



Tree Line



New Hampshire-Vermont Christmas Tree Association

January 2008

Special points of interest:

- ◆ **Winter Meeting Reminder:**
The NHVTCTA will be held Tuesday, Jan. 29, at the Canadian Club in Barre, Vt. You can sign-up the day of the meeting. Call Executive Director Jim Horst at (802) 447-1900 for more information.
- ◆ **New Members:**
The NHVTCTA welcomes seven new members this year: Lynn Lipkovich (Brookfield, Vt.), Jay Wilson (Newfane, Vt.), Jim Kasen (Hallstead, Pa.), Real Mongeau (Auburn, N.H.), Joe Starzyk-Riverside Enterprises (Troy, N.Y.), Rene Bergeron (Weathersfield, Vt.), and John Pasterczyk (Foster, R.I.).

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2007 Sales Season Reports

At press time, the National Christmas Tree Association had yet to release its official sales estimates for the 2007 season which just ended. The group had predicted a slight increase in the sale of real Christmas trees nationwide, with total sales expected to run about \$1.4 billion.

Anecdotal information shows that, in general, growers in New England saw strong demand.

The Times Argus (Montpelier, Vt.) reported that, with cold weather and record December snowfalls, tree stands were experiencing brisk business, and several in that area even had shortages of trees.

In Maine, the *Bangor Daily News* cited both bad news and good news for growers in that state: "While sales dipped slightly

on Maine's tree farms and road-side stands, for many companies the mail order service thrived. 'More and more local people are getting the idea of ordering a wreath or tree for friends or relatives that have Maine roots,' said Jim Corliss of Piper Mountain Christmas Tree Farm."

In Framingham, Mass., the *Metro West Daily News* reported that, "Across the region, sales were brisk, despite rising energy costs that translated into price increases for tree customers."

Further south, severe drought conditions in North Carolina hurt Christmas trees during last year's growing season, and subsequently sales were reported off in that state.

For more Christmas tree news reports, see page 4.

Summer Meeting in Massachusetts

The NHVTCTA has accepted the invitation of the Massachusetts Christmas Tree Association (www.christmas-trees.org) to participate in its 50th Anniversary Meeting, in association with the New England Christmas Tree Alliance Biennial Conference.

This gathering will take the place of the NHVTCTA's normal June meeting.

You will receive registration information in the mail at a later date, but following is a brief look at the agenda for the two-day meeting (June 26-28), which will be hosted by Ioka Valley Farm, Hancock, Mass. (the farm's Web site is www.taconic.net/iokavalley-farm).

Please plan to attend.

Friday, June 27 (Day 1)
8:00 - 10:00 a.m.

Registration, group tour or self-guided tour of the farm.

10:00 a.m. - 10:50 a.m.

Welcome - Introduction of Leab family (hosts) and their history and their transition in agriculture

from dairy to the present Four Season Agribusiness of Ioka farm
10:50 a.m. - 11:50 a.m.

- A. Eric Sundback,

Renowned WVA Christmas Tree Grower, three-time National Grand Champion Christmas tree genetics and shearing techniques

- B. Gloria Ellsworth, MCTA member, Workshop - Should I buy it or make it?

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President's Message

Hello Everyone and Happy New Year!

First, it's an honor to be elected president of an organization with such a knowledgeable membership...there are many of you who should be future Presidents!

The just completed selling season was a challenge for many of us in the snowy region. As a mail order shipper, we had to warm trees to get the snow and ice off them before putting them in boxes for shipping.

On most days, even brush had to be thawed before making wreaths or garland! I got a call from a wholesale customer after dark on a night just before it snowed a foot. What fun cutting trees the next morning. (I'm glad they only wanted 40 trees; I couldn't imagine cutting several hundred as some of you no doubt had to!)

And once the snow was deep, choose and cutters didn't stray

very far from established roads and paths. No doubt most of you have similar stories for this year, and like us, will try to plan a little better for whatever happens next year.

That said, we had mostly fun, we increased our sales and, in talking to other members, once again this year most of us sold all the trees we wanted to.

Why did we have fun? Because we love what we do, and what we do with our farms is to provide a truly ecologically friendly product to families and individuals on the most special day of the year.

This subject will be one of my "platform issues" during my term as president of the association.

Real Christmas trees are a renewable resource that are planted, are made in the USA (not China), are 100% biodegradable, contain no lead or PVC's, absorb carbon dioxide, and can be

recycled without harming the environment.

That is the main debate we can take to potential customers, and particularly younger folks, who are thinking of buying a fake plastic tree.

The National Christmas Tree Association has lots of information about that particular debate and many other things to help us on its Web site. Think seriously about becoming a member of National.

I urge all of you to make one more trip out in the snow to cut a tree and or make a wreath and bring it/them to the Vermont Farm Show on your way to our Winter Meeting in Barre.

Bring some good ideas and stories to the meeting. See you there!

