

# 2024 Christmas Tree Buy-Sell Directory

CHRISTMAS TREE GROWERS • WHOLESALERS • RETAILERS • NURSERIES

## 2024 Buyer's Guide

*At right: John Burton, Christmas Hills Tree Farm, 2023 Grand Champion Noble fir*

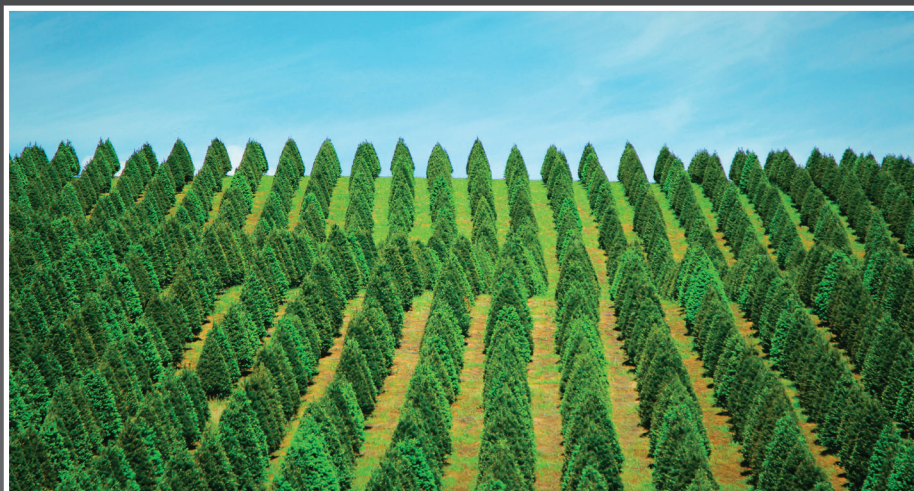
PUBLISHED BY THE  
PACIFIC NORTHWEST CHRISTMAS TREE ASSOCIATION





# MCKENZIE FARMS

*Growers of Signature Christmas Trees*



Established in 1990 by Founders Ken & Mary Lou Cook, McKenzie Farms grows quality trees and ships nationwide. We treat our customers, from largest to smallest, with one purpose in mind: "To supply the freshest, highest quality tree at the best price possible."

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**DOUGLAS FIR**

**NORDMANN FIR**

**GRAND FIR**

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# TRAILER ICING

## Case Farms Ice Plant

### Why Ice?

- Keeps trees cold & fresh
- Reefer trailers dry out trees and the needles fall off
- Dry vans need more ice than reefers, some trailers temperatures reach over 100° F

### How Much Ice?

- Most growers use 2,000lbs. per load
- Some dry vans and container shippers have used 3,000lbs. per load

### Who Ices?

- Almost all larger growers ice, they want the freshest trees
- One large grower said 'he has never had a rejection on iced loads but several rejections on un-iced loads'
- Chain store receivers like loads that have visible ice on top of the load

#### Note:

*We ice the whole load from front to rear; not just the rear of the trailer. Receivers want the whole load iced. We heard complaints from some of the chain stores in southern CA that their loads were not iced or were improperly iced.*

## TWO ICING LOCATIONS

**AURORA** ▲ Exit 278 off I-5, behind T.A. Truck Stop ▲ **OPEN** 8:00 am – 6:00 pm  
22056 Bents Road, Aurora, Ore. 97002

**ALBANY** ▲ Exit 239 off I-5, Dever-Conner Road ▲ **OPEN** 7:00 am – 9:00 pm\*  
33010 Dever-Conner Rd NE, Albany, Ore. 97321

*\* In order to accommodate log book mandates*

**BILL CASE** • 541-979-1888

**LINCOLN CASE** • 541-979-6236

\* If you need to ice later, please call before closing and we will stay open to accommodate you.

Last year many growers changed from 2,000 pounds per load to 3,000.



**Exciting News!**  
Introducing the Brand-New  
PNWCTA Website!

Explore our revamped online home at [www.pnwcta.org](http://www.pnwcta.org)

Check out our fresh, user-friendly interface designed just for you!

