NJCTGA News

Stronger than the Storm



Chris Nicholson

We all share a common bond, we grow and sell Christmas trees in New Jersey. We all have basically the same worries: weeds, bugs, weather, sales, etc. We all help one another succeed, and we are there to help one an-

other when we struggle. These attributes are what sets the New Jersey Christmas Tree Growers Association apart from all of the others. We help one another. Whether you grow fifty trees or fifty thousand, you are always welcome in our group and always treated like an equal partner in our association.

Given these facts we will all get to share in the most monumental of occasions since our inception back in the late 1950's. The White House Christmas Tree will come from Belvidere, New Jersev thanks to the Wyckoff family. As you will read about in detail in this issue of our newsletter, the Wyckoff family is our national champion. How did he win? I'll let John tell you that in his story. What does it mean for all of us? It means we will all share the spotlight in one form or another. This event will bring national and worldwide media attention to not only the Wyckoff family, but every Christmas tree farmer in New Jersey. If you know the Wyckoff's you know that we are all in good hands when the time comes to not only represent their farm, but all of our farms and the NJCTGA. The Wyckoff's grow great trees. They also care about our industry and work hard to shine a positive light on all of us.

My first column was written nearly a year ago and titled "Moving Forward... Together". Never could I have imagined how so many people would work so hard to keep the NJCTGA in the forefront of our industry and moving forward in a positive direction. Our volunteers work on behalf of all of us and spend countless hours

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New Jersey Tree to be National Christmas Tree in 2013



Wyckoff's Grand Champion Blue Spruce at the National Christmas Tree Association Contest.

Congratulations to John Wyckoff and family for winning the 2013 National Christmas Tree Association Contest! As part of this honor, John and his family will be traveling to the White House in early December to present one of their Jersey Grown trees to First Lady, Michelle Obama to be used as the national Christmas tree. The Wyckoff Blue Spruce was crowned the Grand Champion Christmas Tree at the annual NCTA convention held in Arlington, Virginia on August 10th.

Since 1966, members of the National Christmas Tree Association have presented the official White House Christmas Tree for display in the Blue Room. Each year, NCTA hosts a national tree contest, at which growers, industry experts and consumers vote to select the Real Christmas Tree grower who will provide the official White House Christmas Tree. To qualify for the national contest, growers must first win their state or regional competitions, so being named National Grand Champion is quite an achievement. NJCTGA President

Chris Nicholson praised the Wyckoff accomplishment, "(The Wyckoffs) have made us all proud and have let the rest of the country know that we grow championship caliber trees in New Jersey." More details to follow as they become available.

considering which category to enter; True Fir, Douglas Fir, Pine, Spruce or Other (you may enter only one tree). Knowing that competition in the True Fir category would be tough,

I elected to look at Douglas Fir or Spruce. However, after seeing that two of three previous

winners were Blues, I thought that a Blue would be a good option as we had a new crop

The Long Road to National Grand Champion Tree

By: John C. Wyckoff

For some time, I have wanted to compete in the National Christmas Tree Contest sponsored by The National Christmas Tree Association. My father, John W. Jr. (Pop) was always supportive, however, I believe he was not as optimistic as I. Time and again, we would discuss competing, I would tell him that "Other growers aren't doing anything that we can't do", and "It was time to throw our hat in the ring". Fortunately, we were chosen as the NJCTGA Grand Champions at the 2012 contest which opened the door at the right time. NCTA's convention was scheduled for Arlington, Va. for 2013.... not that far to travel with a tree!

I started to prepare by studying the rules of the contest, studying pictures of past winning trees and



Grand Champion Ribbon at the National Christmas Tree Association Contest in Arlington, Virginia.

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National Grand Champion Tree

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that looked promising. After spending time looking at numerous trees, I found that I had only tagged four potential candidates. After basal pruning, shearing and measuring, I quickly narrowed it to two. I looked at the trees daily, comparing the two, and asking for opinions from anyone who would entertain me. I believe that both Pop and my wife, Leslie, thought I was crazy or obsessed. Finally, the 2013 NJCTGA contest was here and I had to make a decision, which of the two would I cut and which one should I save for National? After cutting the tree for the state competition, I wondered if I made the right decision. Pop told me that the tree I left standing didn't have what it took for National. He did reassuringly tell me however, that I had an eye... which I credit to his teaching and our daily debating on shearing technique(s).

