

# PURSELL

Manufacturing Corp.

 Holiday Sales, Inc.

## 2020 Christmas Tree Lot Supply Catalog

Fine American-made products,  
a family tradition since 1968



1-888-487-8288

(719) 530-9096

Fax: (719) 530-9097

[pursellmfg.com](http://pursellmfg.com)

**Tree Stands & Bowls**

**Netting & Balers**

**Flock & Accessories**

**Wreath Making Supplies**

**Signage & Resale Items**



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# Welcome To Our Catalog

Thank you to our many loyal customers and friends who have helped make Pursell Manufacturing the largest manufacturer of Christmas tree supplies in the world. We know that if you are successful, then we will be also. After 3 generations and 5 decades, we are still excited about our upcoming season, and have been planning since last fall to make sure we are well positioned to help you have your best season ever!

If you are new to the Christmas Tree industry, we welcome you. You have the best source for getting started with supplies right in your hands. Please do not hesitate to contact us with any questions as we have helped hundreds of first time lot owners have profitable seasons. Please check out our "Retail Guide" at [pursellmfg.com](http://pursellmfg.com) for an overview of products and what you might need to get started, as well as video demonstrations of how some of our products work.



Pursell family (2018)  
Alan, Dawn & Isaak, Richard  
Paul, Cynthia, Jonah, Brandon & Kayla

## What happens when four manufacturers from different industries get together to help a community? A unique collective of four local companies join together to provide much needed sanitizer to EMS, care facilities and other county organizations.

When hand sanitizer shortages due to Coronavirus were announced, four companies jumped at the chance to help fill the void. What started as individuals looking to address the shortage quickly led to businesses working together to make it happen from supplies on hand. Each company, Woods Distillery, Pure Greens, Elevation Brewing and Pursell Manufacturing Corp. contributed a critical ingredient or part to make much needed sanitizer available to the community quickly.

Thousands of 8oz bottles were filled by Pursell Manufacturing and initially distributed to local EMS and critical need organizations, and then to the public.



What makes this product unique is the collaboration from neighboring companies coming together to contribute to the creation of hand sanitizer from products already used in their normal production processes.

"We can't do anything about the toilet paper shortage, but distillers are uniquely able to address the shortage of hand sanitizer" said PT Wood. As Mayor of Salida, Colorado, Wood sees firsthand how resources are needed in the community and how local companies are uniquely positioned to put industrial resources to work.

The challenge came in the form of sourcing the raw ingredients required by the FDA for producing hand sanitizer. Pure Greens facility uses isopropyl alcohol and had a large supply in inventory. Elevation Beer Company uses hydrogen peroxide in food grade cleaning protocols. Wood's High

Mountain Distillery sourced the 95% ABV alcohol needed to meet FDA guidelines. The crux quickly turned to the final ingredient, glycerin, and the bottling and packaging process. The answer came from an improbable source when Alan Pursell, co-owner of Pursell Manufacturing Corp. in Poncha Springs, CO happened to call Wood's Distillery exploring how to source alcohol in order to make hand sanitizer. Pursell approached Wood with an offer that would ultimately complete the puzzle. Pursell Manufacturing produces supplies for Christmas Tree lots including tree preservative which contains glycerin. What's more, they had plenty of stock and many thousands of 8oz bottles available for immediate use--and a fully automated bottling line as well.

The turnaround time to produce hand sanitizer was less than a week and product was available in late March. As one business owner commented "the product came together incredibly quickly and showcases the power of small businesses pooling resources to creatively solve a problem." All four companies are looking forward to getting back to more normalcy, but in the meantime, they're pulling together to help the community weather the coronavirus.





# WHAT YOU NEED TO KNOW ABOUT STATE SALES TAX

We want to avoid charging you sales tax. But because of new regulations across the USA, we have to request a sales tax exemption certificate from all of our customers ***so that we can document the future sales tax exempt nature of your purchases.***

You may have heard about the court case South Dakota vs. Wayfair which has affected the entire country. States have started to change the rules of interstate commerce and require companies to document all sales tax exempt transactions across state lines. As a seller, ***if we do not have a proper documentation, we are required to collect the tax.***

Please fill out the adjacent Certificate of Exemption (right page) for your company for each jurisdiction where your company does business. \*\* Please return this exempt form (or your own form) AND any other documentation (Certificate of Resale) as soon as possible by one of three methods below:

Email: [erin@pursellmfg.com](mailto:erin@pursellmfg.com)  
Fax: 719-530-9097  
Mail:  
Pursell Mfg. Corp.  
Attn: Sales Tax  
PO Box 248  
Poncha Springs, CO 81242

**DON'T WAIT! Please fill out and send us this form to avoid required sales tax and possible order delays.**

## History of Pursell Mfg. Corp.



First facility near Grants Pass, Oregon about 1970



Loading wood stands on a truck of trees, 1973



Our current 48,000 sq. ft. manufacturing and distribution facility on 4 acres in  
4 Poncha Springs, Colorado

In 1968 Pursell Manufacturing was founded by Bill and Richard Pursell (father & son) near Grants Pass, Oregon. From the start, their focus was on innovation, quality products, and superior customer service. Today our focus remains the same.

The Christmas Tree supply industry was revolutionized when Bill and Richard innovated a new process to mass produce high quality wooden Christmas Tree stands, which soon became the most popular method of standing trees in the American West. Pursell Manufacturing quickly became well known nationally as a reliable supplier of quality Christmas Tree supplies at a very competitive price.

Over the years that same dedication to innovation, quality, and service has been on display as we developed nail-on water bowls, tree preservative, flock, rebar stands and our own lines of netting. The acquisitions of TNI Netting in 2014 and Holiday Sales, Inc. in 2018 has continued to expand our presence in the Christmas Tree Lot Supply Industry and solidify our valuable long term relationships with both vendors and customers. Pursell Manufacturing takes great pride in what we produce. We put our name on many products, and we stand behind what we produce and distribute. This year we are well stocked on nearly 300 quality items for profitable Christmas Tree lots! We are ready to help you make your businesses more profitable.

Today Alan and Paul Pursell run Pursell Manufacturing, with the assistance of their father Richard out of Poncha Springs, CO, and Rockford, MN. As we look at the current stability of our organization, our combined 5-acre, 65,000 square foot facilities, and the great friendships we have built with our customers in the many years since 1968, we are reminded of what hard work, dedication to innovation, quality products, and superior customer service can do.

We are very blessed. We offer thanks to all our associates and customers over the past five decades! We hope you continue to choose Pursell Manufacturing for all your Christmas Tree lot supplies in the years to come.



# Streamlined Sales Tax Agreement Certificate of Exemption

**Do not send this form to the Streamlined Sales Tax Governing Board. Send the completed form to your supplier and keep a copy for your records.**

This is a multi-state form. Not all states allow all exemptions listed on this form. Purchasers are responsible for knowing if they qualify to claim exemption from tax in the state that would otherwise be due tax on this sale. The seller may be required to provide this exemption certificate (or the data elements required on the form) to a state that would otherwise be due tax on this sale.

The purchaser will be held liable for any tax and interest, and possible civil and criminal penalties imposed by the member state, if the purchaser is not eligible to claim this exemption. A seller may not accept a certificate of exemption for an entity-based exemption on a sale made at a location operated by the seller within the designated state if the state does not allow such an entity-based exemption.

- Check if you are attaching the **Multistate Supplemental form**.  
 If not, enter the two-letter abbreviation for the state under whose laws you are claiming exemption.
- Check if this certificate is for a **Single Purchase Certificate**. Enter the related invoice/purchase order # \_\_\_\_\_.

**3.**

**Print or type**

A. Name of purchaser \_\_\_\_\_

B. Business address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

C. Purchaser's tax ID number \_\_\_\_\_ State of Issue \_\_\_\_\_ Country of Issue \_\_\_\_\_

D. If no tax ID number, enter one of the following: FEIN \_\_\_\_\_

E. Driver's License Number/State Issued ID number \_\_\_\_\_ State of Issue \_\_\_\_\_

F. Foreign diplomat number \_\_\_\_\_

G. Name of seller from whom you are purchasing, leasing or renting \_\_\_\_\_

H. Seller's address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

**4. Purchaser's Type of business.** Circle the number that best describes your business.

**Circle type of business**

<input type="checkbox"/> 01 Accommodation and food services	<input type="checkbox"/> 11 Transportation and warehousing
<input type="checkbox"/> 02 Agriculture, forestry, fishing, hunting	<input type="checkbox"/> 12 Utilities
<input type="checkbox"/> 03 Construction	<input type="checkbox"/> 13 Wholesale trade
<input type="checkbox"/> 04 Finance and insurance	<input type="checkbox"/> 14 Business services
<input type="checkbox"/> 05 Information, publishing and communications	<input type="checkbox"/> 15 Professional services
<input type="checkbox"/> 06 Manufacturing	<input type="checkbox"/> 16 Education and health-care services
<input type="checkbox"/> 07 Mining	<input type="checkbox"/> 17 Nonprofit organization
<input type="checkbox"/> 08 Real estate	<input type="checkbox"/> 18 Government
<input type="checkbox"/> 09 Rental and leasing	<input type="checkbox"/> 19 Not a business
<input type="checkbox"/> 10 Retail trade	<input type="checkbox"/> 20 Other (explain) _____

**5. Reason for exemption.** Circle the letter that identifies the reason for the exemption.

**Circle or check reason for exemption**

A <input type="checkbox"/> Federal government (Department) _____	H <input type="checkbox"/> Agricultural Production # _____
B <input type="checkbox"/> State or local government (Name) _____	I <input type="checkbox"/> Industrial production/manufacturing # _____
C <input type="checkbox"/> Tribal government (Name) _____	J <input type="checkbox"/> Direct pay permit # _____
D <input type="checkbox"/> Foreign diplomat # _____	K <input type="checkbox"/> Direct Mail # _____
E <input type="checkbox"/> Charitable organization # _____	L <input type="checkbox"/> Other (Explain) _____
F <input type="checkbox"/> Religious organization # _____	M <input type="checkbox"/> Educational Organization # _____
G <input type="checkbox"/> Resale # _____	

**6. Sign here**

I declare that the information on this certificate is correct and complete to the best of my knowledge and belief.

