

# Tree Line



New Hampshire-Vermont Christmas Tree Association

September 2009

## *Special point of interest:*

### ♦ **Canaan Fir Group Buy:**

The NHVTCTA is once again offering a group buying opportunity for Canaan fir. Those interested should contact Jim Horst at (802) 447-1900 or talk with him at the fall meeting for more information. Orders must be placed by Oct. 1.

### ♦ **Farms for Sale?:**

On occasion, the NHVTCTA receives calls inquiring about possible tree farms for sale. If anyone has or knows of any, please let Jim Horst know, (802) 447-1900.

## Fall Meeting Preview: Sibgo Tree Farm

The fall meeting of the NHVTCTA will take place on Saturday, Sept. 26, at Sibgo Tree Farm in Colebrook, N.H. Host Mike Godzyk has helped put together an agenda that includes both the technical (weed control, wreath making, etc.) and the technological (Web site marketing).

The New Hampshire Christmas Tree Promotion Board recently profiled Sibgo Tree Farm on its Web site ([www.nhchristmas-trees.com](http://www.nhchristmas-trees.com)) and was kind enough to let us reprint part of that interview with Mike below to help introduce the farm prior to our meeting:

Michael Godzyk took over operation of the Sibgo Tree Company ([www.sibgotree.com](http://www.sibgotree.com)) in

Colebrook from his father in 2001. His dad started the farm with another tree farmer back in 1969. Mike manages a total area of about 200 acres and sells about 10,000 trees each year.

He's been working on the farm and learning the trade since he was a kid, and has college degrees in both landscape nursery management and landscape horticulture. His 4-year-old son is already learning how to plant Christmas trees on the farm.

Here's what Mike had to say about his farm:

### **How big is the farm?**

My whole farm together is about a 200-acre farm. I have

*continued on page 10*

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## We Need Your Help: Trees for Troops 2009

The NHVTCTA will again participate in the national Trees for Troops program, sponsored and organized by the National Christmas Sprirt Foundation.

The effort is especially important this year, as the Vermont National Guard will be deploying a record number of troops into harm's way beginning in December.

The Guard's "Family Readiness Group" has asked growers to donate trees (in the form gift certificates to be used at farms) if possible, as we have successfully done for a couple years now. We plan to do this as part of the national effort this year, with some trees going to The Rocks to be picked up as part of the nation-

al program, while others may be cut on your farms by local military families or picked up at your retail location.

There is a lot of coordination to be done to pull this together but **the first thing we need is for growers to please step forward to donate trees or cash**

**for this important program.**

**Please don't wait for a phone call, let Bob White in Vermont (802-899-4924) or Nigel Manley in New Hampshire (603-444-6228) know if you are interested in donating, or would like to get others involved in your community in donating.**

In the last couple years, more

*continued on page 10*



## President's Message: Fond Farewell

First I want to say farewell to friend and neighbor Christmas tree farmer Dave Howe of Howe Knoll Farm in Tunbridge, who passed away on Friday, September 4. Like many of us, Dave became a Christmas tree farmer in retirement and was proud of his choose and cut farm.

As I was shearing one of my last fields today, I thought about what I should write in my final President's Message.

I thought that you folks are probably tired of hearing me say that everyone should join, or at least support, the National Christmas Tree Association, or that every grower should support their local fair's tree and wreath competitions, or more people should volunteer to run as directors for our association, so I won't mention those.

I thought about the fact that I'm lucky I'm not a real president—no one in their right mind would want that job. At least in our association we can

agree to disagree and move on, or can compromise on virtually any issue and come to a consensus.

I thought about the fact that, at least for our trees, it's been a tough year with snow damage, lots of deer damage, then two hard freezes after balsam bud break followed by super wet conditions. Then I remembered that at least one of our neighbor farms had devastation from a hail and wind storm, and another has had problems importing workers, and another has passed away.

I was thinking that shearing is starting to get a little tiring. Then I realized, once again, that shearing is my job and that it's really a good job! As was my time as your president. And for that I thank all of you...I've done my best.

*Rich Rockwood,  
President*

## Trading Post

**FOR SALE:** Model JEA-37 Tanaka Earth Auger with 8" and 4" augers. Very good condition. \$295 firm. Call Dave at (603) 352-7892.