The days grew shorter and I had to think about transporting this 8 ft. Blue to Arlington without damage, not a small task for a tree with a width of 6 ft. Fortunately, Tom (like a brother to me), had recently purchased a low mileage used van which he would lend me. I picked it up a day and a half before leaving for Arlington and thanked him. After the ride back to the farm, I was considering a plan "B". The next day, Tom and I worked on the van for 5 hours and were confident it was "right". When he departed, I told him that I would walk home if I had to, it just had to get Leslie, the tree, and me there.

That afternoon, it was time to cut the tree, (perfect time for a drenching thunderstorm). After getting drenched, the "boys" and I got the tree in the shop. I didn't like the way it was laying and we moved it which resulted in breaking two 9 inch spikes from the top... talk about stress after working on the van!

No plan "B" for this one...

The next morning we loaded the tree and were on the road by 7 a.m., the van ran great and we arrived in Arlington early. Upon arrival I found the tree check-in location and was greeted by "Dave" from Wisconsin. Dave had a water bottle in his hand and was misting the most beautiful Balsam Fir I had ever seen. I returned to the van and informed Leslie that we may have just gotten our butts kicked. Dave proceeded to help me unload our Blue. Tree processing began at 12:30 p.m. and I was told that our tree was 1/4" over 8'. After trimming the terminal, the tree was drilled and transported through narrow hallways, elevators and kitchens. Thankfully, with the assistance of Dave and others, Leslie and I finally arrived at the set up location. After standing our tree, I quickly went back to help Dave transport his tree up. All contestants then prepared their trees for judging, fluffing branches, trimming, straightening, and now, my least favorite... sweeping needles. Leslie and I spent close to ½ an hour picking needles off of the floor by hand, lesson learned, bring a vacuum... At 2 p.m. prep time was up and we were asked to leave for judging by a team of at least six industry professionals.

After checking into the hotel, it was time to wait... judging was

complete at 3:30 p.m., we went down around 4 p.m., no ribbons yet! Soon, ribbons went on trees. Third place, second place (we didn't have a ribbon yet) and finally a first place ribbon on our tree! On to round

During the evening and the next day, convention attendees voted for their favorite first place tree, this The future Grand Champion counted for 50% of the final tally. blue spruce on the Wyckoff farm. NCTA staff then solicited a minimum



of 20 consumers of natural trees to vote for their favorite first place tree which counted for the remaining 50% vote. The tree with the highest percentage would be named Grand Champion and the tree with the second highest, Reserve Grand Champion.

On Saturday, at 5:30 p.m. was the awards banquet. NCTA President-Cline Church began by announcing the wreath winners in both the decorated and undecorated categories. He then went on to announce winners in the tree categories. Surprisingly, there was confusion when he announced the "True Fir" category in which he included the "Reserve Grand Champion"... ribbons on trees did not match what was announced. Quickly, elation for Leslie and I turned to confusion and concern. We, and most attendees, felt that the contest was between two trees, the "True Fir" Fraser and our Blue Spruce.

Our concern...would this cause a need for a re-vote? Was the wrong tree tagged with the blue ribbon in the "True Fir" class?

Soon, President Church returned stating that the mistake was clerical and ribbons were indeed on the correct trees. He once again named the winners in the "True Fir" class which included the Reserve Grand Champion. He then went on to name the winners in the Spruce class and The 2013 National Grand Champion from New Jersey...

It was wonderful to share the experience in Arlington with our fellow NJCTGA members;

John and Alan Perry, John and Karyn Benton as well as Bill and Kari Reith and their children.

It was equally wonderful to not only represent our farm, but The New Jersey Christmas Tree Growers Association as well as The State of New Jersey.

Harvest is not far off and now we will have the honor of presenting The Blue Room Christmas Tree to The First Lady.

By the way, on the way home, Leslie and I sat in a Rest Area on Route 83 for a while when the van overheated...probably would have put me over the edge on the way down...

Note: To be eligible to compete at a NCTA event, you must be a current member in good standing with NCTA.

The Wyckoff family owns and operates Wyckoff Christmas Tree Farm, Belvidere, Warren County.



