22nd Annual Meeting

Holiday Inn Atrium, Monroe, LA.
Sept. 18-20, 1998

Featuring the Debut of

A Southern Christmas Tale

a video production of Earthwalkers Entertainment
in conjunction with the LA-MS Christmas Tree Association

The Louisiana-Mississippi Christmas Tree Association
JUST IN TIME FOR CHRISTMAS.

Here Is What Virginia Pine Seedlings From International Paper Offer You:

- Four genetic seed sources to choose from.
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OR
Bass Trees & Supply
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INTERNATIONAL PAPER
LOUISIANA - MISSISSIPPI CHRISTMAS TREE ASSOCIATION

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Welcome to Our 1998 New Members

We have added a number of new and returning members to our association. We now stand at 106 members paid for the 1998 year. If you know of someone who has decided to drop out of the association, make a special effort to talk to them about rejoining. Please introduce yourself to the following new members and make them feel welcome:

Jerry S. Huddleston  
988 Windsor Rd.  
Grenada, MS 38901  
601-226-6545

Michael Jones  
P.O. Box 2514  
Wayside, MS 38780  
601-335-5990

Kirk Maestri  
8903 Jefferson Hwy  
New Orleans, LA 70123  
601-249-2868

John Green  
11154 Hwy 28  
Hazlehurst, MS 39083  
601-277-3570

Lamar Shaw  
7075 Boy Scout  
Ida, LA 71044

Steve Emerson  
15860 Hwy 157  
Benton, LA 71006  
318-326-4980

Bob Holloway  
266 Crowell Rd  
Eros, LA 71238

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- Recyclable-level 2

Our Red & White striped netting compels attention and helps sell your trees—just ask any of our satisfied customers. As an added value, we will supply you with an all-weather, point-of-sale sign with every bale of Candy-Cane tree net.

Tipper Tie-Net also makes:
- Cross Country Netting—the super-strong tree net for Growers/Wholesalers
- Red & White Load Dividers

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Visit Our 1998 Annual Meeting Exhibitors

We would like to thank all the exhibitors for attending our annual meeting and for their interest in the Louisiana – Mississippi Christmas Tree Association. Please stop by the exhibitors’ booths and support those companies that help support our association through advertising in our quarterly newsletter. The following is a list of exhibitors scheduled to be at our annual meeting:

Evans Christmas Supply Company

Tim Mitchell’s Yule Stand System

Irrigation Mart

International Paper

Christmas Forest

Estes, Inc.

Bass Tree & Supply, Inc.

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EVANS PIN STAND SYSTEM

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Sell More Trees!

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FOR CHRISTMAS TREES

...because they’re fast and easy to install!!

1. Lay tree on its side drive in anchor pins.
2. Square the stand with tree. Tap screw crank to imbed it into tree. Turn crank clockwise to anchor stand securely.
3. To straighten, push to upright position. Stomp on rim.

SIX SIZES OF FASTANDS TO HOLD TREES FROM TWO FEET TO 20 FEET HIGH!

BELOW ARE SHOWN THE SPECIFICATIONS FOR ALL SIX FASTANDS:

<table>
<thead>
<tr>
<th>Base Ring Diameter</th>
<th>Tree Height</th>
<th>Tree Weight</th>
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<tbody>
<tr>
<td>15' (1/4&quot; steel)</td>
<td>2-6 ft</td>
<td>30 lbs</td>
</tr>
<tr>
<td>20' (3/8&quot; steel)</td>
<td>6-8 ft</td>
<td>60 lbs</td>
</tr>
<tr>
<td>24' (3/8&quot; steel)</td>
<td>8-10 ft</td>
<td>100 lbs</td>
</tr>
<tr>
<td>32' (1/2&quot; steel)</td>
<td>10-12 ft</td>
<td>150 lbs</td>
</tr>
<tr>
<td>36' (3/4&quot; steel)</td>
<td>12-15 ft</td>
<td>200 lbs</td>
</tr>
<tr>
<td>48' (1&quot; steel)</td>
<td>15-20 ft</td>
<td>300 lbs</td>
</tr>
</tbody>
</table>

READ THESE ENDORSEMENTS!

“The Davis Lifetime FASTANDS are the world’s greatest stand. They are quick and easy to use. The customer only needs to see the stand put on and, boom, they will buy it. I sell more trees with the Davis Lifetime FASTANDS. I use them to display all my trees on all four of my lots.”
— Beau Leach, Beau’s Trees, Springfield, OR

“It’s so easy to stand crooked trees using the Davis Lifetime FASTANDS that it puts the joy back into Christmas. With its high water capacity, stability and ease, this should replace every other stand out there.”
— Ray Finch, Finch Forest Tree Farms, Bailly, NC

“Over the years I have seen and tried every stand made. The Davis Lifetime FASTANDS are by far the simplest, most fool-proof, most durable stands I have ever seen. They are especially great for large trees.”
— Steve Ramano, Austin’s Emerald Forest, Austin, TX

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— Greg Reid, Alpine Evergreen, Port Orchard, WA

PROVE IT TO YOURSELF! CALL FOR A FREE FASTAND: 800-589-7058

LEWIS LIFETIME TOOLS  LT  LEWIS STANDS FOR TREES
Friday, September 18

6:30 p.m.   Board of Directors Meeting and Exhibitors continue to setup.

