



17th
Annual Meeting

THE HOLIDAY INN SOUTHWEST
JACKSON, MS

SEPTEMBER 17, 18, 19, 1993

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**
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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

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17th Annual Meeting LA-MS Christmas Tree Association

Welcome to the 17th Annual Meeting of the La-Ms Christmas Tree Association and to the Holiday Inn Southwest in Jackson, Ms. Please express your appreciation to the exhibitors, program speakers, and tree contest participants for participating in our meeting.

The 1993 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 17 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 1976-93

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	T. M. Luster
1993	130	40,342	90,480	T. M. Luster

1993 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.

INTERNATIONAL PAPER

Elaine Perdue
Rt. 1, Box 314-A
Bullard, Tx. 75757
903-825-6101

EVANS CHRISTMAS TREE CO.

Robley Evans
7970 Zeigler Blvd.
Mobile, Al. 36608
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YULE FOREST

Spencer Grant
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TIM MITCHELL'S YULE STAND SYSTEM

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EDDY'S S. E. CHRISTMAS TREE SUPPLY

Bob & Rob Eddy
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Hattiesburg, Ms. 39401
800-REL-TREE

FORESTRY SUPPLIERS, INC

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Jackson, Ms. 39284
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VELDSMA & SONS

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

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ANNUAL MEETING – SPEAKERS 1993

Mr. Mike Buehart
Forest Products Marketing, Utilization, and
Development
La. Dept. Of Agriculture and Forestry
P.O. Box 334
Baton Rouge, La. 70821
(504) 922-1280

Dr. Andy Ezell
Extension Forester
Mississippi State University

Dr. Joseph Fox
Area Extension Pathologist
Mississippi State University

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

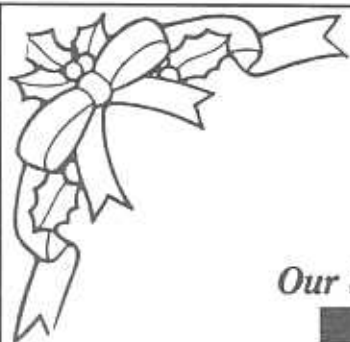
Dr. Pat Harris
Area Extension Entomologist
Mississippi State University

Dr. Zhijun Liu
Forestry Reseacher
School of Forestry, Wildlife, and Fisheries,
Room 227
Louisiana State University
Baton Rouge, La. 70803
(504) 388-4214

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

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

Mrs. Ruth Morgan
Extension Pesticides Coordinator and
Pesticides Impact
Assessment Specialist
Department of Entomology
Box 9661
Mississippi State, Ms. 39762
(601) 325-2085