Published Quarterly by the New Jersey Christmas Tree Growers Association

New Jersey Farmers Against Hunger Provides "Christmas in July" to Neighbors in Need



Many people around the world celebrate *Christmas in July*. In the Southern Hemisphere, winter falls in July and people from Australia, New Zealand and South Africa celebrate Christmas in their "cold" season. In the Northern Hemisphere, people throw parties in July to mimic Christmas celebrations. For New Jersey Farmers Against Hunger, every delivery of fresh produce feels like Christmas. The height of the New Jersey farm season starts in July and continues through December, with additional year-round deliveries from non-farm

sources. FAH trucks (think sleighs) collect gifts of surplus fruits and vegetables, generously donated by over 40 farmers and several grocery stores and wholesale produce suppliers statewide. Over 1200 community minded volunteers (think elves) work in the fields to help harvest fresh produce that may otherwise be plowed under. The organization was started as a program of the New Jersey Agricultural Society in 1996 by the farmers who wanted to see their produce go to good use, and continues to be led by these farmers who serve as trustees on the board, donors, and the organization's strongest supporters.

Today, New Jersey Farmers Against Hunger is helping to bridge the gap between food waste and food insecurity by recovering over one million pounds of fresh produce annually. Through community organizations including the state food banks, soup kitchens and pantries, neighbors in need anxiously look





forward to gifts of sweet corn, juicy tomatoes and a variety of other crops. Many families, who never expected to face financial hardship, are now slipping below the poverty line and cannot afford healthy meals. Children, who may have never eaten sweet corn, are given their first taste. Seniors who may be unable to leave their homes receive deliveries from volunteers who pick up from FAH distribution sites. Recipients are so grateful for this food which is often the only fresh produce to which they have access. For many, fresh produce

is appreciated as much as a fancy toy or gadget that the real Christmas day may bring.

Farmers Against Hunger truly celebrates the "season of giving" year round, and is supported by New Jersey residents who have become part of this mission. New Jersey Farmers Against Hunger, as a 501(c)3 non-profit, accomplishes its work through the generous support of private foundations, corporate sponsors, government grants, and individual donors. Since 2011, the New Jersey Christmas



Tree Growers Association has sponsored NJ Farmers Against Hunger as one of their charitable organizations. With "Pounds for Pennies" donation jars placed at nearly 30 Christmas tree farms, NJCTGA has collected nearly \$10,000 from customers, helping to fund trucks, drivers and operating expenses to expand collections. FAH is currently seeking new farms willing to host jars for the 2013 Christmas season. To learn more, join our mission, or make a donation, please visit www.njagsociety.org or contact Kristina Guttadora at njagsociety@gmail.com.

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making sure all of our endeavors are pulled off without a hitch. One of these endeavors is our upcoming summer meeting. We have moved the event to mid September to escape the heat of July and capture the fall foliage in the hills of Warren County. This meeting promises to be our best ever. Andy and Sarah Alpaugh have put together an agenda that will be sure to help us all expand our knowledge of growing trees. The focus will also be on family and children. Many of us have little ones who don't like to be left behind on a Saturday in September. The family style pig roast,

kids bounce house, and unlimited hay rides should be a great addition to our traditional get together. It should also remind us all that the entire choose and cut industry is based on the happiness and joy of families and children. I offer my sincerest thanks to the Alpaugh family for hosting this event and for sharing their farm and knowledge with our entire membership.

It's ironic how our industry is based on family. Throughout the years the NJCTGA has had its highs and lows just like any normal family, which in essence is what we are, one

big family. As an organization we have done what any strong family does when facing tough economic times. We have banded together, worked hard, and dug our heels in to maintain a strong membership and enthusiastic outlook for our entire industry here in New Jersey. Enjoy the summer meeting and enjoy the spotlight which will be cast upon us all in early December when the official White House Christmas tree is placed in the Blue Room by the Wyckoff family. I hear the commercials reminding me daily that we are "stronger than the storm". Yes, we sure are.

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2012 Annual New Jersey **Christmas Tree Growers Survey**

The results of the 2012 Christmas tree survey are presented below. The data amassed is assumed to be representative of the entire Christmas Tree Growers Association in the State. Ninety-four of the members completed the survey. Of those 74% were located in the northern (Mercer, Monmouth counties and north) part of the state, while the remaining 26% were located in the south (Burlington, Ocean counties and south). The data is displayed in the form of the questions on the annual survey.

