

NORTH CAROLINA CHRISTMAS TREE ASSOCIATION

Buy-Sell Guide



We Proudly Feature
**NORTH CAROLINA
FRASER FIR**
The Perfect Christmas Tree

www.NCchristmastrees.com
1.800.562.8789



Seth & Lidjea Andrews
691 Hoppers Dairy Road
Sparta, NC 28675
andrewstreefarms.com
andrewstreefarms@gmail.com
336-372-1657

**Premium Quality Fraser Firs,
Wreaths, Garland, and a wide
array of greenery products.**

*Your one-stop family farm for all your
wholesale and retail Fall & Christmas products*

- *Fraser Fir Christmas Trees*
- *Wreaths and Garland*
- *Landscaping Trees and Shrubs*

“Home of the North Carolina Fraser Fir.”

Christmas Tree Hill

NURSERY

1-800-648-2815

www.christmastreehillnursery.com

christmashill@bellsouth.net

Owner: Kurt Vance

P.O. Box 399

1881 Millers Gap Hwy.

Newland, North Carolina 28657

Cell: (828) 387-0228

Home: (828) 733-4814



*“No order too large
or too small.”*

North Carolina Fraser Fir

The Perfect Christmas Tree



Grown in its native home of the NC mountains



Soft, pleasant-to-touch, dark green needles



Long-lasting pleasant aroma



Incomparable needle retention



Strong yet pliable branches that hold even the heaviest ornaments



1-800-562-8789

NCchristmastrees.com



(828) 262-5826 • (800) 562-8789
 (F) (828) 265-1558
 email: info@NCchristmastrees.com
NCChristmasTrees.com

OFFICERS AND DIRECTORS FOR 2025

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2nd Vice Pres.:	Jeff Vance PO Box 399 Newland, NC 28657 (828) 733-4814	Fraser Fir Prom. Comm. Chair:	Sam Cartner PO Box 247 Newland, NC 28657 (205) 910-9983

Executive Director: Jennifer Greene
 PO Box 288 • 368-4 NC Highway 105 Bypass, Boone, NC 28607
 (828) 262-5826

National Directors:	Wilson Barr PO Box 3 Crumpler, NC 28617 (336) 982-3013	Pat Gaskin PO Box 135 Laurel Springs, NC 28644 (336) 372-4193
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Directors:	Rodney Buchanan Alex Church Wilson Barr Barry Campbell Nathaniel Johnson	Dee Clark Jeff Vance Greg Ashley Garrett Clawson Carrie McClain	Travis Birdsell Renee Beutell Earl Deal Brad Wishon Harry Yates, Advisor
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Advisors:	Tony Haywood, NCDA & CS Anna Hollifield, NCFS Dr. Dale Monks, NCSU	Dr. Justin Whitehill, NCSU Harry Yates, NCCTA Jerry Moody, NCSU
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The Mission of the North Carolina Christmas Tree Association is to promote "real" farm-grown Christmas Trees through marketing and education. We will contribute to the success of the Christmas Tree Industry by providing ethical, professional, and visionary leadership.

The Buy-Sell Directory is an annual publication of the North Carolina Christmas Tree Association and is designed to encourage contact between member-growers and tree buyers. All information listed in the directory was supplied to the association by firms or individuals on standard forms prepared by the Association.

Including this grower-supplied information does not constitute a warranty nor imply obligation on the part of the Association for either the accuracy of the information supplied or the reliability of those listed. The Association assumes no responsibility for accuracy or validity of claims in advertising.



Evaluating Tree Freshness on Retail Lot

To check how your trees are holding up on the retail lot, make the following observations:

Christmas trees are perishable. Their freshness can be lost rapidly during a severe drying event or slowly over time through neglect. As a retailer, you should periodically evaluate the freshness of your product. Your decisions on how to handle and market your trees should rely on the information you collect from your evaluation. If you find that your trees are losing their freshness on the lot, you might be able to identify the conditions that are hurting your trees and better control them. If you are confident that your trees are holding up, you can help your customers to better appreciate their freshness.

There is a direct relationship between the amount of water in a tree and its freshness. Researchers use a couple of different methods to measure the amount of moisture in Christmas tree foliage, but they are time consuming. You can use several tree characteristics as a rough and ready indicator of tree freshness. These include tree color, needle retention, foliage temperature, branch and needle flexibility, and even tree weight.

How is the color of the tree? Dry trees tend to lose color and develop a paler green or washed out appearance compared to fresh trees.

Does the tree hold its needles when you brush branches or shake the tree? If more than a few current season needles drop, there could be a freshness problem with the tree. Losing some internal (older) needles is normal, but a tree should hold onto all of its younger needles on the outside of the tree. Needle loss is complex and can result from genetic variation, temperature extremes, high salt content in the tree aggravated by moisture loss, or a lack of dormancy of the tree resulting from unseasonably warm autumn weather.

Does the foliage of the tree feel cool to the touch? A fresh tree with good water content will feel cooler than room or ambient outdoor temperature. A dry tree will feel warm in comparison. Of course, foliage in direct sunlight will be warmer, so be sure to compare foliage under similar conditions. You might do this early or late in the day when conditions will be more uniform from tree to tree.

Are the needles and branches pliant and flexible? The needles on a fresh tree will bend with your touch and return to their normal position without breaking. The branches on a fresh tree will also easily bend and spring back to their resting position. Dry branches are stiff. Dry needles are brittle such that needle loss on dry trees is often from needle breakage.

How heavy is the tree compared to its neighbors? Weight can be misleading if you are comparing different size or density trees. However, if the trees are similar, a dry tree will weigh less than a fresh tree flush with water. If other tree characteristics are pointing to a dry condition, then lifting it up can confirm your evaluation.



GROWERS LISTED BY COUNTY

NORTH CAROLINA

ALLEGHANY COUNTY

Seth Andrews
Mitchell Bottomley
Earl Deal
Patricia Gaskin
Kathy Shore
Bruner Sides
Randall Sides
Scott Smith
James Vestal
Johnny Wishon

ASHE COUNTY

Scott Ballard
Rusty Barr
Chad Belteau
Andy Cheek
John Chefas
Cline Church
Roger Critcher
Jessie Davis
Russell Estes
Sanford Fishel
Joe Freeman
Steve Leath
Tim Miller
Tim Moser
Mike Pate
Mitchell Poe
Andy Powers
Clark Reavis
Brien Richardson
Greg Sexton
Daniel P. Shatley
Conrad Steinhart

Charles Sturgill
Jason Sturgill
David Tucker
Tommy Wagoner
John Weaver

AVERY COUNTY

Waightstill Avery
Dale Benfield
Nick Boone
David Cartner
Clay Cuthbertson
Josh Daniels
John Dellinger
Mark Gay
Matthew Horney
Daniel Johnson
Darrell Pitts
Robert Reece
Anna Trivett Hollifield
Jeff Vance
Jack Wiseman

BUNCOMBE COUNTY

Curtis Hawkins

HAYWOOD COUNTY

David Boyd
Robbie Hunt
Walter Mehaffey

JACKSON COUNTY

Thomas Beutell
Charles Fowler
Jerry McAbee
Marshall Woodward

MADISON COUNTY

Donna Jones

MITCHELL COUNTY

Rodney Buchanan
John L. Wilson

WATAUGA COUNTY

Dale Cornett
Bill Hoffman
Rob Hunt
Scott Taylor
Charles C. Wilcox

YANCEY COUNTY

Sherry Peele

VIRGINIA

BLAND COUNTY

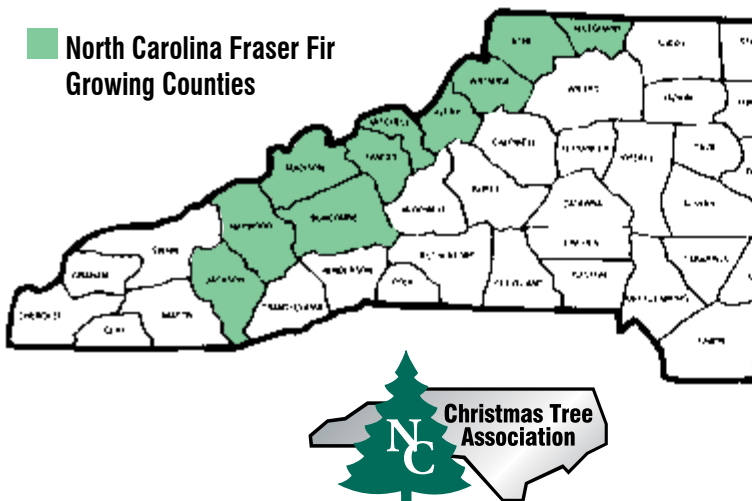
Daniel Guthrie

CARROLL COUNTY

Michael Gatchell

GRAYSON COUNTY

James M. Shatley



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WHY North Carolina Fraser Fir?



- ▲ Agricultural Crop Grown in and Native to Western North Carolina Mountains
- ▲ Soft, Pleasant-to-touch, Dark Green Needles
- ▲ Incomparable Needle Retention
- ▲ Long Lasting Traditional Christmas Aroma
- ▲ Pliable, Yet Strong, Branches for the Heaviest of Ornaments
- ▲ Environmentally Friendly, Recyclable after Christmas
- ▲ 16 Times Voted National Grand Champion Christmas Tree and displayed in the White House



**“Keeping Christmas
Real Since 1959”**

Winners of the 2024 NCCTA Tree & Wreath Contest **CONGRATULATIONS!**



FRASER FIR

Grand Champion*
Tim & Bonnie Moser,
Shepherd's Way Farms



OTHER SPECIES

First Place*
Jonny Wishon,
Wishon Evergreens



UNDECORATED WREATH

Grand Champion*
Tim & Bonnie Moser,
Shepherd's Way Farms

**Eligible to enter the National Christmas Tree Association Contest*

Fresh NORTH CAROLINA FRASER FIR



The Perfect Christmas Tree

... The key to satisfied customers

Keep your trees shaded

Store trees in a shaded area. The North or east side of a building may work well too. Awnings, lathe houses, or shadecloth structures may be used if natural shade is unavailable. Do Not leave baled trees in full sun

Store Trees Upright

Trees stored standing up have less exposure to sunlight and lose less water

Keep your trees moist

Store trees upright on wet sawdust or mulch to help retain water. Mist stored trees periodically to reduce temperature and minimize moisture loss

Display Trees in Shade, and/or water

Trees displayed this way lose far less water and sell faster

Put a fresh cut on the stump for your customer

If possible. This will insure that the tree will take up water

Provide customers with tree care information



Visit us on the web at nchristmastrees.com



GROWERS

NUMBER OF TREES FOR SALE BY SPECIES

GROWER	B&B = Balled & Burlapped FF = Fraser Fir NF = Nordmann Fir LC = Leyland Cypress		WP = White Pine BX = Boxwood CD = Cedar		WREATHS, ROPING & BOUGHS
	FRASER FIR		OTHER		
Andrews, J. Seth & Lidjea Andrews Tree Farms & Nursery LLC 691 Hoppers Dairy Road Sparta, NC 28675 andrewstreefarms@gmail.com andrewstreefarms.com (336) 372-1657 Alleghany County Est. 1991 See our ad on Inside Front Cover	2,000	Available Tabletops 5-6 6-7 11+	B&B Available		Wreaths: 100,000 FF, WP, BX, CD, NF; Single & double face; All sizes Roping: 100,000 FF, WP, BX, CD, NF; All lengths Boughs: FF, WP
Avery, Waightstill Avery Farms/Trinity Tree Company PO Box 190 Plumtree, NC 28664 averyfarms3@gmail.com averychristmastrees.com (828) 733-5052 (828) 737-0056 (F) Avery County Est. 1952 Farm located at 615 Avery Lane, Plumtree, NC 28644	500 1,000 1,000 500 500 100	5-6 6-7 7-8 8-9 9-10 10-12	Mail Order: Wreaths		Wreaths: FF; Single face; All sizes Boughs: FF, WP
Ballard, Scott West End Wreaths PO Box 29 West Jefferson, NC 28694 sales@westendwreaths.com westendwreaths.com (336) 384-4440 (336) 620-2650 Ashe County Est. 2003 Farm located at 5983 194 N, Warrensville, NC 28693			Mail Order: Wreaths		Wreaths: 1000s FF; Single face; 6 - 48"