Signature of authorized purchaser \_\_\_\_\_ Print name here \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

cut or tear along perforation

cut or tear along perforation

cut or tear along perforation

# Pursell Manufacturing

## 2020 Order Form

For Fax or Phone Order Preparation

Order online at [www.pursellmfg.com](http://www.pursellmfg.com)

or fill out and fax to:

**(719) 530-9097**

or call:

**888-487-8288**

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<i>Customer Information</i>	
<i>Billing</i>	<i>Shipping</i>
Company Name	Delivery Date Requested (M-F only, no delivery 11/26-11/29, Thur-Sun of Thanksgiving)
Your Name	Contact for Delivery-name/phone
Billing Address for Card  City/St/Zip	Delivery Address
Email Address	Commercial Location <input type="checkbox"/> Non-commercial Location <input type="checkbox"/>
Billing Phone #	Do you need the truck to have a liftgate (\$35 fee)? <input type="checkbox"/> <small>(If liftgate is required but not requested you may incur delays, liftgate &amp; redelivery fees)</small>
Billing Fax #	Delivery Phone # (if different from Billing Phone)
Payment Method (circle one)  <div style="display: flex; justify-content: space-around;"> <span>Visa</span> <span>Mastercard</span> <span>Discover</span> <span>Check</span> </div>	Credit Card Info: Exp Date: / 3-Digit code: Account # _____ - _____ - _____ - _____ Name on Card (print)
Your Signature (required to process order)	

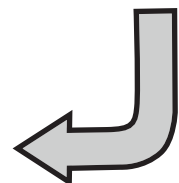
cut or tear along perforation

<i>Item Code</i>	<i>Quantity (ea)</i>	<i>Your Price (ea)</i>	<i>Total</i>

Payment: 1.5%/mo on past due accounts. Seasonal merchandise is non-returnable

**If Order Total exceeds \$2,500 Shipping is FREE**

Exceptions listed on pg 7 of catalog.



Order Total \_\_\_\_\_

cut or tear along perforation



# The Pursell Advantage

What you'll get from us

**Manufacturing, sales, and distribution directly from one source, one location.**

The Source

- **FREE SHIPPING\*** on orders over \$2,500!  
Some exceptions apply, see pg. 6-7 for details and exceptions.
- **EXPERIENCE** We have been in this industry since 1968! Whether you are just getting started or have been around for a long time, we can help your business become more profitable.
- **PRICE** We understand that your success requires great prices, which we have because we buy in high volumes when commodity markets are low. Our buyers negotiate low rates and pass savings to you.
- **QUALITY PRODUCTS** We actually manufacture many of the products we sell. Our name is on the products we make, and we stand behind them. We know that the last thing you need to deal with in the rush of the season is faulty supplies. We take pride in our "old school" craftsmanship aided with modern technology.
- **EFFICIENCY** With our unmatched distribution system, orders are packed & shipped generally the same day, and delivered to most parts of the country within 2-4 days. The Northeast and Southeast require a few more days. Let us know what day you want your order delivered, and with a little notice we will make your desired delivery date.
- **WELL-STOCKED INVENTORY** We are prepared to ship nearly 300 items for your Christmas Tree lot needs - from one location at one time with disclosed handling fees (if any). Put all your needs on one order to save time and money.
- **INDUSTRY LEADING INNOVATION** Our commitment to finding better products and better processes sets us apart from our competitors.
- **SUPERIOR CUSTOMER SERVICE** Our team is experienced, and committed to excellence. We understand the value of time and money, and pride ourselves on getting things right the first time.
- **VOLUME DISCOUNTS** The more you order, the more you save. Price breaks go into effect when an individual customer order/shipment total hits one of three different Wholesale Price levels. See pricing chart page 7.



Decades of Industry experience in sales and manufacturing gives an incredible background to draw from



Debbie, Erin and Alexis, our Sales & Customer Service team handles many of your questions and orders



Zach and Jason on flock production



Overlooking wood stand production floor



Production of our TNI knitted red and green netting



Augie and Tylea running the bottling line



Jonah, Blaine and Brian making our Golden Spike Rebar Stands

Our 5 acre facilities with 65,000 sf of warehouses are over-stocked with product to make sure we can get it to you when you need it. Our freight system can handle anything from small packages to multiple truckloads.



# FREE SHIPPING\*

on orders over \$2,500\*

## TIRED OF HIDDEN SHIPPING FEES?

We include shipping and handling in our prices so there are no surprises when you get your bill or statement. Many companies advertise what appears to be a low price, but hide additional shipping and handling charges (such as pallet fees, fuel surcharges, or drop ship fees) for you to discover later. We make sure to disclose any additional shipping costs or fees for special services such as liftgate or residential delivery, so you can TRULY compare and save.

## KNOW YOUR DELIVERED PRICE!!



### Special Handling Services & Fees

(may be required)

### Lift Gate Service- \$35\*\*

For palletized freight delivery only, not for small packages or full independent trucks.

\*\*Costs depend on freight carrier and final destination.

There will be a 15% restocking fee for returned merchandise. Goods must be clean, complete, and in original packaging. Pursell Manufacturing not responsible for return shipping.

## FREQUENTLY ASKED FREIGHT QUESTIONS

### Q: How much will shipping cost?

A: Remember, orders over \$2,500 ship FREE (see page 7 for exceptions). If your order is less than \$2,500 (or distributor priced from our facility), freight cost depends on what you order, what it weighs, and how it will be shipped. We need to know what merchandise is being shipped so we can determine the best method, and what that will cost.

### Q: Why are machinery and equipment items not included in free freight?

A: There just isn't any margin on equipment, and in order for our pricing to remain competitive, the prices we publish don't include free freight. However, if you order over \$2,500 in qualifying products, the equipment will ride along with it for free.

### Q: When do I need a liftgate, and why is there a fee?

A: A liftgate is a special feature on a delivery truck that can help mechanically load or unload merchandise without a ramp, dock or forklift. It is basically a hydraulic lifting platform attached to the back of the truck. If the merchandise is palletized and you do not have unloading equipment, a liftgate will allow your order to be removed from the truck quickly and easily. Freight companies cannot allow your people to climb into the truck to unload your shipment piece by piece. A liftgate costs a little extra since the trucking company will have to make special arrangements to use proper equipment to deliver your order, but it is often far less complicated and less expensive than renting a forklift.

### Q: How do I know if my order will be shipped as freight on a pallet or as a small package?

A: Our order processors will determine this when you place your order. The answer is determined by the weight and nature of the products you need. Generally, if your shipment is over 250 lbs, it will be cheaper and easier to freight it to you. Some products (bulky, overweight, etc.) must be palletized as they cannot be handled as a small package.

### Q: Do you ship to Canada, Mexico, or overseas?

A: Yes, absolutely. Please call us for more details as each destination is handled differently.

### Q: When will my merchandise arrive?

A: Many of our orders are taken early enough that we can schedule the merchandise to arrive to the desired location on the day you specify. We recommend ordering early to take advantage of this option. We can typically ship to the western 2/3rds of the country in 2-3 days, and 3-5 days to locations east of the Mississippi River. Thanksgiving weekend may present delays (no service Th-Sun). Expedited and overnight shipping may also be available in emergencies, please call.

\* for exceptions to our free freight program, please see bottom of page 7 under our pricing guide.



# PRICING GUIDE

## How our pricing structure works



**WHOLESALE PRICE**  
This is the base price for all orders under \$5,000. Remember, if your order is over \$2,500 we ship it to you **FREE!\***

**VOLUME DISCOUNTS**  
As your order goes over the \$5,000, \$10,000 or \$15,000 levels, the following price breaks apply, along with **FREE SHIPPING!\***

FREE\*  
Shipping

Item	Pack	Wholesale	>\$5,000	>\$10,000	>\$15,000
Pinnacle Flock	1	28.50	26.79	25.08	23.37

Note: Some listed prices are subject to change due to sudden market fluctuations. We maintain large inventories to prevent price changes, but we will inform you of changes in product prices if necessary when you order.

## Fall 2020

### Planning Calendar

Sun	Mon	Tues	Wed	Thur	Fri	Sat
<b>November</b>						
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	<b>26</b>	27	28
<b>December</b>						
11/29	11/30	12/1	12/2	12/3	12/4	12/5

## PLAN AHEAD! ORDER EARLY CHOOSE A DELIVERY DATE

To insure that we have what you need and that your product arrives on time, **ORDER EARLY!** We process thousands of orders, and ship huge volumes from September through early December. **PLAN AHEAD!** We can take your order early and deliver on a date you choose. Help us make sure your product is in stock and arrives when you need it by ordering early and choosing a delivery date that suits you.

By mid November freight volumes are extremely high and inventories for some products may be low. Order earlier to insure product is available.