**FOR SALE:** 3 h.p., 55-gallon Mighty Mack sprayer. Could use some TLC, but priced right: FREE. Call Dave at (603) 352-7892.

**HELP WANTED:** If you would like to help promote Vermont Christmas Trees at Big E from September 29th through October 1st, please contact Rich Rockwood (redrock.farm@hughes.net or 802-685-4343). Travel, lodging and meals will be reimbursed.

**FOR SALE:** Balsam brush for sale: Nancy Buckley, Greensboro, Vt., phone (802) 533-7114.



## New Hampshire-Vermont Christmas Tree Association



### 2009 Officers

President	Rich Rockwood	(802) 685-4343
Vice President	Jay Weir	(603) 237-8617
Recording Secretary	Carolyn Page	(603) 664-2934
Executive Secretary/Treas.	Jim Horst	(802) 447-1900
Past President	Mike Ahern	(603) 536-2334

### 2009 Directors

		(Term Ends)
Dan Beloin	(603) 237-8633	(2009)
Mike Godzyk	(603) 237-5702	(2010)
Ben Hoyt	(603) 838-6403	(2010)
Phil Kivlin	(802) 897-8031	(2011)
Tom Lang	(802) 223-7028	(2009)
Nigel Manley	(603) 444-6228	(2011)
Bill Nichols	(603) 353-4832	(2011)
Gordon Page	(603) 664-2934	(2009)
Rich Rockwood	(802) 685-4343	(2009)
Mary Lou Schmidt	(802) 257-0233	(2010)
Bob White	(802) 899-4924	(2011)
Patrick White	(802) 223-3880	(2010)

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### 2010 Tree Line Publication Schedule


Issue	Ad/Submission Deadline
January	December 22
June	May 21
September	August 20



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## Industry News: Checkoff Update

The latest available update on the industry Web site created to chart progress on the Checkoff issue reveals that:

A team of 10 people from the Christmas tree industry met with five USDA officials in August to discuss a potential Checkoff program. The group asked that USDA consider a program that would include:

- An assessment rate of 15 cents per harvested tree.
- An exemption for anyone that sells less than 500 trees per year.
- An assessment on all imported trees (no exemptions).
- A delayed referendum, to take place within 3 years of the start of the program so the industry can see what the program is like before deciding whether to continue or not.
- That each company subject to the assessment would have one vote in each referendum.

- The 1996 Act, which is the legal authority for checkoff provides that:

- The checkoff be governed by an independent board with representation proportionate to production.
- 10% of the income would be set aside for a temporary refund program, which would be available to those requesting refunds prior to a referendum passing. This amount would be prorated if refund requests exceed the 10% set aside.
- If the initial referendum passes, a subsequent referendum would be held every 5 years.
- USDA will consider the request and get back to the group.

The group's Task Force Summary and draft marketing order are available on the Web site, which also provides updates as the developments occur on this issue.

## VT Promotion Board

A group of growers has been actively working at reestablishing the Vermont Promotion Board. After some difficulties in getting started the group is ready to get to work. The objective is to promote the spirit of Christmas and the use of Christmas trees during the holiday season. Two goals will be to improve the many Web sites that support Christmas tree farms and to get the media interested in this industry.

There will be a long-term focus on getting more families interested in having a tree be part of holiday tradition. The VT Promotion Board is an industry-wide group made up of some NHVTCTA members and some non-members—it is just a group interested in working together, like the NH Promotion Board does, to promote Christmas trees.

If anyone is interested in working on the Board, contact Bob White at (802) 899-4924.

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# Research Report: Maintaining freshness at sales time

*Editor's Note: With the sales season right around the corner, it might be helpful to review—and share with any staff who will be manning retail locations—the following advice (and photos) from Jeffrey H. Owen, Area Extension Forestry Specialist, Production, with North Carolina Cooperative Extension Service.*

Both common sense and research point toward the basic principles of caring for perishable products such as Christmas trees. Almost any practice that keeps trees cooler, better hydrated, and

in the dark will minimize moisture loss. Practicality dictates a trade-off between ease of handling and those practices that maintain moisture inside cut trees. An ideal care package for Christmas trees would involve complete shade from the sun and protection from wind, irrigation or tree stands with water, and mulch under the trees where tree stands with water bowls are not in use. At the very least, the sod or mulch under trees should be watered regularly. Ideal care would also include multiple deliveries of trees over the retail sea-



**Making a fresh cut allows uptake of water into the tree.**

son to minimize the duration of storage and display. Perhaps most importantly, the initial delivery of trees to the retail lot would be delayed as long as possible in November to insure product freshness all the way to Christmas.