AWARD-WINNING CHRISTMAS TREES & WREATHS

B&B Nursery Stock includes White Pine, Norway Spruce, multiple varieties of Arborvitae and Dogwood



WWW.CLINECHURCHNURSERY.COM

160 Hewed Log Gap Rd. | Fleetwood, NC 28626

Office: 336-877-4237 | Fax: 336-877-4238 | E-mail: clinechurchnursery@gmail.com

PROUD SUPPORTER: NCCTA, NCTA, NCNLA, AMERICAN HORT

NUMBER OF TREES FOR SALE BY SPECIES

GROWER

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NF = Nordmann Fir
LC = Leyland Cypress

WP = White Pine
BX = Boxwood
CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

Barr, Rusty & Melissa and Wilson and Avery
 Barr Evergreens of NC, LLC
 PO Box 3
 Crumpler, NC 28617
 rusty@barrevergrees.com
 barrevergrees.com
 (336) 982-3013 or (336) 982-3017
 (336) 982-3015 (F)
 Ashe County
 Est. 1960
 Farm located at 321 East Healing Springs Road, Crumpler, NC 28617
 See our ad on page 26

2,000 Tabletops
 500 5-6
 1,000 6-7

500 White Pine Tabletops
 200 White Pine 5-6
 300 White Pine 6-7
 400 White Pine 7-8
 2,000 White Pine B&B

Other Species Available

Balled & Burlapped Available

Nursery Landscape Materials

Benfield, Dale & Diane
 Santa's Choice Tree Farm
 97 Sam Brewer Road
 Newland, NC 28657
 santaschoicetrees@gmail.com
 (828) 260-2792
 (828) 260-1488
 Avery County
 Est. 1976
 Farm Located at 800 Cole Hollow Road, Newland, NC 28657

Beutell, Renee B., Barry Campbell Jr., Barry Campbell III, Brady Gouge, Ritchie Jarrett, Zach Beutell, TK Beutell
 Wolf Creek Tree Farm & Nursery, Inc.
 PO Box 2
 Tuckasegee, NC 28783
 wctf@frontier.com
 wolfcreektreefarm.com
 (828) 293-5115
 (828) 293-5852 (F)
 Jackson County
 Est. 1949
 Farm located at 8833 Hwy 107, Cullowhee, NC 28723
 See our ad on Back Outside Cover

200 Tabletops
 1,500 6-7
 2,500 7-8
 1,000 8-9
 250 9-10
 100 10-12

Minimum Order Size: 200

Boone, Nick
 Blue Ridge Evergreens
 PO Box 51
 Crossnore, NC 28616
 nick@blueridgeevergreens.com
 blueridgeevergreens.com
 (423) 930-0750
 Avery County
 Farm located at 9685 Linville Falls Highway, Newland, NC 28657
 See our ad on page 24

2,000 6-7
 3,000 7-8
 2,000 8-9

Wishon



EVERGREENS



"We Bring Christmas To Your Home"

Johnny & Linda Wishon

908 Independence Rd.

Sparta, NC 28675

Phone: (336) 372-7086

Fax: (336) 372-5530

E-mail: wishontrees@skybest.com

Web: wishonevergreens.com

Premium Fraser Fir Christmas Trees Roping and Single Faced Wreaths



PROMOTE YOUR NC FRASER FIR!

North Carolina
Fraser Fir
Christmas Trees



www.NCchristmastrees.com



FREE Promotional Materials!

YOU ONLY PAY FOR SHIPPING CHARGES!

- Banners: "We Proudly Feature NC Fraser Fir" outdoor vinyl 36x55"
- Tree Care Pads: 50/pad
- Real Trees Make Scents Brochures



Call 800-562-8789



Promotional materials provided through NCDA & CS Specialty Crop Block Grant Program

NUMBER OF TREES FOR SALE BY SPECIES

GROWER

B&B = Balled & Burlapped
 FF = Fraser Fir
 NF = Nordmann Fir
 LC = Leyland Cypress

WP = White Pine
 BX = Boxwood
 CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

**Bottomley, Mitchell and Mike
 Wagoner**

Bottomley Evergreens & Farms
 140 S. Sparta Parkway
 Sparta, NC 28675
 mike@bottomleys.com
 bottomleys.com
 (336) 372-5252
 (336) 572-2408
 (336) 372-5262 (F)
 Grayson, VA
 Est. 1995
 See our ad on Back Inside Cover

Boyd, David

Boyd Mountain Christmas Tree Farm
 143 Boyd Farm Road
 Waynesville, NC 28785
 trees@boydmountain.com
 boydmountainchristmastreefarm.com
 (828) 926-8888
 Haywood County
 Est. 1984

Buchanan, Rodney

Buck's Tree Farm
 3127 Hwy 80
 Bakersville, NC 28705
 rodbuck@yahoo.com
 buckstrees.com
 (828) 766-8277
 Mitchell County
 Est. 1979
 See our ad on page 20

250	5-6
1,500	6-7
1,100	7-8
150	8-9

**Cartner, David, Jim P. and Sam C.,
 and Ronnie Beam**

Cartner Christmas Tree Farm
 PO Box 247
 Newland, NC 28657
 cartner@carolinafraserfir.com
 carolinafraserfir.com
 (828) 273-7333
 (205) 910-9983
 (828) 259-9465
 Avery County
 Est. 1959
 Farm located at 901 Balsam Drive,
 Newland, NC 28657
 See our ad on page 18

5,000	Tabletops	Minimum Order 100
5,000	5-6	
5,000	6-7	
1,300	7-8	
150	8-9	



NC County Christmas Tree Associations

Ashe County CTA

PO Box 966
Jefferson, North Carolina 28640
ashcountychristmastrees.com

Jackson County CTA

5378 Pine Creek Road
Cullowhee, North Carolina 28723

Mitchell/Yancey County Association of Christmas Tree Growers and Nurserymen

PO Box 366
Bakersville, North Carolina 28705
866-688-4811

Watauga County CTA

971 West King Street
Boone, North Carolina 28607
wataugachristmastrees.org
See our ad on page 30

**THANK YOU FOR
YOUR MEMBERSHIP
AND SUPPORT**



Frosty Mountain Christmas Trees



QUALITY TREES
FAMILY OWNED FARM SINCE 1978

Fraser Firs • Wreaths • Roping

Donna & Chipper Jones
13623 Hwy 212 • Marshall, NC 28753
www.FrostyMountainChristmasTrees.com

HOME & BUSINESS: (828) 656-8100
(828) 656-2548 (Fax)

Growing Premium FRASER FIR Since 1977

SHIPPED FRESH & ON TIME
Blocks of Trees for Sale 5-8'



**HIGH COUNTRY
CHRISTMAS TREES**

PO BOX 1595 • BOONE, NC 28607
828-268-4099

www.HighCountryChristmasTrees.com
E-mail: highcountrytrees@gmail.com

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GROWER

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BX = Boxwood
CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

Cheek, Andy and Ben	1,000	Tabletops		Wreaths:
Cheek Brothers Tree Farm	1,800	5-6		Made to Order
122 Bald Mountain Road	2,500	6-7		FF, WP, LC;
West Jefferson, NC 28694	2,000	7-8		Single Face;
cheekbrothers2@gmail.com	1,000	8-9		8, 12, 16, 24, 36"
cheekfraser.com	500	9-10		
(336) 977-6866				Roping:
(336) 877-7323				Made to Order
Ashe County				FF, WC, LC;
Est. 2001				30 & 75' rolls
Load yard located at 3405 Highway 88 East, Jefferson, NC 28640				
Cheek, Andy and Ben and Chad Beiteau	1,000	Tabletops	Pumpkins, Corn Maze Mid- September - October	Wreaths:
Lantern Farms Events, LLC	500	5-6		Made to Order
122 Bald Mountain Road	500	6-7		FF, WP, Cypress;
West Jefferson, NC 28694				Single Face;
lanternfarmevents@gmail.com				8, 12, 16, 24, 36"
lanternfarm.com				Roping:
(828) 278-4489				Made to Order
(336) 977-6866				FF, WP, Cypress
Ashe County				30 & 75'
Est. 2018				
Farm located at 221 Doe Meadows Drive, West Jefferson, NC 28694				
Chefas, John & Kathy and Carrie & Jeff McClain and Barbara Cunningham	5,000	Tabletops	Concolor Fir	Wreaths:
Hart-T-Tree Farms	1,000	5-6	Korean Fir	Made to Order
PO Box 35	1,000	6-7	Scotch Pine	FF, FF/WP Mix;
Grassy Creek, NC 28631	1,000	7-8	Turkish Fir	Single face;
office@hart-t-trees.com	1,000	8-9		8, 10, 12, 16, 24"
hart-t-trees.com	500	9-10		
(336) 384-9603	100	10-12		
(336) 384-9602 (F)	100	12-14		
Ashe County				
Est. 1976				
Farm located at 15537 Old NC Hwy 16, Grassy Creek, NC 28631				
Church, Cline & Ellen and Alex and Amber Scott			Mail Order: Wreaths	Wreaths:
Cline Church Nursery			B&B Available	FF, WP;
160 Hewed Log Gap Road				Single face
Fleetwood, NC 28626			Nursery/Landscape Materials	Roping:
clinechurchnursery@gmail.com				FF, WP
clinechurchnursery.com				
(336) 877-4237				
(336) 877-4238 (F)				
Ashe County				
Est. 1977				
See our ad on page 10				



Coco Elegance Wreath

FRASER FIR
CHRISTMAS
TREES, WREATHS
& GARLAND
FROM THE
MOUNTAINS OF
NORTH CAROLINA
AVAILABLE
IN LARGE
QUANTITIES



Blue Christmas Wreath



European Country Wreath



Santa Clara Wreath

OUR COMPANY
KEEPS UP WITH THE
LATEST RESEARCH AND
DEVELOPMENTS, AND
GOES TO THE HIGHEST
MEASURES TO PROVIDE
A HIGH QUALITY TREE
TO YOU FRESH AND
ON TIME, SO YOUR
BUSINESS WILL BE A
SUCCESS!



European Country Urn

PROUD TO BE THE
THIRD GENERATION IN
OUR FAMILY BUSINESS,
WITH A COMBINED 80
YEARS OF EXPERIENCE
GROWING HIGH
QUALITY FRASER FIR
CHRISTMAS TREES.