**Renew Membership**  
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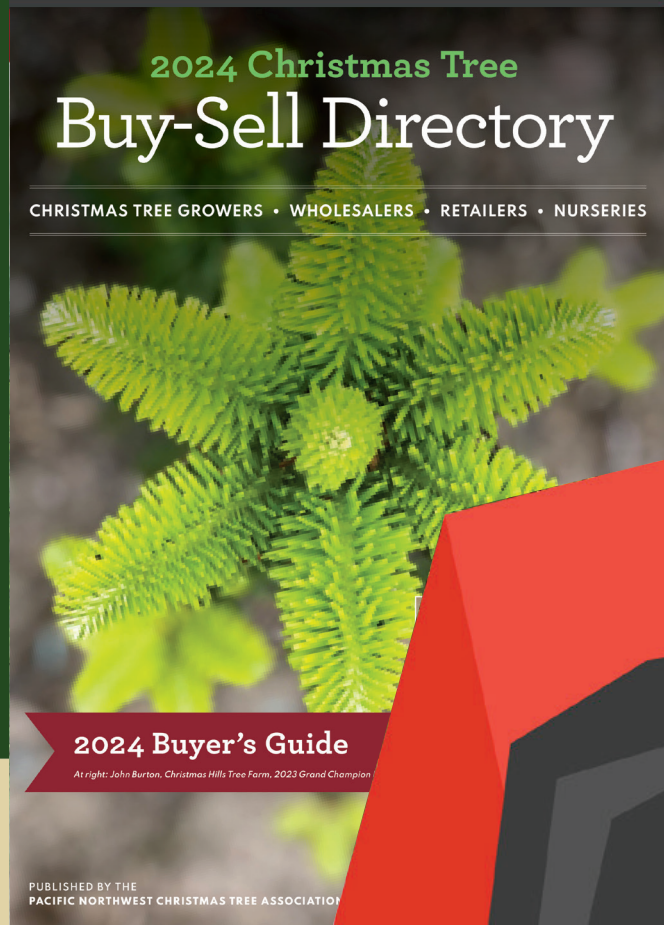
**Update Member Listing**  
Keep your info current and visible.

Have questions or need assistance?  
Contact us today!

Phone: (503) 364-2942  
Email: [info@pnwcta.org](mailto:info@pnwcta.org)

Join us in celebrating this milestone as we continue to serve the Christmas tree community with excellence. Visit [www.pnwcta.org](http://www.pnwcta.org) now to experience the new PNWCTA website!

# VIEW BUY-SELL LISTINGS ONLINE



[www.PNWCTA.org](http://www.PNWCTA.org)

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## PUBLISHED BY THE PACIFIC NORTHWEST CHRISTMAS TREE ASSOCIATION

417 2<sup>nd</sup> St. Ste. 101, Lake Oswego, OR 97034  
(503) 364-2942 · www.pnwcta.org

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The Christmas Tree Lookout is published by the Pacific Northwest Christmas Tree Association to help meet the needs of the people engaged in the production and marketing of Christmas trees in Washington and Oregon.

The Association was formed in 1955 at Shelton, Washington, with the stated objective being: "To associate its members together for their mutual and public benefit and to that end engage in any activity involving or relating to the production and marketing of Christmas trees and associated products."

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Publishers of the Lookout assume no responsibility for accuracy and validity of claims in advertising or editorial reports.

# Pacific Northwest Christmas Tree Association

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2025 Oregon – Open

### Tree Fair

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Terry Muilenburg  
Editor: Jennifer Sitton

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(503) 651-8400

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Mossyrock, WA 98564-0147

(360) 983-8284

jason@bearcanyontrees.com

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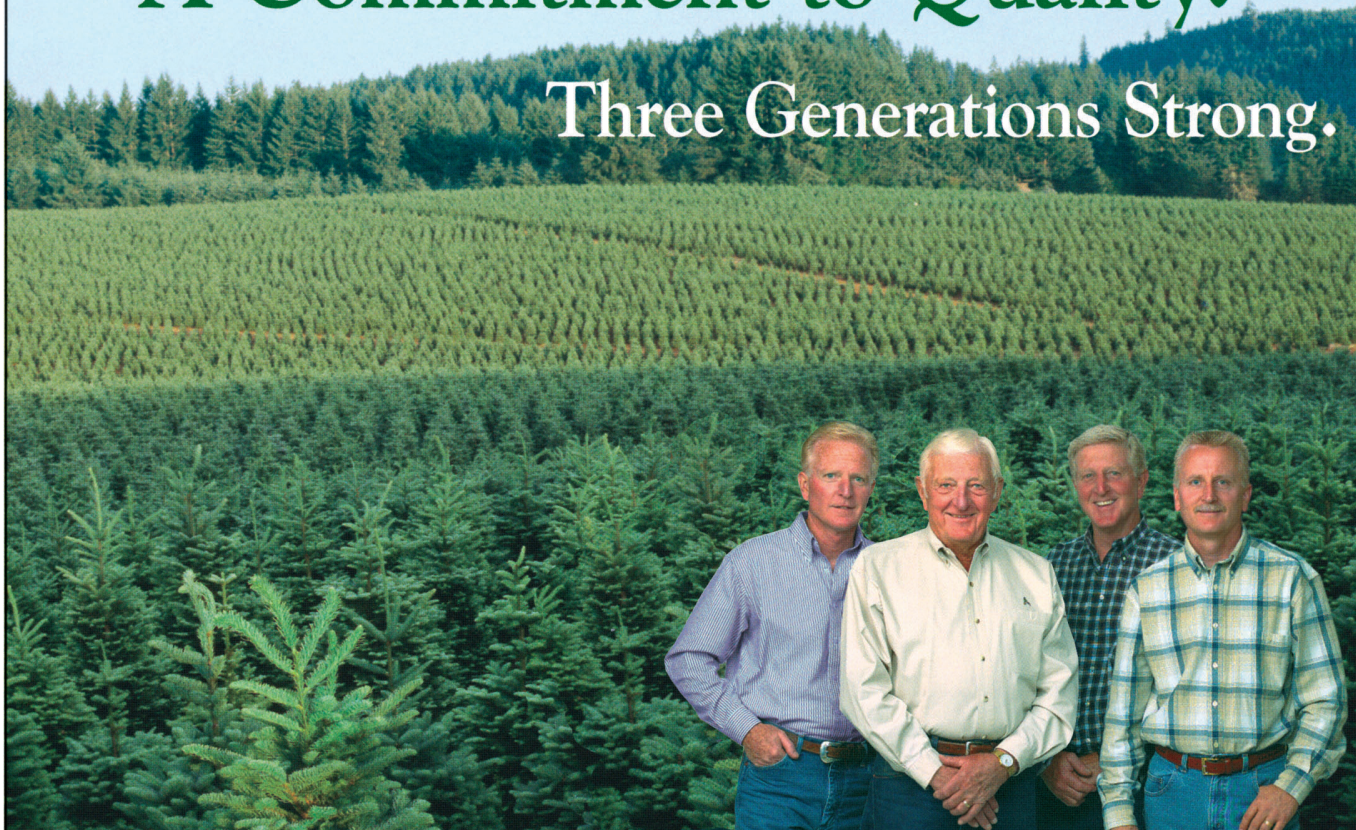
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Schudel Family (from left) Steve, Hal, Dave and John.