1. What is the acreage in Christmas Trees on your farm?

Less than 5 acres	31 farms
5-10 acres	37 farms
11-15 acres	9 farms
16-20 acres	5 farms
Over 20 acres	11 farms
Over 73% of the Christmas Tree	farms in NJ are
10 acres or less.	

2. How long have you been growing **Christmas Trees?**

Less than 5 years	4 farms
5-10 years	8 farms
11-15 years	12 farms
16-20 years	9 farms
Over 20 years	61 farms
The vast majority, approximately	65% have
been raising Christmas Trees for o	over 20 years.

3. Did you sell Christmas Trees this year?

Eighty six or about 91% indicated that they sold trees. The remaining 8 or 9% said either the trees were too small (5), not enough saleable trees (2) or other (1).

How many trees did you plant this year?

None	23.4%
Less than 100 trees	5.3%
101-250 trees	13.8%
251 -500 trees	21.3%
501 -1000	11.7%.

What is the approximate percentage loss of trees planted this year?

(Seventy-eight farms responded)	
Less than 5%	15%
6-10%	38%
11-25%	33%
26-50%	10%
Over 50%	0%.

What species of tree did you plant this year?

tilis year:	
Douglas fir	20.1%
White Pine	6.1%
Blue Spruce	20.1%
Frasier Fir	7%
Scotch Pine	2.3%
Norway Spruce	16.8%
Canaan Fir	11.7%
Other Pine	0%
White Spruce	1.4%
Other Fir	11.7%
Other Spruce	11.7%
The most popular species planted in	2012
were Douglas Fir and Blue Spruce,	
accounting for over 40% of the trees	planted.

7. Did you irrigate this year?

Seventy-five percent of respondents did not irrigate. The 25% that did used several different methods to get water to their plants, including drip, overhead sprinklers, hand held hoses and water in tanks.

8. Did you fertilize this year?

Fifty-three percent did not fertilize. It would be interesting to know what the 47% that did fertilize used and how many did so after have a soil test done.

9. How did you control weeds?

Mowing	97%
Cultivation	2%
Herbicides	1%
Cover crop	0%
Other method	
None	0%

This reflects only the use of a single method. Combinations of the methods show that the vast majority of the farms reported Mowing as the single method 46%, Mowing and herbicides 41%. The remaining 13% use any combination of all methods.

10. How do you control insects and disease?

Pesticiaes/ Fungiciaes	64%
IPM	13%
Organic method	2%
Other	<1%
None	24%
Of those using some method to control	
insects and disease most farms use pesti	cides/
fungicides or a combination of pesticide	s/
fungicides and IPM.	

11. How do you shear your trees?

Manual knife/shears	34%
Mechanical cutters	37%
Other	<1%
Do not shear<	1%.
While approximately 1/3 of the farms use	
manual knife/shears, another 1/3+ use	
mechanical cutters. When combined most	
farm use a combination of both manual	
knife/shears and mechanical cutters.	

12. How long have you been selling trees grown on your farm?

over 16 years.

Less than 5 years	9%
5- 10 years	
11 – 15 years	8%
16 -20 years	17%
Over 20 years	
The results show that our farms have b	een
selling home grown Christmas Trees fo	r well

13. How would you describe your tree sale this year?

Of the 87 farms reporting sales 43% reported selling as many trees as they wanted to and 53% sold less than they wanted to. Only 5% sold more than they wanted to.

14. What other items did you sell on your farm?

Fifty-six farms reported selling other items. Most had a combination of the items on the list. Most common was Wreaths, roping and /grave blankets (50 responses). Next most reports were Tree preservative, disposal bags and/or stands (26 responses) and Ornaments and/or gift shop items (20 responses). Followed by Trees bought from another farm and Balled/burlaped trees (18 responses each).

15. How many trees were stolen this year?

Of the 87 farms reporting 75% indicated they had no trees stolen. Twenty-three percent had less than 10 trees stolen.

16. How were your prices affected by other tree farms/lots in your area?

Eighty-five percent indicated there was no effect on their prices. Approximately 9% raised prices and 6% lowered prices.