*Rich Rockwood,
President*



New Hampshire-Vermont Christmas Tree Association



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President	Rich Rockwood	(802) 685-4343
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2008 Tree Line Publication Schedule

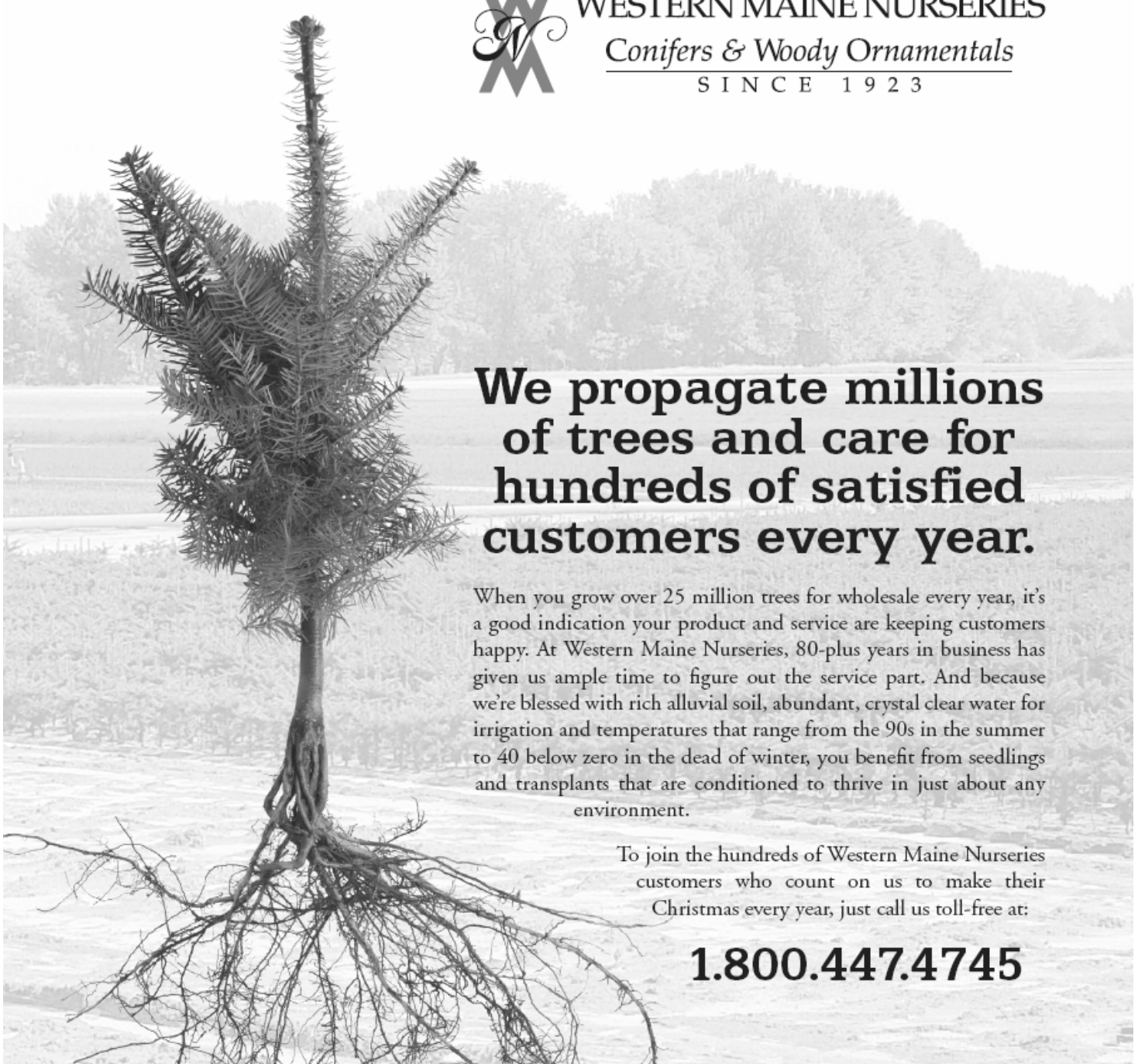
Issue	Ad/Submission Deadline
January	December 22
June	May 16
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Christmas Trees in the News:

Predictably, Christmas trees were the focus of many news reports during the holiday season. Tracking these stories provides some look at trends/issues/opportunities/threats facing growers. Here's a brief sampling of some of what was covered.

Religious Removal

"Missouri State University administrators decided Thursday morning to put a Christmas tree back in the lobby of Strong Hall, along with other religious holiday symbols. A department head removed the 20-foot tree on Monday after a faculty member who is Jewish complained that it was insensitive to other religions.

"After having had a chance to air this out a bit more and consider the various perspectives of our campus community, I am happy that the Christmas tree will be back up along with the many others that were already

on campus," said school President Mike. Nietzel.

Courts have ruled Christmas trees are secular symbols if they do not bear religious decorations.

Source: NBC 3 Springfield, Mo.

Canadian Competition

The drooping value of the U.S. dollar means Canadian Christmas tree growers are seeing less green this season. Canadian Christmas tree growers have seen their U.S. sales decline in recent years because of increasing costs and competition from U.S. growers. But it's their own currency that's causing them the most grief these days.