**NO FREIGHT DELIVERIES 11/26-11/29**  
over Thanksgiving weekend.  
Deliveries 11/25 will be limited.  
Small package overnight deliveries  
are possible only on 11/27 and 11/28

## \* FREE SHIPPING EXCEPTIONS

- Machinery items** do not contribute toward price breaks or free shipping (priced from our location). However, if the balance of your invoice minus machinery cost totals over \$2,500, the machinery will be shipped free along with it. Machinery items include: Drill machines, Flock machinery (turn tables, tree movers, flock machines), poly tubing racks, tree shakers, and wreath clamp machines/tables.
- Customers in Hawaii, Alaska, Florida and parts of New England** will incur a small fuel surcharge, but this will only be the difference between the nearest free shipping point and your location. Please call for details. States affected: NY, MA, CT, RI, NH, VT, ME, FL, AK, HI.
- Special handling** fees, such as liftgates, non-commercial delivery and Saturday delivery not included. See page 6 for fee schedule on these special services. NOTE: WE NEGOTIATE SPECIAL FEES WITH OUR FREIGHT CONTRACTORS AND PASS THESE SAVINGS ON TO YOU. IF SPECIAL SERVICES BECOME NECESSARY AT THE TIME OF DELIVERY, A HIGHER STANDARD RATE WILL APPLY.

# Banners

- \* Heavy Duty Vinyl
- \* Unique High Visibility Graphics
- \* Grommets every 3-5'
- \* Maximum Durability

Our banners offer full-color, high quality, eye-catching graphics to attract the maximum attention to your tree lot. All color banners are made with heavy duty vinyl, and have grommets every 3-5 ft. (exceptions noted).

## 3' x 15' Vinyl



Vinyl  
3'  
x  
8'



### Frequently Asked Questions

**Q: How should I attach and display my banner(s)?**

A: The sturdy grommets in our banners offer many options for displaying them. We have found that rubber or elastic cargo straps, which continually maintain tension on the material tend to work well. These can be hooked into the grommets. Be careful not to place too much tension on the grommets, as they may eventually tear out. Another option is to mount the banner to a flat object such as a fence, plywood, a cargo van or an existing sign. Our 4'x8' banners fit conveniently on a 4'x8' sheet of plywood or flakeboard.

**Q: My banners are being affected by wind, can I cut wind holes in them?**

A: Yes, half circle type wind holes will help relieve the "sail" effect on the banner. However, any modification may weaken the material and result in a tear.

**CLOSEOUT PRICING**

Vinyl  
4'  
x  
8'



Vinyl  
3'  
x  
8'





# Banners

4' x 8'  
Vinyl



made in the  
**USA**

Customer  
Attraction



3' x 12' Polyvista

Economy  
Banner

is printed on bright white Polyvista,  
8 mil, weather resistant plastic  
grommets every 3-4',  
(less durable than vinyl)

**CLOSEOUT  
PRICING**

**CLOSEOUT  
PRICING**

3' x 5' Vinyl



3' x 5' Vinyl



See next page  
for more banners



**CLOSEOUT  
PRICING**

**FRESH  
CHRISTMAS  
TREES**

Vinyl

3'  
x  
6'



Vinyl

4'  
x  
8'



Item	Code	Price
Fresh Christmas Trees 3x15' vinyl	B-FCT315	65.00
Snow Flocking 3x15' vinyl	B-SFLOCK	65.00
Choose and Cut 4x8' vinyl	B-CC48	25.00
Fresh Christmas Trees 3 x 8' vinyl	B-FCT38	48.00
Fresh Wreaths 3x8' vinyl	B-FW38	48.00
Farm Fresh Christmas Trees 4x8' vinyl	B-FARM48	52.00
Christmas Trees, Economy 3x12' Polyvista	B-Econ312	58.00
Fresh Christmas Trees (kids pic) 3x6' vinyl	B-KIDS36	20.00
Farm Grown Trees Are Green 4x8' vinyl	B-GREEN48	25.00
Rudis Cuties Banner, 3'x5' vinyl	B-DEER35	15.00
Flame Retardant Available Banner, 3x5 vinyl	B-FLMRT35	33.00

**LIMITED QUANTITIES ON CLOSEOUT ITEMS**



made in the  
**USA**

# Customer Attraction

**3' x 15' Vinyl**



**3' x 8' Vinyl**



## 8 ft. Shark Fin Flags



made in the  
**USA**

Photo print on one side shows through on other side. Price includes 12ft fiberglass pole, stainless steel ground stake with ball bearing swivel, and canvas case (shown below).



8 ft. tall by 30 inch wide feather flags provide movement and attract immediate attention to your lot. Curved design holds flag open at all times, pole rotates in socket as wind direction changes, and includes tie down clip to keep flag on pole. Fits on heavy duty 12ft or 10.5ft segmented curved top pole with ground socket. Simply drive ground socket into desired location, pole and flag can be removed easily as needed.

## Pennants



**Triangle Pennants** are made with durable, high visibility poly material, 50' plus 5' tie, triangles are 9" x 12". Add motion and seasonal colors to your location, letting customers know the nature of your business. Available in Christmas or Halloween colors.



Item	Code	Price
Pumpkin Patch Banner, 3x15'	B-PP315	65.00
Pumpkins Banner, 3'x8'	B-PKN38	48.00
"Christmas Trees" 8' Shark Fin Flag w/ 12' pole	FLAG-TREES	105.00
"Pumpkins" 8' Shark Fin Flag w/ 12' pole	FLAG-PKN	105.00
Christmas Pennant (60')	Pennant-GRW	9.98
Halloween Pennant (60')	Pennant-OB	9.98



# Resale Items

## Pursell's Tree Preservative

made in the  
**USA**

**AMERICA'S #1 SELLING BRAND**

**BOLD NEW  
LOOK!**



- ❖ **Best money maker for tree lots**
- ❖ **Provides nutrients to keep tree fresh**
- ❖ **Highlights the importance of watering trees**
- ❖ **Helps prolong needle retention**
- ❖ **Scented with natural evergreen oils**

AVAILABLE IN 2oz and 8oz BOTTLES

2 oz liquid concentrate  
makes 2 gallons  
48 pack display box

OR

8 oz liquid concentrate  
(pictured left)  
makes 8 gallons,  
24 pack in display box



Resale  
Items

Pursell's Christmas Tree Preservative has become a popular item for extra profits during the Christmas tree sales season. Millions of bottles sold! Mark up and sell outright near the cash register, or use the packets or handy 2 oz bottles as a promotional give-away item. Our own specially developed formula helps promote liquid absorption and combines with water molecules to reduce evaporation and promote needle retention. Contents include fiber softeners and essential nutrients and minerals to help maintain a fresher and safer Christmas tree. Natural evergreen fragrance in liquid preservative adds to the holiday experience. Liquid concentrate, UPC labeled, pet safe.

## Oregon Forestry Laboratory Christmas Tree Preserver



Granular tree preserver from Oregon Forestry Lab. **Top Rated and Documented**, by Washington State Univ. Works better than water! Child & Pet Safe. Each packet contains a unique substance that absorbs water and expands into gel-like beads, allowing trees to absorb water back as needed without drying out or sealing. Other ingredients will keep needles on longer and tree moisturized. Suggested retail price \$3.00ea.



Display Case: 144 packets,

Item	Pack	Wholesale	>\$5,000	>\$10,000	>\$15,000
Preservative 2 oz	48	.90	.86	.81	.77
Preservative 8 oz	24	1.23	1.17	1.11	1.05
Preservative Granular	144	1.42	1.38	1.35	1.35



# Resale Items

Resale  
Items



## Removal Bags

made in the  
**USA**

*No More Needle Mess!*

- ❄️ **Protects Floor from Spills & Stains**
- ❄️ **Makes Tree Removal Clean & Easy**
- ❄️ **Can Be Used as Skirt to Cover Stand**
- ❄️ **Biodegradable**



Choose size and packaging:

Regular Size, 144" circumference x 90" tall  
(nearly 4 ft. diameter by 7½ ft. tall)  
.75 mil thickness

36 pack with colorful display box, (shown)  
or  
50 pack bulk in box

**JUMBO SIZE** - 144" circumference x 114" tall,  
(nearly 4 ft. diameter by 9½ ft tall), .75 mil  
48 pack bulk

Color display boxes  
for regular bags



## Retail Flock

Do It Yourself Flock allows your customers to make Christmas magic! Great for winter landscapes or snowy highlights on trees, wreaths and greenery. Self-Adhesive, sticks instantly with water, just spray with water as dusted on to desired surface directly from the jug with the dispensing cap. Net Wt. 2.75 lbs each, 12 pack floor display box.



## Pull Bows

Simply pull the string and watch a perfect bow appear. Packaged neatly as bundled ribbon, these bows take shape (and added space) only when you are ready. Convenient and compact! Choose from 2 sizes of red velvet bows: 5.5" diameter, 18 loop, 24 pk (BOWPBV9SM), or 8" diameter, 20 loop 24pk (BOWPBV40LG)

more bows page 38



Item Code:  
BOWPBV9SM



Item Code:  
BOWPBV40LG



packaged  
pull bow





# Resale Items

## Floor Mats



**Tree-sorb:** Customers can protect their carpet and floors from spills with this 30" diameter water-proof mat, each of which can absorb up to 45 ounces of liquid. Made of 3 layers of absorbent fabrics and protective barriers, these durable mats come in an attractive 24 pack countertop display case.

## Spray Snow



Santa Snow is great for frosting wreaths, trees, decorative boughs, or window decorations. Touch-up a flocked tree or create winter decorations with the press of a finger. UPC labeled. 13 oz can, 12 pack.

## Watering Funnels



Full height floor display

24 pack

## Wreath Hangers

Brass, Black, Gold



Fits easily over both exterior and interior doors with no nails, no tools, and no hassle. Provides attractive and simple way to display wreaths and greens on doors. Door decorations are popular all year long, so be sure to stock these hangers accordingly. Bulk boxed in 25 pack, available in brass, black or gold.

