



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

Dealer Support

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

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- **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.

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• **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.

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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?

LA-MS Activities for 1976-92

| 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 |
| 1992 | 206 | 62,700 | 107,000 121,000 | T. M. Luster |

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 Delancey-Robbins Rd.
Columbia, MS 39429
601-736-2231
Sage, Retail Supplies

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

YULE STAND SYSTEM *

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

CRAWFORD TREE TRAINER AND STAKE

Vivian Vlas
8847 Loop Road
Hesperia, MI 49421
616-854-4176
Tree trainers for tops and stakes

INTERNATIONAL FOREST SEED

John McRae
P.O. Box 490
Odeauville, AL 35120
205-629-6461
Seedlings

EDDY'S S.E. TREE SUPPLY *

Bob & Rob Eddy
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Hattiesburg, MS 39401
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General Supplies, etc.

INTERNATIONAL PAPER *

Elane Perdue
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Bullard, TX 75757
214-825-6191
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EVANS CHRISTMAS TREE CO.

Robley Evans
7970 Zeigler Blvd.
Mobile, AL 36608
205-633-6008
Flocking equipment, stands

VELDSMA & SONS, INC. *

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

* See these exhibitors advertisements in the program

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GUNNARD 4-Brace Tree Stands

KIRK Balers, Netting and Colorants

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(Single or Double/Electric, Gas, or P.T.O. powered)

**Shearing, Spraying Equipment
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ANNUAL MEETING – SPEAKERS 1992

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

Mr. H.M. "Jerry" Doty, Jr.
P.O. Box 44216
Baton Rouge, LA 70804

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

Mr. Fredrick Gilbert
Owner of Santa's Forrest
6122 Burgundy Dr.
Shreveport, LA 71105

Dr. George Kessler
272 Lehotshy 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 Matherne
Louisiana Cooperative Extension Service
402 West 5th St.
P.O. Box 429
Thibodaux, LA 70501

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 Don Powell

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 39573

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

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

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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Christmas Tree Grower Supplies



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CHRISTMAS TREE LAND

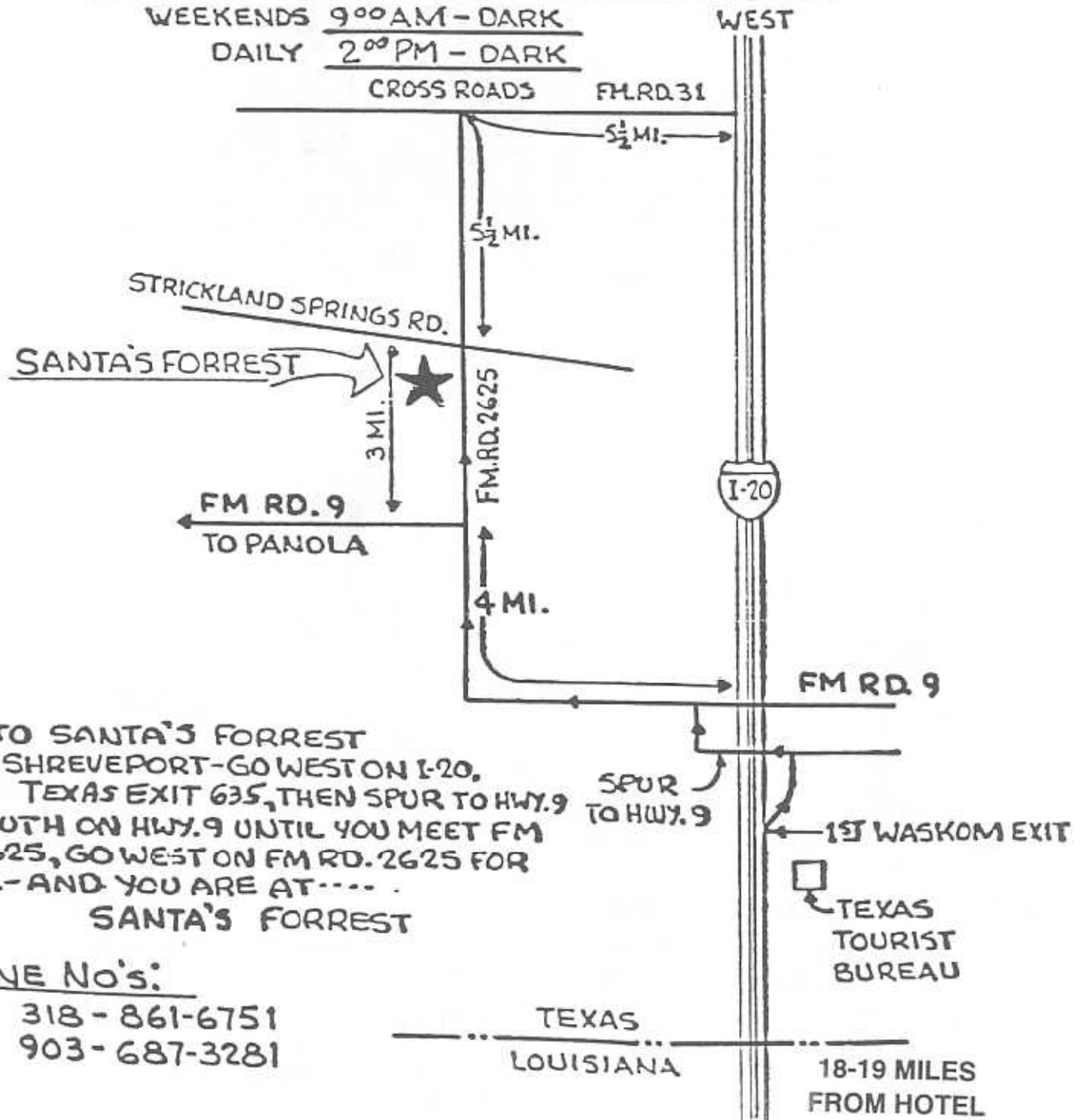
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VIRGINIA PINE —