European Country Basket



Three Mix Kissing Ball

336-657-7585

kathyshorenursery@skybest.com

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**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

GROWER	FRASER FIR		OTHER		WREATHS, ROPING & BOUGHS
Cornett, Dale E. and Martin	400	5-6			Wreaths: FF, WP; Single face; Various ring sizes Roping: FF/WP; 25 & 75' rolls
Cornett Carolina Trees	2,000	6-7			
PO Box 172	2,000	7-8			
Vilas, NC 28692	1,000	8-9			
dalecornett@gmail.com	400	9-10			
cdtreefarm.com	200	10-12			
(828) 964-8463					
Watauga County					
Est. 1979					
Farm located at 2230 Mountain Dale Road, Vilas, NC 28692					
See our ad on page 26					
Critcher, Roger	10,000	6-7			
Critcher Brothers Produce, Inc.	1,800	7-8			
7467 Old 421 South	700	8-9			
Deep Gap, NC 28618	700	9-10			
mough@critcherbrothers.com	300	10-12			
critcherbrothers.com	200	12-14			
(828) 264-2669	50	14+			
(828) 264-1255 Fax					
Ashe County					
Est. 1979					
See our ad on page 32					
Cuthbertson, Clay					
Snowy Mountain Christmas Tree Farm					
PO Box 81					
Crossnore, NC 28616					
snowymtn@yahoo.com					
snowymountainchristmastreefarm.com					
(828) 733-9589					
(828) 737-9313					
Avery County					
Est. 1977					
Davis, Jessie & Michele	5,000	Tabletops			
River Ridge Tree Farms					
12077 US Highway 221 N					
Scottville, NC 28672					
(336) 982-3953					
(336) 977-3784					
rrfarms@skybest.com					
riveridgefarms.com					
Ashe County					
Est. 1983					

Cartner's *Blue Ridge* Fraser Firs of North Carolina

SERVING AMERICA'S HOMES & GARDEN CENTERS SINCE 1959



Growers of the highest quality Fraser firs for over 60 years. Specialize in orders 100-500 to independent retailers. Honored to be chosen to supply the White House Blue Room tree in 2024. Trees available from 3' up.

828-733-1641 | www.carolinafraserfir.com



COUNTRYVIEW NURSERY, INC.
Specializing in Seedlings and Transplants

10785 84th Avenue
Allendale, Michigan 49401

(616) 892-4090

Fax (616) 892-4290

www.boschsnursery.com

E-mail: brian@boschsnursery.com



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NF = Nordmann Fir CD = Cedar
LC = Leyland Cypress

**WREATHS,
ROPING
& BOUGHS**

FRASER FIR

OTHER

Deal, Earl, Meg, Buddy & Della Smokey Holler Tree Farm, LLC 3452 Meadowfork Road Laurel Springs, NC 28644 info@smokeyhollertreefarm.com smokeyhollertreefarm.com (336) 372-2756 (919) 218-1660 (336) 372-7006 (F) Alleghany County Est. 1972	Up to 26,331 Available Tabletops 5-6 6-7 7-8 Limited Availability 8-9 9-10 10-12 12-14 Available 14+	White Pine 5-6 White Pine 6-7 White Pine 7-8 White Pine 8-9 White Pine 9-10 White Pine 10+ Blue Spruce 6-12 Canaan Fir 6-8 Concolor Fir 6-8 Nursery/Landscape Materials Trees Over 20' Available	Wreaths: Made to order FF, WP, CD; Single & double face; 8-48" Roping: Made to order FF, WP, CD; 25' rolls
Dellinger, John Two D's Nursery, LLC PO Box 217 Crossnore, NC 28616 johnd@twodsnursery.com (828) 733-6686 (828) 898-2668 Avery County Est. 1959 Farm located at 7849 Linville Falls Hwy, Newland, NC 28657	500 6-7 500 7-8	500 Turkish Fir 5-6 500 Turkish Fir 6-7	
Estes, Russell and Beau Peak Farms 1011 Low Gap Road Jefferson, NC 28640 russellpf2@skybest.com peakfarmsnc.com (336) 982-6082 (336) 982-9228 (336) 982-6091 Ashe County Est. 1994	Sold Out	Trees Over 20' Available	Wreaths: Made to order Fir, Pine, BX; Single face; Any sizes Roping: Made to order Fir, Pine, Cypress; Any size rolls
Fowler, Charles & Rebecca Windy Gap Tree Farm, Inc. PO Box 84 Glennville, NC 28736 charles@windygaptrees.com windygaptrees.com (828) 507-8863 Jackson County Est. 1988			

Serving Satisfied Customers for Over 40 Years



BUCK'S TREE FARM

NC Hwy 80N

Bakersville, North Carolina 28705

Broadleaf Evergreens

Fraser Christmas Trees 6' through 12'

(828) 766-8277 or (828) 688-2136

Website: buckstrees.com / E-mail: rodbuck@yahoo.com

Randy & Rodney, Owners

Member NCCTA / Mitchell Co. Assn. of Christmas Tree Growers & Nurserymen

Laurel Springs Nursery, L.L.C.



Patricia Gaskin

Laurel Springs, NC 28644

**Fraser Fir Christmas trees,
wreaths & garlands**

Wholesale, retail & mail order.

Price List Available

336-372-4193

Email: lsxtf2@skybest.com

Member National Christmas Tree Association



Sturgill Tree Farms offers a large selection of premium Christmas trees as well as wreaths and garland. Our family takes great pride in our business and feels we are competitive in price, but most importantly, we offer a quality product. All of our products are guaranteed as stated.

Charles Sturgill: 336-977-2036

Office: 336-246-4343

Fax: 336-846-4069

Email: trees@sturgilltreefarms.com

www.SturgillTreeFarms.com

NUMBER OF TREES FOR SALE BY SPECIES

GROWER

B&B = Balled & Burlapped
 FF = Fraser Fir
 NF = Nordmann Fir
 LC = Leyland Cypress

WP = White Pine
 BX = Boxwood
 CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

GROWER	FRASER FIR		OTHER		WREATHS, ROPING & BOUGHS
	Quantity	Size	Quantity	Size	
Freeman, Joe	1,000	6-7	500	White Pine 5-6	Wreaths: 1,000
Mistletoe Meadows	2,000	7-8	500	White Pine 6-7	FF, LC, BX, WP;
583 Burnt Hill Road	500	8-9	500	White Pine 7-8	Single & double face;
Laurel Springs, NC 28644	250	9-10	100	White Pine 8-9	All sizes
mistletoem@skybest.com					
mistletoemeadows.com			50	Norway Spruce 12-20	Roping: 1,000
(336) 465-9754					WP, FF, LC, BX, BI;
(336) 982-9754					15, 25, 30, 50, 75'
Ashe County					rolls
Est. 1988					
Gaskin, Patricia B.					Wreaths:
Laurel Springs Nursery, LLC					Made to order
PO Box 135					FF, WP, BX, Other;
Laurel Springs, NC 28644					Single & double face;
lsxf2@skybest.com					16 - 48"
laurelspringsnursery.com					Roping:
(336) 372-4193					Made to order
(336) 372-4168 (F)					FF, WP, BX, Other;
Alleghany County					25 & 75' rolls
Est. 1972					
Farm located at 7491 Hwy. 18 South, Laurel Springs, NC 28644					
See our ad on page 20					
Gatchell, Michael	Sold Out				
Santa's Trees					
1451 Nester School Road					
Dugspur, VA 24325					
landman66@yahoo.com					
santastreestasurecoast.com					
(561) 662-9140					
Carroll County, VA					
Est. 2002					
Gay, Mark	Sold Out				Wreaths:
Buck Hill Tree Farm					Made to order
PO Box 1288					FF;
Linville, NC 28646					Single face;
cogmog@charter.net					8-36"
buckhilltreefarm.com					
(828) 387-0366					
Avery County					
Est. 1978					
Farm located at 8669 Linville Falls Hwy, Newland, NC 28657					

PREMIUM FRASER FIR

ALL SIZES
AVAILABLE

White
Pine
and
Norway
Spruce
Also
Available



BRUNER SIDES NURSERY

68 Reeves Ridge Road • Sparta, NC 28675 • E-mail: sidesrk@skybest.com



Home & Office (336) 372-8224

Loading Yard (336) 372-2260

Fax (336) 372-2159



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Snow Flock



Tree Baler and
Netting



Wreath Rings



Scented
Pine cones



Tree Care Kit

What's Inside:
(tree not included)



Removal Bag



Same Great Product-
New Package!

Kolors by Kirk



Tree Life/Keeps It Green!
Tree Hydrator



Same Great Product-
New Package!



Twine available
in 4 colors



Blue Ridge Evergreens

Premium Wholesale
Fraser Fir Christmas Trees
Newland, NC



Call Nick Boone: (423) 930-0750
nick@blueridgeevergreens.com

Scan to visit our website
blueridgeevergreens.com





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Dale Cornett

P.O. Box 172

2230 Mountain Dale Rd.

Vilas, NC 28692

828-964-8463

828-386-4191

dalecornett@gmail.com

www.CornettCarolinaTrees.com

Quality grown Fraser fir transplants and cut Christmas trees



Grown using improved seed sources, with soilless media in above ground containerized trays. All trees are watered with well water and fertilized weekly.

Other Species:

Canaan Fir, Norway Spruce, Turkish Fir, Nordmann Fir, and White Pine

**Plugs
Plug +1
Plug 1+1**



Contact us for a tour or to discuss ordering planting material for 2023:

800-991-3326 or 336-982-3013
info@BarrEvergreens.com

**CONTRACT GROW
WITH A LOCAL SUPPLIER**

NURSERY ADDRESS:

282 Buckeye Lane • Jefferson, NC 28640

NUMBER OF TREES FOR SALE BY SPECIES

GROWER

B&B = Balled & Burlapped
 FF = Fraser Fir
 NF = Nordmann Fir
 LC = Leyland Cypress

WP = White Pine
 BX = Boxwood
 CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

Leath, Steve & Janet and Eric
 Steve Leath & Sons
 PO Box 615
 Jefferson, NC 28640
 steve@steveleathandsons.com
 ncchristmastrees.com/members/
 steve/leath/sons
 (336) 982-2207
 (336) 999-4304
 Ashe County
 Est. 1997
 Farm located at 2014 Low Gap Road,
 Jefferson, NC 28640

200	6-7	50	Concolor Fir	6-7
100	7-8			
50	8-9			

McAbee, Jerry
 Bear Valley Farm
 Whittier, NC 28789
 jerry@bearvalley.com
 bearvalley.com
 (828) 736-1405
 Jackson County
 Est. 2014
 Farm located at 231 Bee Tree Road,
 Glenville, NC 28736

Mehaffey, Walter
 Mehaffey Tree Farm
 24 Corner Drive
 Waynesville, NC 28785
 mmehaffe@gmail.com
 mehaffeytreefarm.com
 (828) 476-8505
 Haywood County

125	5-6
240	6-7
280	7-8
200	8-9
75	9-10
60	10-12
20	12-14

Miller, Tim
 Shady Rest Tree Farm
 287 Trading Post Road
 Glendale Springs, NC 28629
 srreefarm@skybest.com
 shadyrestreefarm.com
 (336) 977-1659
 Ashe County
 Est. 1986

67	Tabletops	Blue Spruce
100	5-6	
200	6-7	Canaan Fir
300	7-8	
200	8-9	Concolor Fir
100	9-10	
100	10-12	Mail Order Trees & Wreaths
		Trees Over 20' Available

Moser, Tim & Bonnie
 Shepherd's Way Farms
 465 Shepherds Way
 Laurel Springs, NC 28644
 xmastrees4u@yahoo.com
 shepherdswayfarmsnc.com
 (919) 710-4719
 (919) 610-9048
 Ashe County

2,000	Tabletops
-------	-----------

Growing Traditions

ESTABLISHED 1960

for you and your customers.