Item	Pack	Wholesale	>\$5,000	>\$10,000	>\$15,000
Removal Bags, with display box	36	1.30	1.24	1.17	1.11
<b>BULK</b> Removal Bags	50	1.18	1.12	1.06	1.00
Removal Bags, JUMBO	48	1.55	1.47	1.40	1.32
Flock Jug	12	8.75	8.31	7.88	7.88
Pull Bow, velvet #9, 5.5 dia	24	1.75	1.75	1.75	1.75
Pull Bow, velvet #40, 8" dia	24	3.10	3.10	3.10	3.10
Tree-Sorb Mat	24	4.50	4.28	4.05	4.05
Spray Snow	12	2.30	2.19	2.07	2.07
Water Funnels	24	3.95	3.83	3.71	3.71
Wreath Hanger, gold	12	1.70	1.65	1.60	1.60
Wreath Hanger, black	12	1.70	1.65	1.60	1.60
Wreath Hanger, brass	12	2.45	2.38	2.30	2.30

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

# FREE SHIPPING

on orders over \$2,500 (see page 7 for details)

Resale  
Items



# Log Reindeer & Snowmen

## “Best ‘add-on’ item I’ve seen in 25

Add a new and unique dimension that sets your tree lot apart with these adorable decorative reindeer and snowmen, and double your money. Available in 3 sizes each, these hand crafted log characters bring new customers to your lot and are an easy add-on sale for customers looking for trees. Comes completely assembled including holes for antlers, tail or arms. Boughs/decor not included. Use boughs from your lot or other foliage to add antlers, tails, arms and your own unique character elements to your reindeer herd or flock of snowmen. Manufactured under 2012 Copyright and US Patent #D729,687

- ❄️ **Irrisistably cute**
- ❄️ **Proven seller coast to coast**
- ❄️ **Customizable characters**
- ❄️ **Indoor or outdoor decor**

Rudi's  
Cuties



**PROVEN  
SELLER**

**Each available in  
three sizes (shown)**

Small Snowmen (14"-18" tall)  
Medium Snowmen (18"-23" tall)  
Large Snowman (24"-30" tall),  
Hand made, sizes vary,  
arms not included.

**DECOR**  
(sold separately)  
Berries (nose),  
bows and ribbon  
(scarf) are recom-  
mended to up-  
grade character  
and saleability .  
These and other  
varieties appear  
on pages 38-39



**Decorate  
your own  
herd!**

medium deer  
small snowman

### Testimonials

*“They are adorably cute and customers pick them out as if they were pets. We have been in the retail tree lot business for 15 years now and have been retailing the reindeer for 4 seasons.”*

*“We bought one combo bin of reindeer just to try them out. We sold out while we were setting up our lot on Wednesday before Thanksgiving. Unblievable! “ (Note: This customer ordered 3 times for a total of 12 bins during the 2011 season.)*

*“We sold over 1000 Reindeer at our 2 Colorado tree lots in 2010. The reindeer sell themselves and will increase your income tremendously.” (NOTE: This particular retail lot sold the small reindeer for \$25 and sold 1000 deer and 1500 trees)*

*“We did an inventory count of our reindeer and snowmen and I need to order more! They are so darn cute!”*

*“We love selling these at my lots. In my 28 years in retail trees, I have never seen items go snapped up like these deer and Snowmen. We have the reindeer displayed as a herd and snowmen displayed as a group near the checkout stand. Since they are natural wood, some have their own imperfections and marks which make folks want to adopt them more. While most are sold as an impulse buy, some customers buy another member of the ‘family’ each season until they have a complete set. They are also inclined to come back to my lot next year to get new ears and tails.”*

**CLOSEOUT  
PRICING** **3'X5' VINYL BANNER**



**Rudi's  
Cuties**  
Decorative Log Reindeer

**Get Your  
Deer Here**

available on page 9.



# Log Reindeer & Snowmen

years of retailing!"



Sold assembled as shown here



Available in three sizes:

small: 15-17" high 9-11" long	medium: 21-23" high 11-13" long	large: 26-30" high 14-18" long
-------------------------------------	---------------------------------------	--------------------------------------

(antlers not included in sizing or with product)

Environmental note: Logs used for reindeer are recovered from forest deadfall, not cut from live trees.

### Add your choice of antlers

Embellish your herd with a variety of foliage, boughs or other treatments for the season or occasion. Antler and tail holes are included on the deer so you can add the treatments or decor you prefer. (boughs not included)



Rudi's  
Cuties



## Pricing & Packaging

Reindeer and snowmen sold by the bin count. Smaller quantities of multiple sizes are also available in combo bins. Bins must be shipped by freight truck, not small package carrier.

**FREE SHIPPING**  
on a \$2,500  
total order.

see pg. 7 for details.

Item	Pk	Price	\$5,000	\$10,000
Reindeer Small	50	16.95	16.44	15.93
Reindeer Medium	32	22.50	21.83	21.15
Reindeer Large	24	30.50	29.59	28.67
<b>REINDEER COMBO</b> 18 small, 10 medium, 6 large	34	713.10	691.71	670.31
Snowmen Small	75	16.95	16.44	15.93
Snowmen Medium	50	22.50	21.83	21.15
Snowmen Large	24	30.50	29.59	28.67
<b>SNOWMEN COMBO</b> 18 small, 10 medium, 6 large	34	713.10	691.71	670.31
<b>DEER/SNOWMEN MIX COMBO BIN</b> 10 sm, 6 md, 4 lg of each product	40	853.00	827.41	801.82

### BIN QUANTITIES:

<b>DEER</b>	<b>SNOWMEN</b>
Small-50/bin	Small-75/bin
Medium-32/bin	Medium-50/bin
Large-24/bin	Large-24/bin

**COMBO BINS:**  
34 DEER OR SNOWMEN

sm-18, med-10, lg-6

**MIXED COMBO BIN:**  
**DEER & SNOWMEN**

sm-10, med-6, lg-4 of each,  
40 characters total.



# Cinco™ Stands

made in the  
**USA**



**Table Top**, 12" diameter  
fits trees up to 4' tall  
with less than a 3" butt  
Item Code: Cinco163



**Express Small**, 16" diameter  
fits up to 8' trees  
with a 5.5" butt  
Item Code: Cinco152E



**Express Medium**, 20" diameter  
fits up to 10' trees  
with a 7" butt  
Item Code: Cinco148E



**Express Large**, 24" diameter  
fits up to 12' trees  
with an 8" butt  
Item Code: Cinco144E

With decades of proven reliability and features, Cinco™ stands are the premium plastic stand on the market. Made of sturdy plastic with metal hardware (except on table top), Cinco™ stands also feature patented towers which avoid conflicts with low branches, accommodate large tree butts, and provide a plentiful water basin. "Express" stands feature push-button slide bolts for easy installation.

- ❄️ **No equipment required**
- ❄️ **Easy "Express" installation**
- ❄️ **Proven reliability**
- ❄️ **Accommodates large trees**
- ❄️ **Plentiful water basin**

## Cinco Advantage

A less expensive option for up to 6ft and 8ft. trees. Designed with tempered steel core plastic no-break bolt system. fits trees up to a 4" & 7" butt respectively  
Item Codes: Cinco156A Cinco150A



**LIMITED QUANTITY**



## Cinco "Express" Push -n- Slide bolts



We carry the *new and improved* Cinco "Express" stands: push top button to slide bolt, then crank to fully tighten—saving all that screw-turning time and effort.

Cinco™ stands available in "Classic" and "Advantage" versions, (Priced Individually)

Item	Pack	Whistle	>\$5,000	>\$10,000
Cinco 163 Table Top	12	7.65	7.34	7.04
Cinco 156A ADVANTAGE	10	9.25	8.88	8.51
Cinco 150A ADVANTAGE	12	11.45	10.99	10.53
Cinco 152E Express Small	12	15.00	14.40	13.80
Cinco 148E Express Medium	10	19.95	19.15	18.35
Cinco 148C Classic Medium	8	19.95	19.15	18.35
Cinco 144E Express Large	6	26.50	25.44	24.38
Cinco 144C Classic Large	5	26.50	25.44	24.38
Cinco Hardware 152E	3	3.50	3.50	3.50
Cinco Hardware 148E	4	3.50	3.50	3.50

Volume price breaks are based on combined order total for each shipment. See page 7 for details.



# Noblett™ Stands

**THE ORIGINAL!**

made in the  
**USA**

**Table Top 12**  
for 2-4 ft. trees,  
12" diameter,  
accepts 30mm  
(1 1/8") tenons

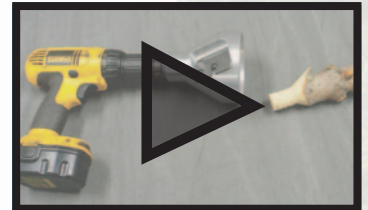


**Medium 14**  
for 4-5 ft. trees,  
14" diameter,  
accepts 40mm  
(1 9/16") tenons



**Quick, Easy, and Inexpensive  
way to stand Trees!**

Patented Noblett™ stands are a great way to quickly and economically stand trees from table top to about 7 ft. tall. Simply shape the butt of the tree with a tennon cutter (details below) and press the butt into the stand for a tight fit. Noblett stands are shaped to hold water, and are available in three sizes. Butts should be shaped to appropriate diameter for the corresponding stand (detailed with each left).

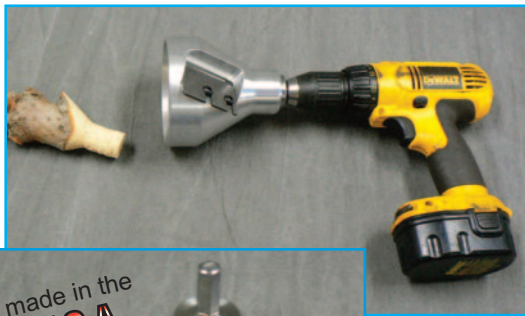


Visit our website  
**pursellmfg.com**  
for a video demonstration  
of the Noblett Stand.