— CHRISTMAS TREES —

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WEEKENDS 9⁰⁰ AM - DARK

DAILY 2⁰⁰ PM - DARK



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.....

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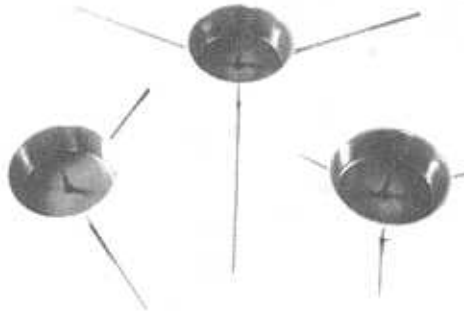


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Stand and display your Christmas Trees in seconds by using the extremely efficient **YULE STAND SYSTEM DRILL MACHINE** and our tapered pin stands.

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.

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6437 East Exeter
Scottsdale, Arizona 85251
602-946-2434

#2 DRILL MACHINE

Uses a cone to center the tapered hole in the baled or unbaled tree. **\$400.00**

* Rental available on Drill Machines with option to buy.

SAMPLE BALLOT
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 1986; Presently serving appointed member to the Board of Directors.

_____ Barton Bennett - Baton Rouge
Owner of Christmas Forest; on Board 1981-1983; Vice-President 1984-85; President 1986-1987; on Board 1990-1992.

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.

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TREE AND
WREATH
PRODUCERS**

- K102 WREATH MACHINE
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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 sessions, 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 - 10:15a.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
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Low maintenance design shears more
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The thin high speed Swedish steel blades
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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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Christmas tree seedling benefits will include:

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1992

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601-624-5575

Vice-President

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824 Linden
Shreveport, LA 70726
318-861-3710

Parliamentarian

Clarke J. Gernon
8016 Hermitage Drive
Denham Springs, LA 71104
504-665-6535

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

1990- Albert Acosta

1992 P.O. Box 586
St. Bernard, LA 70085
504-682-3315

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

Mike Para
406 Magnolia Lane
Slidell, LA 70461
504-643-7518

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

James King
26800 James King Rd.
Hammond, LA 70403
504-567-9670

MISSISSIPPI

1990- Edmond Rawls
1992 Rt. 1, Box 172-B
Perkinston, MS 39573
601-928-9807

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
601-655-8264

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

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Dr. Alden Main
Extension Service/Knapp Hall
Louisiana State University
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
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3825 Ridge Wood Rd., Room 621
Jackson, MS 39211
601-982-6218
601-956-3583



TRIMIT SHEARING SYSTEM



SHEARING MACHINES...

