16th Annual Meeting

THE HOLIDAY INN DOWNTOWN
SHREVEPORT, LA
SEPTEMBER 18, 19, 20, 1992

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

By Gunnard

The Best Tree Stand You Can Sell.

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

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

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

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

Dealer Support

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

- Bright New Packaging

- Display Tree Stump and Banner

- P.O.P. Video

- Unconditional Lifetime Guarantee.

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

1-800-735-TREE
16th Annual Meeting  
LA-MS Christmas Tree Association

Welcome to the 16th Annual Meeting of the La-Ms Christmas Tree Association and to the Holiday Inn Downtown in Shreveport, La. Please express your appreciation to the exhibitors, program speakers, and tree contest participants for participating in our meeting.

The 1992 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 16 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?

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
<th>Budget</th>
<th>Seedling</th>
<th>President</th>
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<tr>
<td>1976</td>
<td>17</td>
<td>0</td>
<td>0</td>
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<td>1977</td>
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<td>$570</td>
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<td>333</td>
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<td>Robert Eddy, Jr.</td>
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<td>596</td>
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<td>181,000</td>
<td>Clarke Gernon</td>
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<tr>
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<td>206</td>
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<td>107,000</td>
<td>T. M. Luster</td>
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</tbody>
</table>

1992 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.

BASS TREES & SUPPLIES CO., INC. *  
Wesley Bass  
551 Delanoey-Robbins Rd.  
Columbia, MS 39429  
601-736-2231  
Saje, Retail Supplies

CRAWFORD TREE TRAINER AND STAKE  
Vivian Vias  
88471 Loop Road  
Hesperia, MI 49043  
616-384-4176  
Tree trainers for tops and stakes

EDDY’S S.E. TREE SUPPLY *  
Rob & Rob Eddy  
P.O. Box 1142  
Hattiesburg, MS 39401  
1-800-735-8755  
General Supplies, etc.

EVANS CHRISTMAS TREE CO.  
Robbie Evans  
3970 Zeigler Blvd.  
Mobile, AL 36608  
205-433-6008  
Flocking equipment, stands

FORESTRY SUPPLIERS *  
Mike Machotsi  
205 W. Rankin St.  
Jackson, MS 39204  
1-800-664-2970 (Ms.)  
1-800-664-3368 (other)

INTERNATIONAL FOREST SEED  
John McEve  
P.O. Box 190  
Owensboro, KY 42303  
205-629-6461  
Seedlings

INTERNATIONAL PAPER *  
Elaine Perdue  
Rt. 1, Box 314-A  
Ballard, TX 75757  
214-823-4921  
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Tom Richards  
3928 Greencrest Lane  
Owensboro, KY 42301  
Tree Stand & Drill

* See these exhibitors advertisements in the program
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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) 682-7268

R.N. (Bob) EDDY, JR. R.N. (Rob) EDDY, III

1-800-735-TREE

---

BING FARMS SALES
Manufacturers and distributors of a complete line of products for growing and selling your trees.

PLANTING SUPPLIES - BFS Modular planter, Gas and hydraulic powered augers, Root gel, Planting bars, Planting bags.


HARVESTING SUPPLIES - Greenzit tree colorants, Netting, BFS Production baler, BFS Earthquake tree shakers, Back support belts, Ear protection plugs, Load separators.

RETAILING SUPPLIES - BFS EZ hand baler, Tree removal bags, Superior tree stands, X-lite light switch, Ribbon, Plastic fencing, Reindeer feed bags, Christmas tree retailing book.

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Ask for our latest catalog.
ANNUAL MEETING – SPEAKERS 1992

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

Mr. H.M. "Jerzy" Doty, Jr.
P.O. Box 44216
Baton Rouge, LA 70834

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

Mr. Frederic Gilbert
Owner of Santa's Forest
6122 Burgundy Dr.
Shreveport, LA 71105

Dr. George Kessler
272 Leeboish Hall
Clemson University
Clemson, SC 29634-1003

Mr. Ricky Kilpatrick
Louisiana Cooperative Extension Service
P.O. Box 188
Benton, LA 71006

Dr. Mel Koelling
Department of Forestry
Michigan State University
East Lansing, MI 48824-1222

Mr. T.M. Luster
LA-MS C.T.A. President
Rt. 3, Box 597-C
Clarksdale, MS 38614

Mr. Alan Mathre
Louisiana Cooperative Extension Service
402 West 5th St.
P.O. Box 429
Thibodaux, LA 70301