17. How many trees did you sell this year?

Cut trees from my farm 80 farms reported a total of 29,801 trees. Cut trees purchased from another farm 13 farms reported 2,322 trees. Dug trees from my farm 14 farms reported 397 trees dug. Dug trees purchased from another farm 0 trees.

It is hoped that the information provided helps you make management decisions in the continued growing of quality Christmas trees in New Jersey.

Results compiled by Bill Eisele, Eisele's Christmas Tree Farm, Petersburg, Cape May County.

NJCTGA Newsletter Ad Sizes & Rates FULL PAGE 7.75" wide x 9.875" high \$100 Half Page 7.75" wide x 4.863" high \$60 **Quarter Page** 3.795" wide x 4.863" high \$35 If possible, ads should be submitted in PDF format, in 4-color process. **Contact Director Charlie Brown** for additional details.

Grower's Spotlight:

SIMONSON FARMS

By: Tim Dunne



Tim Dunne

Christmas tree farming runs in the Simonson Family. Rodger Jany represents the third generation of Christmas tree farming for the Simonson family in Cranbury, Middlesex County. The 200-acre family farm, with about 60 acres in Christmas trees, continues to provide quality trees to local residents and folks as far away as New York City and beyond.

When I asked Rodger how long he has been raising Christmas trees he said "I grew up in it, I have been involved with the operation since I

was a kid." Some of his earliest memories were playing hide and seek in the thick dense Christmas trees with his brother at Christmastime. Rodger's grandfather started the Christmas tree operation in 1952. In 2006 Rodger bought the business from his family and now owns ¾ of the business, with his Mom owning ¼.



Rodger Jany next to one of his beautifully sheared spruces.

During the busy Christmas season the farm sells trees from several different Cranbury locations. They now offer a wagon ride, a small gift shop, Santa on weekends and more. The farm offers a variety of trees including Douglas fir, Fraser fir, Canaan fir, Norway spruce, white spruce, Serbian spruce and white pine.

Rodger's family has been members of the NJCTGA since the early days of the association and he joined right away in 2006 when he bought the business. He has enjoyed the





A field of recently sheared white pines at Simonson Farms

association twilight meetings and he hosted one about 5 years ago at the Cranbury farm. Rodger particularly likes "learning from other growers" as well as the speakers at meetings. "I like to hear the different perspectives of the other growers and I hope that, in turn, I can help other growers with some of my advice", Rodger said. He likes to try new ideas presented at meetings and see how "I might fit them into my operation".

Rodgers says his advice to any new grower is "do your homework and know what you are getting into. Visit established farms at different times of the year to see all the work that is involved". He says "we can really learn from each other". I can vouch for that as I came away with a few ideas for my farm after visiting with Rodger at Simonson Farms.

Tim Dunne, owner of Woodsedge Farm, Belvidere, Warren County, visits farms throughout the state and writes the Grower's Spotlight.



Susan P. Wyckoff, 66, of White Township, NJ, passed away unexpectedly on July 19, 2013 at St. Luke's Warren Hospital, Phillipsburg, NJ. Along with her husband, John W Wyckoff, she operated the Wyckoff Christmas Tree Farm in White Township and attended many of the NJCTGA meetings and events. Sue is survived by her husband, John W. Wyckoff; a daughter Lisa McKeever and her husband Jeff; a son Thomas Hammil and his wife Kristen; two step-sons, John C. Wyckoff and his wife Leslie, and William D. Wyckoff and his wife Maureen; 13 grandchildren; a sister, Ann Karmosky; and two brothers, George Patee and Bob Armstrong. Memorial contributions in Sue's memory can be made to Belvidere Alumni Scholarship Fund, 604 Third Street, Belvidere, NJ 07823 or the Presbyterian Church of Belvidere, 224 Mansfield St, Belvidere, NJ 07823.

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2013 Summer Meeting at Evergreen Valley Tree Farm

Saturday, September 14, 2013

71 Jackson Valley Road Washington, NJ 07882 – Warren County

The 2013 Summer Meeting will be held on Saturday, September 14, 2013 at Evergreen Valley Christmas Tree Farm. Pat, Les, Sara, Sam, Kate and Andy Alpaugh will be the hosts. The tour will wrap up with a pig roast at 2pm. And bring your kids to the meeting, there will be things for the kids to do too!

