

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

The purpose of the organization is to:

- Bring together those involved in the industry for their mutual and public benefit;
- Sponsor educational and public relations efforts to help develop public understanding of the industry;
- Promote, assist and engage in research of value to all members;
- Promote the production of high quality, marketable trees;
- Develop and expand the market for trees grown in the Pacific Northwest;
- Improve marketing procedures and provide support on both the wholesale and retail levels;
- Practice environmental stewardship; and
- Provide a unified force for the Pacific Northwest Christmas Tree industry.

Members benefit from use of the PNWCTA website. The site includes wholesale farm listings, choose & cut listings, directory search, member resources, information about the Pacific Northwest industry, Lookout and Buy-Sell magazine information and a "members only" section.

Take a look at www.pnwcta.org.

***Pacific Northwest
Christmas Tree***

Association

P.O. Box 660 • Molalla, Oregon 97038
(503) 364-2942 • FAX (971) 314-4703
www.pnwcta.org

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2020

**The organization for
progressive individuals and
firms active in the Christmas
tree industry**

www.pnwcta.org

Here are a few PNWCTA Membership advantages:

- Members have the opportunity to join with other Christmas tree growers, buyers, retailers, educators and suppliers to exchange ideas, information and methods.

- Members have the advantage of market exposure at the September Tree Fair & Trade Show, where buyers and sellers traditionally meet. The show features industry equipment and supplies on display, as well as retail lot demonstrations, research and marketing information and much more! The PNWCTA Tree Fair & Trade Show is the largest show of its kind in the industry.

- Members may also attend the Short Course seminar and the Summer Meeting & Farm Tour. At each event, experts discuss topics such as new growing and harvesting methods, pesticide and safety information, business practices and tax implications for those involved in the industry.

- For just \$50, members have the opportunity to be listed in the annual *Buy-Sell Directory* which places the seller's name, contact information and trees available before prospective buyers across the U.S., Canada and Mexico. The directory is published in May and is offered, free of charge, to interested buyers nationwide.

- Members will have access to a *Membership Directory* which is included in the *Fall Lookout* publication, in addition to it being accessible online. The directory is a helpful resource for member contact information as well as types of trees or services they provide.

- Members receive discounted group rates on liability insurance for retail lots and/or choose & cut operations.

- Members receive a 15 percent discount on advertising in the *Christmas Tree Lookout* and the *Buy-Sell Directory*.

- Choose & cut members have the opportunity to be listed on the PNWCTA website, including a locator map, farm contact information, and trees and services provided. You may enhance your website listing, customizing it with photos and additional information regarding your farm and/or a link to your website.

Members receive the Christmas Tree Lookout magazine as part of their membership dues. The Lookout contains informative articles on all aspects of the Christmas tree industry, as well as information on association activities. The Lookout is considered the top publication of its kind in the Christmas tree industry.

- All members have the opportunity to purchase a mailing list of potential buyers. The list is kept current and contains several thousand names of interested buyers (can be sorted by state and/or zip code).

- The Research Committee is responsible for selecting research subjects and directing ensuing studies. It has guided research on subjects of major interest to growers, such as tree diseases, Douglas-fir and Noble fir provenance tests, clone development, stress in tree growth and quality, soil management and seedling research.

- Members also receive the benefit of marketing backup, such as retail ads, brochures and public relations in national consumer magazines.

- Through the Tree Industry Partnership (TIP) program, PNWCTA contributes \$25 per member to the National Christmas Tree Association. These funds support on-going national industry programs.

Pacific Northwest Christmas Tree Association

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2020 MEMBERSHIP APPLICATION

STEP 1 • MEMBERSHIP DIRECTORY (please fill out both sides)

NAME _____

FARM OR FIRM NAME _____

ADDRESS _____

CITY _____ STATE _____

ZIP _____ COUNTY _____

PHONE _____

ALT PHONE _____

FAX _____

(if farm) ACREAGE _____ YEAR ESTABLISHED _____

E-MAIL ADDRESS _____ WEBSITE _____

LIST IN MEMBERSHIP DIRECTORY FIRST BY: (CHECK ONE)

- FARM OR FIRM NAME PERSONAL NAME

LIST AS CATEGORY: (check all appropriate boxes)