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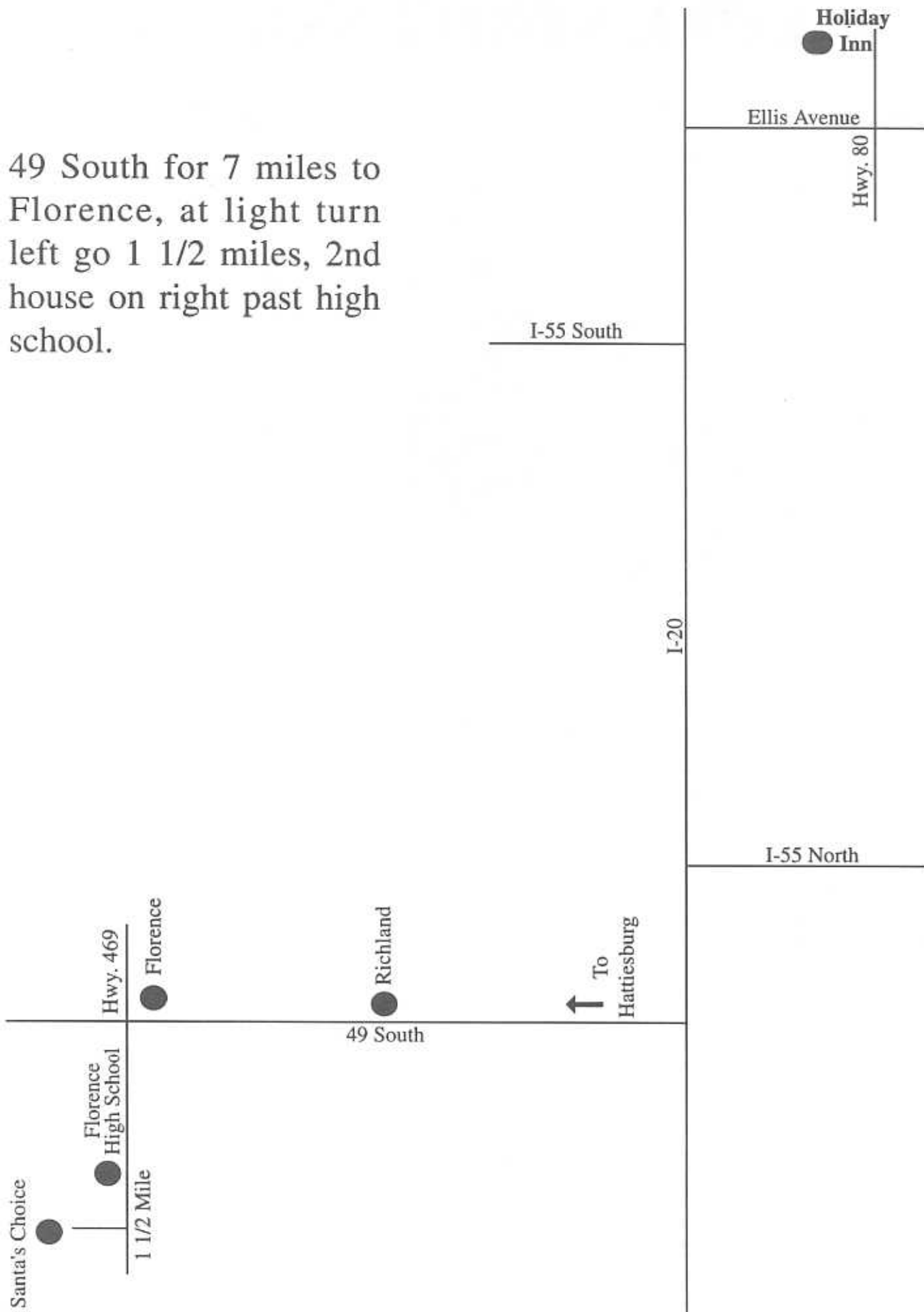
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Since 1950