Specializing in quality Fraser Firs, wreaths and garland in all shapes and sizes.



571 Baldwin Road • PO Box 985

West Jefferson, North Carolina 28694

Phone: 336-846-2976 • Fax: 336-846-3368

Email: cardinaltree@skybest.com • Website: www.cardinaltreefarm.com

PROMOTE YOUR NC FRASER FIR!

North Carolina
 Fraser Fir
Christmas Trees



www.NCchristmastrees.com



FREE Promotional Materials!

YOU ONLY PAY FOR SHIPPING CHARGES!

- ✓ Banners: "We Proudly Feature NC Fraser Fir" outdoor vinyl 36x55"
- ✓ Tree Care Pads: 50/pad
- ✓ Real Trees Make Scents Brochures



Call 800-562-8789



Promotional materials provided through NCDA & CS Specialty Crop Block Grant Program

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NF = Nordmann Fir **CD = Cedar**
LC = Leyland Cypress

**WREATHS,
ROPING
& BOUGHS**

FRASER FIR

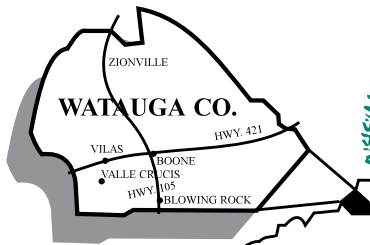
OTHER

Pate, Mike	8,000	Tabletops	300	White Pine	6-7	Wreaths: 20,000
Pate's Tree Farm	8,000	5-6	300	White Pine	7-8	FF/WP/BX/WC CD/ Noble Fir
221 Mr. Casuals Lane	25,000	6-7	100	White Pine	8-9	
Troutdale, VA 24378	25,000	7-8				Double face;
patesfarming@gmail.com	10,000	8-9				10-30"
(910) 818-9073	100	9-10				
(276) 677-3530						Roping: 500
(276) 677-0141 (F)						FF, WP, BX, WC CD;
Ashe County						25 & 75' rolls
Est. 1994						
Farm Location: 7107 Highway 16, Glendale Springs, NC 28629						
Peele, Sherry & Sharpe, Ricky						
Carolina Wreath Company				Mail Order Wreaths		Wreaths:
PO Box 820						Made to order
Sharpsburg, NC 27878						Carolina Sapphire, Green Giant, FF, Juniper, Pine
wreathlady1961@outlook.com						Single face;
sherrypeele54@yahoo.com						10, 12, 14, 16, 18, 20, 24, 30"
carolinawreath.com						
(919) 437-6546						Roping:
Yancey County						Made to order
Est. 2003						Carolina Sapphire, Green Giant, FF, Juniper, Pine
Farm located at Charlie Deyton Road, Green Mountain, NC 28740						Any size roll
Pitts, Darrell & Sharon	800	6-7	250	Nordmann Fir	6-7	Wreaths:
Sugar Plum Farm	200	7-8				Made to order
1235 Isaacs Branch Road	200	8-9	9	Boxwood Varieties		FF, BS, Nordman Fir
Newland, NC 28657	200	9-10				Single face;
sugarplumfarm@att.net				Arborvitae		Any sizes
sugarplumfarms.net						
(828) 765-0019				Other Nursery Materials		Roping:
Avery County				Available		Made to order
Est. 1967						FF, BS, Nordman Fir
Farm located at 1263 Isaacs Branch Road, Plumtree, NC 28684						
Poe, Mitchell & Kim	2,000	Tabletops				Wreaths: 5,000
Cardinal Tree Farm, LLC						FF, WP, CD;
PO Box 985						Single & double face;
West Jefferson, NC 28694						8-48"
cardinaltree@skybest.com						
cardinaltreefarm.com						Roping: 1,000
(336) 846-2976						FF, WP;
(336) 877-7185						25 & 75' rolls
(336) 846-3368 (F)						
Ashe County						
Est. 1960						
Farm located at 571 Baldwin Road, West Jefferson, NC 28694						
See our ad on page 28						

Come to the High Country for your Christmas Trees!



**WATAUGA COUNTY
CHRISTMAS TREE ASSOCIATION**
~.wataugachristmastrees.org



971 West King Street
Boone, NC 28607
(828) 264-3061

NORTH CAROLINA

GROWERS OF QUALITY

- FRASER FIR
- WHITE PINE, HEMLOCK, SPRUCE
- SEEDLINGS, TRANSPLANTS
- B&B PLANTS
- FRESH WREATHS, ROPING, GARLAND
- WHOLESALE & RETAIL

ANNUAL CHOOSE AND CUT DAYS

- THANKSGIVING THROUGH MID-DECEMBER

ANNUAL FRASER FIR FIELD DAY

- LAST THURSDAY OF JULY

FACTS

- ENVIRONMENTALLY OPTIMUM CONDITIONS
- AVERAGE SNOWFALL / 57"
- AVERAGE RAINFALL / 57.5"
- AVERAGE TEMPERATURES
JANUARY / 29 DEGREES
JUNE / 59 DEGREES
- SOUTHEAST'S LARGEST SKIING COUNTRY
- 35 + MOTELS
- 100 + RESTAURANTS



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CALL OR WRITE FOR FREE BUYERS GUIDE AND CHOOSE AND CUT BROCHURE

NUMBER OF TREES FOR SALE BY SPECIES

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**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

	FRASER FIR	OTHER	
Reavis, Clark	1,000 Tabletops		
Clark's Evergreens and Landscaping	500 5-6		
PO Box 1076	5,000 6-7		
Jefferson, NC 28640	5,000 7-8		
clarksevergreens@yahoo.com			
(336) 877-7615			
Ashe County			
Est. 1989			
Farm located at 2930 Liberty Grove Church Road, Fleetwood, NC 28626			
Reece, Robert	100 Tabletops		
Reece Farm & Nursery	1,000 5-6		
241 John Jones Road	1,000 6-7		
Elk Park, NC 28622	500 7-8		
rbreece@skybest.com	100 8-9		
(828) 898-5642	50 9-10		
Avery County			
Est. 1987			
Richardson, Brien	500 Tabletops		
Richardson Custom Tree Services	1,000 5-6		
235 Colvard Farm Road	3,000 6-7		
Jefferson, NC 28640	2,000 7-8		
(336) 977-2109			
Ashe County			
Sexton, Greg & Robin			
Sexton Christmas Tree Farm			
PO Box 1235			
Jefferson, NC 28640			
(800) 238-8733			
sextonfarms@skybest.com			
sextonchristmastrees.com			
Ashe County			
Est. 1960			
Farm located at 1616 NC Highway 16-South, Jefferson, NC 28640			
Shatley, Daniel P.	6,000 Available	Others Upon Request	Wreaths: Upon Request
Shatley Farms, LLC	Tabletops		
PO Box 697	5-6		
West Jefferson, NC 28694	6-7		
shatleyfarms@skybest.com	7-8		
shatleyfarms.com	8-9		
(336) 982-9462	9-10		
(336) 982-9464 (F)	10-12		
Ashe County	12-14		
Est. 1975			
Farm located at 3509 US Highway 221 North, Jefferson, NC 28640			

CRITCHER BROS. PRODUCE, INC.

Growers of Quality Fraser Fir

7467 Old 421 South
Deep Gap, NC 28618
Phone 828-264-2669
Fax 828-264-1255

Website www.critcherbrothers.com
Email: mough@critcherbrothers.com



Transportation Available



NUMBER OF TREES FOR SALE BY SPECIES

GROWER

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WP = White Pine
 BX = Boxwood
 CD = Cedar

**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

Shatley, James M., Orrin and John Duncan

Contact: Sadie Sheets
 Carolina Fraser Fir Company, LLC
 2617 Potato Creek Road
 Mouth of Wilson, VA 24363
 cffcsales@carolinafraser.com
 carolinafraser.com
 (276) 579-7733
 Grayson County, VA
 Est. 1987

All Sizes Available

Wreaths:
 Actively taking orders;
 FF, WP, CD;
 Single face;
 10x8, 11x9, 14x12,
 24x21, 26x24

Roping:
 Actively taking orders
 FF, WP, CD;
 25, 50, 75'

Boughs:
 Plenty available
 WP

Shore, Katherine

Kathy Shore Nursery, LLC
 1731 US Hwy 21 South
 Sparta, NC 28675
 kathyshorenursery@skybest.com
 kathyshorenursery.com
 (336) 372-5324
 (866) 400-1084 (F)
 Alleghany County
 Est. 1996
 See our ad on page 16

2,000 6-7
 3,000 7-8
 2,000 8-9

Wreaths: 10,000
 FF, WP;
 Single face;
 All sizes

Roping: 1,000 each
 FF, WP;
 25 & 75' rolls

Sides, Bruner & Linda and Dillon

Bruner Sides Nursery
 68 Reeves Ridge Rd
 Sparta, NC 28675
 sidesnursery@skybest.com
 (336) 372-8224
 (336) 372-2260
 (336) 372-2159 (F)
 Alleghany County
 Est. 1972
 See our ad on page 22

2,000 Tabletops 1,000 White Pine 7-8
 6,000 6-7 1,000 White Pine 8-9
 5,000 7-8

Sides, Randal & Kimberly

Randal & Kimberly Sides Nursery
 1169 New Haven Road
 Sparta, NC 28675
 sidesrk@skybest.com
 christmastreenc.com
 (336) 372-2526
 (336) 572-2128
 (336) 372-7934 (F)
 Alleghany County

Sold Out

Wreaths:
 Made to order
 Single face;
 All sizes

Roping:
 Made to order
 75' rolls



Clamp-Type Wreath Frames & Machines



Shakers and Other Equipment



Cinco, Yule Tree, Gunnard & More



Polyurethane Balers & Netting

WAGNER'S
fraser  **knoll**
 SUPPLIES + EQUIPMENT

We select and offer the best-working products!

BALERS • NETTING • WREATH-MAKING SUPPLIES
 SHAKERS • TREE STANDS • TAGS • BANNERS
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As an experienced grower and retailer, we can help you select products for a more productive and profitable business.

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384 BURNT HILL ROAD • LAUREL SPRINGS, NC 28644 • PHONE/FAX: 336-982-3517

THE ENVIRONMENTAL CHOICE

Real vs. Fake Christmas Trees

Real Christmas Trees

- ✓ Real Christmas trees are plantation grown on American family farms, making an important economic contribution to many rural communities in the United States.
- ✓ Real Christmas trees absorb carbon dioxide and other harmful “greenhouse” gasses and release fresh oxygen into the air. A Real Christmas tree has a fragrance beyond compare.
- ✓ One acre of Christmas trees provides the daily oxygen requirement for 18 people. There are about 500,000 acres of Christmas trees in the United States which collectively provide oxygen for 9 million people daily. Young, fast-growing trees like Christmas trees release more oxygen than mature forest trees.
- ✓ For every Real Christmas tree harvested, another one is planted in its place to ensure a steady supply year after year. Christmas tree fields support turkey, quail, songbirds, rabbits and deer.
- ✓ When planted outside after the Holidays, balled and burlapped Real Christmas Trees temper winds, suppress loud sounds, filter dust, moderate temperature, and dissipate odors.
- ✓ Real Christmas trees are an all-American renewable, recyclable resource. After the holidays, Real trees are chipped into biodegradable mulch, which replenishes soil in landscapes, parks, and schools. Most communities offer recycling programs.
- ✓ Recycled Real Christmas trees are also used as wind and water barriers at beaches and river beds to fight sand and soil erosion. They protect our water supplies, and provide refuge for wildlife. When sunk in ponds, they provide excellent refuge and feeding areas for fish.
- ✓ Real Christmas trees can be used as a feeding station and winter shelter for songbirds in your yard.
- ✓ Some consumers are allergic to dust that accumulates on surfaces of Real trees grown outside. You can wash most allergens off by spraying the tree with water before bringing it inside.
- ✓ The safest Christmas tree is a fresh, well-watered tree. A Real tree has never started a fire. Faulty Christmas lights, candles, and fireplaces can start tree fires.