**CALL FOR SPECIAL PALLETIZED  
AND TRUCKLOAD PRICING**

Item	Pal Ct. /Pack	Wsale	>\$5,000	>\$10,000
Noblett Stand Table Top 12 (12" diameter)	800 / 24pk	2.60	2.47	2.34
Noblett Stand Med 14 (14" diameter)	512 / 20pk	5.00	4.75	4.50
Tennon Cutter 25 (25mm/ 1" dowel)	1	350.00	350.00	350.00
Tennon Cutter 30 (30mm/ 1 1/8" dowel)	1	350.00	350.00	350.00
Tennon Cutter 40 (40mm/ 1 9/16" dowel)	1	350.00	350.00	350.00
Tennon Cutter 50 (50mm/2" dowel)	1	350.00	350.00	350.00
Replacement blades (universal)	1 set	59.00	59.00	59.00
Tennon Cutter Adaptor for 3/4" keyed shaft	1	99.00	99.00	99.00

Volume price breaks are based on combined order total for each shipment. See page 7 for details.



Accurately sized tenons are produced quickly on tree butts with a Tennon Cutter and drill.

## Pursell Tennon Cutters

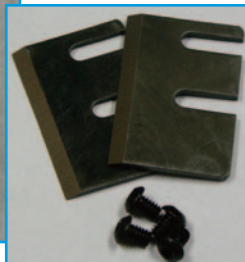
- ✳ Specially designed for snug fit with Noblett stands
- ✳ Available in 4 sizes
- ✳ Limited depth to fit stand on first cut
- ✳ Fits any 1/2" chuck
- ✳ Removeable shank, can be fitted to other motors
- ✳ Dual blade for quick, even cutting
- ✳ Easy blade replacement



Adaptor for 3/4" keyed shafts allows tennon cutter to attach to motors like the one below.



replacement blades available for tennon cutter



Honda GX 160cc motor, 6:1 gear reduction



Mounted on frame with Tennon cutter and guard

motors are available from Northern Tool and Equipment at: [www.northerntool.com](http://www.northerntool.com) item # 60326

Tree  
Stands



# GOLDEN™ SPIKE

## Rebar Stands

### ENGINEERED SPECIFICALLY FOR THE CHRISTMAS TREE INDUSTRY

- ❄️ Grade 5 hardened, zinc plated steel spike
- ❄️ Tapered and fluted spike for easy twist-off
- ❄️ State-of-the-art custom precision welds
- ❄️ No sharp edges on spike
- ❄️ Grade 60 rebar legs

*Manufactured in the USA from domestic steel  
Meets or Exceeds standards for other brands*

**Bowls, tips, and other accessories sold separately, see pages 19-21.**

made in the **USA**

table top rebar stand  
1/4" threaded spike,  
3/8" rebar, 8 in. legs



RTS Small



Small Golden Spike  
9/16" spike,  
1/2" rebar, 10" legs

RTS Medium



Medium Golden Spike  
9/16" spike,  
1/2" rebar, 17" legs

RTS Super Medium



Super Medium Golden Spike  
9/16" spike,  
5/8" rebar, 17" legs

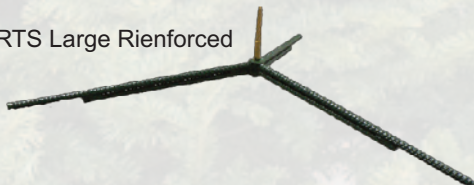
RTS Large



Large Golden Spike  
9/16" spike,  
5/8" rebar, 22" legs

Large Reinforced Golden Spike  
5/8" spike, 5/8" rebar, 22" legs

RTS Large Reinforced



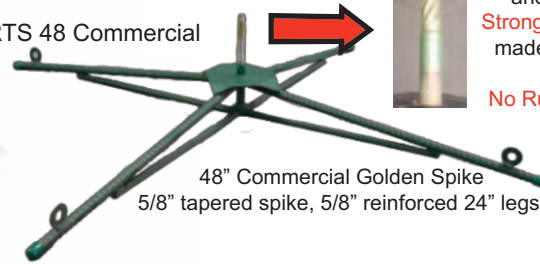
Jonah, Blaine and Brian working hard to produce our rebar stands.

### TAPERED FLUTED SPIKE

**Fits drill machines:** matching taper between tapered drill machine bits and spikes, (must be driven in)  
**Stronger:** Commercial 48" stands are made with our new hardened 5/8" solid golden spike  
**No Rust:** Zinc coated to prevent rust

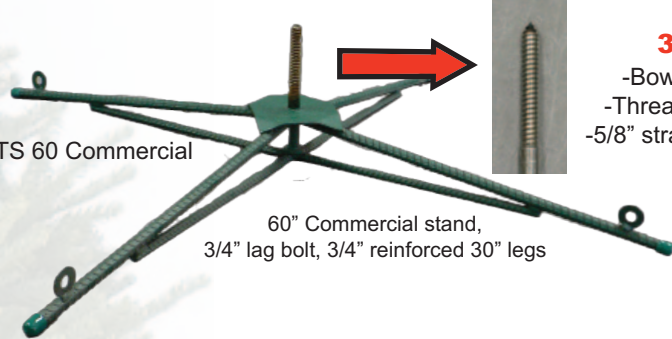


RTS 48 Commercial



48" Commercial Golden Spike  
5/8" tapered spike, 5/8" reinforced 24" legs.

RTS 60 Commercial



60" Commercial stand,  
3/4" lag bolt, 3/4" reinforced 30" legs



### 3/4" Lag

-Bowls thread on  
-Threads on to trees  
-5/8" straight bit needed

Tree  
Stands

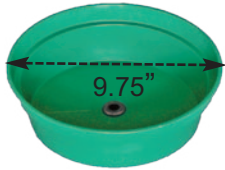




# Rebar Stands & Bowls



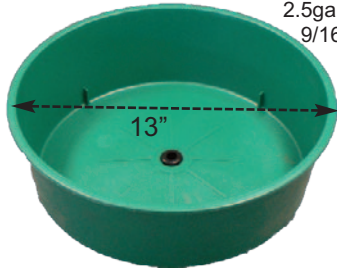
Table Top bowl,  
1qt, self sealing



Small Rebar bowl  
3qt, grommet fits  
1/2-9/16" spikes



Medium Rebar bowl,  
6.5 qt, grommet fits  
1/2-9/16" spikes



Large Rebar bowl,  
2.5gal, grommet fits  
9/16-5/8" spikes



Super 7 gallon bowl,  
grommet fits  
5/8" and 3/4" spikes  
(must specify)

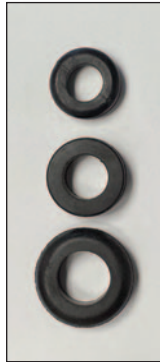
made in the  
**USA**



Cross section showing  
reinforced support ring and  
reinforced grommet area of  
our medium and large  
rebar bowls.



Medium rebar bowl showing  
how the grommet fits and  
seals over the spike.



## Replacement Grommets

**Grommet MD/LG:** fits 9/16"-5/8" spikes, both medium (6qt) and large (10qt) rebar bowls, 100 pack, GROMMET

## FOR SUPER 7 gal BOWLS ONLY

**-5/8" Commercial (5/8" Inside Diameter):** replaces grommet in Super 7 gallon bowl used on tapered pin 48" Commercial Stands

**-3/4" Commercial (3/4" Inside Diameter):** fits lag bolt on 60" Commercial Stands and Super 7 gallon rebar bowl

Grommets	Code	Pack	Price
EXTRA Grommets, (fit 9/16" or 5/8" spikes, Small-Lg RN)	Grommet Md/Lg	100	.42
5/8" ID Commercial, fits Sup 7 bowl & 48" stand ONLY	Grommet S7 58	1	1.65
3/4" ID Commercial, fits Sup 7 bowl & 60" stand ONLY	Grommet S7 34	1	1.65

**FREE SHIPPING**

\*on orders over \$2,500

(see page 6-7 for details)

Recommended tree sizes may not apply to heavy trees

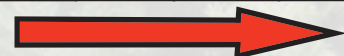
STANDS

BOWLS

Item	Code	Tree Sz	Pack	Bowl Size	Bin Ct	W/sale	>\$5,000	>\$10,000	>\$15,000
Table Top Rebar Stand (8" legs)	RTS Table Top	2-4'	5	TT 1 qt	NA	3.95	3.75	3.56	3.36
Golden Spike small rebar (9/16" spike, 10" legs)	RTS Small	3-5'	5	small 3 qt	350	4.15	3.94	3.74	3.53
Golden Spike medium rebar (9/16" spike, 17" legs)	RTS Medium	6-8'	5	med 6.5 qt	250	6.85	6.51	6.17	5.82
Golden Spike Super Medium rebar (9/16" spike, 17" x 5/8" diameter legs)	RTS Super Medium	7-9'	5	med 6.5 qt	200	10.25	9.74	9.23	8.71
Golden Spike Large rebar (9/16" spike, 22" legs)	RTS Large	9-11'	3	large 2.5 gal	120	11.00	10.45	9.90	9.35
Golden Spike Large Reinforced Stand (3-22" legs)	RTS Large RN	10-12'	3	large 2.5 gal	75	25.00	23.75	22.50	21.25
Golden Spike XL Commercial 48" 4 leg	RTS 48 COM	11-13'	1	7gal+ 5/8" grommet	25	36.50	34.68	32.85	31.03
Golden Spike Super Commercial 60" 4 leg	RTS 60 COM	14+16'	1	7 gal + 3/4 grommet	20	86.25	81.94	77.63	73.31
Table Top rebar bowl (1 qt self sealing)	Bowl 01Q TT		50	<b>Recommended Bowl Size for each stand</b>		1.21	1.15	1.09	1.03
Small spike bowl (3 qt w/ grommet)	Rebar Bowl 03Q		50		1.95	1.85	1.76	1.66	
Medium spike bowl (6.5 qt w/ grommet)	Rebar Bowl 06Q		50		3.35	3.18	3.02	2.85	
Large spike bowl (2.5 gal) w/ grommet	Rebar Bowl 10Q		25		4.89	4.65	4.40	4.16	
Super 7 gal spike bowl w/ grommet (specify 5/8 or 3/4)	Rebar Bowl S7-58 or 34		5		10.75	10.21	9.68	9.14	