YULE STAND SYSTEM

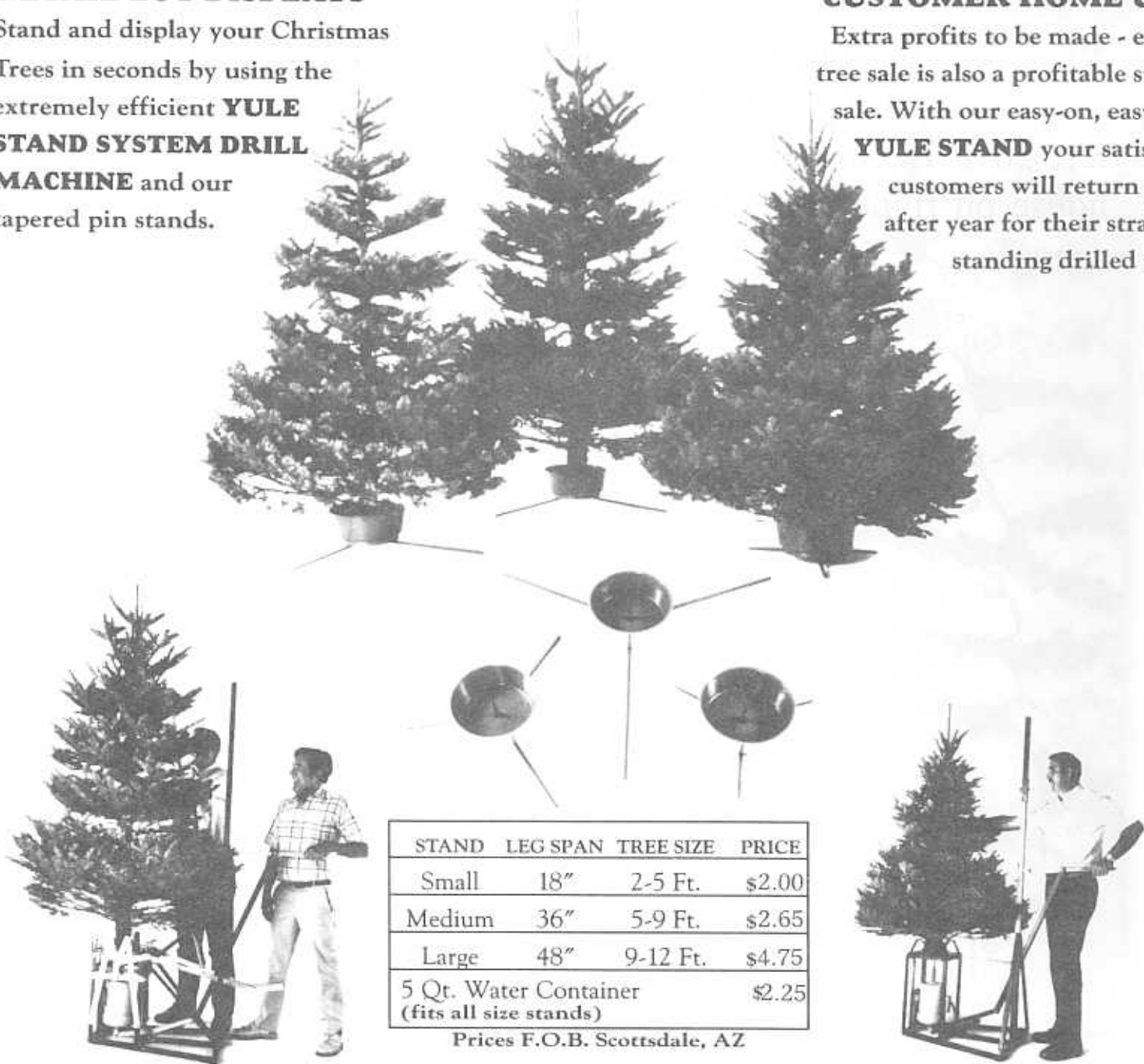


RETAIL LOT DISPLAYS

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
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.

AFTER 10 YEARS THE YULE TRIMMER HAS PROVEN TO BE THE CADILLAC OF TRIMMERS.

THE NEXT TIME YOU TRIM, DON'T CARRY THE TRIMMER - DRIVE A YULE TRIMMER.

Very easy to operate - Convenient high quality trimming.
Plan on 300 trees per hour - hour after hour.

Great for large or small growers - Excellent safety record.
Price of \$4200.00. With these trim rates gives lower cost per tree.

Self-propelled - adjustable speed.

4-cycle gasoline engine near ground level for less noise.

Dependable belt-driven rotary cutters.

Trims up to 8 ft. trees - Extra extension available up to 10 feet.

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.

THE YULE BASAL TREE TRIMMER

- This machine mows your field and trims the sagging branches of your trees at the same time.
- Even though you have basal pruned the young trees earlier, when mature they usually have outer limbs hanging down - sometimes to the ground.
- The Yule Basal Trimmer will neatly trim these and completely clear your field of weeds and grass.
- The result is a neatly cleaned field like you have never had before.
- You can either go around each tree or go lengthwise and crosswise which is faster.
- It has been proven that customers pick these basal trimmed trees everytime if given a choice.
- The Yule Basal Trimmer has a belt driven swinging blade rotary cutter mounted on a modified, self-propelled Yazoo mower.
- The price is \$1900 with solid rubber tires, extra set of belts and interchangeable slow-speed drivers.



Trimming on a 13% hillside



YULE FOREST

1220 Millers Mill Road - Stockbridge, GA 32081

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Seventeenth Annual Meeting
LA-MS CHRISTMAS TREE ASSOCIATION
Holiday Inn Southwest
Jackson, Ms.
September 17-19, 1993

FRIDAY, SEPTEMBER 17

- 7:00 p.m. Registration begins and Exhibitors continue to setup. Mrs. Beverly Steele, Registration Chairperson; Mr. Edmond Rawls, Exhibit Chairman
- 8:00 p.m. Board of Directors Meeting