The farm was started in 2003 by the Alpaugh family and has grown into a fairly large Choose and Cut operation with sales beginning in 2009. 2012 saw the beginning of dug tree sales.

Topics will include:

- · History of the farm
- Cultural practices including shearing, pruning and planting
- Sales and Marketing practices
- Weed control and sprayer calibration
- · Insect and disease control
- Equipment including a GPS rate controlled herbicide sprayer, mist blower, fertilizer banding spreader, Howey bailer, etc.
- Electric Deer Fencing Installation, Maintenance and Effectiveness
- Tree spade digging demonstration

Mark your calendars and Join us for information, fun and food! Registration information will be mailed to you or contact Executive Secretary Donna Cole.







Results from the Christmas Tree Contests

The results are in from both the Warren County and Sussex County Fairs! Thank you to everyone that helped make these contests happen, from entering trees in the contests to setting up, tearing down and manning the displays. And the results are:



The Wyckoff family with their New Jersey State Champion blue spruce at the Sussex County Fair.



The Perry brothers hammering tree stands in place at the Sussex County Fair.



Balloons lifting off over the Christmas Tree tent at the Warren County Fair.

People's Choice Award – Warren County Fair Norway Spruce, Wyckoff's Christmas Tree Farm

Annual Christmas Tree Contest – Sussex County Fair Grand Champion

Wyckoff's Christmas Tree Farm

Class: Fir

ist Place	Perrect Christmas Tree Farm
2nd Place	Wyckoff's Christmas tree Farm
3rd Place	McLaughlin's Tree Farm

Class: Spruce

1st Place	Wyckoff's Christmas Tree Farm
2nd Place	McLaughlin's Tree Farm
3rd Place	Evergreen Valley Christmas Tree Farm

Class: Pine

1st Place	.Wyckoff's Christmas Tree Farm
2nd Place	.Perfect Christmas Tree Farm
3rd Place	.McLaughlin's Tree Farm

Class: Table Top

1st Place	Simonson Farms
2nd Place	Wyckoff's Christmas Tree Farm
3rd Place	Spruce Goose Christmas Tree Farm



Getting the tent set up for the tree contest at the Sussex County Fair.

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What's Shaking at NJCTGA

- Save the Date!! The Winter NJCTGA Meeting will be held on Saturday, January 25, 2014 at the Rutgers EcoComplex in Burlington County. Details to follow in the winter edition of the newsletter.
- The details of the Trees for Troops program are still being finalized and will be emailed to all members this fall.
- The annual Tree Cutting Ceremony will be held on Monday, December 2nd at the Wyckoff's Christmas Tree Farm, Belvidere, Warren County
- To sign up for the Farmers Against Hunger donation program contact Kristina Guttadora at njagsociety@gmail.com or 609-462-9691.

Welcome New Members!

Greg Isbrecht
Pepperwood Tree Farm
Hackettstown,
Morris County

Joseph and Christina Gerstenbacher Rose's Laurel Oak Tree Farm Pittsgrove, Salem County Ken and Myra Toms Evergreen Roping, LLC Monroeville, Gloucester County



News from the New Jersey Department of Agriculture

The New Jersey Department of Agriculture has begun producing a monthly e-newsletter geared to agricultural industry professionals. Topics include new and ongoing initiatives by the Department, important deadlines, and actions taken by the State Board of Agriculture at recent meetings. If you wish to receive the newsletter, please send an e-mail to joe.atchison@ag.state.nj.us requesting to be added to the distribution list.

The New Jersey State Board of Agriculture installed two new members on July 24th during its reorganization meeting held in Eastampton — David Klemm of Newton, representing the equine industry, and Santo John Maccherone of Mullica Hill, representing the fruit industry. Klemm and Maccherone were elected by the delegates at the February 2013 State Agricultural Convention for recommendation to the Governor for nomination and later confirmed by the State Senate.

Also during the reorganization meeting, Robert Swanekamp, a Monmouth County flower and plant grower, was selected to serve as Board President and Francisco Allende, a South Jersey peach farmer, as Vice President.

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Small Basket w/handle mixed greens/cones/berries



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Boxwood Wreath



Ken & Myra Toms



Call us.
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1 lb. Boxwood Bunch



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Mixed Wreath
White Pine/Boxwood/FF



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