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

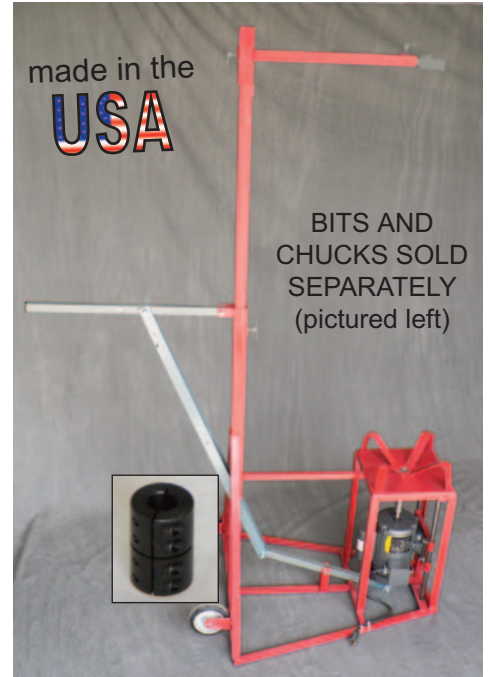
ACCESSORIES ON NEXT PAGE



# Rebar Accessories

## Drill Machine

Drill a Christmas Tree straight the first time with this production lever-action Drill Machine. This machine is a must for all spike stand users. Centering device orients tree for perfect centered drilling with a tapered hole in any baled or unbaled tree. Comes complete with standard 3/4 H.P. 120 volt electric motor. Shipping wt 85 lbs. Note: this item is excluded from our free shipping program. See bottom of page 7 for details.



Bit Round



Bit Flat

Round or Flat tapered **Drill Bits and Chucks** for both 9/16" and 1/2" spikes. (Bits require compatible chucks)



Chuck Round



Chuck Flat

Note: 5/8" and 3/4" diameter straight bits for Commercial 4 legged stands are available at your local hardware retailer.

### HAND DRILL ADAPTOR

Finally, an inexpensive way to drill a few trees for spike stands! Adaptor joins 5/8" bits with a 1/2" shaft to fit with most heavy duty hand power drills. Zinc plated to prevent rust. Item Code BIT ADAPTOR

**DRILL NOT INCLUDED,  
BITS AND CHUCK SOLD SEPARATELY.**



Adapter with round chuck

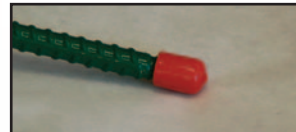
requires round chuck (above) to attach bit to 1/2" drill

### End Caps

To Protect Floors  
100/pack

3/8" fits table top  
1/2" fits small & med (red)  
5/8" fits Super Medium,  
Large & XL 48" (green)

Item Codes:  
Tip 38, Tip 12, Tip 58



Item	Code	Pack	Price
Drill Machine, Standard*	Drill Machine	1	795.00
Round Tapered Drill Bit	Bit Round	1	37.00
Chuck for Round Drill Bit	Chuck Round	1	29.00
Flat Tapered Drill Bit	Bit Flat	1	28.00
Chuck for Flat Bit	Chuck Flat	1	37.00
Drill Bit Adaptor (1/2" to 5/8" adaptor)	Bit Adapter	1	4.50
3/8" End Cap (fits table top stands only)	Tip 3/8	15	.22
1/2" End Cap (fits small & medium stands)	Tip 1/2	100	.22
5/8" End Cap (fits large stands)	Tip 5/8	100	.24

\*Machinery items do not contribute toward price breaks or free shipping (priced from our location). However, if the balance of your invoice minus machinery cost totals over \$2,500, the machinery will be shipped free along with it.



# Display Systems

## GOLDEN™ SPIKE Display Systems

Golden Spike Display Systems allow trees to be displayed for sale (with water bowls) in a permanent configuration and replaced easily as they are sold. Design a custom arrangement to suit the space on your lot using either bolt through grid pins or spike plates. Rebar stands (with the same pin size) can be easily added to the trees as they are sold.

**Grid Pins** are 9/16" spikes with a 1/2" threaded shank so that they can be bolted through 3 inches of material, (the thickness of two 2x4's or 2x6's). Boards can be arranged in many ways to provide a permanent display system on your lot where trees can be added. 25 Pack boxed.



**Spike Plates** use a 9/16" spike, welded to a 4"x4" 1/4" thick plate with holes on the corners for screws. Mounts easily to wooden planks, pallets, or a multitude of other configurations to display your trees with water bowls or without. Screws not included. 12 pack boxed.



Grid Pin

### Pricing Information Below

# Display Arms

Display Arms: Simply snap a tree into the arm and your tree is displayed for sale. The 19 inch arm attaches to a 2x4 or 2x6 and is ready to use. Works great with flat bottom or large nail-on water bowls to keep trees fresh, see page 25. Use the arm over and over, year after year. Display Arms are made from heavy gauge, rustproof plated steel. 25/case.



Use pallets and 2x4 lumber to build a simple display system like the one shown here, including display arms for trees as well as wreaths. Center of display can be used to store extra tree inventory.



Flat bottom bowls work great to keep trees watered with Display Arms, see them on page 23.



5 Quart Flat Bottom Bowl

Item	Pack	Whsle	>\$5,000	>\$10,000
Spike Plates	12	4.25	4.12	4.00
Spike Grid Pins	25	3.55	3.55	3.55
Display Arms	25	8.85	8.58	8.32

Volume price breaks are based on combined order total for each shipment. See page 7 for details.



# TRU-CUT™ Wood Stands

The Pursell family has been making wood tree stands for nearly half a century. We are #1 not just because of our prices, but because our quality is the best. Give us a try and see the difference.

**ASK FOR TRU-CUT STANDS by name!**

For decades, wood stands have been America's best selling Christmas tree stand, and our own TRU-CUT brand is the most reliable and sought after in the industry. TRU-CUT Wood Stands provide an inexpensive and highly profitable method of displaying Christmas trees on the lot and in the home. Don't fall for cheap imitations—quality counts! If inferior stands are not usable, they cost you money. TRU-CUT Wood Stands are recognized as the industry standard, and are used internationally by independent retailers and mass marketers. Stands are made from top-quality western soft-woods graded specifically for their intended use. Each piece is uniformly-cut, inspected, and stress-tested to help ensure 100% usability. (Bowls and nails sold separately)



- THE MOST ECONOMICAL WAY TO STAND TREES!**
- 100% USABILITY, SUPERIOR QUALITY**
- PRECISION UNIFORM CUT**
- MADE FROM PINE TO REDUCE SPLITTING**
- COLOR CODED--EASY SIZE IDENTIFICATION**



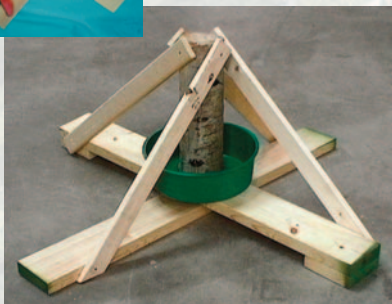
## Easy As 1, 2, 3

1. Trim tree butt perpendicularly to trunk
2. Insert primary nail into pre-drilled hole and place in position
3. Turn stand to an "X" position and secure with secondary nails

Tree Stands



We make wood stands to fit any size tree, from 15" 1x2s for table top trees to large cleated stands for 12' and 15'+ trees



Large cleated stands include braces

## Braces

Extra support for special applications  
 Mitered to 45° and pre-drilled for easy assembly.  
 Made from western soft-woods to prevent splitting.  
 Available sizes from 10"-16" 1x1 and 18" 1x2  
 14" or 16" Braces accommodate 6 quart bowl.  
 18" 1x2 Braces accommodate a large nail-on bowl.



## PRICING INFORMATION ON ADJACENT PAGE

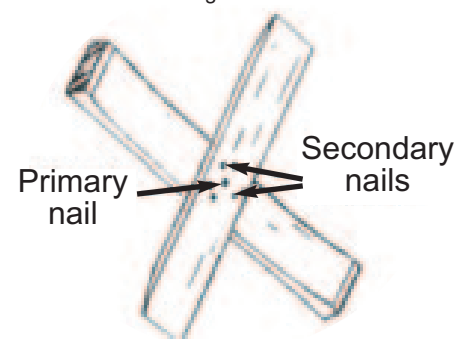


## Common Nails (smooth)

Nails are smooth common nails sold in 50 lb. boxes. Approximate quantity per box and recommended uses for each available size are outlined in the table below.