Saturday, September 19

8:00 a.m.   Registration opens
             Morning Session Moderator – Dr. Bob Mills

9:00 a.m.   Welcome and Introduction
             Al Acosta, President LA-MS Christmas Tree Association

9:15 a.m.   Record Keeping and Tax Information
             Reggie Pulliam, CPA, Baton Rouge, LA

10:00 a.m.  Break – Visit with exhibitors

10:15 a.m.  Home Based Business Management
             Dr. Evva Wilson, Extension Specialist, LA Cooperative Extension Service

11:00 a.m.  Working with the Media
             Kathy Politz, Extension Specialist, LA Cooperative Extension Service

11:45 a.m. – 1:00 p.m.   Lunch
             Afternoon Session Moderator – Bart Bennett

1:00 p.m.   Species of Trees and Environment Needed
             Dr. Steve Dicke – MS State Extension Forester

1:45 p.m.   Special Presentation of A Southern Christmas Tale
             By: Earthwalker Entertainment – Blodgett, Oregon

2:30 p.m.   Break – Visit with exhibitors
2:45 p.m.  Update from the National Christmas Tree Association and Around the Country  
Clark Gernon, LA-MS Christmas Tree Association National Director

3:30 p.m.  Business Meeting

5:00 p.m.  Adjourn

6:00 p.m.  Happy Hour

7:00 p.m.  Dinner and Entertainment  
Master of Ceremony – Rob Eddy

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Sunday, September 20

9:00 a.m.  Tour of Farm and Management Techniques  
J.D. and Pat Antley

10:00 a.m.  Break

10:30 a.m.  Demonstration of Equipment and Chemicals

11:30 a.m.  Lunch (Catered)
A Southern Christmas Story
An educational video produced by Earthwalker Entertainment
in conjunction with the LA-MS Christmas Tree Association

Through contacts with the National Christmas Tree Association, Clarke Gernon and Barton Bennett (LA-MS directors) met the Walkers, a family of entertainers who had recently produced (in cooperation with the Northwest Christmas Tree Association) an educational video entitled The Christmas Tree Story. This heartwarming tale won five national awards, including the coveted Parent's Choice Award in 1995. Now considered a Christmas classic, this warm and wonderful production is seen each year on television by millions across America.

The Walkers have traveled all over America for many years performing their own brand of folk music and comedy. Morris and Lynn (the mother and father) have been together for over thirty years working in the entertainment business and video business. When their two children were old enough to become part of their act, the family became the Earthwalkers and hit the road entertaining schools and community concerts across the nation. An impressive track record follows the Walkers and their children Amoris ("Amye") and Skye Walker. Although Skye was ten and his sister Amye was only eight when they began traveling and performing, they were already well-trained for their jobs.

After viewing The Christmas Tree Story, your Board of Directors was so impressed that the video was shown to our Annual Meeting last year. The members present voted unanimously to pursue the idea of producing a similar show about southern Christmas trees. The Walkers had already developed some ideas in regards to such a production, and prior to Christmas 1997, we signed an agreement with Earthwalkers to produce A Southern Christmas Tree Story.

The premise was to create a highly entertaining and intriguing show for children that would, at the same time, convey an abundance of information about southern Christmas trees, how they are grown and marketed, how they are recycled and more. Although the show is a subliminal promotion for southern Christmas trees, it was necessary to make sure that it did not smack of commercialism. So during the 1997 sales season, the Walkers, their daughter Amye and their cameraman spent seven intense days taping sequences in Mississippi and Louisiana, principally on member-farms in each state.

We believe A Southern Christmas Tree Story is destined to become another classic both on video and television and will be a solid promotional tool for Southern Christmas trees for years to come. In less than two crop rotations the kids that will love this show will be the parents that will be developing a family tradition picking their trees out at a southern choose and cut Christmas tree farms. Currently the show is scheduled to air on Mississippi Educational Television and on Louisiana Public television prior to Christmas 1998. It will also air on Familynet and the American Christian Network this year.

All of us who met and worked with the Walkers were very impressed with them both professionally and personally. So, it is with great pleasure that we can
announce that Morris, Lynn and Amye will be at our Annual Meeting this year to debut our new video and provide evening entertainment at our banquet on Saturday night.

We hope everyone will be pleased with the final production. The Walkers have worked very hard to make it informational, heartwarming and entertaining. It's hard to please everybody, but ultimately our most important critiques will come from children and their parents. With that in mind, the Walkers have requested that if there are children at the meeting they should be guaranteed front row seats.

So, please, bring the kids!

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Medium • 9/16" spike
Large • 9/16" spike
5 Qt. Water Container (fits all size stands)

#1 SUPER DRILL MACHINE
Uses quick release clamps to center the tapered hole in baled or unbaled tree.

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

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<td>$14.50/cartridge</td>
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Directions to Holiday Inn - Atrium

Either exit Louisville Ave. off I-20, or exit Highway 80 off Highway 165. The Holiday Inn - Atrium is located on Highway 80 between the Ouachita River and Highway 165.