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## TREE FAIR & TRADE SHOW

SEPTEMBER 6-7, 2024

SHERATON PORTLAND  
AIRPORT HOTEL  
PORTLAND, OREGON

The Tree Fair, premier event for the Pacific Northwest Christmas Tree Association, presents Christmas tree buyers with a rare chance to meet and talk with hundreds of the world's finest Christmas tree growers.

While a trade show and Association educational sessions are big draws, the annual tree contest is a major attraction.

For this event, growers bring their best trees with an eye to winning the PNWCTA competition, which is the first step in qualifying for the finals in which the winner is honored with the opportunity to provide the White House Christmas tree.

You'll see tree growers from Washington, Oregon, California, British Columbia, and Idaho during Oregon's gloriously early fall: historically a time of short-sleeve, rainless days and cool nights.

The Sheraton Portland Airport Hotel provides economical accommodations and is easy to reach from I-5 and I-205.

For more information on attending or exhibiting in the trade show, visit our new website at:

[www.PNWCTA.org](http://www.PNWCTA.org)

PACIFIC NORTHWEST CHRISTMAS TREE ASSOCIATION  
417 2nd St. Ste. 101, Lake Oswego, OR 97034  
info@pnwcta.org • (503) 364-2942

WELCOME  
TREE BUYERS!





# Sellers

M = Thousand

TT = Table Top

	PHONE	DOUGLAS	NOBLE, SHASTA RED, SILVER	GRAND	NORDMANN	FRASER	TURKISH	OTHER TREE SPECIES, WREATHS AND GARLANDS
<b>A&amp;E Farms, LLC</b> 8182 Liberty Rd S. Salem, OR 97306 bkeeper@carioaestates.com	503-399-1044  Area 9	5M	Noble Fir 5M					
<b>Abbey Lane Christmas Trees LLC</b> Richard Wilson PO Box 15073 Tumwater, WA 98511 Farm location: Bucoda, WA richw591@comcast.net	360-791-6483  Area 4	1M .5MM TT						
<b>Allen's Tree Farm</b> Randy and Jenny Allen 19101 S Redland Rd Oregon City, OR 97045 rallentreefarm@gmail.com	503-631-7997/O  Area 8		14'-30'					
<b>Alpine U-Cut</b> Jerry & Tim Reid PO Box 307 Belfair, WA 98528 jreid@reidrealestate.com www.alpineucut.com	360-271-1985 360-275-2038 Fax 360-277-5155  Area 3		2.5M	1M				
<b>Anchor Bar Farms</b> Michael F. Burns 10575 Darden Lane Bainbridge, WA 98110 mfburns@bluenorth.com	206-849-4827  Area 3	Yes	Yes					