Nail Size	Qty /Bx	Recommended Uses	W/sale	>\$5,000	>\$10,000
Nail 08d (2")	3500	small table top trees, braces	89.00	86.33	83.66
Nail 16d (3.5")	+/-2350	Primary for <6' trees, secondary nails	89.00	86.33	83.66
Nail 20d (4")	+/-1500	Primary for 6'-8' trees, secondary for 6'-10 trees	89.00	86.33	83.66
Nail 30d (4.5")	+/-1150	Primary for 8'-10' trees, secondary for >10' trees	89.00	86.33	83.66
Nail 40d (5")	+/-1150	Primary for 10'-12' trees	89.00	86.33	83.66
Nail 60d (6")	+/-550	Primary for 12'-15' trees	89.00	86.33	83.66

Recommended nail pattern shown.  
 Note: flags or burrs on nails will damage bowls





# Nail-On Water Bowls

Add a TRU-SEAL Water Bowl to a TRU-CUT Wood Stand. Nail through the wood stand and bowl into the tree; elastic polymers will self-seal around the nails. A proven concept—millions used! For standard sized trees, choose the no-sag bottom for use with wood stands, or flat bottom for more versatility. Small and large sizes also available.

made in the  
**USA**



The unique shape of our contoured bottom bowl prevents sagging and aids in centering for easier stand installation. Use with both 2x3 & 2x4 TRU-CUT wood stands

See our instructional video showing how to efficiently install wood stands and bowls at [www.pursellmfg.com](http://www.pursellmfg.com)



*Each batch of our bowls is rigorously tested for “sealability” and strength. Right off the production line, samples are frozen to -20°F, and a large spike is driven through them. We then check for a sure seal around the spike and make sure no splitting or other problems occur. If our bowls can withstand these harsh conditions and still provide a water-tight seal, they are sure to live up to their TRU-SEAL name on your tree lot!*

**Recommended tree sizes do not apply for large heavy trees**

Item	Code	Color	Treesz	Pack	Pallet	Wsale	>\$5K	>\$10K	>\$15K
15" 1x2	WTS152	Blue	1-2'	20	3000	.62	.59	.56	.50
18" 2x3	WTS183	Brown	3-5'	20	1600	1.22	1.16	1.10	.98
24" 2x3	WTS243	Orange	4-6'	20	2480	1.59	1.51	1.43	1.27
30" 2x3	WTS303	Green	5-7'	20	800	1.99	1.89	1.79	1.59
24" 2x4	WTS244	Green	5-7'	10	960	1.85	1.76	1.67	1.48
30" 2x4	WTS304	Red	6-8'	10	640	2.27	2.16	2.04	1.82
36" 2x4	WTS364	Blue	7-9'	10	560	2.78	2.64	2.50	2.22
36" 2x6	WTS366	Green	9-11'	5	400	4.49	4.27	4.04	3.59
48" 2x4 cleated w/ braces	WTS484C	Brown	10-12'	2	84	12.74	12.10	11.47	10.19
48" 2x6 cleated w/ braces	WTS486C	Green	12'+	1	56	17.95	17.05	16.16	14.36
60" 2x6 cleated w/ braces	WTS606C	Red	15'+	1	56	22.431	21.31	20.19	17.94
10" 1x1 braces	Brace 10	these sizes fit over water bowl		100	9600	.22	.21	.20	.18
12" 1x1 braces	Brace 12			100	9600	.25	.24	.23	.20
14" 1x1 braces	Brace 14			100	7200	.33	.31	.30	.26
16" 1x1 braces	Brace 16			100	7200	.36	.34	.32	.29
18" 1x2 braces	Brace 18			50	5600	.65	.62	.59	.52
Table Top Nail-on Bowl	Bowl 01Q TT			trees 3" and smaller	50	4200	1.21	1.15	1.09
3 qt. Small Bowl	Bowl 03Q	3-6' trees	50	4000	1.35	1.28	1.22	1.15	
5 qt flat bottom Bowl	Bowl 05Q	trees from 5' to 9'	50	2400	1.95	1.88	1.80	1.76	
6 qt no-sag Bowl	Bowl 06Q NS		50	2400	1.95	1.88	1.80	1.76	
Large Nail-on Bowl	Bowl 10Q	trees from 9' -15'	25	650	4.29	4.14	3.97	3.86	
Sealing Pads, Regular, 6"	Seal Pad 6		25		.53	.50	.48	.48	
Sealing Pads Large, 8"	Seal Pad 8		25		.95	.90	.86	.86	
5qt Flat Bowl with 6" pad	Bowl 05Q SP6		50		2.66	2.57	2.46	2.39	
6qt No-Sag bowl with 6" pad	Bowl 06Q NS SP6		50		2.66	2.57	2.46	2.39	
Large Bowl with 8" pads	Bowl 10Q-SP8		25		5.10	4.92	4.72	4.59	

Table Top (1 qt) bowl  
7" diameter  
Bowl 01Q  
**IDEAL FOR 15" STANDS**

Small bowl (3 qt)  
10" diameter  
Bowl 03QT  
**IDEAL FOR 18" STANDS**

Flat bottom 5 qt. bowl  
12" diameter  
Bowl 05Q

Tru-Seal™ "no-sag" contoured bottom 6 qt. bowl, **\*\*best seller\*\*** (fits 2x3 and 2x4 stands only)  
12" diameter  
Bowl 06Q-NS  
**TOP SELLER**

Large (10 qt / 2.5 gal) Nail-on bowl  
Bowl 10Q  
13.5" diameter

Tree  
Stands

**Seal Pads**  
Peel & Stick

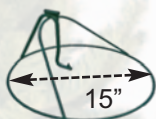


For those who want extra assurance! Peel the backing, and apply rubberized seal pad to bottom of any bowl. Available in regular 6" diameter and new larger 8" diameter, both 25 pk. Seal pads can be ordered separately, or pre-applied to your choice of nail-on bowls. To include pre-applied pads on your order, see descriptions and item codes near the bottom of the adjacent table.

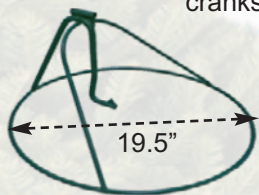
PURSELL'S

# BIGFOOT™

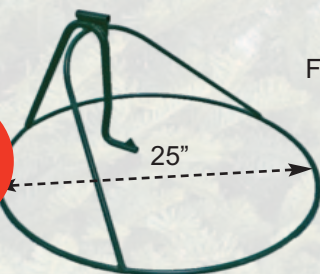
## CHRISTMAS TREE STANDS



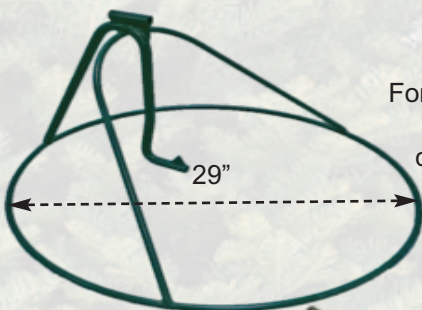
Bigfoot 6  
For trees up to 6ft or 35 lbs  
cranks included



Bigfoot 8  
For trees up to 8ft or 100 lbs  
crank included



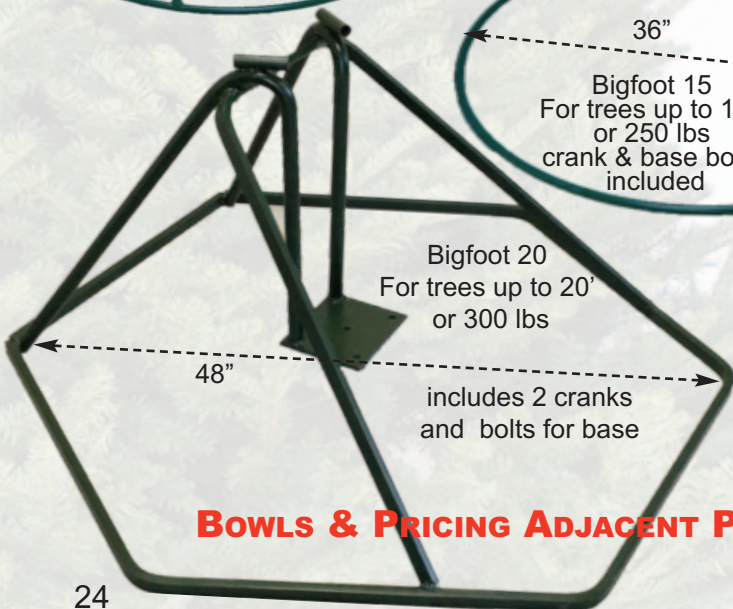
Bigfoot 10  
For trees up to 10ft or 150 lbs  
crank included



Bigfoot 12  
For trees up to 12ft or 200 lbs  
crank included



Bigfoot 15  
For trees up to 15ft or 250 lbs  
crank & base bolts included



Bigfoot 20  
For trees up to 20' or 300 lbs  
includes 2 cranks and bolts for base

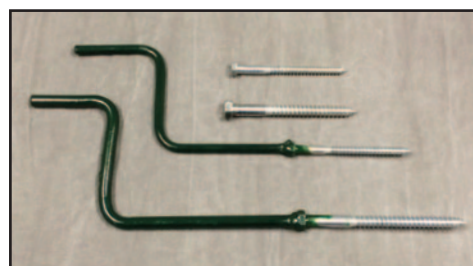
made in the USA

**Shockingly Simple to Install!**  
just tap and crank... that's it.

Available in 5 different sizes for trees up to 20' tall. No drilling or special tools necessary, easy installation with the tap of a hammer and a crank will stand a tree straight in seconds. Once the stand is installed, simply lift the tree up to a vertical position and place over a water bowl (shown right). Tree is easily adjusted or straightened by bending slightly after installation. Bigfoot 15 and 20 come with two lag bolts for base of tree.