Compared to the U.S. greenback, the Canadian dollar is 15 percent higher in value than it was at the beginning of the year.

The situation is blamed for driving Canada's largest Christmas tree grower, Nova

Scotia's Kirk Forest Products, out of business. "That put the dagger to the heart," said the company's founder, Rick Kirk, who is shipping about 250,000 trees, most of them to the U.S., in his company's final holiday season. "We know that the market is going to be squeezed year after year."

More than half of Canada's Christmas trees are shipped to the U.S., but the figure has dropped by about 20 percent, to about 2 million trees, since 2002.

Source: Associated Press

Plastic Trees

A battle is being waged for the heart of the American Christmas tree customer, pitting the real evergreen against the once-lowly artificial tree. Last year, an estimated 9.3 million artificial trees were sold in the United States, up 2 million from

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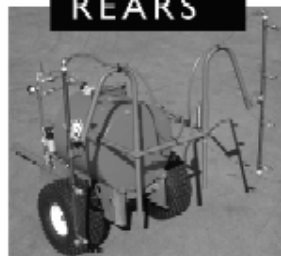


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Research Report: Nordmann fir

El Dorado County Christmas tree grower Randy Rapetti believes he may have been the first farmer in California to plant Nordmann fir Christmas trees a few years ago, but the conifer is already showing great potential to brighten the holiday season for Californians who enjoy visiting choose-and-cut Christmas tree farms.

Nordmann fir, native to Caucasus Mountains of Turkey and the Republic of Georgia, have a richer color than the much more common native species – such as Douglas and red fir – which make up the bulk of Christmas trees on Sierra foothill tree farms. The Nordmann's open

growth and strong branches are ideal for ornament display, Rapetti said.

Perhaps more importantly, the exotic trees may be resistant to the insects and diseases that plague native Christmas trees, such as spider mites, aphids and root rot. Rapetti's Nordmanns, planted in 2000, have required no pesticide treatments to date.

Rapetti works closely with University of California Cooperative Extension farm advisor Lynn Wunderlich, who is coordinating Christmas tree research in El Dorado and Amador counties.

An entomologist by training, Wunderlich began by studying



University of California

Lynn Wunderlich with Nordmann fir Christmas trees.

Christmas tree pest problems when she was hired in 2000. She soon learned that there is wide genetic variability even within the species. Some of the new trees are resistant to local insect and disease problems, while others of the same species are not.

Wunderlich is now evaluating the susceptibility of 12 sources of Nordmann and another exotic tree, Turkish fir, under naturally infested field conditions on Sierra foothill tree farms. Turkish fir looks the same as the Nordmann to the untrained eye. At close inspection, the Turkish can be distinguished by a tiny droplet of wax at the end of the needles.

"The Christmas trees vary by provenance, which is their original area of origin, and progeny, seed collected from specific mother trees," Wunderlich said. "We want to look at these trees' potential resistance to *Phytophthora cinnamoni* root rot, a disease that impacts white and red fir trees growing here. It looks like the Nordmann and Turkish firs have some natural resistance."

"The Nordmanns grow slowly when they're first transplanted from the nursery," Wunderlich said. "It seems its roots don't like to be cut. But in time, the trees are catching up."

Wunderlich said another issue of concern with the Nordmann is very long "leader growth."

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Age	Size	Per 50	Per 100	Per 1000	Zones
Colorado Blue Spruce (Picea pungens glauca)					
3 yr. seedlings	3-0 7-14"	28.75	46.00	230.00	2-7
4 yr. seedlings*	4-0 12-20"	36.25	58.00	290.00	
5 yr. transplants*	2-3 12-20"	106.25	170.00	850.00	
6 yr. transplants*	3-3 14-28"	125.00	200.00	1000.00	
7 yr. transplants*	3-4 24-36"	156.25	250.00	1250.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Colorado Blue Spruce (Majestic®)					
3 yr. seedlings	3-0 7-14"	50.00	80.00	400.00	2-7
4 yr. transplants	2-2 6-12"	103.25	165.00	825.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Norway Spruce (Picea abies)					
3 yr. seedlings	3-0 10-18"	31.25	50.00	250.00	2-7
4 yr. seedlings*	4-0 14-22"	40.75	65.00	325.00	
4 yr. transplants	2-2 8-16"	106.25	170.00	850.00	
5 yr. transplants*	2-3 14-24"	125.00	200.00	1000.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Black Hills Spruce (Picea glauca var. densata)					
5 yr. transplants*	2-3 8-16"	93.75	150.00	750.00	2-6
6 yr. transplants*	3-3 14-24"	112.50	180.00	900.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Serbian Spruce (Picea omorika)					
4 yr. seedlings	4-0 14-22"	43.75	70.00	350.00	4-7
5 yr. transplants*	2-3 16-24"	112.50	180.00	900.00	
6 yr. transplants*	3-3 24-36"	125.00	200.00	1000.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
White Spruce (Picea glauca)					
3 yr. seedlings	3-0 7-14"	31.25	50.00	250.00	4-7
4 yr. seedlings	4-0 14-22"	36.25	58.00	290.00	
5 yr. transplants*	2-3 12-20"	100.00	160.00	800.00	
6 yr. transplants*	3-3 14-28"	112.50	180.00	900.00	