"are you confused"

"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.

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.



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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.

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 TRIMITS' superior quality, design and unique operating ease as the true answer to their shearing needs.



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.



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Hattiesburg, Mississippi 39403
Phone: 601-582-7268
Toll Free: 1-800-735-8733

*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.

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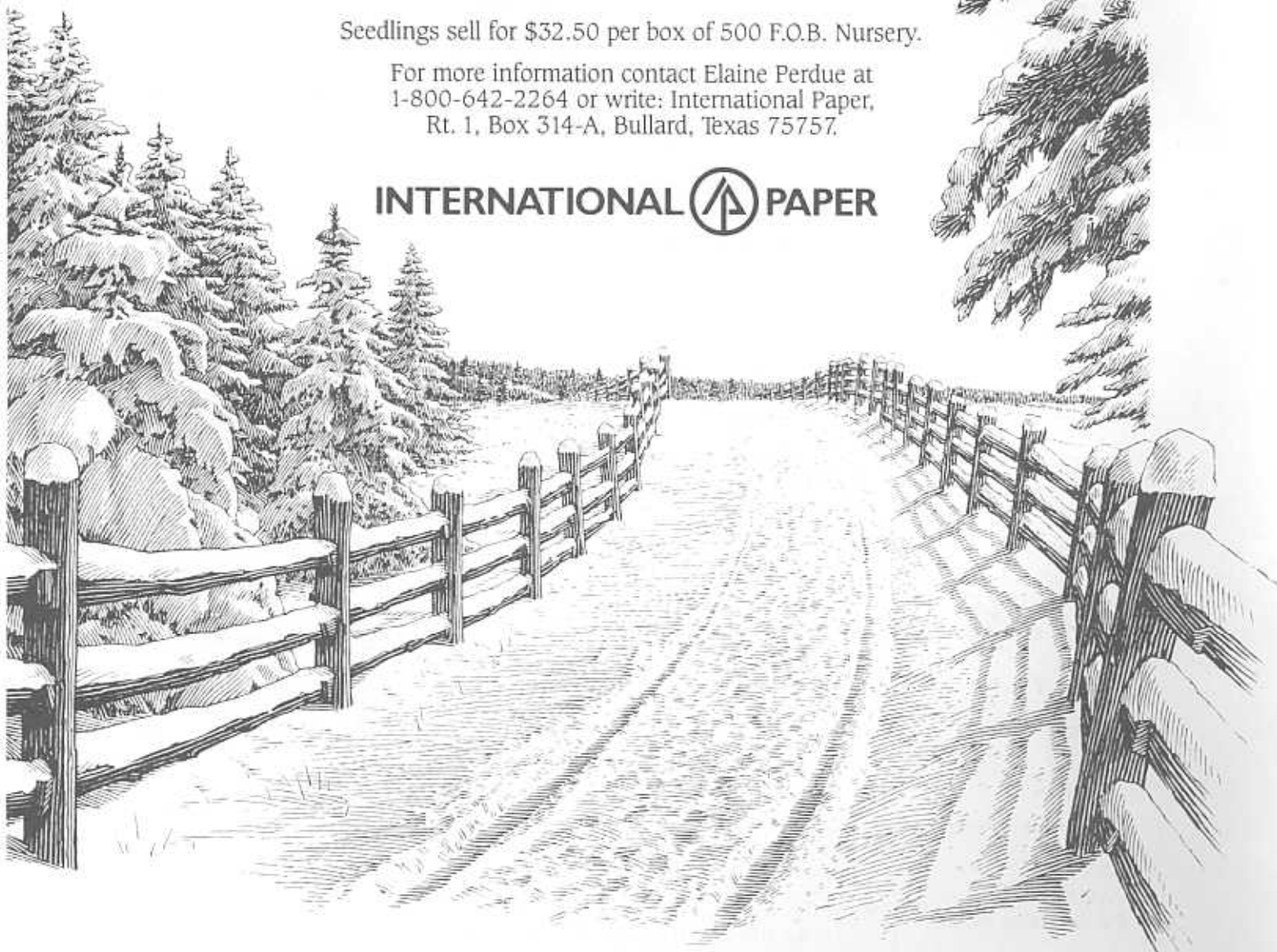
International Paper's Virginia Pine Seedlings Provide You:

- Three genetic seed sources to choose from.
- Low Density Seedlings ensuring sturdy, large caliper plants that grow faster.
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INTERNATIONAL  PAPER



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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.