M = Thousand

TT = Table Top

	PHONE	DOUGLAS	NOBLE, SHASTA RED, SILVER	GRAND	NORDMANN	FRASER	TURKISH	OTHER TREE SPECIES, WREATHS AND GARLANDS
<b>B.T.N. of Oregon</b> Ben, Tyler, Nathan Stone 7544 Jordan St SE Salem, OR 97317 tyler@btnoforegon.com www.BTNofOregon.com	503-363-6106 x105 Cell 503-881-8610 Tyler Fax 503-363-0574  Area 9	20M	20M	5M	10M		5M	
<b>Blue Heron Farm LLC</b> Peter Dinsdale, Manager PO Box 357 Independence, OR 97351-0357 anne.bhf@gmail.com	503-838-3779/O  Area 9	200M						
<b>Burton Christmas Trees, LLC</b> Howard and Kay Burton 175 Burton Tree Dr Morton, WA 98356 howard@burtontrees.com kay@burtontrees.com www.burtontrees.com	Cell 206-919-5824 Fax 206-343-3013  Area 4		15M Noble					
<b>Busco LLC</b> Natasha Renteria Coronado 33000 S Molalla Forest Rd Molalla, OR 97038 cbmoregon9@unlimited.com.mx www.unlimited.com.mx	971-710-4747 971-678-7396 Fax 503-905-8100  Area 8	50M	50M	5M	5M			5M
<b>Eisele Farms Inc.</b> Hugh Eisele 7510 SE Altman Rd Gresham, OR 97080 dan@scenicfruit.com	503-545-1108 503-320-5980  Area 8	9M						
<b>Greenbriar Ag Mgt. Inc.</b> Bill Brawley 15923 Spenner Rd Stayton, OR 97383 greenagmngt@wvi.com greenbriarag.com	Cell 503-932-2323 Fax 503-769-2632  Area 9	20M	25M	2M	15M			
<b>Holiday Specialtrees, LLC</b> Jim Schaefer 36252 S Kropf Rd Woodburn, OR 97071 jims@holidayspecialtrees.com www.holidayspecialtrees.com	503-209-3504 Fax 503-634-2661  Area 9	50M	75M		20M			
<b>Holiday Tree Farms, Inc.</b> Jeff Larcom and Dustin Fullen 800 NW Cornell Ave Corvallis, OR 97330 jeffl@holidaytreefarm.com www.holidaytreefarm.com	541-753-3236/O 800-BUY-DOUG/O Fax 541-757-8028  Area 9	50M	50M TT		5M			Wreaths Greens Garland 50M
<b>Hopper Bros.</b> Joni & Denny Hopper 33285 S. Barlow Rd. Woodburn, OR 97071 Sales@hopperbros.com	503-651-3766 Fax 503-651-3766  Area 8	3M	2M		1M		1M	2M Living Container Trees - Plugs & Liners

M = Thousand

TT = Table Top

	PHONE	DOUGLAS	NOBLE, SHASTA RED, SILVER	GRAND	NORDMANN	FRASER	TURKISH	OTHER TREE SPECIES, WREATHS AND GARLANDS
<b>K.L.M. Tree Farm</b> Mark and Luanne Steelhammer 16725 Marlu Lane SW Rochester, WA 98579 klmtreefarm@gmail.com www.klmtreefarm.com	360-273-7216 800-775-8733 Fax 360-273-9939	5M	4M		2M			
	Area 4							
<b>McKenzie Farms</b> Cubby Steinhart PO Box 1620 Estacada, OR 97023 admin@mckenziefarms.org www.mckenziefarms.com	503-631-7368 503-932-0131 Fax 503-631-8794	50M	100M		3M			
	Area 8							
<b>Murphy Tree Farm</b> Pete and Cathy Murphy 205 Burchett Road Onalaska, WA 98570 murphytf@tds.net	360-978-4018/H 360-324-9609		2.5M		1M			
	Area 5							
<b>New Tree Farm LLC</b> Randy Gardner 25955 Highway 36 Cheshire, OR 97419 newtreefarm@gmail.com	541-915-1530 Fax 541-895-4186	16M						
	Area 9							
<b>Noble Mountain Tree Farm LLC</b> Bob Schaefer 5115 Bethel Heights Rd NW Salem, OR 97304 bobs@noblemountain.com	503-364-2383 Fax 503-364-2906	15M	13M					
	Area 9							
<b>Rickel's Tree Farm</b> Dan Rickel PO Box 598 Estacada, OR 97023	503-630-4349/H Cell 503-572-6089 Fax 503-630-7542	4M and TT	2M and TT	2M and TT	4M and TT			
	Area 8							
<b>Skyline Christmas Trees - Knapp Farms</b> John Knapp PO Box 1360 Sandy, OR 97055 skylinechristmastrees@gmail.com	503-668-9613 503-819-4037		5M		2M			
	Area 8							
<b>Skookum View Nobles</b> 1572 SE Lynch Rd. Shelton, WA 98584 63bungee@gmail.com	253-279-5293		3M					
	Area 3							
<b>Snowshoe Evergreen, Inc.</b> Kristi Scholz-O'Leary 13921 McCutcheon Rd Orting, WA 98360 kristi@snowshoeevergreen.com www.snowshoeevergreen.com	253-848-3492/O Fax 253-840-9323	Call to Inquire	Call to Inquire	Call to Inquire	Call to Inquire	Call to Inquire		Wreaths Greens Garland
	Area 4							