Fake Christmas Trees

- ✗ Fake Christmas trees are made in Korea, Taiwan, or China. Importing artificial trees contributes to the US trade deficit.
- ✗ Fake Christmas trees are made from non-renewable plastics. The manufacture of petroleum-based plastics use up natural resources. Once used, they are gone forever.
- ✗ Furthermore, the manufacture of both plastic and metal components in the tree consume energy and create pollution.
- ✗ The average use of a Fake Christmas tree is only 6 or 7 years. Eventually, they all go to the landfill as garbage.
- ✗ Fake Christmas trees are not biodegradable. The plastics and metals that they contain, including lead, will remain in our landfills for centuries.
- ✗ Three Asian wood-boring beetle species have been imported to America on the wooden trunks of Fake trees. Undetected, these insects could attack native forest trees and lumber.
- ✗ Some consumers have suffered an allergic reaction to materials in their Fake tree.
- ✗ When a Fake Christmas tree catches fire, it releases dangerous toxic fumes into the home.



**Choose a Real Christmas Tree.
The Environmental
& Traditional Choice!**

Visit www.NCchristmastrees.com for more information.

Why Should I Become a Member of the North Carolina Christmas Tree Association?



To promote the traditions and memories of celebrating Christmas with a Real Tree.



To protect and grow your business. NCCTA works to stop legislation and regulations that are negative to you and others growing, wholesaling and retailing Real Christmas Trees and to support beneficial legislation and regulations.



To be part of a community of Christmas Tree professionals and share the knowledge and experiences of thousands who share your concerns, questions and needs.



Special Benefits for NCCTA Members

- **First Pioneer Insurance Agency:** Offers a special worker's compensation insurance program.
- **LifeStore Insurance:** Insurance discounts offered to members for property and liability coverage, workers compensation and health plan options.
- **First Benefits:** NCCTA members are eligible for workers' compensation coverage with no other membership requirements. (LifeStore Insurance and First Pioneer Insurance represent First Benefits Insurance at their respective agencies in the High Country).

Membership Benefits



- ✓ Listing with link to your own website on NCChristmastrees.com where over 110,000 visitors search for Christmas trees annually.
- ✓ Annual listing in the Buy-Sell Guide that promotes REAL trees to thousands of buyers
- ✓ Annual listing in the Choose and Cut Directory that promotes REAL trees to thousands of consumers
- ✓ You will receive an annual subscription (two issues) of Limbs & Needles Magazine; keeping you up-to-date on association news, technical information, Christmas tree research information, and industry updates and marketing & management tips.
- ✓ Updated tree inventory listing available on website after September 1
- ✓ Retail lot listing on website with Google location services
- ✓ Access to NCCTA's Online Member Center, with resources such as classifieds, wholesale buyer mailing list, choose & cut promotional mailing list, and digital archived copies of Limbs & Needles
- ✓ Attention to relevant legislative issues on State and National Level
- ✓ NCCTA funded research projects through NCSU & NCDA&CS are beneficial for success and growth.
- ✓ Local, regional, state, and national advertising
- ✓ Expanded promotional opportunities and organizational planning through Specialty Crop Block Grants obtained by the NCCTA
- ✓ Access to free retailer promotional materials provided through grant funding
- ✓ Representation at Industry Trade Shows and Consumer Shows where the Buy-Sell and Choose & Cut Memories publications are distributed.
- ✓ Use of the NCCTA logo and the NCCTA trademark design "North Carolina Fraser Fir, The Perfect Christmas Tree"
- ✓ Representation with educational and governmental organizations
- ✓ Access to experts in the field – speakers, other members, sponsors
- ✓ Provides great opportunities to meet and network with industry peers
- ✓ Reduced registration rates for annual Winter and Summer meetings where industry leaders share information and insights, and growers interact and share their individual experience.
- ✓ NCTA T.I.P. benefits
- ✓ You will be a part of North Carolina's voice for the Christmas tree industry. Whether that means presenting a Christmas tree to the Governor, meeting with legislators regarding concerns for our industry, or participating in promotional opportunities in the media, NCCTA members have visibility and a voice.

NUMBER OF TREES FOR SALE BY SPECIES

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**WREATHS,
 ROPING
 & BOUGHS**

FRASER FIR

OTHER

Vance, Jeff
 Christmas Tree Hill Nursery, Inc.
 PO Box 399
 Newland, NC 28657
 christmashill@bellsouth.net
 christmasreehillnursery.com
 (828) 733-4814
 (828) 385-0432
 (828) 733-4846 (F)
 Avery County
 Est. 1981
 Farm Located at 1881 Millers Gap
 Hwy, Newland, NC 28657
 See our ad on page 1

Nursery Landscape Materials
 Available

Vestal, James
 Fir Ridge Christmas Tree Farm
 1700 Mt. Zion Church Road
 Sparta, NC 28675
 firridge71@gmail.com
 (336) 469-7943
 Alleghany County
 Est. 1977

500 6-7
 500 7-8

Wagoner, Tommy
 Fraser Knoll
 610 Burnt Hill Road
 Laurel Springs, NC 28644
 sales@fraserknoll.com
 fraserknoll.com
 (336) 982-3517
 (877) 352-7355
 (336) 982-7355 (F)
 Ashe County
 Est. 1967
 See our ad on page 34

Sold Out

Weaver, John W. & Suzanne N.
 Weaver Tree Farms, Inc.
 417 Weaver Farms Road
 West Jefferson, NC 28694
 weaverfarms@skybest.com
 weavertreefarms.com
 (336) 246-7951
 (336) 977-1429
 Ashe County
 Est. 1984

500 6-7
 500 7-8



Points to Make with your Customers

Most customers want more than just the price of a tree from your sales staff. Many customers want to know about the tree — where it was grown, how old it is, or when it was cut. Others may want some reassurance about the freshness or quality of your trees. It can help sales to have answers ready for typical questions.

For a valuable product that is 10 to 15 years in the making from seed, you might even consider making a “story” about the trees you sell — where they are native to, a little about the farm or farmer that grew the trees, the year the seed was planted to be ready this year, even the amount of snow that typically falls where it came from. What you and your sales staff share with customers can give value and meaning to this important seasonal purchase. Make their experience with you memorable, and they will be back next year.



Life History of a Fraser Fir

- Fraser firs are native to the highest peaks of the Southern Appalachian Mountains.
- A typical seven foot Fraser fir Christmas tree started in a seedbed about twelve years ago. It grew eight or nine inches in three years. It then spent two years in a transplant bed where it doubled in size. Now it was transplanted to the field where it grew for the next seven years.
- Every year the grower fertilized it, pruned and shaped it, managed weeds and insects, and even protected it from deer.
- Each tree was the recipient of more than 100 cultural practices during its life.

Freshness and Durability of a Fraser Fir

- Fraser firs are adapted to a southern high-elevation climate that is quite changeable.
- Not only do they survive extreme winter cold and high winds, but must contend with greater temperature changes than trees grown in Northern States.
- As a result, Fraser fir holds up exceptionally well to the stresses of the harvest and retail season.
- Dormant Fraser firs will hold their needles for months.

Tree Care

- Consumers can do a lot to keep their trees fresh.
- Always keep the tree cool, dark, and watered until it is decorated.
- Store a tree in full shade where it can be kept cool.
- Put the trunk in a water bucket or pan if it is going to be more than a few hours before it is put up.
- If more than 2 days go by before it is put in a stand, a fresh cut of at least ½ inch should be made off the base of the tree.
- The tree should be displayed in a stand with at least a 1 gallon capacity.
- The water level should be checked daily and refilled as needed.
- Display the tree away from direct sunlight or any heat source.

The Environmental Choice

- North Carolina Fraser fir growers lead the industry in their efforts to take care of their land. Fraser firs are grown on steep mountain-sides that are at high risk of erosion and require utmost care.
- NC growers have had to develop sustainable practices that are gentle to soil, water, and wildlife.
- Growers use Integrated Pest Management techniques to manage pests and maintain quality with minimum inputs.

NUMBER OF TREES FOR SALE BY SPECIES

GROWER	B&B = Balled & Burlapped WP = White Pine FF = Fraser Fir BX = Boxwood NF = Nordmann Fir CD = Cedar LC = Leyland Cypress		WREATHS, ROPING & BOUGHS
	FRASER FIR	OTHER	
Wilson, John L. and Chelsea Wilson Thayer	2,250 Available: Call for size quantities		
Snow Creek Christmas Trees 302 Slagle Road Bakersville, NC 28705 jlwilson513@gmail.com snowcreekchristmastrees.snappages.com (828) 385-2388 Mitchell County Est. 1968 Farm located at 447 Wilson Road, Bakersville, NC 28705			
Woodward, Marshall	50	5-6	
Crown Trees	300	6-7	
5153 Pine Creek Road	450	7-8	
Cullowhee, NC 28723	150	8-9	
mewoodward@comcast.com (404) 229-0405 Jackson County Est. 2009	50	9-10	
Wishon, Johnny and Brad	Sold Out	200 White Pine 6-7 300 White Pine 7-8 200 White Pine 8-9 Concolor Fir Mail Order: Trees & Wreaths B&B Available	Wreaths: Made to order FF, Noble Fir; Single face; All sizes Roping: Made to order FF, WP, BX, CD;
Wishon Evergreens 535 Napco Road Sparta, NC 28675 johnny@wishonevergreens.com wishonevergreens.com (336) 372-7086 (336) 372-5530 (F) Alleghany County Est. 1988 See our ad on page 12			

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North Carolina Christmas Tree Association
NCchristmastrees.com









NURSERIES

SELLER	SPECIES	TRANSPLANTS SEEDLINGS, OR SEED	BUYING OR SELLING	SIZE	AMOUNT
Andrews, J. Seth Andrews Tree Farms & Nursery 691 Hoppers Dairy Road Sparta, NC 28675 andrewstreefarms@gmail.com christmastreecompany.com (336) 372-1657 (336) 380-6766 (336) 372-1427 (F) Alleghany County See our ad Inside Front Cover	Fraser Fir	Transplants Seedlings Seeds	Selling Selling Selling	2-2, 2-3, 3-1, 3-2 2-0, 3-0	200 lbs.
Avery, Waightstill Avery Farms/Trinity Tree Company PO Box 190 Plumtree, NC 28664 averyfarms3@gmail.com averychristmastrees.com (828) 733-5052 (828) 737-0056 (F) Avery County Farm located at 615 Avery Lane, Plumtree, NC 28644	Fraser Fir	Seeds	Selling		
Barr, Rusty & Melissa, Wilson and Avery Barr Evergreens of NC, LLC PO Box 3 Crumpler, NC 28617 rusty@barreverdegreens.com barreverdegreens.com (336) 982-3013 (800) 991-3326 (336) 982-3015 (F) Ashe County Farm located at 321 East Healing Springs Road, Crumpler, NC 28617 See our ad on page 26	Fraser Fir Fraser Fir	Transplants Seedlings	Selling Selling	Plug+1, 1+1 Plugs	
Berkey, Duane Berkey's Nursery PO Box 215 Spartansburg, PA 16434-0215 info@berkeysnursery.com berkeysnursery.com (814) 654-7513 (814) 694-9200 (814) 654-7503 (F) Farm located at 44251 Rogers Road, Spartansburg, PA 16434	Assorted Evergreens	Bare Root Transplants & Seedlings	Selling	Call for sizes	