FIR VARIETIES

Age	Size	Per 50	Per 100	Per 1000	Zones
Fraser Fir (Abies fraseri)					
3 yr. seedlings	3-0 4-8"	36.25	58.00	290.00	4-7
4 yr. seedlings	4-0 6-12"	50.00	80.00	400.00	
4 yr. transplants	2-2 5-10"	100.00	160.00	800.00	
5 yr. transplants	3-2 7-14"	106.25	170.00	850.00	
5 yr. transplants*	2-3 10-18"	115.75	185.00	925.00	
6 yr. transplants*	3-3 16-24"	131.25	210.00	1050.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Fraser Fir (Ayers Seed Orchard)					
4 yr. seedlings	4-0 6-12"	53.25	85.00	425.00	4-7
4 yr. transplants	2-2 5-10"	103.25	165.00	825.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Fraser X Balsam Fir Hybrid (Abies fraseri x balsamea) New!					
4 yr. transplants	2-2 6-12"	100.00	160.00	XXXXX	4-7

Age	Size	Per 50	Per 100	Per 1000	Zones
Balsam Fir (Abies balsamea)					
3 yr. seedlings	3-0 5-9"	31.25	50.00	250.00	3-6
4 yr. transplants	2-2 5-10"	87.50	140.00	700.00	
5 yr. transplants*	2-3 8-16"	93.75	150.00	750.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Concolor Fir (Abies concolor)					
3 yr. seedlings	3-0 6-12"	43.75	70.00	350.00	3-7
4 yr. transplants	2-2 5-10"	109.50	175.00	875.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Canaan Fir (Abies balsamea phanerolepis)					
4 yr. transplants	2-2 6-12"	112.50	180.00	900.00	4-7

Age	Size	Per 50	Per 100	Per 1000	Zones
Corkbark Fir (Abies lasiocarpa var. arizonica)					
4 yr. transplants	2-2 5-10"	106.25	170.00	850.00	4-6

Age	Size	Per 50	Per 100	Per 1000	Zones
Douglas Fir (Lincoln N.F. New Mexico)					
3 yr. seedlings	3-0 12-20"	34.50	55.00	275.00	4-6
4 yr. transplants	2-2 8-16"	100.00	160.00	800.00	
5 yr. transplants*	2-3 20-30"	125.00	200.00	1000.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Douglas Fir (Deep Mountain®)					
3 yr. seedlings	3-0 6-12"	43.75	70.00	350.00	4-6
5 yr. transplants*	2-3 12-20"	106.25	170.00	850.00	
6 yr. transplants*	3-3 14-28"	112.50	180.00	900.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Douglas Fir (Shuswap Lake Region, B.C.)					
3 yr. seedlings	3-0 10-18"	43.75	70.00	350.00	4-6
5 yr. transplants*	2-3 12-20"	112.50	180.00	900.00	

PINE VARIETIES

Age	Size	Per 50	Per 100	Per 1000	Zones
Scotch Pine (Lake Superior Blue II®)					
2 yr. seedlings	2-0 5-10"	28.25	45.00	225.00	5-8

Age	Size	Per 50	Per 100	Per 1000	Zones
Scotch Pine (East Anglia)					
2 yr. seedlings	2-0 5-10"	28.25	45.00	225.00	2-8
4 yr. transplants*	2-2 14-24"	100.00	160.00	800.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Scotch Pine (Belgium)					
3 yr. seedlings	3-0 14-22"	37.50	60.00	300.00	2-8

Age	Size	Per 50	Per 100	Per 1000	Zones
Scotch Pine (Penn State Seed Orchard XP 86 Scotch Pine) New!					
2 yr. seedlings	2-0 5-10"	31.25	50.00	250.00	5-8

Age	Size	Per 50	Per 100	Per 1000	Zones
Eastern White Pine (Pinus strobus Northern Seed Source)					
3 yr. seedlings	3-0 6-12"	40.75	65.00	325.00	3-8
4 yr. seedlings	4-0 14-24"	53.25	85.00	425.00	
4 yr. transplants	2-2 7-14"	90.75	145.00	725.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Eastern White Pine (Pinus strobus Southern Seed Source)					
3 yr. seedlings	3-0 7-14"	40.75	65.00	325.00	3-8
4 yr. seedlings	4-0 14-24"	53.25	85.00	425.00	
6 yr. transplants*	3-3 20-30"	112.50	180.00	900.00	

OTHER VARIETIES

Age	Size	Per 50	Per 100	Per 1000	Zones
American Arborvitae (Thuja occidentalis)					
4 yr. transplants	2-2 8-16"	100.00	160.00	800.00	3-7
5 yr. transplants*	3-2 14-22"	118.75	190.00	950.00	

Age	Size	Per 50	Per 100	Per 1000	Zones
Canadian Hemlock (Tsuga canadensis)					
4 yr. seedlings	4-0 12-20"	56.25	90.00	450.00	3-7
5 yr. transplants*	2-3 12-20"	106.25	170.00	850.00	
6 yr. transplants*	3-3 20-30"	125.00	200.00	1000.00	

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Christmas Trees in the News

continued from page 4

five years ago. And while the real tree harvest was triple that, the numbers are of major concern for growers because artificial trees can be used year after year. It has reached a point where half the trees put up in American households are made of plastic, industry experts say. The rest of the bad news for growers is that it is getting harder to tell which trees are real.