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M = Thousand

TT = Table Top

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<b>Alhambra Christmas Tree Farm</b> Mark and Bea Scheberies 2647 Reliez Valley Rd Martinez, CA 94553 scheberies@gmail.com alhambrachristmastreefarm.com	925-788-9075 925-372-7274 Fax 925-891-3522		3M Noble 0.3M TT					
<b>Anthony's Christmas Trees</b> Edward Miller 809 E Yanonali St Santa Barbara, CA 93103 elves@anthonyschristmastrees.com www.anthonyschristmastrees.com	805-455-3017 Lot 805-966-6668	750	3.5M	1.6M	2.9M	950	1.2M	Wreaths Garland Potted Trees Poinsettas
<b>Battaglia Ranch</b> Paul Battaglia PO Box 270 San Martin, CA 95046 paulbatt01@aol.com	408-683-4730/O 408-221-6274 Fax 408-683-4955	2M	10M		5M			
<b>Busco LLC</b> Natasha Renteria Coronado 33000 S Molalla Forest Rd Molalla, OR 97038 cbmoregon9@unlimited.com.mx www.unlimited.com.mx	971-710-4747 971-678-7396 Fax 503-905-8100	30M	70M	5M	5M			5M Wreaths 5M Garland
<b>Holiday Hills Christmas Trees</b> Daryll T Smith 3634 Halifax Sq SE Salem, OR 97302 hhctrees@gmail.com www.holidayhillschristmastrees.com	503-362-5124/H Fax 503-362-6435	2M	7M	.5M	2M	1M		

M = Thousand  
 TT = Table Top

	PHONE	DOUGLAS	NOBLE, SHASTA RED, SILVER	GRAND	NORDMANN	FRASER	TURKISH	OTHER TREE SPECIES, WREATHS AND GARLANDS
<b>J.G. Brands Christmas Tree Sales</b> Joe Grande & John Nuzzi PO Box 030463 Elmont, NY 11003 sales@jgbrands.com	516-795-1054 516-322-7740 516-795-1306		YES			YES		
<b>Kirk International</b> Gary Snyder PO Box 547 Beavercreek, OR 97004 gsnyder@kirkcompany.com www.kirkcompany.com	503-632-7829 Fax 503-632-7021	50M	50M	25M	25M	5M	15M	2M Scotch Pine
<b>Kringles' Korner Christmas Trees</b> Michael Gutzman 465 Kenwood Ct - Suite A Santa Rosa, CA 95407 kringleskornertrees@gmail.com www.kinglestrees.com	707-544-4297/O Cell 707-974-2225 Fax 707-544-7061	YES	YES	YES	YES	YES	YES	YES
<b>Santa's Tree Farm</b> 78 Pilarictos Creek Rd Half Moon Bay, CA 94019 dsare@aol.com www.santastreefarm.com	650-726-2246 Fax 650-726-2246		1M Noble					
<b>Tina's Trees</b> Tina Callas 13031 Greenleaf St Studio City, CA 91604 calset@aol.com tinastrees.com	818-990-2571 Cell 818-388-7818	YES	YES	YES	YES	YES		

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 klmtreefarm@gmail.com



Photo credit: KOMU Photos/ Anna Burkart

	PHONE	TYPE OF TRUCK	NUMBER OF UNITS
<p>Northland Express Transport            Joel Mandel &amp; Carol Hill            Troutdale, OR            jmandel@northlandexp.com            www.northlandexpresstransport.com</p>	<p>503-575-5989            503-473-2250</p>	<p>Freight Broker</p>	<p>Unlimited Availability</p>

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Jerry bought 30,000 packets to give free with every tree sold.

### HERITAGE TREE LOTS, Nevada Christmas Tree Lots

"Jim, I'm out of your preservative already. This stuff is selling like hot cakes. I can't believe the people that are coming back and swearing by it!"

### 12 TREE LOTS, Holiday Hills Christmas Trees

A quick note to let you know how much we (and our customers) love Oregon Forestry Laboratory's Christmas tree preserver.

This stuff almost sells itself! Your display is colorful, easy to display, refill and easy to store. Our order has doubled every year since 2015!!