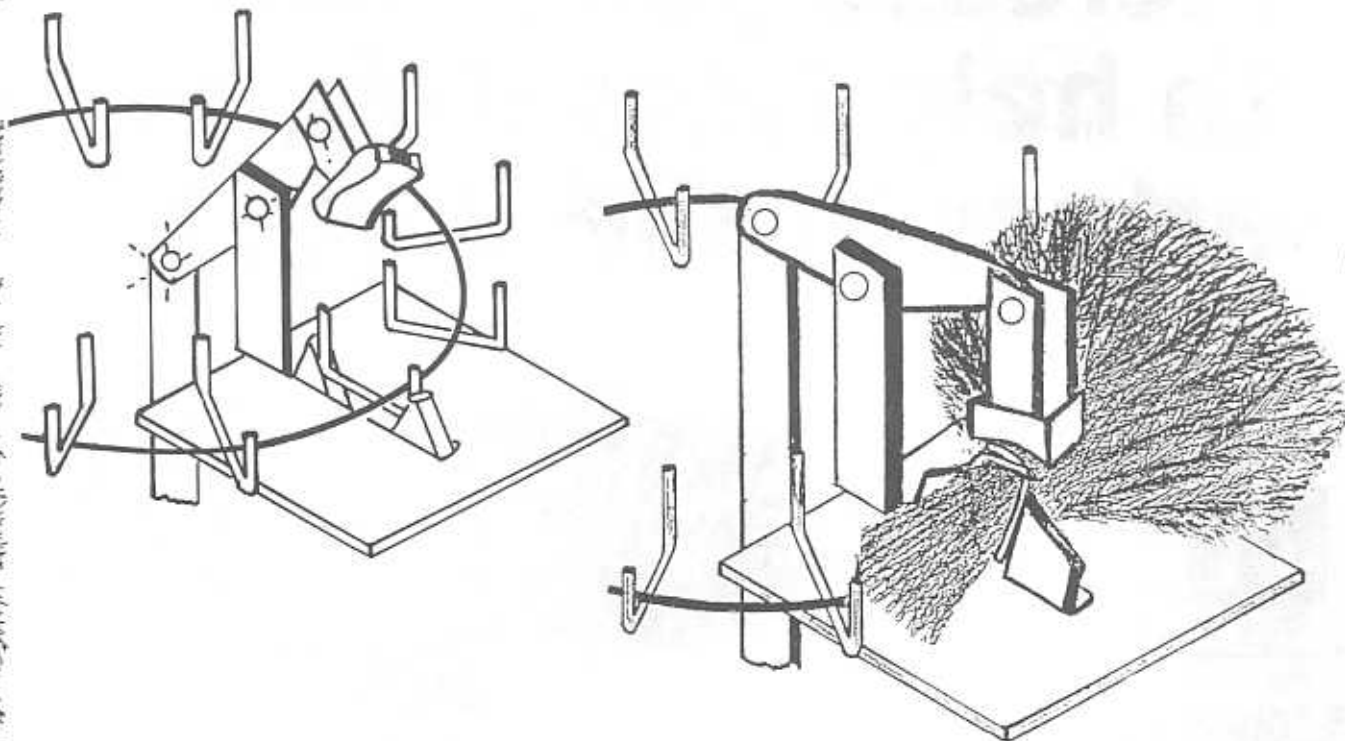
Keep your Christmas trees in prime condition until they are sent home with the customer. Kirk Tree-Tie plastic netting pictured above has been specially engineered to protect your valuable Christmas tree harvest from damage in transport - from the field, to the retail lot, and home with the customer.

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) 582-7268*



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(800)735-8733

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