SATURDAY, SEPTEMBER 18

- 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 and Opening Remarks - President T. M. Luster
Introduction of Officers, Directors and Nominees
- 9:00 a.m. Department Activities of Christmas Tree Promotion and Legislation - Mr. Mike Buchart, Forest Products Marketing, Utilization, and Development, La. Department of Agriculture and Forestry
- 9:30 a.m. New Pesticide Application and Worker Safety Regulations - Mrs. Ruth Morgan, Extension Pesticides Coordinator and Pesticide Impact Assessment Specialist, Entomology Department, Mississippi State University
- 10:00 a.m. COFFEE BREAK (Compliments of Our Exhibitors - Exhibit Room)
- 10:20 a.m. Security and Your Christmas Tree Farm - Mr. Tom Trahan, Chief Enforcement Officer, La. Office of Forestry
- 10:50 a.m. Good News on Controlling Pine Shoot Blight - It Can Be Done! Dr. Ken Whitman, Extension Plant Pathologist, L.S.U. *2 lbs/gal Bravo - Double Rate*
- 11:10 a.m. New Christmas Tree Research Update - Screening New Species and Using ABA to Stop Foliage Drying, Dr. Zhijun Liu, Forestry Researcher, Louisiana State University
or shorten time between ⁵sprays to 10 days
- 11:30 a.m. Lunch - on your own - Vote on Contest Trees and Wreaths

- 1:00 p.m. Association Business Meeting - Moderator, Mr. T. Luster
 Association Affairs - Mr. T. Luster
 Vote for Officers and Directors
 Vote Tally - Mr. J. D. Antley, Mr. Roger Smith, Mr. Albert Acosta
 Financial and Business Office report - Mr. Kevin Steele
 National Directors report - Mr. Reggie Pulliam
 National Farm Tour report - Mr. Clarke Gernon *\$49/person*
 Open Floor for the Nominations for the Office of National Director
 Report results of Vote for Officers and Directors
- 2:20 p.m. COFFEE BREAK (Compliments of Our Exhibitors - Exhibit Room)
- 2:40 p.m. Growing Deodar Cedar - The Secrets of Mr. Howard Thomley
- 3:00 p.m. Christmas Tree Production in the 1990's Market - Including Leyland Cypress - Mr. Bill Murray, Consultant and Past President of National Christmas Tree Association
- 4:30 p.m. Adjourn
- 6:00 p.m. Social in the lobby
- 7:00 p.m. BUFFET BANQUET
 Announcement of Christmas Tree Contest Winners
 Drawing of Door Prizes
 Guest Entertainer - Pruitt Calvert

SUNDAY, SEPTEMBER 19

- 7:00 a.m. Non-Denominational Religious Service in the Holiday Inn
 Complimentary Coffee - Exhibit Room
- 8:15 a.m. Leave for Santa's Choice Tree Farm
- 9:00 a.m. Introduction and Welcome - Mr. Ben Mosley - Owner and Operator of
 Santa's Choice Tree Farm
 Moderator - Mr. Roger Smith
- 9:30 a.m. Common Weeds and Herbicide Recommendations - Dr. Andy Ezell, Extension
 Forester, Mississippi State University
- 10:15 a.m. Christmas Tree Insects and Control Recommendations - Dr. Pat Harris, Area
 Extension Entomologist, Mississippi State University
- 11:00 a.m. Trouble Shooting Diseases in Christmas Trees - Dr. Joseph Fox, Area Extension
 Pathologist, Mississippi State University
- 11:45 a.m. LUNCH
- 1:00 p.m. Adjourn - See you next year in Pearl River, La.

SAMPLE BALLOT
1994 Officers, 1994-1996 Directors

OFFICERS

President:

_____ Shawn Strobel - Shreveport, La.

*Owner of GREEN NEEDLES TREE FARM;
A member since 1984; On Board of Directors since 1989.
Vice-President - 1992-93*

Vice-President:

_____ Edmond Rawls - Wiggins, Ms.

*Owner of SEVEN PINES FARM;
A member since 1984; On Board of Directors since 1990-1993,
Exhibit Chairman, annual meeting 1991-1993.*

DIRECTORS
(Select 2 from EACH state)

Louisiana:

J. D. Antley
West Monroe

Owner of CHERRY HILL TREE FARM; member since 1978, past member of the Board of Directors 1984-86.

Presently serving on Board of Directors and seeking reelection.