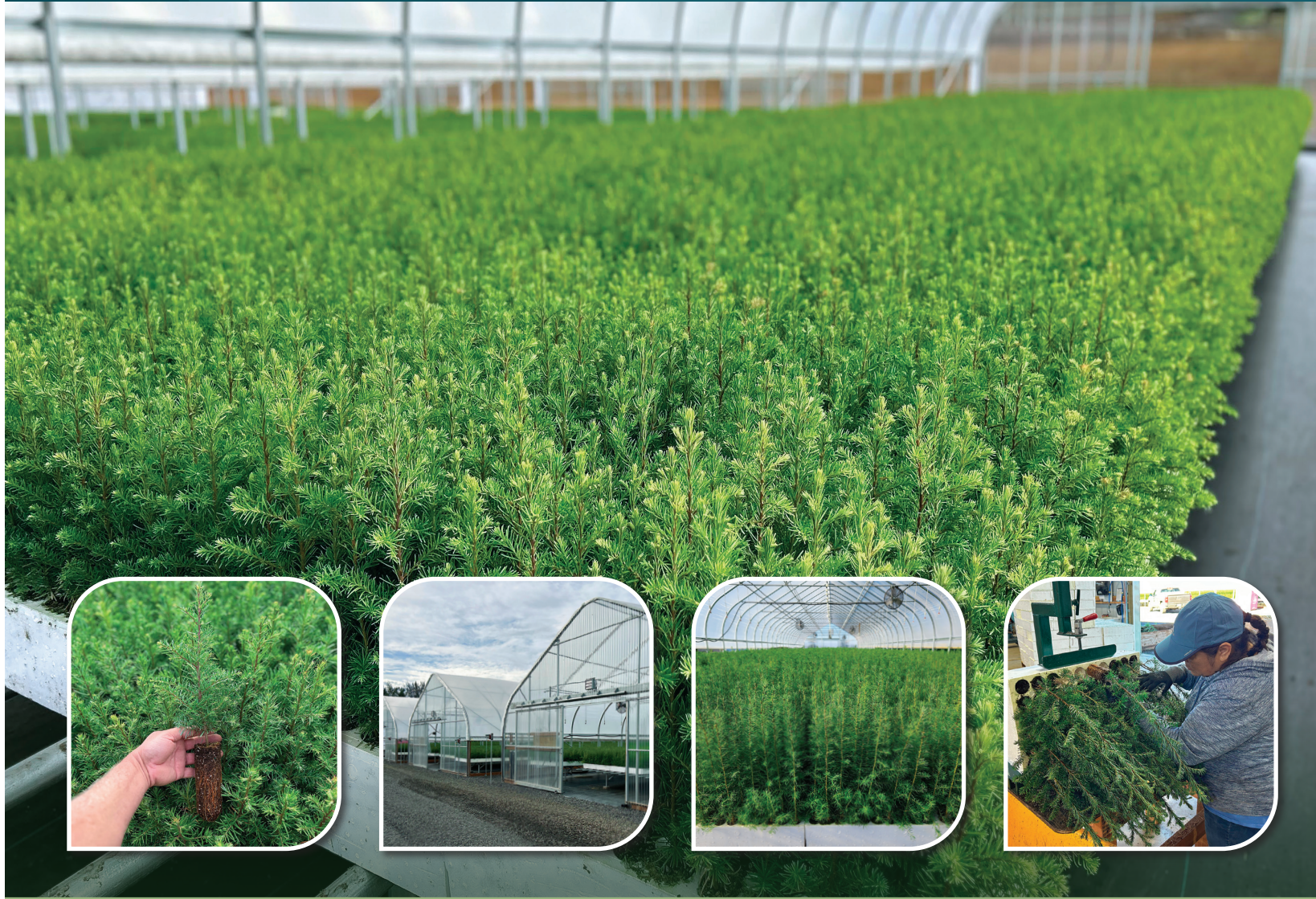
### ALLAN'S U-CUT TREE FARM, Oregon City, OR

I used a packet of your tree Preserver on our own tree and the result was amazing. I kept my tree up for 2 months!

We decorated our tree for Valentine's Day. I took a picture of the tree skirt to show our customers how few needles were on the skirt. I'm giving a free packet with every tree I sell from now on.

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# Nurseries

## Bareroot Stock

M = Thousand

	PHONE	CONTRACT M SPECIES AVAILABLE	CONTRACT M TREES	PUBLIC SALE	TRANSPLANT
<b>Brooks Tree Farm</b> Kathy LeCompte and Kim Curtis 9785 Portland Rd NE Salem, OR 97305 <a href="mailto:office@brookstreefarm.com">office@brookstreefarm.com</a> <a href="http://www.brookstreefarm.com">www.brookstreefarm.com</a>	503-393-6300/O Fax 503-393-0827	Douglas-fir Noble fir Grand fir Nordmann fir Balsam fir Concolor fir Fraser fir White fir Corkbark Turkist fir Western red cedar Ponderosa pine Scotch pine Colorado spruce Cedar Trojan fir	YES  20M min As space is available	YES	YES  P-1
<b>Drakes Crossing Nursery</b> Savannah Barnes 19774 Grade Rd SE Silverton, OR 97381 <a href="mailto:info@drakescrossingnursery.com">info@drakescrossingnursery.com</a> <a href="http://www.drakescrossingnursery.com">www.drakescrossingnursery.com</a>	503-873-4932/O Fax 503-873-4933	Douglas-fir Noble fir Grand fir Nordmann fir Balsam fir Concolor fir Fraser fir White fir Corkbark California red fir Turkish fir Western Hemlock Ponderosa pine Scotch pine Colorado spruce Cedar Pacific Silver	15M per contract	YES	NO
<b>Lava Nursery Inc.</b> Jeffrey L. Snyder PO Box 370 Parkdale, OR 97041 <a href="mailto:Jeff@LavaNursery.com">Jeff@LavaNursery.com</a>	541-352-7303	Douglas-fir Noble fir Grand fir Nordmann fir	YES	YES	YES