This year, the National Christmas Tree Association prepared a point-by-point chart comparing real and plastic trees. "It's an attempt to make it a simple apples-to-apples comparison," said Rick Dungey of the tree group, based in Missouri. "Once you see the difference, it becomes a pretty clear choice."

Not so, said Thomas Harman of Balsam Hill Trees, a high-end artificial tree company that prides itself on being able to pass off its creations as the real thing. Mr. Harman said the bottom line was whether customers want convenience over the real thing.

Source: The New York Times

Environmental Issues

Selecting a "green" tree doesn't mean what it used to, now that the planet is warming. There is a growing debate within the environmental community about whether revelers should buy a cut tree, go artificial, decorate a live tree that they can later plant or simply do without. It's enough to make even the most green among us squirm.

"If someone's bad-mouthing Christmas trees, they're going to be a pariah forever," said Gary Goodson, director of the Aspen-based Community Office for Resource Efficiency.

His family sidesteps the debate by decorating with wreaths, but he certainly understands that a tree is an important part of many family's festivities. He suggested going with a

live tree that can be planted once the ground thaws.

Kim Peterson, the global warming project manager for the city of Aspen, said there is no cut-and-dry answer to the question of what is best.

"I can't tell you the carbon footprint of each option," said Peterson, who is partial to a cut tree, as long as it is mulched after the holidays.

At first blush, plastic trees seem easy to vilify. But not so fast. The Daily Green, a website that touts itself as "the consumer's guide to the green revolution," looked at the Christmas tree selection dilemma with a lead story Monday.

It reported that many artificial trees are made in China with oil-derived PVC that will last for centuries in landfills once they are discarded. But The Daily Green founder Deborah Barrow said her website concluded that artificial trees cannot be demonized.

Advocates say consumers of artificial trees can avoid the annual shipping required with cut trees and the gas guzzled while transporting one home. They also eliminate the need for irrigation and pesticides. U.S. manufacturers, such as one in New Jersey, reduce the chances of contamination with lead and other toxins in manufacturing, The Daily Green said.

Barrow, who chooses a cut tree, said she started her website, which is part of Hearst Magazines Digital Media, because people are seeking information and guidance on green products. She believes the question of which type of Christmas tree is most environmentally friendly is a perfect example of an issue that people are now examining "through a green lens."

Michael Brown, an environmental consultant in Santa Barbara, Calif., said people should "absolutely" be asking questions about lifestyle choices,



Lower-energy LED lights were used on many Christmas trees this year, including the U.S. National Capitol Christmas Tree which came from Vermont. This trend is just one example of the increasing attention being paid to the "environmental impact" of Christmas trees.

even as seemingly insignificant as Christmas trees.

He suggested asking attendants at Christmas tree lots about the practices of their farms. Don't buy if you aren't satisfied with the answers. That not only educates the consumer, it lets retailers know people care about environmental issues.

Source: The Aspen (Colo.) Times

Stoking Fire Fears

While it might seem a bit Grinch-like that Portsmouth (N.H.) fire officials ordered the South Church to remove the live Christmas trees it had placed on either side of the altar, fire safety officials say it might save lives.

New Hampshire adopted the National Fire Protection Association's code as it pertains to cut Christmas trees and part of that is a ban on trees where the public assembles, particularly if the building does not have a sprinkler system.

Deputy John Raymond, from the New Hampshire fire marshal's office, said that a tree that is cut and not properly main-

tained with water, and is lighted, can dry out and become very dangerous. "If it catches on fire, within 30 seconds, it can engulf a typical living room," said Raymond. "There's also the danger that the family pet drinks the water and you don't know. Often cats try to climb it. They pull the wiring and chew on lights. A lot of people now do a balled tree. It's still a live tree but safer, and when the season is over you can plant it in your yard."

Raymond said the biggest danger comes from the difficulty of evacuating quickly during a fire. "In public places, the trees tend to get bigger," he said. "A larger tree, in a church, or meeting hall, or banquet hall adds more fire load to the building." On Tuesday, Portsmouth fire officials said the only reason they went to South Church was the trees were reported to them. Fire officials are not out acting as tree police. *Source: www.seacoastonline.com*

Glad it wasn't us...

COPENHAGEN, Denmark - The Danish Christmas growers' association has been charged with rigging prices for the yuletide evergreens. The charge comes after warnings from Denmark's competition authority [to] the Christmas Tree Growers Association to stop giving members wholesale price guidelines, which the authority saw as being aimed at preventing growers from undercutting one another.