Mississippi:

Roy Eddy
Hattiesburg

Co-owner of EDDY'S TREE FARM; member since 1976; co-owner of Eddy's S.E. Christmas Tree Supply; member of the Board of Directors 1989-90.

Presently serving on Board of Directors and seeking reelection.

Mike Para
Slidell

Owner of ALL SEASON FOLIAGE INC., member since 1980; second place winner in 1989 & 1990 Christmas Tree contests. Serving on the Nominating committee for 1992-93.

Presently serving of Board of Directors and seeking reelection.

Walley
Swedenburg
Columbus

Owner of SWEDENBURG'S TREE FARM; member since 1977; served on Board of Directors 1980-82; served as president from 1982-83.

Yvonne Duos
Oakdale

Owner of DUOS FARM; member since 1983.



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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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OFFICERS AND DIRECTORS

1993

OFFICERS

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Clarksdale, MS 38614
601-624-2204

Vice-President
Shawn Strobel
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

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- Sonie Milton
1994 2906 Hwy. 457
Alexandria, La. 71302
318-442-0026

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

1993- Albert Acosta
1995 P. O. Box 586
St. Bernard, La. 70085
504-682-3315

Barton Bennett
8313 O'Hare Court
Baton Rouge, La. 70806
504-654-0144

MISSISSIPPI

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

James Bufkin
Rt. 4, Box 308
Wesson, Ms. 39191
601-643-2762

1992- Harry May
1994 Rt. 1, Box 100-B
Chunky, Ms. 39323
601-655-8264

Roger Smith
Rt. 1, Box 621
Moselle, Ms. 39456
601-582-2642

1993- Edmond Rawls
1995 Rt. 1, Box 172-B
Perkinston, Ms. 39573
601-928-9807

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

DIRECTORS BY PRESIDENTIAL APPOINTMENT

Dr. Alden Main
Extension Service/Knapp Hall
Louisiana State University
Baton Rouge, LA 70803
504-388-4087

Dr. Steve Dicke
Forestry Extension
1320 Seven Springs Rd.
Raymond, MS 39154
601-857-2284 W
601-956-3583 H

Dr. Zhijun Liu
Research Forester
School of Forestry, Wildlife and
Fisheries, Room 227
Louisiana State University
Baton Rouge, LA 70803
504-388-4214

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ALL TRIMIT systems are priced under \$1,250.00. Interchangeable blade and handle packages start as low as \$319.00. All come complete with our comfortable back pack support system.