## Alternatives for Blocking Sun & Wind

Use a combination of existing site features and added practices to block exposure to sun and wind. Depending on your climate, even partial exposure could result in a loss of tree quality. Even a strip of sunlight in a southern location can result in a strip of sunscald across trees displayed without water. Use location, building features, or natural shade effectively. Avoid highly exposed, windy sites. Use the north side of a building and any overhangs. Don't "make do" if existing shade is inadequate. Canopies, tents, awnings, and shade cloth can all make a difference in light, temperature, and humidity levels. Adding sides to a tent will block early and late sunlight and trap humidity in the tent that would otherwise be blown away by any breeze. The shade from trees may need to be augmented where there are gaps or sun comes in from the sides. Leaving tarps or shade fabrics directly on piles of Christmas trees may be better than nothing but can trap heat and result in sunscald. If your shade is working, you should be able to feel a



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noticeable drop in temperature and an increase in humidity.

**Ground Covers**

The ground cover under your trees will make a big difference in how easy it is to manage temperature and humidity around your trees. If you can retain moisture under your trees, you can reduce temperature and increase humidity. Many surfaces work against keeping trees fresh. Asphalt or concrete pavements hold the heat while soil and grass stay cooler. Pavement also sheds water. By adding a layer of mulch on top of the pavement, you can keep some of the water on site and increase humidity around the trees. Some retailers have created shallow frames under their tree stalls with 2" by 4" berms and plastic to hold in mulch and water without disrupting the paths where people walk.

**Building a Water Reservoir for Storage or Display**

Retailers have constructed water reservoirs or pools for either stored baled trees or trees displayed loose in bays. Simple wooden frames have been constructed from 2x4's or landscape timbers. The reservoir frame is usually tied into the wall structure. The cavity is lined with one or two layers of plastic sheets. The plastic can be protected with mulch or scraps of old carpet. The pool is then flooded. If large reservoirs are created in storage areas, employees may want to wear rubber boots (yet another way to advertise the freshness of your product).

**Freezing Conditions**

While vital for tree fresh-

ness, extra water may be inappropriate in certain situations. Standing water or even tree stands with water are a problem where an extended hard freeze is expected. Northern retailers may need to eliminate irrigation alto-



Above: These trees are kept fresh in a water reservoir under a shade cloth cover. At right: Use of a tree shaker doesn't aid with freshness, but does provide a better consumer experience.

gether or only water under warm conditions. Also, holding too much water can be a problem on poorly drained soils that become muddy after rain. There are locations where reduced water applications using either tree stands with water bowls or 2" by 4" bermed pools would make much more sense than general watering.

**Importance of Making a Fresh Cut**

Christmas tree stumps become resin-coated and dirty as they are handled. This can block the uptake of water into the tree. Also, air bubbles can form in the wood at the face of the cut to further impede water entry. Left this way, even a fresh tree placed in water will dry out.

To remove this barrier, make a fresh cut of about a 1/2 inch disk off the base of the tree trunk. A clean cut opens the ends

of all the pores in the wood. If a tree is stored dry after the fresh cut is made, good water uptake can be expected for the first day or two when the tree is finally put in water. Water uptake will decline beyond that point. If a tree has been dry for more than 3 days, another fresh cut should be made. Ideally, as soon as the cut is made, the tree should be stored or displayed in water.

**Use a Tree Shaker**

The recommendations made thus far will increase or preserve the water content of cut Christmas trees. Using a tree shaker will not keep a tree fresh. However, a shaken tree is a cleaner tree that will provide a better consumer experience. Tree



shaking will remove dust from the field, old needles, and any bugs that might be making a home in the tree. Many of the needles that shake out of a fresh Fraser fir will be old needles that dropped in the fall and lodged in branch joints. If a tree has a good hold on its needles, there is

nothing like a tree shaker to prove it.