Mr. Harry May
LA-MS C.T.A. BOARD OF DIRECTORS
LAZY ACRES TREE FARM
R. 100-B
Chunky, MS 39323

Dr. Craig McKivley
Forest Genetics Lab
Texas A & M University
College Station, TX 77843-2131

Dr. Joe Dan Powell
Mr. Reginald Pullam
LA-MS C.T.A. NATIONAL DIRECTOR
KRINGLEWOOD TREE FARM
8300 W. El Cajon 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
Franklin, LA 70438

Mr. Kevin Steele
LA-MS C.T.A. SECRETARY/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

Mr. Shawn Strobel
LA-MS C.T.A. VICE-PRESIDENT
824 Linden St.
Shreveport, LA 70726

Mr. Buck Vandersteen
Dr. Ken Whitam

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Forest Park, GA 30091
404/361-8814

CALL TOLL FREE 1-800-458-7919

Veldsma & Sons, Inc. Is Your Full Service Supplier For Christmas Tree Retailer Supplies & Christmas Tree Grower Supplies
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helps you do things right!

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P.O. Box 1142 - Hattiesburg, Mississippi  39403
Business Phone:  (601) 582-7268
Call "TOLL FREE" To Order
1-800-735-TREE
(1-800-735-8733)

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(601) 255-1857

R.N. (Rob) Eddy, III
(601) 582-7418
DIRECTIONS TO
SANTA'S FORREST
CHRISTMAS TREE LAND

LIVE
CHOOSE & CUT
VIRGINIA PINE

CHRISTMAS TREES
OPEN WEEKENDS, THANKSGIVING TO DEC. 22
WEEKENDS 9:00 AM - DARK
DAILY 2:00 PM - DARK

CROSS ROADS
FM RD. 31

SANTA'S FORREST
STRICKLAND SPRINGS RD.

FM RD. 9
TO PANOLA

TO SANTA'S FORREST FROM SHREVEPORT GO WEST ON I-20, TAKE TEXAS EXIT 635, THEN SPUR TO HWY 9, GO SOUTH ON HWY 9 UNTIL YOU MEET FM RD 2625, GO WEST ON FM RD. 2625 FOR 3 MI. AND YOU ARE AT:
SANTA'S FORREST

PHONE No's:
LA: 318-861-6751
TX: 903-687-3281

TEXAS
LOUISIANA

18-19 MILES FROM HOTEL
RETAIL LOT DISPLAYS
Stand and display your Christmas
Trees in seconds by using the
extremely efficient YULE
STAND SYSTEM DRILL
MACHINE and our
tapered pin stands.

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

<table>
<thead>
<tr>
<th>STAND</th>
<th>LEG SPAN</th>
<th>TREE SIZE</th>
<th>PRICE</th>
</tr>
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<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>
</tbody>
</table>

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

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

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

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

* Rental available on Drill Machines with
option to buy.
SAMPLE BALLOT
1993 Officers, 1993-1995 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; Chairman of the Nominating Committee; President of Association - 1992

Vice-President:
Shawn Strobel - Shreveport, La.
Owner of GREEN NEEDLES TREE FARM; A member since 1984; On Board of Directors since 1989; Vice-President - 1992.

DIRECTORS (Select 2 from EACH state)

Louisiana:
Albert Acosta - St. Bernard
Owner of CHILDREN'S CHRISTMAS TREE FARM; A member since 1988; Presently serving appointed member to the Board of Directors.

Barton Bennett - Baton Rouge

Mississippi:
Edmond Rawls - Wiggins
Owner of SEVEN PINES FARM; member since 1984; on Board 1990-1992; Exhibit chairman, annual meeting 1991.

Ben Mosley - Florence
Owner of SANTA'S CHOICE TREE FARM; A member since 1982; Has been a Seedling Drop Chairman since 1989. Presently serving as appointed member to the Board of Directors.