SELLER	SPECIES	TRANSPLANTS SEEDLINGS, OR SEED	BUYING OR SELLING	SIZE	AMOUNT
Bosch, Brian Bosch's Countryview Nursery 10785 84th Avenue Allendale, MI 49401 brian@boschsnsnursery.com boschsnursery.com (616) 892-4090 (616) 892-4290 (F) See our ad on page 18	Fraser Fir	Seedlings & Transplants	Selling	2-2, P+2	TBD
Fowler, Charles & Rebecca Windy Gap Tree Farm PO Box 84 Glensville, NC 28736 charles@windygaptrees.com (828) 507-8863 Jackson County	Fraser Fir	Transplants	Selling	P+2, P+3	5,000 ea.
Freeman, Joe Mistletoe Meadows 583 Burnt Hill Road Laurel Springs, NC 28644 mistletoem@skybest.com mistletoemeadows.com (336) 465-9754 (336) 982-9754 (336) 982-8694 (F) Ashe County	Fraser Fir Canaan Fir Norway Spruce	Seedlings Seedlings Seedlings & Transplants	Selling Selling Selling	2-0 2-0 2-2, 2-0	50,000 25,000 20,000
Gatchell, Michael Santa's Trees 1451 Nester School Road Dugspur, VA 24325 landman66@yahoo.com santastreestreasurecoast.com (561) 662-9140 Carroll County, VA Est. 2002	Fraser Fir	Transplants	Selling		20,000
Hollifield, Anna Trivett Linville River Nursery/NC Forest Service 6321 Linville Falls Highway Newland, NC 28657 anna.hollifield@ncagr.gov buynctrees.com (828) 733-5236 (828) 387-1587 (828) 733-9399 Avery County	Fraser Fir	Seedlings	Selling		600,000

SELLER	SPECIES	TRANSPLANTS SEEDLINGS, OR SEED	BUYING OR SELLING	SIZE	AMOUNT
Moser, Tim & Bonnie Shepherd's Way Farms 465 Shepherd's Way Laurel Springs, NC 28644 xmastrees4u@yahoo.com (919) 710-4719 (919) 610-9048 Ashe County	Fraser Fir	Seedlings & Transplants	Buying	3-2, 2-2	5,000
	Fraser Fir	Seedlings & Transplants	Selling	2-0	5,000
Nielsen, Dan Itasca Greenhouse PO Box 414 26385 Blackwater Road Cohasset, MN 55721 info@itascagreenhouse.com itascagreenhouse.com (800) 538-8733 (218) 398-1654	Assorted Evergreens	Seedlings & Transplants	Selling	4-24"	
Poe, Mitchell & Kim Cardinal Tree Farm, LLC PO Box 985 West Jefferson, NC 28694 cardinaltree@skybest.com cardinaltreefarm.com (336) 846-2976 (336) 877-7185 (336) 846-3368 (F) Ashe County Est. 1960 Farm located at 571 Baldwin Road, West Jefferson, NC 28694 See our ad on page 28	Fraser Fir Fraser Fir	Seedlings Transplants	Selling Selling	2-3" 8-12"	10,000 5,000
Powers, Andy & Levi Powers Tree Farm PO Box 237 Lansing, NC 28643 andy@powerstreefarm.com powerstreefarm.com (336) 384-8828 (336) 877-7722 (336) 384-1006 (F) Ashe County Est. 1960 Farm located at 275 Bee Tree Road, Lansing, NC 28643	Fraser Fir Canaan Fir	Transplants Transplants	Selling Selling	P+2 P+2	50,000 15,000

SELLER	SPECIES	TRANSPLANTS SEEDLINGS, OR SEED	BUYING OR SELLING	SIZE	AMOUNT
Steinhart, Conrad and Kyle Wilkes Contact: Charity Goodman Happy Holiday Christmas Trees 954 NC Hwy 194 N West Jefferson, NC 28694 charityg@hhxt.net cubby@hhxt.net kyle@hhxt.net (336) 846-2214 (866) 846-2216 (F) Ashe County Est. 1980	Fraser Fir	Seedlings & Transplants	Selling	P2	50,000
Van Slooten, Evan Vans Pines Nursery 14731 Baldwin Street West Olive, MI 49460 (800) 888-7337 (616) 399-1652 info@vanspinesnursery.com VansPinesNursery.com	Assorted Evergreens	Bare Root Transplants & Potted Liners	Selling	Jiffy® Plugs: 1 & 2 year	
Woodall, Sue Weyerhaeuser Company 16014 Pletzer Road SE Turner, OR 97392 (541) 327-2212 sue.woodall2@weyerhaeuser.com myseedlings.com	Fraser Fir Balsam Fir Canaan Fir Nordmann Fir Turkish Fir	Seedlings Seedlings Seedlings Seedlings Seedlings	Selling Selling Selling Selling Selling		
	Fraser Fir Balsam Fir Canaan Fir Nordmann Fir	Transplants Transplants Transplants Transplants	Selling Selling Selling Selling		



BUYERS

TYPES OF TREES TO BE PURCHASED

BUYER	FF = Fraser Fir WP= White Pine BX = Boxwood CD = Cedar			
	FRASER FIR		OTHER	
Andrews, J. Seth & Lidjea	5,000	Tabletops	Roping: 50,000	
Andrews Tree Farms & Nursery	1,000	5-6	FF, WP, CD; All lengths	
691 Hoppers Dairy Road	10,000	6-7		
Sparta, NC 28675	10,000	7-8	Boughs: 100,000 lbs.	
andrewstreefarms@gmail.com	10,000	8-9	FF, WP, CD, BX	
christmastreecompany.com	5,000	9-10		
(336) 372-1657	1,000	10-12		
(336) 380-6766	500	12-14		
(336) 372-1427 (F)	200	14+		
Alleghany County				
Est 1991				
See our ad Inside Front Cover				
Barr, Rusty & Melissa and Wilson and Avery	2,500	Tabletops	500 White Pine	6-8
Barr Evergreens of NC, LLC	1,000	5-6	Canaan Fir	
PO Box 3	2,500	6-7	Concolor Fir	
Crumpler, NC 28617	2,500	7-8	Norway Spruce	
rusty@barreverdegreens.com	500	8-9	Turkish Fir	
barreverdegreens.com	200	9-10	Wreaths:	
(336) 982-3013			FF, WP, BX;	
(336) 982-3017			Single Face;	
(336) 982-3015 (F)			8, 12, 16, 24, 36, 48"	
Ashe County			Roping:	
Est. 1960			FF, WP, BX;	
See our ad on page 26			25 & 75'	
Bottomley, Mitchell and Mike Wagoner	10,000	Tabletops	Boughs: 100,000+ lbs.	
Bottomley Evergreens & Farms	10,000	5-6	FF	
140 S. Sparta Parkway	10,000	6-7		
Sparta, NC 28675	10,000	7-8	Boughs: 100,000+ lbs.	
mike@bottomleys.com			WP	
bottomleys.com				
(336) 372-5252				
(336) 572-2408				
(336) 372-5262 (F)				
Grayson, VA				
Est. 1995				
See our ad on Back Inside Cover				

TYPES OF TREES TO BE PURCHASED

BUYER

FF = Fraser Fir
 WP = White Pine
 BX = Boxwood
 CD = Cedar

	FRASER FIR		OTHER
Cartner, David, Jim P. and Sam C., and Ronnie Beam	3,000	8-9	
Cartner Christmas Tree Farm	1,000	9-10	
PO Box 247			
Newland, NC 28657			
cartner@carolinafraserfir.com			
carolinafraserfir.com			
(828) 273-7333			
(205) 910-9983			
(828) 259-9465			
Avery County			
Est. 1959			
Farm located at 901 Balsam Drive, Newland, NC 28657			
See our ad on page 18			
Chefas, John & Kathy and Carrie McClain & Jeff McClain and Barbara Cunningham	5,000	Tabletops	
Hart-T-Tree Farms	1,000	5-6	
PO Box 35	1,000	6-7	
Grassy Creek, NC 28631	1,000	7-8	
office@hart-t-trees.com	1,500	8-9	
hart-t-trees.com	500	9-10	
(336) 384-9603	100	10-12	
(336) 464-6618	100	12-14	
(336) 384-9602 (F)			
Ashe County			
Est. 1976			
Farm located at 15537 Old NC Hwy 16, Grassy Creek, NC 28631			
Cuthbertson, Clay	1,000	10-12	
Snowy Mountain Christmas Tree Farm			
PO Box 81			
Crossnore, NC 28616			
snowymtn@yahoo.com			
snowymountainchristmastreefarm.com			
(828) 733-9589			
(828) 737-9313			
Avery County			
Est. 1977			
Deal, Earl, Meg, Buddy & Della	Any	7-8	Boughs:
Smokey Holler Tree Farm, LLC	Any	8-9	FF
3452 Meadowfork Road	Any	9-10	
Laurel Springs, NC 28644	Any	10-12	
info@smokeyhollertreefarm.com	Any	12-14	
smokeyhollertreefarm.com	Any	14+	
(336) 372-2756			
(919) 218-1660			
(336) 372-7006 (F)			
Alleghany County			
Est. 1972			

TYPES OF TREES TO BE PURCHASED

BUYER

FF = Fraser Fir
WP = White Pine
BX = Boxwood
CD = Cedar

FRASER FIR

OTHER

Poe, Mitchell & Kim	500	8-9	
Cardinal Tree Farm, LLC	3,000	9-10	
PO Box 985	600	10-12	
West Jefferson, NC 28694	100	12-14	
cardinaltree@skybest.com	10	14+	
cardinaltreefarm.com			
(336) 846-2976			
(336) 877-7185			
(336) 846-3368 (F)			
Ashe County			
See our ad on page 28			
Shatley, Daniel P.	Any	Tabletops	
Shatley Farms, LLC	Any	5-6	
PO Box 697	Any	6-7	
West Jefferson, NC 28694	Any	7-8	
shatleyfarms@skybest.com	Any	8-9	
shatleyfarms.com	Any	9-10	
(336) 982-9462	Any	10-12	
(336) 982-9464 (F)			
Ashe County			
Est. 1975			
Farm located at 3509 US			
Highway 221 North, Jefferson,			
NC 28640			
Sturgill, Charles and Josh Johnson	Any	Tabletops	
Sturgill Tree Farms	Any	5-6	
PO Box 1621	Any	6-7	
West Jefferson, NC 28694	Any	7-8	
trees@sturgilltreefarms.com	Any	8-9	
sturgilltreefarms.com	Any	9-10	
(336) 977-2884	Any	10-12	
(336) 977-2036	Any	12-14	
Ashe County	Any	14+	
Est. 1970	Any	B&B	
Farm located at 1750 NC Highway			
88 W, West Jefferson, NC 28694			
See our ad on page 20			
Wiseman, Jack W. and David Biggerstaff	400	8-9	
D&J Trees	200	9-10	
350 Hidden Meadows Lane	100	10-12	
Newland, NC 28657			
jwwjr3@hughes.net			
(828) 742-1211			
(828) 387-5481			
Avery County			



Christmas Tree Holiday Safety

Please share the following safety information with your retail customers...