**The Total Tree Care Package**

Adding any new care practice will reduce your risk of being saddled with dry trees. However, keeping trees fresh really depends on consistent care. One day of exposure without water, one afternoon in a pile of trees on blacktop, repeated afternoons on the western side of a tent without sides — any of these situations will drain freshness from a tree. Make sure you close all the gaps in tree care so you can sell the trees as fresh as they came from the farm.

## Member Perspective: Thoughts on attending the National Convention

*Editor's Note: President Rich Rockwood represented the NHVTCTA at the National Christmas Tree Association's annual Convention and Trade Show this past August in Chattanooga, Tenn. He submits these thoughts and observations about the valuable experience of attending that national gathering:*

Where else could one sit between a man who farms in excess of a million trees and a choose and cut farm that specializes in Concolor firs? The gentleman from Oregon, Jim Heater, of Silver Mountain Christmas Trees, and his family employ 16 full time persons, a shearing crew of 50+, hire "hundreds" more and operate "24 hours a day" during the cutting season. Do you think he has any interest in making sure real trees are marketed? How many semi trailers does it take to deliv-

er 150,000 trees?

Bob Housedorf of Black Oak Farm in Asbury (upper) New Jersey said that choose and cut farms there get \$45 per tree and he "always sells out." But many tree farms in that area, between New York City and Allentown, Pa., are selling their land to developers, so there are fewer and fewer Christmas tree farms near NYC. Bob added, "People come from hundreds of miles away to get my Concolor firs...they are by far my most popular tree." He also grows Douglas fir, pines and spruces on 9 acres. I didn't ask, but I think he was once a very successful lawyer.

I also learned my trip that air travel these days sucks! On my way to the convention, I sat waiting in Burlington for several hours for a flight to NYC so I could catch a connecting flight to Nashville. Thunderstorms over NYC were

causing air travel in the east to be backed up and cancelled. Eventually I was told that my flight from NYC to Nashville was cancelled and given a ticket for the next morning. So I missed most of the first full day of the convention. I don't remember that air travel got so snarled up years ago, and because of rain? Are we getting safety conscious to the point of ridiculousness?

Weeds throughout the U.S. are killed with what most of us still call Roundup. A couple farmers I spoke with from the south use as little as 1/2-ounce per gallon effectively. I think many of us mix our solutions too strong.

A young farmer from north-east Tennessee I spoke with uses white clover as ground cover for his Fraser fir farm and doesn't use herbicides.

One little reminder: when you go to a major convention, don't for-



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Falsam TM	Fraser X Weir Blue	2-2	8"-10"	\$ 1.40	\$ 0.85	\$ 0.75
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	Rogers Mt.	3-2	10"-18"	\$ 1.40	\$ 0.95	\$ 0.90
	Rogers Mt.	2-2	7"-10"	\$ 1.40	\$ 0.60	\$ 0.50
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	Weir Blue	2-2	7"-10"	\$ 1.40	\$ 0.60	\$ 0.50
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Veitch X Balsam	Hybrid	P+2	10"-18"	\$ 3.00	\$ 3.00	\$ 3.00
<b>Seed</b>						
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The trees in the competition were far superior to anything that I've ever grown on my farm or seen at any tree competition in the Northeast....all 20 or so were extremely impressive. Since I grow firs, I was especially impressed by the 7 or 8 Frasers and balsams in the competition...they were all literally perfect. Wish I'd had my camera!

It's too bad that some of the West Coast's major growers didn't bring in some of their Noble and grand firs.

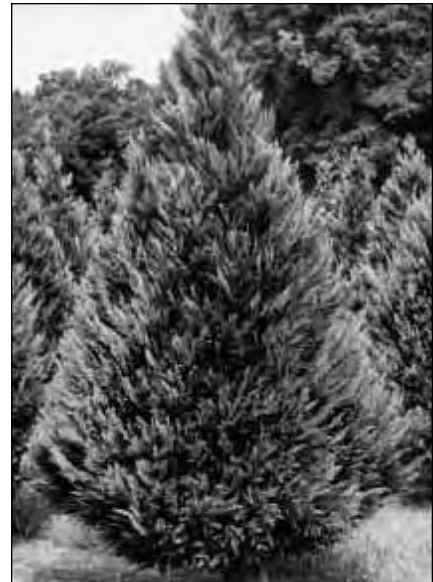
My feeling is that the National Check-off for Christmas Trees is going to happen. We, as growers, will have the ability to "speak out" one way or the other during the winter of 2010.