Jimmy Bufkin - Wesson
Owner of COUNTRY ACRES; A member since 1983; Guest speaker on rooting and growing of Leyland Cypress.
Sixteenth Annual Meeting
LA-MS CHRISTMAS TREE ASSOCIATION
Holiday Inn Downtown
Shreveport, La.
September 18-20, 1992

FRIDAY, SEPTEMBER 18

7:00 p.m.  Registration begins and Exhibitors continue to setup. Mrs. Beverly Steele, Registration Chairperson; Mr. Edmond Rawls, Exhibit Chairman - Pavilion Room IV

8:00 p.m.  Board of Directors Meeting

SATURDAY, SEPTEMBER 19

7:00 a.m.  Complimentary Coffee - Exhibit Room

8:00 a.m.  Registration continues in Lobby
CONTEST TREES MUST BE READY FOR JUDGING

8:30 a.m.  Morning Session Moderator: Mr. Harry May
Welcome - Mayor of Shreveport
Opening remarks - President T. M. Luster

8:40 a.m.  Market Outlook, "How Long is This Oversupply Going To Last?"
A Michigander's viewpoint - Dr. Mel Koelling, Michigan Cooperative Extension Service

9:40 a.m.  Innovative Ways to Market Your Trees in 1992
Mr. Clarke Gernon

10:40 a.m.  BREAK

11:00 a.m.  Business Meeting - Moderator: President T. M. Luster
Association affairs - President T. M. Luster
Financial & Business Office Reports - Mr. Kevin Steele
Open Floor Discussion on Proposed Bylaws Amendments & Proposed Increase in Membership Dues - Mr. Harry May
Vote on Proposed Bylaws Amendments
Vote on Officers and Board of Directors
National Director report - Mr. Reggie Pulliam
Vote on Proposed Dues Increase
Vote Tally: Mr. Albert Acosta, Mr. Ben Mosley, Mr. Roger Smith
Election Results

12:00 p.m.  LUNCH - on your own - Vote on Contest Trees & Wreaths

1:00 p.m.  "How to Grow and Market Leyland Cypress" -
Dr. George Kessler, South Carolina Extension Service

2:00 p.m.  Texas's Genetics Research on Virginia Pine -
Dr. Craig Mckivley

2:30 p.m.  Legislation That Is Effecting You and What to Do About It -
Buck Vandersteen
3:00 p.m.  BREAK AND POSTER SESSIONS
Poster Topics:
1. Insect & Disease Clinic (bring your problems for the experts to identify) - Dr. Joe Don Powell and Dr. Ken Whitam
2. Results of V. P. Seed sources Field Tests at LSU School Forest - Mr. Don Reed
3. Recycling Christmas Trees in the Louisiana Marshes - Mr. Alan Matherne
4. Leyland Cultivars and Other Exotic Species - Mr. George Stone and Mr. Jimmy Bufkin
5. Recycling Christmas Trees in Shreveport, Louisiana - Local City Organization

NOTE: The poster or tables will be set up in the exhibit area for interested growers to go by and talk to the experts manning them.

4:30 p.m.  Wrap up and Adjourn
6:00 p.m.  Social - Cash Bar in the lobby
7:00 p.m.  BUFFET BANQUET
            Announcement of Christmas Tree Contest Winners
            Drawing of Door Prizes
            Guest Speaker - Mr. Jerry Doty - Louisiana Humorist

SUNDAY, SEPTEMBER 20

7:00 a.m.  Non-Denominational Religious Service in the Holiday Inn
            Complimentary Coffee - Exhibit Room
8:15 a.m.  Leave for Santa's Forrest Christmas Tree Farm
9:00 a.m.  Introduction and Welcome - Mr. Fredrick Gilbert - Owner and Operator of Santa's Christmas Tree Farm
            Moderator - Mr. Shawn Strobel
            Program Chairman - Mr. Ricky Kilpatrick

There will be three (3) 45 minute concurrent secessions, pick 3 of these to attend during the concurrent session times. Additional demonstrations will be going on during the day dealing with Wreath & Garland making, Flocking, drill stands, blowers and equipment.

1. Early Cultural practices - (soil testing, fertilization, planting, pruning, etc.)
2. Late Cultural Practices - (shearing, etc.)
3. Chemical Mowing and Irrigation
4. Clones and Genetic Test - Texas Research, Texas A & M

9:30 - 10:15 a.m.  Session #1
10:15 - 11:00 a.m.  Session #2
11:00 - 11:45 a.m.  Session #3
11:45 - 1:00 p.m.  Lunch - Catered by the Hickory Stick
1:00 p.m.  Adjourn  See you next year in Jackson, Mississippi
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-
ing 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.