Penn State Short Course

Penn State's 2008 Christmas Tree Management Short Course will be held at the Ramada Inn and Conference Center in State College, Pennsylvania, on Wednesday February 13 and Thursday February 14. Sponsored by the College of Agricultural Sciences and the Department of Horticulture, the course attracts Christmas tree growers from over 12 states and Canada.

The course is designed to help growers adopt the latest pest control, production and business management practices.

Pennsylvania Department of Agriculture pesticide re-certification core and category credits will also be available to those attending the course.

This year's program represents a broad range of topics and highlights conifer pest and cultural management and farm business management. A sampling of this year's topics include: pesticide safety, nursery inspections, pricing trees, selecting planting stock, back-to-basics workshop, conifer grafting workshop, Wednesday evening pest management roundtable & diagnostic session, and Christmas tree scouting.

A registration fee of \$185 includes all educational sessions, instructional materials, breaks and lunches for Feb 13 and 14. Registration for one day of the conference is \$105. The registra-

tion deadline is Friday, Feb. 8, 2008.

If you would like to receive a registration form or need additional information, please call the Christmas Tree Management Short Course office at (814) 863-0918 or e-mail Rick Bates at rmb30@psu.edu.

A block of rooms have been reserved at The Ramada Inn and Conference Center at a special rate of \$59. Reserve a room at a by calling (814) 238-3001, and indicate you are attending the Christmas Tree Short Course.

Trading Post

FOR SALE: Mail order business. Complete package: Boxing equipment; electric winch; over 100 7-foot tree boxes; over 150 wreath boxes (22 to 24 inches o.d.); 1.5 rolls red wax tissue, rack and cutter bar; tree shaker with tree holder and multi-year (12 yrs.) customer mailing list. Elysian Hills Tree Farm. 209 Knapp Rd. Dummerston, VT 05301. elysianh@sover.net 802-257-0233. We will be at the winter meeting in Barre.

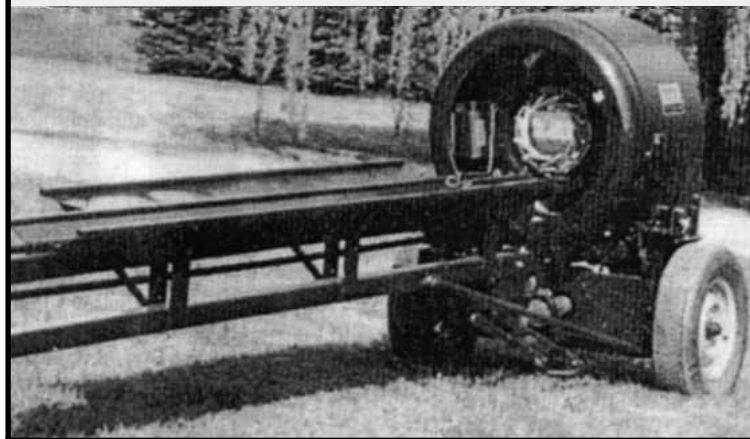
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Summer Meeting in Massachusetts

continued from page 1

12:00 p.m. - 1:00 p.m.

Lunch & Trade Show

1:05 p.m. - 2:15 p.m.

Dr. Richard Cowles,

Associate Agricultural Scientist, Connecticut Experiment Station – problems and controls of insects (Power Point presentation on new research)

2:15 p.m. - 3:15 p.m.

- A. Howard Boyden, OESCO, INC representative – Calibration, maintenance and trouble shooting of spray equipment

- B. Larry Eckhardt, Capital Area AG Consulting Service – Fertilizer and foliage testing trials

- C. Gloria Ellsworth, Workshop – Wreath decorating: It is not just Red anymore.

3:45 p.m. - 4:45 p.m.

- A. Larry Eckhardt – Fertilizer and foliage testing trials
- B. Howard Boyden – Calibration, maintenance, and trouble shooting of spray equipment

- C. Gloria Ellsworth – Accessory Sales: Making it simple, interesting, saleable

4:45 p.m. - 5:30 p.m.

Exhibitor demonstrations, field demonstrations, shearing demonstrations, personal consultations by the experts, show and tell including use of tools. Various locations.

6:30 p.m.

Banquet Dinner - Samuel's Deli and Catering (Tickets required)

Saturday, June 28 (Day 2)

7:30 a.m. - 9:30 a.m.

Pancake Breakfast

8:00 a.m. - 9:30 a.m.

Trade show

8:30 a.m. - 9:30 a.m.

NHVTCTA meeting

9:40 a.m. - 11:00 a.m.

- A. Duane Berkey, Berkey's Nursery, Spartansburg, Pa. – Genetics, nursery business, cultural practices of Christmas trees

- B. Gloria Ellsworth, Workshop - S.W.A.G.S. - Simple Ways At Gaining Sales

11:00 a.m. - 12:00 p.m.

- A. Dr. John Ahrens, Emeritus Plant Scientist, CT Experiment Station—Current herbicide practices

- B. Ken Warchol, Bees: the

life cycle of yellow jackets, hornets, wasps—nesting preference, procedures for control

- C. Gloria Ellsworth, "Shop Talk:" Round Table Open Forum to exchange ideas, successes and failures of accessory sales

12:00 p.m. - 1:30 p.m.