In talking to some of the major growers, it appears that wholesale prices for Noble fir are on their way down. What does that mean for us? Are those wholesale prices low enough for possible transport east?

**Farm Tour at NCTA Convention**

On the last day of my trip to the National Christmas Tree convention, I was fortunate to be able to see how Christmas trees are grown in northern Alabama thanks to a tour of Thornhill Farm.

The farm is in the very small town of Rosalie, Alabama is the Thornhill Farm, owned and operated by a great southern gentleman and his wonderful wife, Webb and Joan Thornhill. Webb is remarkable in that he has survived brain cancer of the same type that recently took the life of Senator Ted Kennedy and still has great energy to take care of their immaculate farm. (Here is where I again kick myself for forgetting my digital camera) He is quiet and "laid back," but will tell you everything you want to know once you ask. Joan is an outgoing, fun loving, highly organized, fantastic lady who (I think) keeps Webb focused. They are in their early 70's.



Rich forgot his camera, but found this photo of a Leyland Cypress on the NCTA Web site.

The Thornhill Farm propagates Leyland Cypress in large quantities and sells choose and cut trees during the Christmas

*continued on page 12*

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## Trees for Troops

*continued from page 1*

than 400 trees annually have been donated from growers in the two states. The goal for 2009 is 420 trees—a large number from two small states.

Last year there was a very successful media presence in both states. In Vermont, the Agency of Agriculture did a tremendous job at getting the media involved. Gary Foote and Larry Krieger were both featured in stories, as was the VT Dept. of Forest and Parks, which helped transport the trees over to The Rocks, the central pickup point for FedEx, which donates its national delivery services for the program.

On top of this effort, the Vermont National Guard's Family Readiness Group organized for a group of "Gold Star" families (families who lost someone in the war) to come to Whites Tree Farm in Essex, Vt., and cut trees for each family. This was a very special time for all and one that really meant something for the families. While one fallen soldier's grandmother was cutting a tree, another woman was doing an interview beside her on Fox 44 when her cell phone rang: it was her husband calling from Afghanistan. The emotional interview went on national news wires.

"We in the Christmas tree world get a lot of great press and public appreciation for doing this program," says Bob White. "I have had many returning troops stop at my farm and say thank you to the Christmas tree growers for thinking of them and their families. Regardless of what you think about our country's military involvement around the world we would like to ask that you support the people in uniform and their families who are paying the price in this struggle."

Please see Bob White or Nigel Manley at the fall meeting in Colebrook, or call them at the numbers listed earlier, to pledge your support for the 2009 Trees for Troops program.

## Fall Meeting Preview: Sibgo Tree

*continued from page 1*

about 60-70 acres of workable trees, and another 75-80 acres planted on leased property. The rest of the land is a little wetlands area and forested areas.

### What types of Christmas trees do you grow?

I grow mainly Fraser fir, probably 80 percent. Probably 5 percent is a Fraser-balsam cross, and the remainder is balsam fir. I grow my stuff right from seed. I've selected seed from certain seed trees – a bluer tree. It'll flush a little bit later – that means it will be more disease resistant. We're playing around with some other stuff, too, called exotics. One that I'm really interested in is a Korean-balsam cross. I have a bunch of Korean firs that are about eight years old, and I'm just going to use those as a seed orchard.

### How many people are on your staff?

My wife, Lisa, helps be quite a bit with the bookwork and whatnot. During harvest season, I'll get about 20 guys in here at a

time. Harvest season only runs about November through December. My other big time is during shearing season, when we prune the trees, and that starts in July and goes through Labor Day. I basically use high school kids for that, and I get about 10-12 guys. During the spring planting season I'll have about five guys, and we'll put in about 20,000 trees per year.

### How many Christmas trees do you sell each year?

About 90 percent is wholesale. The other 10 percent is retail. I don't do choose and cut, because I have two retail lots, in Manchester and Raymond. I usually sell anywhere from 10,000 to 15,000. I buy in a couple thousand trees, too.

### What are some of the challenges you face as a tree farmer?

I've had a major moose problem on one of my lots. I've probably lost about \$50,000 worth of product. You just expect a little bit of a loss here and there. But last year it was a major problem.