	PHONE	CONTRACT M SPECIES AVAILABLE	CONTRACT M TREES	PUBLIC SALE	TRANSPLANT
<b>Snowshoe Evergreen, Inc.</b> Kristi Scholz-O'Leary 13921 McCutcheon Rd Orting, WA 98360 kristi@snowshoevergreen.com www.snowshoevergreen.com	253-848-3492/O Fax 253-840-9323	Douglas-fir Noble fir Grand fir Fraser fir Nordmann fir Cedar Canaan	YES	YES	Bare Root and Plug Transplants P+1+, P+11/2, P+2, P+1
<b>Weyerhaeuser Company</b> Anya Hall 16014 Pletzer Rd SE Turner, OR 97392 anya.hall@weyerhaeuser.com www.myseedlings.com	541-327-1566	Douglas-fir Noble fir Fraser fir Canaan fir	10M	YES	P-1, 1-1

## Containerized Stock

M = Thousand

	PHONE	CONTRACT M SPECIES AVAILABLE	CONTRACT M TREES	PUBLIC SALE	TRANSPLANT
<b>Brooks Tree Farm</b> Kathy LeCompte and Kim Curtis 9785 Portland Rd NE Salem, OR 97305 office@brookstreefarm.com www.brookstreefarm.com	503-393-6300/O Fax 503-393-0827	Douglas-fir Noble fir Colorado spruce Norway pines	YES 10M min As space is available	YES	
<b>Drakes Crossing Nursery</b> Savannah Barnes 19774 Grade Rd SE Silverton, OR 97381 info@drakescrossingnursery.com www.drakescrossingnursery.com	503-873-4932/O Fax 503-873-4933	Douglas-fir Noble fir Grand fir Nordmann fir Balsam fir Concolor fir Fraser fir White fir Corkbark California red fir Turkish fir Western Hemlock Ponderosa pine Scotch pine Colorado spruce Cedar Pacific Silver	15M per contract	YES	NO
<b>Lava Nursery Inc.</b> Jeffrey L. Snyder PO Box 370 Parkdale, OR 97041 Jeff@LavaNursery.com	541-352-7303	Douglas-fir Noble fir Grand fir Nordmann fir	YES	NO	Noble fir, Grand fir and Douglas-fir P or Nordmann fir 1P-1 or 1P2
<b>Weyerhaeuser Company</b> Anya Hall 16014 Pletzer Rd SE Turner, OR 97392 anya.hall@weyerhaeuser.com www.myseedlings.com	541-327-1566	Douglas-fir Noble fir Grand fir Nordmann fir Balsam fir Fraser fir Turkish fir Western red cedar Western Hemlock Ponderosa pine Scotch pine Colorado spruce	5M	YES	Plugs

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# *Membership in the PNWCTA has its advantages*



Since 1955, the Pacific Northwest Christmas Tree Association has played a leading role in providing information and guidance to Christmas tree growers, retailers, and industry representatives.

The Association brings the industry together in efforts to actively promote the production of high-quality Christmas trees and to expand markets through valuable research and marketing procedures.

Members receive information that supports both wholesale and retail efforts, including practices that promote environmental stewardship.

Developing public understanding of the industry through educational and public relations work is also one of the Association's goals.

Members of the Pacific Northwest Christmas Tree Association are represented by a unified voice with local and national impact.



## Here's What Members Receive:

**An invitation to attend educational seminars** at the Spring Short Course and the Summer Farm Tour.

**Direct market exposure** at the September Tree Fair for both buyers and sellers.

**Listing for Choose & Cut and Retail operations** on the PNWCTA website in the "Find Your Perfect Christmas Tree" search tool.

**Free subscription** to the Christmas Tree Lookout.

**15% discount** on Lookout and Buy-Sell advertising.

**Booth space discounts** at PNWCTA trade shows.

**State/national representation** regarding taxation and governmental regulations.

**Join Online: [www.PNWCTA.org](http://www.PNWCTA.org)**

## 2024 MEMBERSHIP APPLICATION

### DUES SCHEDULE

Dues are payable per calendar year (January 1 to December 31) and may not be prorated.