Lunch and Exhibitors - Last call

1:30 p.m. - 2:30 p.m.

- A. Laura McDermott, Berry Extension Support Specialist in Eastern N.Y.—Growing Berry Crops, a Christmas Tree Primer

- B. Dr. Cheryl Smith, UNH Extension Professor and Plant Health Specialist—Diseases in Christmas trees which include topics on needle casts, diplodia, root rots, needle rusts, etc. and how to scout, diagnosis, and manage each disease.

2:30 p.m. - 3:30 p.m.

Gregory Ward and Donna Saedi - Ward's Nursery and Garden Shop—a huge retail Christmas center.

3:30 p.m. - 4:00 p.m.

Wrap up, evaluations, 50/50 raffle, door prizes

Agenda subject to minor alterations.

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Shipping Information (if picking up at the Nursery in Barton VT, leave blank)

Ship To: _____

Street Address: _____

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Zip: _____

Select approximate shipping date (Note: Stock sold in the fall is custom lifted. Contact bill to set dates.)

- Late April
- Early May

Questions?? contact Bill Asack evenings 6-8 p.m. 1-802-754-6934

Season	Seedlings	Tree Age	Price per Seedling	Qty	Total
Fall 2007/Spring 2008	Balsam Fir: Mountain Strain Vermont Seed Source	3-0	\$0.30		
Fall 2007/Spring 2008	Balsam Fir: Mountain Strain Vermont Seed Source	2-2	\$0.65		
Fall 2007/Spring 2008	Balsam Fir: Cooks Strain Vermont Seed Source	2-0	\$0.20		
Fall 2007/Spring 2008	Balsam Fir: Cooks Strain Vermont Seed Source	3-0	\$0.30		
Fall 2007/Spring 2008	Balsam Fir: Cooks Strain Vermont Seed Source	2-2	\$0.65		
Fall 2007/Spring 2008	Fraser Fir: Vermont Seed Source	3-0	\$0.30		
Fall 2007/Spring 2008	Fraser Fir: Vermont Seed Source	2-2	\$0.65		
Fall 2007/Spring 2008	Fraser Fir: North Carolina Seed Source	2-0	\$0.20		
Fall 2007/Spring 2008	Balsam-Fraser Hybrid: Vermont Seed Source	2-0	\$0.20		
Fall 2007/Spring 2008	Balsam-Fraser Hybrid: Vermont Seed Source	3-0	\$0.30		
Fall 2007/Spring 2008	Balsam-Fraser Hybrid: Vermont Seed Source	2-2	\$0.65		
Fall 2007/Spring 2008	Canaan Fir: West Virginia Seed Source	2-0	\$0.25		
Fall 2007/Spring 2008	Meyer Spruce:	2-0	\$0.25		
Fall 2007/Spring 2008	Veitchii Fir:	2-0	\$0.25		
					Total Seedling Cost

Terms:

Payment: 25% Deposit, remaining balance due 3 weeks before ship date. Note: Deposits are nonrefundable.

Minimum order of 100 seedlings or transplants.

All Buyers purchasing seedlings and transplants for production of products for sale on a farm, nursery or green house are exempt from Vermont sales tax. (Requires completion of state of Vermont Agriculture Sales Tax exemption Certificate form S-3A)

Vermont Residents Add 8% sales tax

Add 20% of total seedling cost for shipping via UPS ground.

Total Cost (Sum of the 3 lines above)

Payment (amount to be charged or enclosed with form)

Balance Due (Amount owed before ship date if any).

Payment Information:

Check enclosed

Pay with Credit Card

VISA

MASTERCARD

Amount to charge: _____

Account Number: _____

Expiration Date: _____

Name of Card Holder: _____

Purchasers Signature: _____

Billing Information (Incomplete or incorrect information will delay shipment of orders)

Bill to Name: _____

Street Address: _____

City: _____

State: _____

Zip: _____

Trees for Troops

Nigel Manley submits the following report:

Trees for Troops went very well in New Hampshire and Vermont this year. Many people donated trees or money to the program which was a resounding success.

Over all we donated 420 trees from the two states which was our goal, so thank you all. The drop-off point, The Rocks Christmas Tree Farm, seemed to work well; please let me know if there are any improvements that can be made to help with the drop off location. Bob White organized all the efforts in Vermont and he should be highly commended for his work, which included personally picking up many trees.

This year the Bethlehem Elementary School (BES) wrote tags that were donated to the program at the national level. The students put a message on each

tag and that who donated the tree in question.

One donor has already been contacted and thanked for the tree they gave. The students enjoyed writing the notes and I think it adds a nice personal touch to the program. Again if you have input about this part of the program please let me know.

FedEx did a great job on the coordination nationwide picking up trees on time and getting them to their correct destinations. The loading at the Rocks was again done by Mountain Star Farms, thank you Ben and crew, the Rocks and the 5th Grade from BES. The 5th grade definitely add youthful vigor and noise to the loading event.