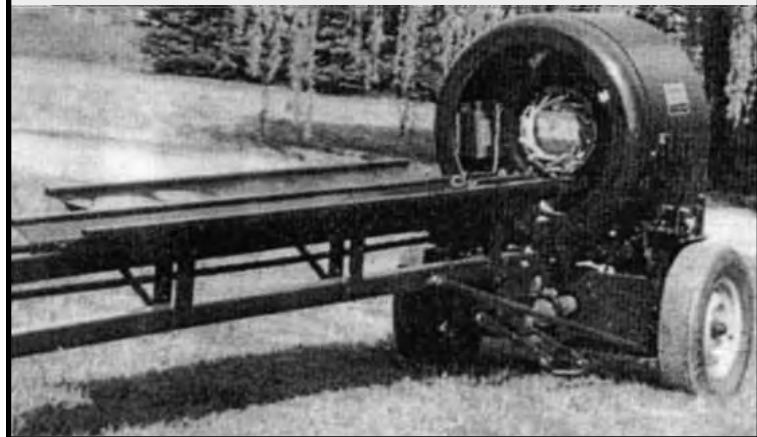
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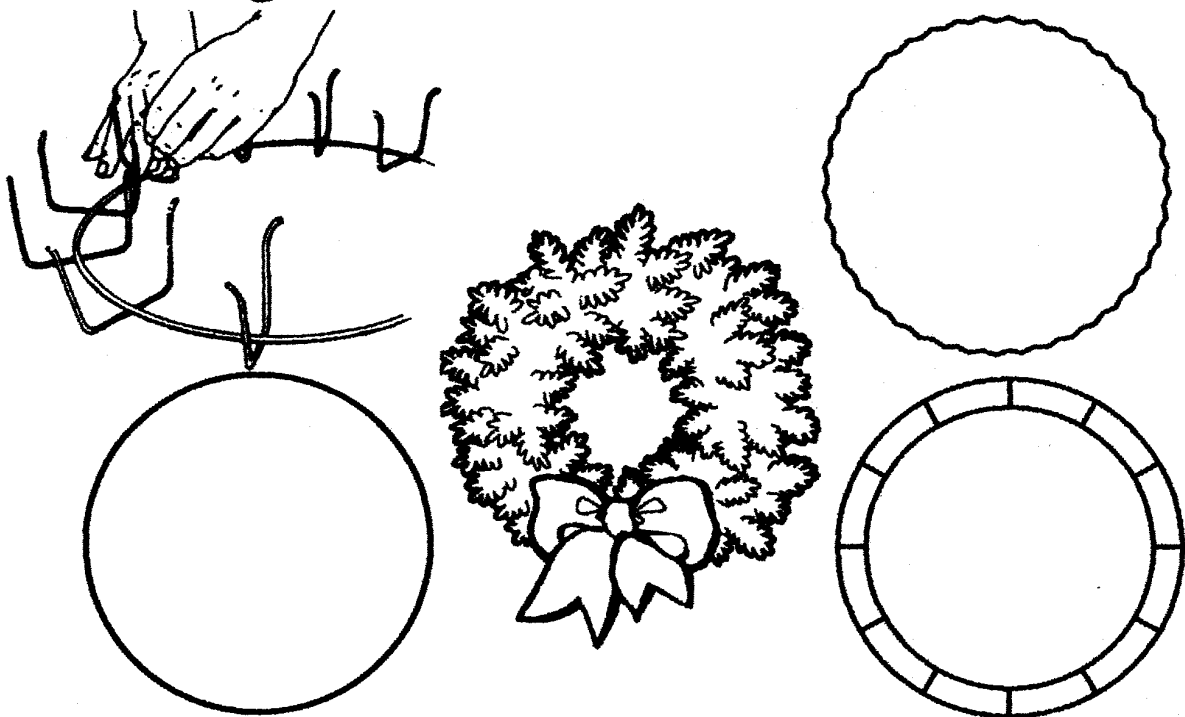
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## Member Perspective: Thoughts on attending the National Convention

*continued from page 9*

season. They grow Leyland Cypress of various cultivars, Norway Spruce, Virginia Pine, and White Pine for choose and cut and bring in Fraser fir for pre-cut sales.