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SAVING YOU TIME AND MONEY**



**TRIMIT TIP
OF THE
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JUST IN TIME FOR CHRISTMAS, 1996

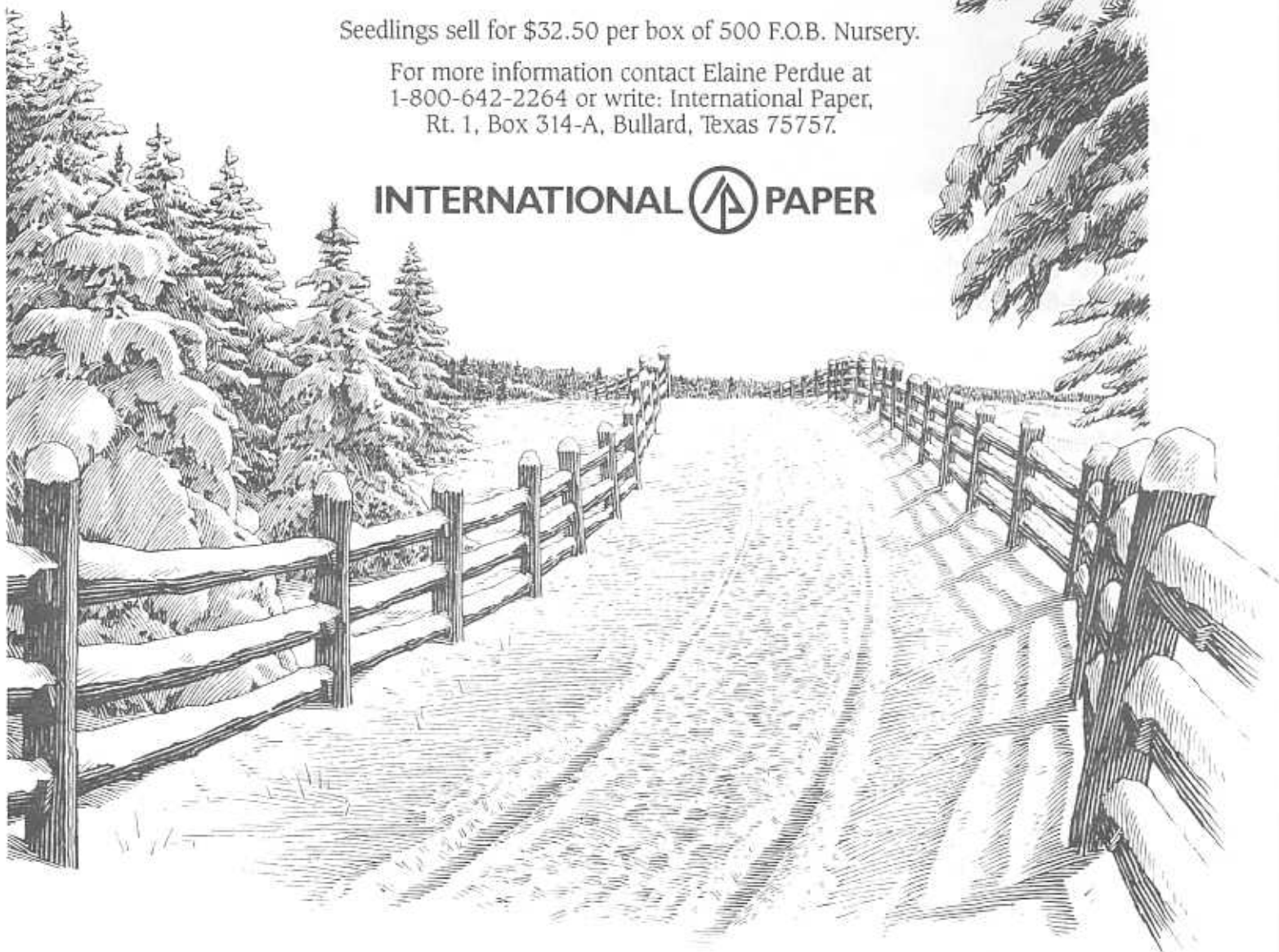
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Seedlings Provide You:

- Three genetic seed sources to choose from.
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Seedlings sell for \$32.50 per box of 500 F.O.B. Nursery.

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INTERNATIONAL  PAPER



Selling a Quality Tree is Only a Good Beginning...

Kirk retail products turn Christmas trees into a complete product line. We provide add-on profit opportunities to match all of your customers' needs.



- Customers will leave your lot with a neatly bundled and easily transportable tree with the Kirk **Baler** and **Tree-Tie Netting**.
- Kirk **Tree Life** will keep their Christmas tree fresh and enjoyable throughout the holiday season.
- Kirk **Removal Bags** will take the mess out of tree disposal at season's end.