While the bulk of trees were shipped to bases and families of servicemembers here in the U.S., some trees were sent to Bahrain, and from there distributed to



Students from Bethlehem (N.H.) Elementary made tags and helped load trees.

troops serving in the Middle East. Nationally, the NCTA program, with the assistance of FedEx, sent nearly 17,000 Christmas trees.



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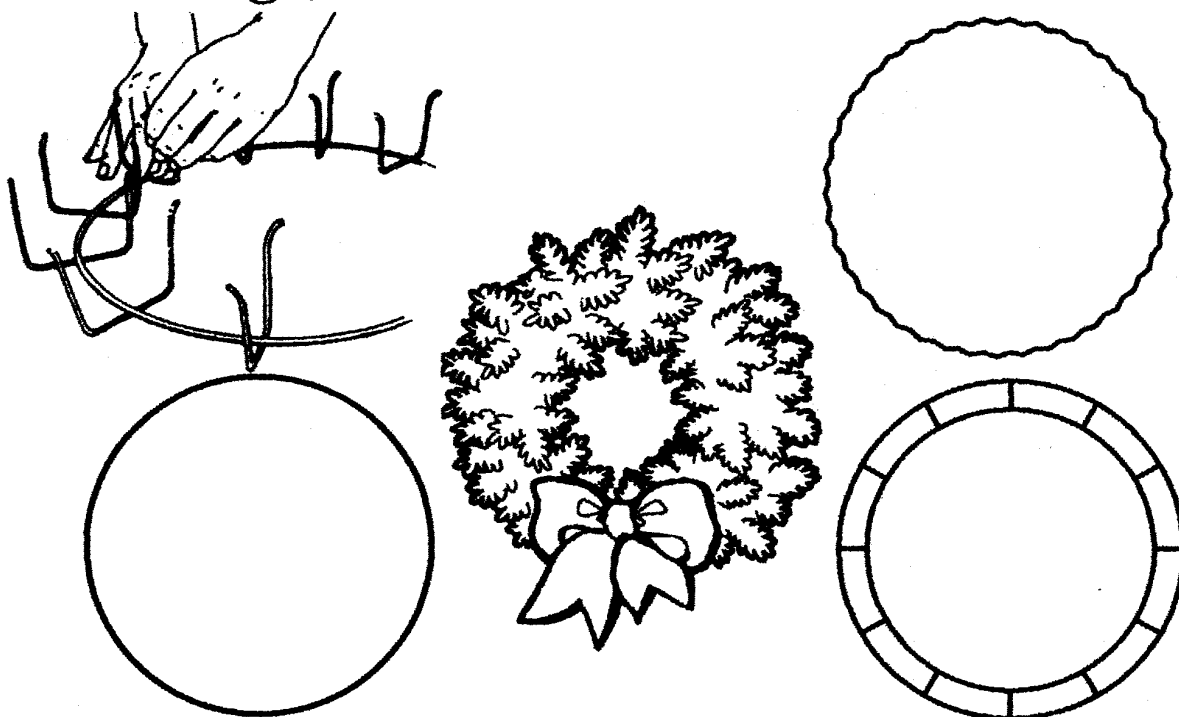
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Editor's Desk

A number of newsworthy items have crossed my desk since the last issue of *Tree Line*.

2008 Scholarship

Bill Schmidt was in touch to remind everyone that the NHVTCTA is offering a 2008 scholarship. Application forms for an Association \$1,000 scholarship are now available from the Scholarship Committee to qualified students in New Hampshire and Vermont.

The scholarship is to be used to help a student in his or her education at an accredited two or four year college or university. An applicant's major area of study must be in agribusiness or natural resources subject matter related in some way to the promotion of a healthy and quality Christmas tree and products industry. Preference will be given to an applicant who is a member of the Association, relat-

ed to an Association member, or an employee of an Association member. An applicant's work history with Christmas trees and/or related products will also be strongly considered. A scholarship award will be made only to an applicant who meets these standards.

For an application contact Bill Schmidt, Chair, Scholarship Committee, Elysian Hills Tree Farm, 209 Knapp Rd., Dummerston, VT 05301, 802-257-0233, elysian2@sover.net.

Phil Grime Passes Away

NHVTCTA was saddened to hear of the passing on Dec. 12 of former executive director Phil Grime, who served the Association for many years in that capacity and as UVM extension agent.



He leaves his wife Elsie of 55 years and four children and their families. Phil's obituary in the *Calendonian Record* (St. Johnsbury, Vt.) noted:

"Upon retirement his accomplishments were widely recognized. Extension was his ministry; he would do anything that would help the farmer have a better life. He loved working his Christmas trees with Elsie and was a friend to all who knew him." Memorial contributions could be directed to either The American Heart Association, PO Box 485, Williston VT 05495, or to the American Lung Association., 372 Hurricane Lane, Ste. 101, Williston VT 05495.

Phyliss Conley Dies

Some more sad news: Longtime member Bill Conley's wife, Phyliss, died in late December in New Hampshire. We have no further details.



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