In February Webb goes out early in the morning and takes 6- to 8-inch cuttings from six year old (these trees were nine to ten feet tall) Leland Cyprresses. He was careful to show the tour how to take cuttings that would grow round instead of flat, then showed how he took the cuttings and planted them in growing trays for placement in their greenhouses. He uses a #2 Growers mix and a #2 hormonal to start growth. In the greenhouse the cuttings are misted on a carefully timed schedule of two seconds every five minutes during the heat of the day.

In June the cuttings have grown large enough—they are now about 12 inches tall—to be transferred to gallon pots and taken outside. Behind his greenhouses in very neat rows, several thousand pots are lined up on black weed barrier. Some have a drip irrigation attached and others are watered by sprinklers. Once the trees are outside, Webb uses slow release Osmocote 18-6-12 for fertilization.

By October the Leylands are about 18 inches tall and ready for field planting, which is when the Thornhills permanently plant their trees.

Webb and Joan are more fortunate than many Alabama farmers in that their soil is not so hard and compacted that they have to subsoil their fields before planting. Webb uses a 6-inch wide auger bit and augers a hole about 18 inches deep, then dumps about a pound of lime in and around each hole. Their soils are extremely acid and require liming at least at the beginning of each crop cycle. Soil organic content is also very low and there were various methods of mulching to try and

increase organic matter: leaves, manure, bark, grass clippings.

Webb takes the Leylands from the gallon liner and gently and slightly breaks up the root ball and places the ball in the augered hole quite deep. He pushed more soil and lime into the hole, then planted the root ball down about a foot. This helps keep the tree in the ground during windy conditions.

In four to five years, after shearing two or three times each year (Webb uses a Sage hedge type shearer) the Cyprresses will be ready for choose and cut. They also have to be sprayed with fungicides on a regular basis.

Most Christmas tree farmers in Alabama, especially those in the southern areas nearer the Gulf coast, have to stake their trees. They drive either bamboo or survey stakes treated with copper green, or fiberglass stakes deep into the ground about three inches from each transplant and most use heavy duty tapeners and tape to tie the trees to the stake. That has to be done in a special way to keep "wind whipping" from scaring the bark. Several farmers told stories of how their trees had blown over during hurricanes and that they had to "stand up and restake" their entire fields of trees.

The Thornhills use 7x7-foot spacing in their fields, which were very flat by our standards. They fertilize with slow release Osmocote and use Roundup for weed control. He also replants in the same rows between existing stumps. There was no mention of any root diseases, nor animal pests. There was no irrigation system for trees planted in fields, so rainfall is usually adequate for field planted stock. Webb basal prunes the trees right after he puts them in the ground.

Those trees that aren't sold or planted from one gallon liners are put in larger pots for further growth. Webb and Joan also sell containerized trees of various sizes up to 6 or 7 feet. They use

pot-in-pot for larger sized trees with drip irrigation.

Webb is one of those individuals who builds everything himself to suit his needs. His elaborate irrigation system is based on two 30,000-gallon tanks that he bought, made a catch system and placed under the eaves of his slightly sloped garage roof which probably had 3,000 square feet to catch rain. These tanks, along with a 2,000-square-foot pond that was down a slight grade 50 feet or so away from the tanks, and an ingeniously designed board of valves and pumps, Webb can water anything at anytime. He's working on a timing system for everything!

Webb also built an engine and two car wooden train from old tractor and trailer frames and scrap wood which is painted brightly in Santa Claus theme. He gives "train" rides through his fields during the Christmas season and to tour groups.

I did ask about flocking (painting trees), which they do. I questioned why people flock their trees. The answer was "because their neighbors do."

Sadly, like many elderly growers, Webb and Joan are getting ready to start their last crop of cuttings and will be selling their farm. Neither of their children, one of whom is an assistant football coach at Auburn, want to take over the operation.

As we left the Thornhill Farm and bussed back to Chattanooga, my mind compared farming in Alabama with farming in Vermont. A crop in four to five years, compared with eight to ten? Shearing two or three times a year compared to once? Subsoiling and liming every rotation and staking trees, compared to picking cones? Fungicides versus pesticides? Heat versus cold?

I decided that each area has its unique advantages and difficulties in growing Christmas trees and that, personally, I prefer cooler and less humid weather.