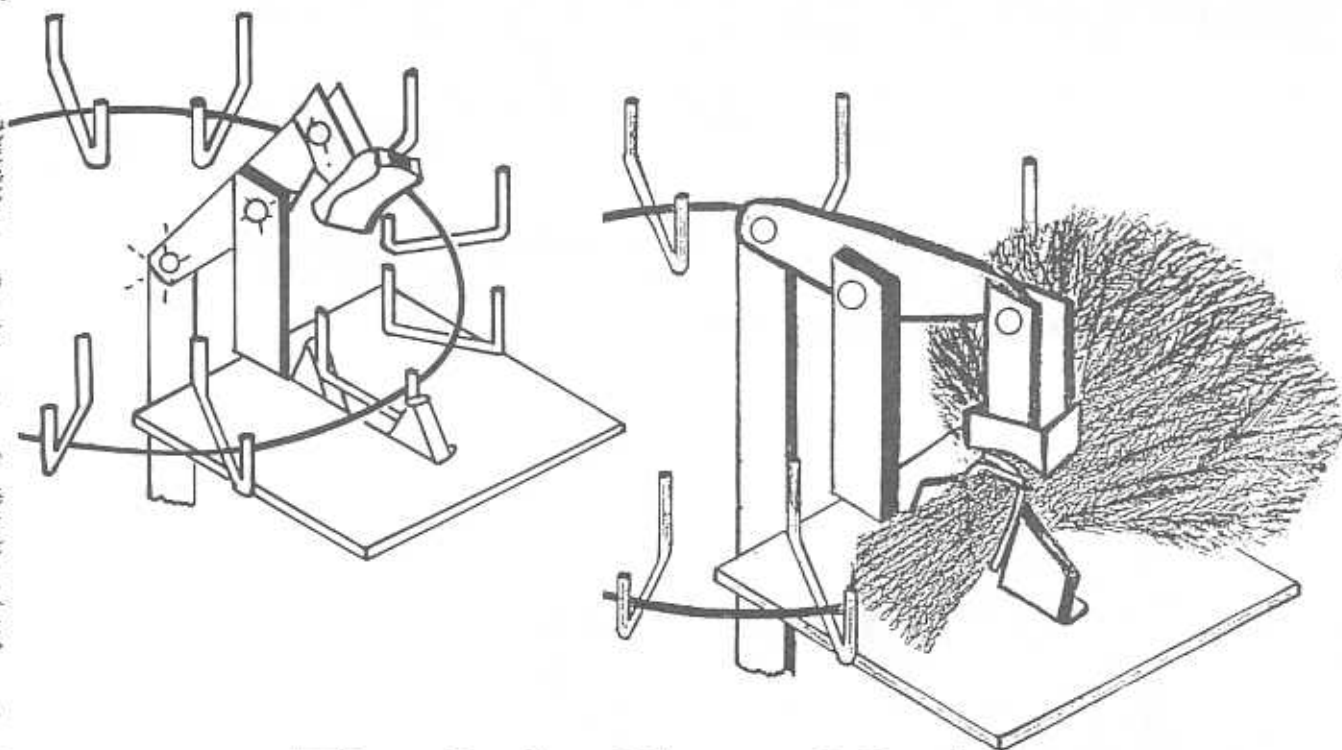


For more information on Tree-Tie, Tree Life, Removal Bags, and other company products, contact a representative of the Kirk Company.

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Phone: (800) 735-8733
(601) 582-7418

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

The KIRK Company
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Tacoma, WA 98401-1597
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Its Features Are:

- ★ A center guide slot to ensure equal force on both jaws
- ★ Offset pedal helps prevent fatigue
- ★ Incorporates a secondary function (top head) which activates in the same step as that of the standard clamp machine

Advantages:

- ★ Flattens the clips, eliminating any hammer use
- ★ Easy to instruct beginners on
- ★ Reduces the time it takes to make a better wreath

- ★ It will pay for itself many times over through:
 - More Production
 - Less time wasted
 - Less fatigue
 - Better profits

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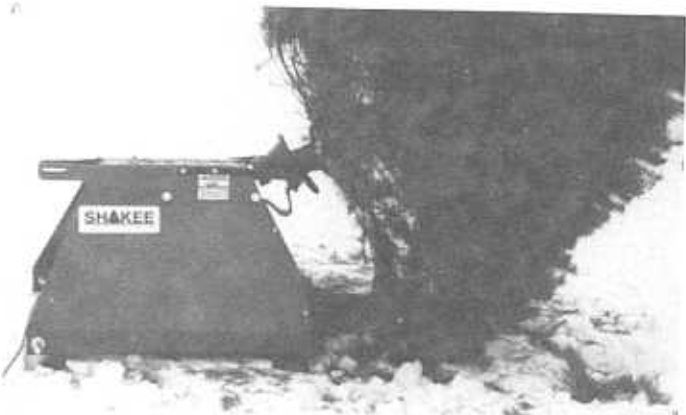
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- * Designed specifically to meet the needs of retailers and choose & cut operators.
- * Handles for easy moving - square shape - easier to store.
- * Heavy duty 3/4 TEFC electric motor with automatic reset-comes with foot switch.
- * Priced so ANYONE can afford it--and is UPSable.
- * 2 years warranty on all of our "SHAKEES"!



Original SHAKEE

- * Built extra heavy for heavy duty service.
- * Angled cone cleans trees quicker.
- * Large heavy duty 1 HP TEFC electric motor with automatic reset.

Keeps on shaking - year after year after year!

4 Models to choose from:

Gasoline * Hydraulic * Electric * PTO

And Don't Forget

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