*If qualified in more than one category, the applicant must apply for and pay dues in the highest category. For example, if a broker is also a pre-harvest grower, then the dues would be that of a broker; or if a nursery owner has 200 acres of Christmas trees, the dues would be that of a grower; or if a retailer is also a broker, supplier or harvesting grower, the dues would be that of the highest category.*

### RETAILER (SEE NOTE AT LEFT) \$301

Those actively involved in retailing trees to the public, i.e. tree lots, florists, store outlets, choose and cut operations. Retailers who are also suppliers, brokers, nurseries or growers would not qualify under this category.

### ASSOCIATE \$196

Educators, Extension Agents, Foresters, Employees of member firms

### INDUSTRIAL \$459

Brokers, Commercial, Nursery, Greens Industry, Suppliers, Services

### GROWER

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41-100 acres	\$703
101-200 acres	\$1,040
201-300 acres	\$1,370
301-500 acres	\$1,956
501-1,000 acres	\$2,597
1,001-2,500 acres	\$3,241
Over 2,500 acres	\$4,041

**For more information contact Pacific Northwest Christmas Tree Association 417 2nd St. Ste. 101, Lake Oswego, OR 97034 (503) 364-2942**

# Dates to Remember

## MEETING DATES



**June 14 & 15, 2024**  
**Summer Farm Tour**  
Silverdale, Washington



**September 6 & 7, 2024**  
**Annual Meeting and Tree Fair**  
Sheraton Portland Airport Hotel  
Portland, Oregon



**February 2025**  
**Short Course**  
Sheraton Portland Airport Hotel  
Portland, Oregon

## PUBLICATION DATES



**July 1**  
Closing date for  
advertising space  
reservations for  
**Fall Lookout**  
magazine.  
*Issue date is*  
**August 31.**



**December 1**  
Closing date for  
advertising space  
reservations for  
**Winter Lookout**  
magazine.  
*Issue date is*  
**January 31, 2024.**



**March 1, 2024**  
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advertising space  
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**Buy-Sell Directory.**  
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air-assisted Fertilizer  
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spread width



## Gantry Tractor type X-MAS

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Variable row distance  
Wide range of  
optional attachments



## Christmas Tree machine type

E2H/E9H with spraying  
equipment Shielded  
spraying equipment  
90-130 cm (36"-51")  
row distance; Wide range of  
optional attachments



## Christmas Tree machine type

E2H/E9H with basal  
pruner  
Mechanical cutting of the  
lower branches  
Capacity approx.  
400-500 trees/hour



## Christmas Tree machine type E2H/E9H

With Christmas  
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in diameter  
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September 8-9, 2023





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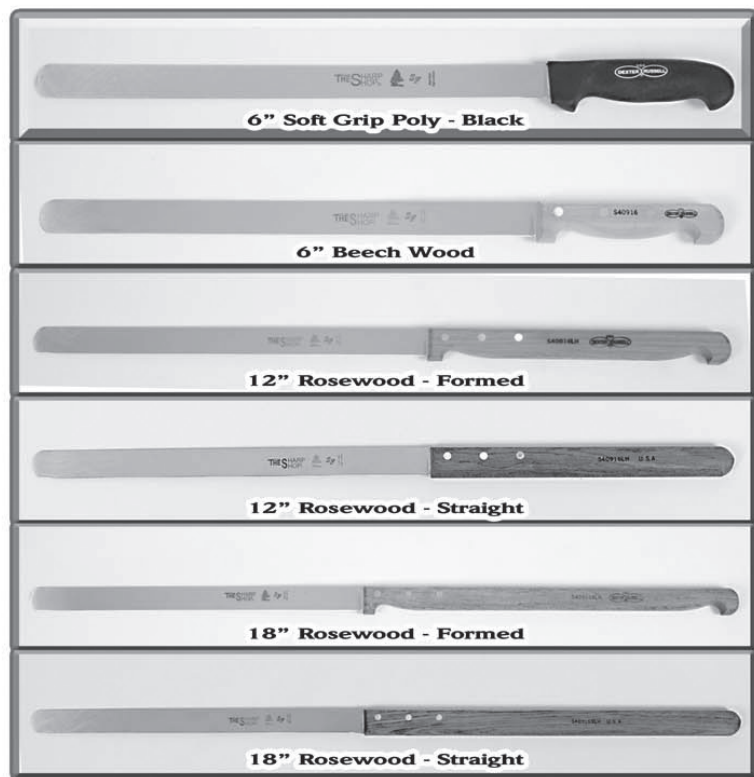


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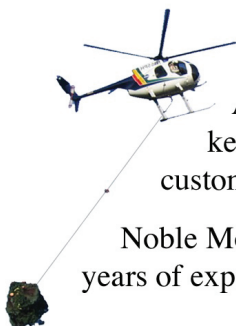
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