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[www.billasack.com](http://www.billasack.com)

### Contact Information:

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

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

Ship To: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Select approximate Shipping date (Shipping dates may vary due to weather)

Late April

Early May

Questions?? contact Bill Asack evenings 6-8 pm, 1-802-754-6934

Season	Seedlings	Tree Age	Price per Seedling	Qty	Total
Spring 2010	Balsam Fir: Mountain Strain Vermont Seed Source	3-2	\$0.80		
Spring 2010	Balsam Fir: Cooks Strain Vermont Seed Source	2-2	\$0.70		
Spring 2010	Cannaan Fir: West Virginia Seed Source	2-2	\$0.80		
Spring 2010	Balsam-Fraser Hybrids: Vermont Seed Source	2-2	\$0.70		
Spring 2010	Fraser Fir: North Carolina Seed Source	2-2	\$0.70		
Total Seedling Cost					

### Terms:

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

2) Orders under \$100 dollars must pay in full.

3) Minimum order of 100 transplants.

4) 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)

4) Guarantee: We guarantee our stock to be healthy, fresh dug, true to name and shipped in a timely manner. However due to the great many variables that effect survival rates, that are out of our control, we do not guarantee survival rates and do not make any allowances for replacement of stock.

5) Due to the volatility of UPS Shipping rates we can no longer offer a flat fee for shipping. Add thirty percent for estimated shipping. In the event that the UPS charges at the time of shipping exceed the estimate you will be billed and are responsible for paying the extra shipping charges. In the event that the estimate exceeds our actual UPS cost we will refund the difference to you within a month after our spring shipping season ends.

5) Add \$3 per 100 trees for packing material and shipping cartons (For trees that are to be shipped via UPS only). Orders picked at farm have no additional packaging costs.

Vermont Residents Add 6% sales tax	
Add 30% of total seedling cost for Estimated Shipping via UPS ground. (See Term 5)	
Add \$3 per Hundred Trees for Packing materials and shipping cartons. (UPS Only)	
Total Cost (Sum of the 4 lines above)	
Deposit of 25% of total cost. Orders less than \$100 dollars must pay in full. (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: \_\_\_\_\_

## Editor's Desk: Brief Updates

### David Howe

Rich Rockwood sends the sad news that David Howe of Howe Knoll Farm, Tunbridge, Vt., passed away on September 4. He was an association member for a number of years. Dave started growing Christmas trees when he retired from Executive Directorship of the Northeast Rural Water Association and was proud of his choose and cut farm. We was also very active in and for the Tunbridge World's Fair.

### North Haverhill Fair

Mike Dannehy writes in with this report on the tree competition at the North Haverhill Fair in New Hampshire:

"Trees were delivered on July 21 and judged on the 22nd. Because of the wet weather and early date, many growers were still busy shearing. Nine trees were entered, down from 13 in 2008. Six of the entries were grown by NHVTCA members. Two blue ribbons, six red, one

white and best of show honors were given. Best of show went to Hidden Meadows Farm in Bath, N.H. Walt Rockwood judged the trees. As usual, the trees were well-received. Crowds were good in spite of rainy periods. Many thanks to growers who submitted trees at this busy time of the year."

### Thanks to the Pages

Gordon Page will not be running for reelection to Board, and Carolyn Page is stepping down as Recording Secretary. The NHVTCTA thanks them both for their many years of service in these posts, as well as their hard work with the Association's marketing gazebo and the New Hampshire Farm & Forest Exposition.

### Farm of Distinction

Congratulations to David and Marcia Parody, whose Monadnock View Farm in Keene, N.H., was honored earlier this

year with that state's prestigious "Farm of Distinction" designation. That program recognizes a select number of farms each year that "go the extra mile to keep their busy farmsteads neat and attractive, thereby portraying a positive image for New Hampshire agriculture." All winners receive a "NH Farm of Distinction" sign to display.

The award described how, "Over a near 30 year span, the Parodys have been clearing land and planting Christmas trees. The Mt. Monadnock view emerged as the land clearing progressed. With approximately 10,000 trees in the ground at varying stages of growth, the farm sells over 1,000 trees per season. Guests enjoy a Christmas themed path to the trees, with seasonal figurines and village replicas. The spectacular view is a backdrop to all."



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