Holiday Safety Precautions

- Put your Christmas tree in a stand that will not tip over and holds at least one quart of water per inch of trunk diameter.
- Place your Christmas tree well away from heat sources and direct sunlight that can dry the tree out.
- Inspect Christmas tree lights before using them. Replace if worn. Do not overload electrical circuits.
- Turn off your Christmas lights when leaving the house or going to bed.
- Water your Christmas tree daily. Inspect the condition of the tree and remove it from the house if it becomes dry.
- Choose Holiday gifts wisely, passing up those that are highly flammable.
- Dispose of Holiday wrappings as soon as you are finished with your gift exchanging, placing them outdoors.

A Few Points About Christmas Tree Holiday Safety

- No Christmas tree ever started a fire—something else had to burn first.
- Other household items are much more likely to be the first item ignited in residential fires:

 - Newspapers & magazines: 13 times more likely
 - Packaging: 10 times more likely
 - Curtains or drapes: 9 times more likely

- Overloaded electrical circuits or faulty wiring are the most common ignition sources for holiday household fires.
- Only about one-tenth of one percent of household fires involves any type of Christmas tree including both artificial and real trees (reported by the National Fire Protection Association).

FARM NAME CROSS REFERENCE

Andrews Tree Farm & Nursery LLC

J. Seth & Lidjea Andrews

Avery Farms/Trinity Tree Farm

Waightstill Avery III

Appalachian Evergreens

Charles C. & Melanie Wilcox

Appalachian Farms of Cranberry

Matthew Horney

Barr Evergreens of NC

Rusty, Melissa, Wilson and Avery Barr

Bear Valley Farm

Jerry McAbee

Beechwold Farms

Bill Hoffman

Blue Ridge Evergreens

Nick Boone

Bottomley's Evergreens & Farms, Inc.

Mitchell Bottomley and Mike Wagoner

Boyd Mountain Christmas Tree Farm

David Boyd

Boyd's Christmas Trees

Boyd McNeely

Bruner Sides Nursery

Bruner & Linda and Dillon Sides

Buck Hill Tree Farm

Mark Gay

Buck's Tree Farm

Rodney Buchanan

Cardinal Tree Farm, LLC

Mitchell & Kim Poe

Carolina Fraser Fir Co, LLC

James M. and Orrin Shatley and John Duncan

Carolina Wreath Company

Sherry Peele & Ricky Sharpe

Cartner Christmas Tree Farm

David, Sam C., Jim Cartner and Ronnie Beam

Cheek Brothers Tree Farm

Andy Cheek and Ben Cheek

Christmas Tree Hill Nursery

Jeff Vance

Clark's Evergreens

Clark Reavis

Cline Church Nursery

Cline, Ellen and Alex Church

Cornett Carolina Trees

Dale E. Cornett and Martin Cornett

Critcher Brothers Produce

Roger Critcher

Crown Trees

Marshall Woodward

D&J Trees

Jack Wiseman and David Biggerstaff

Fir Ridge Christmas Tree Farm

James Vestal

Fraser Knoll

Tommy Wagoner

Frosty Mtn. Christmas Trees

Donna Jones

Grouse Ridge Christmas Tree Farms

Sanford Fishel

Guthrie & Co. LLC

Daniel Guthrie

Happy Holiday Christmas Trees

Conrad Steinhart & Kyle Wilkes

Hart-T-Tree Farms

John & Kathy Chefas and Carrie McClain

High Country Christmas Trees

Rob Hunt

Johnson Brothers Nursery

Daniel W. and Herbie Johnson

Kathy Shore Nursery

Kathy Shore

Lantern Farms Events

Andy and Ben Cheek and Chad Belteau

FARM NAME CROSS REFERENCE

Laurel Springs Nursery, LLC

Patricia B. Gaskin

Mehaffey Tree Farm

Walter Mehaffey

Mile High Tree Farm

Jason & Brooke Sturgill

Mistletoe Meadows

Joe Freeman

Pate Farms

Mike Pate

Peak Farms

Russell and Beau Estes

Powers Tree Farm

Andy and Levi Powers

Richardson Custom Tree Services

Brien Richardson

River Ridge Tree Farms

Jessie & Michele Davis

Randal & Kimberly Sides Nursery

Randal & Kimberly Sides

Reece Farm & Nursery

Robert Reece

Sandy Hollar Farms

Curtis & June and Dale Hawkins

Santa's Choice Tree Farm

Dale & Diane and Colby Benfield

Santa's Trees

Michael Gatchell

Scott's Tree Farm

Scott & Alanna Smith

Sexton Farms

Greg & Robin Sexton

Shady Rest Tree Farm

Tim Miller

Shatley Farms, LLC

Daniel P. Shatley and Matt Peters

Shepherd's Way Farms

Tim & Bonnie Moser

Smokey Holler Tree Farm

Earl, Buddy & Della Deal

Smoky Mountain Christmas Tree Farm

Robbie Hunt

Snow Creek Christmas Trees

John L. Wilson and Chelsea Thayer

Snowy Mountain Christmas Tree Farm

Clay Cuthbertson

Steve Leath & Sons

Steve & Janet Leath

Stone Mountain Farms

Scott & Tracy Taylor

Sturgill Tree Farms

Charles Sturgill and Josh Johnson

Sugar Plum Farm

Darrell & Sharon Pitts

Trivett Tree Farm

Anna Trivett Hollifield

Two D's Nursery

John Dellinger

Tucker Tree Farms

David Tucker

Weaver Tree Farms

John W. & Suzanne Weaver

West End Wreaths

Scott Ballard

Windy Gap Tree Farm

Charles & Rebecca Fowler

Wishon Evergreens

Johnny and Brad Wishon

Wolf Creek Tree Farm & Nursery

Renee B. Beutell, Barry Campbell Jr, and Barry Campbell III, Brady Gouge, Ritchie Jarrett, TK Beutell, Zach Beutell



ALLIED BUSINESSES

AgSouth Farm Credit

Chalyn Bryant
146 Victory Lane
Statesville, NC 28625
(336) 486-5696
chalyn.bryant@agsouthfc.com
agsouthfc.com

Whether you're a farmer or just want to live a country lifestyle, AgSouth Farm Credit, formerly known as Carolina Farm Credit, can help with loans and services for farms, homes, agribusinesses and more. We understand agriculture, and we have the best tools to help our local rural community members finance their farms and lives.

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Duane T. Berkey
PO Box 215
44251 Rogers Road
Spartansburg, PA 16434
(814) 694-9200
info@berkeysnursery.com
berkeysnursery.com

Wholesale grower of evergreen seedlings and transplants.

Bosch's Countryview Nursery

Brian Bosch
10785 84th Avenue
Allendale, MI 49401
(616) 892-4090
brian@boschsnursery.com
boschsnursery.com

Wholesale grower of evergreen seedlings, transplants and tabletop Fraser fir.

See our ad on page 18

Bosserman, CPA

Andrew Bosserman
3608 Johnny Cake Lane
Charlotte, NC 28226
(419) 343-7630
info@andrewbosserman.com
andrewbosserman.com

Andrew helps Christmas tree growers and forest landowners minimize taxes and maximize profits.

DMJPS CPAs & Advisors

Caren Rodriguez
1675 Blowing Rock Road,
Suite 301
Boone, NC 28607
(828) 262-0997
caren.rodriquez@dmjps.com
dmjps.com

How will the new tax law effect you and your business? JPS accounting firm specializes in Christmas tree farms, helping clients be best positioned to manage change. Offices in Boone, Marion, and Asheville.

Dayton Bag & Burlap

Chris Johnston
233 Commerce Boulevard
(828) 221-9104
cjohnston@daybag.com
daybag.com

Dayton Bag & Burlap has a wide variety of nursery products to meet your needs. Burlap, wire baskets, twine and everything in between to elevate your nursery to the next level.

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Sam Wagoner
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Boone, NC 28607
(336) 466-2543
sam.wagoner@firstcitizens.com
firstcitizens.com

First Citizens has proudly served North Carolina farmers for 127 years. Our family -controlled bank offers a full line of deposit, financing, business support and planning services.

First Pioneer Insurance Agency

C. Wayne Matthews
1901 N Poplar Street
Aberdeen, NC 28315
(910) 944-2848
agency@pioneerinsurance.com
pioneerinsurance.com

First Pioneer offers a workers compensation insurance program for NCCTA members. Our agency is ready to help with all of your business, individual, agriculture, health and life insurance needs.

Fraser Knoll

Tommy Wagoner
610 Burnt Hill Road
Laurel Springs, NC 28644
(336) 982-3517
or (336) 877-6097
(336) 982-7355 (F)
sales@fraserknoll.com
fraserknoll.com

Complete provider of equipment and supplies for growers and retail/choose & cut operators. Grower supplies such as shearing machines, knives, sprayers, rain suits, and flagging. Retail supplies such as wreath frames, netting, stands and banners. Call for a free catalog. See our ad on page 34

ALLIED BUSINESSES

Glenn Ashby Designs

Tina Jameson
621 Indeneer Drive, #6
Kernersville, NC 27284
(828) 266-5098
results@glennashbydesigns.com
glennashbydesigns.com
We specialize in printing promotional products and customized apparel.

Gra-Mac Irrigation

Jason Graham
2310 NC Hwy 801 North
Mocksville, NC 27028
(800) 422-3560
gramacirr@yadtel.net
gramacirrigation.com
We offer irrigation consulting, design, sales, and installation. Complete irrigation systems for all your tree, nursery, and greenhouse needs.

Granite Insurance Agency Inc.

Nathaniel Johnson
PO Box 620
56 North Main Street
Granite Falls, NC 28630
OR
895 State Farm Road
Suite 402
Boone, NC 28607
(828) 977-9062
njohnson@graniteinsurance.com
graniteinsurance.com
Granite Insurance provides comprehensive risk management for Christmas tree providers nationwide. We would love to help with any of your insurance questions or concerns.

H&H Farm Machine Co., Inc.

Brian Nance
7916 Unionville-Brief Road
Monroe, NC 28110
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(704) 753-4324 (F)
info@hhspray.com
hhspray.com
Agricultural sprayers, air blast sprayers, pumps, tanks and all kinds of parts. We also service sprayers.

High Street Insurance Services SE

Matthew Rumfelt
212 3rd Avenue
Hickory, NC 28601
(828) 322-4171
mrumfelt@firstsecuritycompany.com
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Full service insurance agency offering commercial, benefits, farm and personal lines of insurance.

Joseph Noblett Christmas Tree Stands

Vicki Smith
391 Arrowood Landing
Blairsville, GA 30512
(410) 707-3086
christmastreestands@yahoo.com
josephnoblett.com
Plastic Christmas Tree Stands from mini and tabletop tree size through 6-7' for our traditional tension types to new EZ grip spike stands for easy once and done, retail ready, consumer convenience. "Game changer" tree stands.

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Beavercreek, OR 97004
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(503) 632-7021 (F)
kduvall@kirkcompany.com
kirkcompany.com
Kirk offers the highest quality, freshly harvested Christmas trees; complete line of grower and lot products. Products include: tree and nursery balers, netting, removal Bio-Bag TM, Tree Life TM, preservatives, natural and vibrant tree colorants, pruners, bamboo, shearing knives, planting bags, shovels, twine, twist-ties, safety gear, flagging ribbon and turf colorant.
See our ad on page 22

LifeStore Insurance

Greg Ashley
PO Box 825
West Jefferson, NC 28694
(336) 219-1065
or (336) 372-3510
(336) 219-1180 (F)
gashley@golifestore.com
christmastreeinsurance.com
We are a full service independent insurance agency offering workers compensation, commercial auto, farm owners equipment coverage, etc.