- | | | | |
|---|-----------------------------------|--|--|
| <input type="checkbox"/> GROWER | <input type="checkbox"/> U-CUT | <input type="checkbox"/> RETAILER | <input type="checkbox"/> BROKER |
| <input type="checkbox"/> EQUIPMENT/SUPPLIER | <input type="checkbox"/> SERVICES | <input type="checkbox"/> NURSERY | <input type="checkbox"/> SEED SUPPLIER |
| <input type="checkbox"/> EDUCATOR | <input type="checkbox"/> FORESTER | <input type="checkbox"/> GREENS INDUSTRY | <input type="checkbox"/> EMPLOYEE |

ENCLOSED IS \$ _____ FOR 2020 DUES.

SIGNED _____

(Complete dues schedule on back)

2020 MEMBERSHIP APPLICATION

Please fill out both sides

STEP 2 • DUES SCHEDULE Deadline for payment of dues is June 1. Dues are per calendar year (January 1 through December 31)

| | | | | |
|-------------------|--|---------------------------------|--------------------------------|--------------------------|
| Associate | Educators, extension agents, foresters, employees of member firms | | \$181 | <input type="checkbox"/> |
| Retailer | Those actively involved in retailing trees to the public, i.e., tree lots, florists, store outlets. Retailers who are also suppliers, brokers, nurseries or growers do not fit this category (see note below) | | | |
| | | | \$277 | <input type="checkbox"/> |
| Industrial | Brokers, commercial, nursery, supplier, equipment, services, greens industry | | \$422 | <input type="checkbox"/> |
| Grower | Pre-harvest (up to 5 years) | 101-200 acres | 1,001-2,500 acres | <input type="checkbox"/> |
| | \$277 <input type="checkbox"/> | \$954 <input type="checkbox"/> | \$2968 | <input type="checkbox"/> |
| | ★ Choose & Cut Only | 201-300 acres | over 2,500 acres | <input type="checkbox"/> |
| | \$277 <input type="checkbox"/> | \$1257 <input type="checkbox"/> | \$3700 | <input type="checkbox"/> |
| | 1-40 acres | 301-500 acres | | |
| | \$347 <input type="checkbox"/> | \$1792 <input type="checkbox"/> | | |
| | 41-100 acres | 501-1,000 acres | | |
| | \$646 <input type="checkbox"/> | \$2379 <input type="checkbox"/> | | |
| | | | \$ _____ | |

NOTE: When a member (or prospective member) qualifies in more than one dues category, the applicant must apply for and pay the dues in the highest category. Examples: (1) if a broker is also a pre-harvest grower, the dues would be that of a broker; (2) if a nursery owner also has 200 acres of Christmas trees, the dues would be that of a grower; (3) if a retailer is also a broker, supplier or harvesting grower or ★ if a Choose & Cut operator also wholesales, the dues would be that of the highest category. One *Christmas Tree Lookout* magazine subscription is provided for each membership. Additional subscriptions may be purchased by any member for \$25 per year.

VOLUNTARY CONTRIBUTION TO LEGISLATIVE LOBBYING PROGRAM _____ Oregon _____ Washington \$ _____

STEP 3 • Buy-Sell Directory For inclusion in the Buy-Sell Directory, dues must be paid by March 1.

Sellers: \$50 for each listing in the Seller, Nursery, Seed, and Trucker sections of the Buy-Sell Directory (only one listing in each section per current membership – Preharvest, Choose & Cut, and Retailer members are not eligible for Seller listing). Only trees grown in Oregon, Washington, California, Idaho, or British Columbia are eligible for listing in the Buy-Sell Directory..... \$ _____

Buyers: \$25 for each listing in the Buyer section of the Buy-Sell Directory..... \$ _____

STEP 4 • Payment Option

Add columns for TOTAL DUE \$ _____

I have enclosed my check for \$ _____

Make checks payable to PNWCTA

Mail to:
P.O. Box 660
Molalla, Oregon 97038

Please charge my: Visa MasterCard

Credit Card Number: _____

Expiration Date: _____ Security Code: _____

Billing Zip: _____

Card Holder Signature: _____