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1220 Millers Mill Road
Stockbridge, GA 30281
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is pleased to announce the acquisition of a new Alabama Superior Tree Nursery with sandy soils and state-of-the-art equipment. This is a major commitment to producing the Best Virginia Pine Seedlings available in the South.

Christmas tree seedling benefits will include:

- Family (clonal) propagation

- Morphologically Improved Seedlings (due to precision sowing and low-density seedlings)

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In addition we have grafted an advanced generation seed orchard and significant production will be realized in the future.

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601-624-5575

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318-861-3710

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504-665-5555

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504-848-5133

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Baton Rouge, LA 70815
504-928-7081

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1992 P.O. Box 586
St. Bernard, LA 70085
504-692-3315

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Baton Rouge, LA 70806
504-654-0144

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

Mike Papa
406 Magnolia Lane
Shreveport, LA 70461
504-643-7518

1992- Deennis Miner
1994 9179 Springridge Rd.
Keithville, LA 71047
318-925-2045

James King
26800 James King Rt.
Hammond, LA 70403
504-567-8470

MISSISSIPPI
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1992 Rt. 1, Box 172-B
Perkinston, MS 39573
601-928-7407

Ben Mosley
520 Hwy. 469
Florence, MS 39073
601-845-2084

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

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

1992- Harry May
1994 Rt. 1, Box 100-B
Chunky, MS 39323
601-585-8264

Roger Smith
Rt. 1, Box 621
Moselle, MS 39456

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

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

Dr. Steve Dicke
Forestry Extension
3825 Ridge Wood Rd., Room 621
Jackson, MS 39211
601-982-6218
601-956-3583
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SHEARING MACHINES...

"HOW DO I CHOOSE THE RIGHT MACHINE?"

Every professional Christmas tree grower at some time has asked themselves this question. Some of you have made hasty decisions based on what your neighbors are using but found out later this was not the smart way to decide how to best mechanize your shearing operations.

As tree prices come down so must your operating costs. This is exactly what the TRIMIT can do for you. Most TRIMIT Shearing machines pay for themselves in 10 days or less on labour savings alone. We've been proving it for over 9 years all around the world. We have hundreds and hundreds of TRIMITs operating in countries like Australia, Denmark, England, USA and Canada. Professionals throughout the world have recognized TRIMIT's superior quality, design and unique operating ease as the true answer to their shearing needs.

We have compiled a collection of our most often asked questions (and those that you should be asking but never think of until it's too late) and their straight bottom line answers. We don't believe in selling a product which is not necessary or suitable for the client.

This leaflet of Questions and Answers* are available Free simply by writing or calling today. Find out how you can lower operating costs, increase productivity and increase your quality control and most of all the appearance of the trees.

TRIMIT has 4 model lengths: All have interchangeable blades and come with the industry's most comfortable backpack support system. Systems costs between $945 to $1245 and guaranteed 2 years.

*Here are some questions, you will find in our leaflet. Do you know the most important specification of any shearing machine? (The weight!) What is the most important part of any shearing system? (The Backpack). Should the Drive Motor be on your back or directly mounted on your blades? (Never on your back and we'll tell you why in detail) and dozens more questions you should be asking & getting straight answers to.

EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY, INC.
Post Office Box 1142
Hattiesburg, Mississippi 39403
Phone: 601-582-7268
Toll Free: 1-800-735-8733

USA
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WE ALSO GROW HIGH QUALITY FRESH BALSAM TREES.
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JUST IN TIME FOR CHRISTMAS, 1995

International Paper's Virginia Pine Seedlings Provide You:

- Three genetic seed sources to choose from.
- Low Density Seedlings ensuring sturdy, large caliber 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.

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

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.

The Kirk Company
Grower Products Division
Route 3, Box 590
Wauna, WA 5892
Phone: (800) 252-KIRK, (414) 787-3317
FAX: (414) 787-3599

Eddy's Southeast
Christmas Tree Supply, Inc.
P.O. Box 1142
Hattiesburg, MS 39403-1142
Phone: (800) 735-8733, (601) 582-7268

For customer assistance contact:
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★ Reduces the time it takes to make a better wreath
★ It will pay for itself many times over through:
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********* Since there isn't enough space to tell you everything you want to know about our products, please call or write for more information: (800)735-8733 EDDY'S SOUTHEAST CHRISTMAS TREE SUPPLY P.O. Box 1142 Hattiesburg, Ms 39403
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