISTMAS TREE JUDGING — Effective 1988

<table>
<thead>
<tr>
<th>Contestant No.</th>
<th>Date</th>
<th>Tree No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foliage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Condition regards to insect and disease</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Light — no damage</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>Medium</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Heavy</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Foliage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Density</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Light</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Medium to Heavy</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>Foliage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Freshness</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dry</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Fresh</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Handle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Not less than 6&quot;</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>or more than 1½&quot;</td>
<td>-15</td>
<td></td>
</tr>
<tr>
<td>for each foot of tree</td>
<td>-15</td>
<td></td>
</tr>
<tr>
<td>USDA Grades (4/1/73)</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>No Handle</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Handle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Poorly Trimmed</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Well Trimmed</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Taper</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— 0 to 40%</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>40% to 90%</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>90%</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Top</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Multi top</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Too short</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Too long</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Right length</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>Needlesness</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Merchandibility</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Low</td>
<td>-10</td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>Good</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>- 4 faces US premium</td>
<td>-50</td>
<td></td>
</tr>
<tr>
<td>3 faces US premium</td>
<td>-25</td>
<td></td>
</tr>
<tr>
<td>2 adjacent faces US Grade 2</td>
<td>-10</td>
<td></td>
</tr>
<tr>
<td>or better</td>
<td>-0</td>
<td></td>
</tr>
<tr>
<td>Cull</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 0 25 50 100</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Damage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>— Decayed gap between whorls</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Lindly long branches</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Weak lower whorl</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Hole in main body of tree</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Uneven density</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Weak branches</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Curved stem</td>
<td>Other</td>
<td></td>
</tr>
</tbody>
</table>

(damage points will be subtracted from the total awarded above.)
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.

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Christmas Tree Stump Cutter & Heavy Duty Mower

37" mowing width
18 to 45 HP tractors
Cuts stumps up to 7" diameter at ground level.

Patent Applied For

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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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(601) 736-2231

- Round-up Herbicide 2½ Gallon Jug .................. $134.95
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- Cleary Super Greenzit ................................ per gallon 12.50
- Clary Virginia Pine Greenzit ......................... per gallon 13.50

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- Bamboo Stakes
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