ALLIED BUSINESSES

Linville River Nursery

Anna Hollifield

NC Forest Service

6321 Linville Falls Highway
Newland, NC 28657

(828) 733-5236

anna.hollifield@ncagr.gov

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Jon Schultz

Chris Schultz

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Merrill, WI 54452

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(800) 377-9591

(715) 536-5984 (F)

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Nutrien Ag Solutions - Jefferson

Scott Henson

PO Box 1716

1616 Highway 16 South

Jefferson, NC 28640

(336) 846-3339

(336) 977-0310

scott.henson@nutrien.com

nutrien.com

Nutrien is a provider of most products necessary for Christmas tree operations including fertilizer, crop protection chemicals, equipment, tools and supplies for growing, harvesting and retailing. We offer a knowledgeable, hard-working staff interested in partnering for success with Fraser fir producers.

Nutrien Ag Solutions - Newland

Wade Johnson

PO Box 597

2421 Millers Gap Highway

Newland, NC 28657

(828) 733-6001

or (800) 648-6453

(828) 733-3210 (F)

wade.johnson@nutrien.com

nutrien.com

Nutrien is a provider of most products necessary for Christmas tree operations including fertilizer, crop protection chemicals, equipment, tools and supplies for growing, harvesting and retailing. We offer a knowledgeable, hard-working staff interested in partnering for success with Fraser fir producers.

Parsons Farms & Supply LLC

Joey Parsons

PO Box 389

01 State Street

West Jefferson, NC 28694

(336) 246-4359

(336) 246-4949 (F)

parsonsfarms@skybest.com

Agri-supply business that offers fertilizer, lime, spray equipment, implements and tractors.

Southern Agricultural Insecticides, Inc.

Michael Grover

395 Brookhollow Road

Boone, NC 28607

(828) 264-8843

or (828) 773-8850

(828) 264-5236 (F)

mike.grover@southernag.com

southernag.com

Complete line of plant protection products for the Christmas Tree Industry. We sell fertilizers, insecticides and fungicides.

Sunbelt Rentals

Alex Agnolutto

3620 N Patterson Avune

Winston-Salem, NC 27105

alexander.agnolutto@sunbelt-

rentals.com

sunbeltrentals.com

With our wide offering of forklifts and skid steers and 24/7 emergency support, Sunbelt Rentals can help keep you Christmas tree operations running smoothly. Call 1-800-NOSWEAT to learn more.

ALLIED BUSINESSES

Vans Pines Nursery

Evan Van Slooten
14731 Baldwin Street
West Olive, MI 49460
(800) 888-7337

info@vanspinesnursery.com
vanspinesnursery.com

Propagators of evergreens and deciduous trees and shrubs. Offering one-year and two-year jiffy plugs, bare root transplants & potted liners. Growing your business faster since 1934.

Weyerhaeuser Company

Sue Woodall
16014 Pletzer Road SE
Turner, OR 97392
(541) 327-2212

sue.woodall2@weyerhaeuser.com
myseedlings.com

We grow premium seedlings for liners and outplant production including: Fraser, balsam, Canaan, Korean and other species.

Yepzy, Inc.

Matt Solomon
57 Union Street
PMB1234
Concord, NC 28205
(704) 953-3795

matt.solomon@yepzy.com
yepzy.com

Yepzy provides a premier experience for the migrant worker community with fee-free checking accounts, debit cards, ATMs, money transfer, and low cost subsidized foreign remittances.



The mission of the North Carolina Christmas Tree Association (NCCTA) is to promote “real” Christmas Trees through marketing and education. We contribute to the success of the Christmas Tree Industry by providing ethical, professional, and visionary leadership.

The North Carolina Christmas Tree Association (NCCTA) was formed in 1959 by a handful of growers in Avery County, a rural county with high elevations on the Tennessee border in the northwestern part of the state. The Association grew as fast as the Christmas Tree Industry and North Carolina has been ranked second in the US after Oregon for Christmas tree production for many years. The NCCTA has hosted the National Christmas tree convention numerous times and has sent the official Blue Room Christmas tree to the White House more than any other state. Consequently, the Fraser fir species is the most popular species in the US. The NCCTA continues to promote real trees as an integral and natural part of the Christmas holiday season.

Working With Your Grower for Increased Sales

Growers and retailers share a mutually dependent relationship as they each work to provide consumers with high quality Christmas trees. Retailers depend on growers for fresh trees of the quality and grade they paid for. Growers depend on retailers to maintain tree quality until the trees are sold with the hope that satisfied customers will come back next year.

Just like any other important relationship, communication is key. Both parties should be clear about their expectations and the details that need to be planned. Numbers of trees by grade and size, delivery dates, transportation, deposit and full payment dates all need to be spelled out. It doesn't hurt to have it in writing or even formalized as a contract. Be sure to talk about contingencies that could arise such as winter weather or transportation problems.

Retailers have a unique connection to the consumer. You know what they bought. Surveys sponsored by the National Christmas Tree Association tell us that consumers want convenience, less mess, less weight, a product that holds up well (is fresh), and one that is environmentally friendly. If you are worth your salt as a retailer, you heard their requests, their complaints, and know who they are. Use a written survey or card, a suggestion box, or an informal exit interview to find out what customers really think. Ask about tree quality, freshness, tree species mix, customer service, or other needs that they have. Share this information with your grower so that he can also adjust his practices to meet your customer's needs. The whole point is to find out what will make your customers come back to your lot year after year.

For most customers, the closest they come to a Christmas tree farm is the row of trees on your retail lot. Give them the best possible experience. For some that will mean convenience. For others, make it feel like a traditional Christmas. For all of them, make sure the real tree you sell them is in the best possible condition. Shake your trees to dislodge needles that naturally shed each fall. This can be done on the farm or at the lot. Use tree bags or netting so customers won't have to vacuum their vehicle or their house. Be sure to make a fresh cut on that tree trunk before it leaves the lot. Do what it takes to make the Christmas tree buying experience exciting, convenient, and full of tradition.

Points to Discuss With Your Grower

Tree numbers by size & grade

- Height standards
- Grade standards
- Presence of handles

Other products

- Wreaths, roping
- B&B trees

Written contract

- Delivered quantity
- Retail tree care
- Death of either party
- Legal venue
- Arbitration

Payment

- Certified check
- Percent down
- Schedule

Transportation

- Arranged by
- Number of deliveries
- Shipping dates

Customer Service

- Tree care literature
- NCCTA retail materials
- Tree shaking

Contingencies

- Weather
- Transportation

CONTRACT SERVICES

Andrews Tree Farm & Nursery, LLC

Seth Andrews
(336) 380-6766
andrewstreefarms@gmail.com
Contract Tree Baling, Fertilizing, Land Clearing, Planting, Shearing, Spraying

Carolina Fraser Fir Co.

Sadie Sheets
(276) 579-7733 ext. 103
cffc-sales@carolinafraserfir.com

Carolina Wreath Company

Sherry Peele
(919) 437-6546
wreathlady1961@outlook.com

Cheek Brothers Tree Farm

Andy Cheek
(336) 977-6866
cheekbrothers2@gmail.com
Fertilizing, Shearing, Spraying

Christmas Tree Hill Nursery

Jeff Vance
(828) 385-0432
jkvance7@gmail.com
Shearing, Harvesting

Clark's Evergreens and Landscaping

Clark Reavis
(336) 877-7615
clarksevergreens@yahoo.com
Harveting, Shearing, Fertilizing

Cornett Carolina Trees

Dale Cornett
(828) 964-8463
dalecornett@gmail.com

Happy Holiday Christmas Trees

Charity Goodman
(336) 846-2214
charityg@hhxt.net
Sales-wholesale customers

Licklog Farms

Jerrold Moody
(828) 387-6816
licklogfarms@gmail.com
Spraying

Mistletoe Meadows

Joe Freeman
(336) 465-9754
mistletoem@skybest.com
Planting, Fertilizing, Shearing, Spraying

Richardson Custom Tree Services

Brien Richardson
(336) 977-2109

Sugar Plum Farms Darrell Pitts

(828) 385-0533
sugarplumfarms@att.net
Land Clearing, Road Construction, Pond Construction

Scott's Tree Farm

Scott Smith
(336) 657-0545
scott@milesnc.com
Land Clearing, Tree Baling



Advertisers By Business/Farm Name

Andrews Tree Farms & Nursery, LLC	Inside Front Cover
Barr Evergreens	26
Blue Ridge Evergreens	24
Bosch's Countryview Nursery	18
Bottomley Evergreens & Farms	Inside Back Cover
Bruner Sides Nursery	22
Buck's Tree Farm	20
Cardinal Tree Farms	28
Cartner Christmas Tree Farm	18
Christmas Tree Hill Nursery	1
Cline Church Nursery	10
Cornett Carolina Trees	26
Critcher Brothers Produce, Inc.	32
Fraser Knoll	34
Frosty Mountain Christmas Trees	14
High Country Christmas Trees	14
Kathy Shore Nursery	16
Kirk International, Inc.	22
Laurel Springs Nursery, LLC	20
Sturgill Tree Farms	20
Watauga County Christmas Tree Association	30
Wishon Evergreens	12
Wolf Creek Tree Farm & Nursery	Back Cover

RETAIL LOT PLANNING CALENDAR

WINTER

Review customer demographics for target area

Review local and state laws (Permits, right-of-ways, signage)

Identify potential lot sites

Identify & contact landowners

Identify possible charity partners



SPRING

Initial contact with tree suppliers

Sign lease with landowner

Develop or review business plan

Secure pre-approval for financing Summer

Make a deposit on tree order

Identify sources for:

- Freight
- Liability insurance
- Local bank account
- Tent rental
- Port-a-johns
- Fencing if needed
- Lodging / camper
- Security
- Utilities
- Telephone



October

Finalize all contracts & permits

Hire employees

Order uniforms, jackets, or t-shirts

Order point-of-sale materials



Early November

Finalize tree delivery

Set up retail lot, storage, & displays

Review inventory & accounting systems

Review parking & traffic flow

Initiate advertising



Mid / Late November

Train & motivate employees

Properly store & display trees

Monitor inventory & cash

Survey customer satisfaction

Visit competing lots in target area December

Maintain quality of inventory & service

Cull dry trees-Do not sell at bargain prices

Conduct employee exit interviews

Make deposit on site for next year



EARLY FALL

Touch base with:

- Landowner
- Tree grower / supplier
- Charity partner

Advertise for employees

Order signs, banners





**Bottomley
Evergreens & Farms**
6460 Glade Valley Road
Ennice, NC 28623
140 South Sparta Parkway
Sparta, NC 28675
800-504-3347
336-372-5252
bottomleys.com

NC Christmas Tree Association
PO Box 288
Boone, North Carolina 28607

Growing Quality Fraser Fir Since 1949

Consistent Quality & Dependability



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NCCTA Lifetime Contribution Award
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Wreaths: 18-48"



www.WolfCreekTreeFarm.com

E-mail: wctf@frontier.com

828-293-5115

Toll-Free: 888-293-5116

P.O. Box 2 • Tuckasegee, NC 28783