### ❄️ CRANKS INCLUDED

- ❄️ Fits easily over water bowl
- ❄️ Easy to straighten trees
- ❄️ Durable powder coating
- ❄️ Great for large trees
- ❄️ Lifetime Guarantee



### BIGFOOT Attachment hardware: EXTRA Cranks and Bolts

3 sizes of each:  
Crank for Bigfoot 6  
Crank or Bolt for sizes 8-10 with 3/8" x 4.5" long lags  
Crank or Bolt for sizes 12-20 with 1/2" x 6" long lags

**BOWLS & PRICING ADJACENT PAGE**





# Thrifty Wire Stands



- ✳ Heavy Gauge construction
- ✳ Designed for strength when installed
- ✳ Push to straighten tree easily
- ✳ Quick mounting
- ✳ Fit in water bowls below

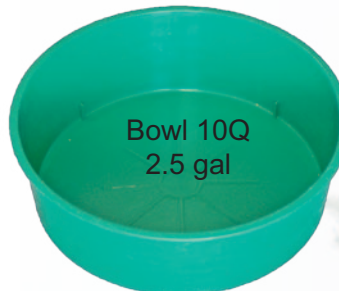
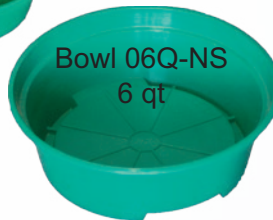
Stand Size	Code	Pack	W/sale	>\$5,000	>\$10,000
Thrifty Wire Stand 27" 3 legs, up to 6'trees	Wire Stand 27-3	25	7.45	7.26	7.08
Thrifty Wire Stand 27" 5 legs, up to 7' trees	Wire Stand 27-5	20	8.75	8.53	8.31
Thrifty Wire Stand 30" 5 legs, up to 9' trees	Wire Stand 30-5	10	13.55	13.21	12.87

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

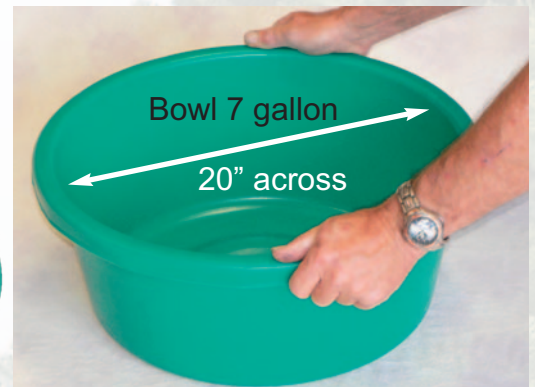
**NOTE:**  
bowls sold  
separately

Recommended bowl sizes:  
Bigfoot 6 - 3 qt.  
Bigfoot 8 - 5-6 qt.  
Bigfoot 10 - 10 qt.  
Bigfoot 12-20 - Super 7 gal.

## Water Bowls



Recommended tree sizes may  
not apply to heavier trees



Tree  
Stands



**LOOKING FOR A WAY TO  
KEEP THOSE BIG TREES IN  
WATER? LOOK NO FURTHER!**

The Super 7 gallon Water Bowl offers huge capacity for those large trees.

Works well with size 12 - 20.  
Reinforced rim and bottom, 20" across by 8" high.

Item/Tree Size	Pack	Wholesale	>\$5,000	>\$10,000	>\$15,000
BIGFOOT 6'	1	14.90	14.38	13.71	13.41
BIGFOOT 8'	1	21.00	20.27	19.53	18.90
BIGFOOT 10'	1	29.40	28.37	27.34	26.46
BIGFOOT 12'	1	43.00	41.50	39.99	38.70
BIGFOOT 15'	1	87.00	83.96	80.91	78.30
BIGFOOT 20'	1	199.00	192.04	185.07	179.10
Extra Cranks 06	1	2.75	2.65	2.56	2.48
Extra Cranks 08-10	1	2.75	2.65	2.56	2.48
Extra Cranks 12-20	1	5.50	5.31	5.12	4.95
Bolts 6-10 3/8"	1	.65	.65	.65	.65
Bolts 12-20 1/2"	1	1.10	1.10	1.10	1.10
Bowl 03Q	50	1.35	1.28	1.22	1.15
Bowl 06Q NS BTS	50	1.95	1.88	1.80	1.76
Bowl 05Q BTS	50	1.95	1.88	1.80	1.76
Bowl 10Q BTS	25	4.29	4.14	3.97	3.86
Bowl S7 BTS	5	10.50	9.98	9.45	8.93

Volume price breaks are based on combined order total for each shipment. See page 6-7 for details.

**FREE  
SHIPPING\***  
\*on orders over \$2,500  
(see page 6-7 for details)



# Finest Flock in the World

## Names you know, Brands you trust

made in the  
**USA**



**Pinnacle Flock™** self-adhesive, bright white, low dust cellulose. Offers greater build and goes further (more trees per bag). All natural and recovered ingredients. California State Fire Marshal registered and approved. Packaged in moisture barrier bags, 25 lbs. each.



**Marathon - 22™** self-adhesive flock, bright white, low dust cellulose. Formulated with more adhesive for superior stick. All natural and recovered ingredients. California State Fire Marshal registered and approved. Packaged in moisture barrier bags, 25 lbs. each.

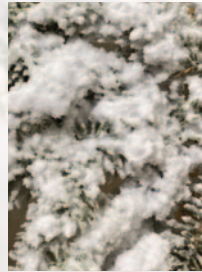


**Criterion-33™** self-adhesive flock. Our proven Marathon formula with Mica added for sparkle effect. California State Fire Marshal registered and approved. Packaged in moisture barrier bags, 25 lbs. each.



Flock  
Supplies

**Supreme-11™** Exclusive blend of high luster cotton fibers and cellulose for a luxurious buildup. Has mica for sparkle effect. California State Fire Marshal registered and approved. Packaged in moisture barrier bags, 25 lb bag.



LIVE Flock on living trees

**LIVE Flock™** self-adhesive flock for living organisms is specially formulated not to harm plants or burn foliage. Does not include Flame Retardant, uses our low dust bright white cellulose and extra adhesive. Moisture barrier 25 lb. bag.

### Better Ingredients, Better Flock. We Guarantee it!

1. Low-Dust cellulose is made by extracting the fines leaving longer fibers for better build and less waste expect more flocked trees per bag.
2. Ultra-bright white. We start with an already high quality pulp and add brighteners to enhance the even whitest of whites. Compare with other brands and you will see the difference.
3. All of our flock blends are made from renewable natural products, often repurposed, recycled, and biodegradable.



**Special Effects Snow** is a non-adhesive fibrous snowlike product specially designed for the movie and television industry to create winter scenes or for commercial applications. Use for indoor decorations such as store fronts and windows as in the photos below. It is a non-adhesive snow readily cleaned up with a vacuum after use. Item Code: Flock SFX, 22 lb. bag.





# Colored Flock

made in the  
**USA**

## High Intensity Premixed Colors

Specialized Cotton blends produce bright, glossy, pure colored flock.  
In 25 lb. bags. Item code Flock Colored-(color)

Red  
Sky Blue



Black  
Royal Blue



Purple  
Turquoise



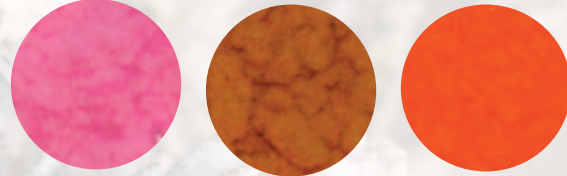
Green  
Lime Green



Pink  
Yellow



Hot Pink  
Gold  
Orange



- ❄️ **100% COLOR FIBERS USED, NO FILLERS**
- ❄️ **QUALITY COUNTS!**
- ❄️ **GOES FARTHER, BETTER COVERAGE**
- ❄️ **THE SUPERIOR VIBRANT COLOR YOU DESERVE AND YOUR CUSTOMERS WILL LOVE**



## Flock Pricing

Item	Wholesale	>\$5,000	>\$10,000	>\$15,000
Pinnacle Flock, 25 lb.	28.50	26.79	25.08	23.37
Marathon-22 Flockbond, 25 lb.	30.50	28.67	26.84	25.01
Criterion-33 Flockbond, 25 lb.	33.50	31.49	29.48	27.47
Supreme-11 Flockbond, 25 lb.	40.00	37.60	35.20	32.80
LIVE Flock, 25 lb.	33.00	31.35	29.70	28.05
Special Effects Snow, (Flock SFX) 22 lb.	36.00	34.20	32.40	30.60
Colored Flock, 25 lb.	80.00	77.60	75.20	73.60

**FREE SHIPPING**

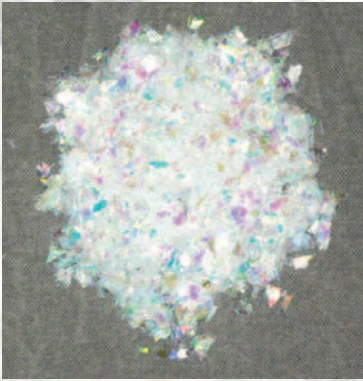
\*on orders over \$2,500

(see page 6-7 for details)



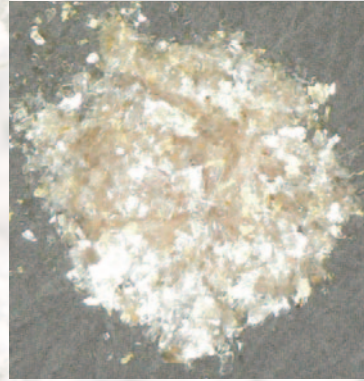
# Flock Effects

## Opalina Pearlescent Flakes



Trees shimmer and sparkle as these iridescent flakes pick up the colors of the spectrum just like fresh snow glistens in sunlight. Apply to tree after flocking. In 1 lb or 5 lb bags.

## Mica Flakes



Make Christmas Trees gleam like fresh morning frost with naturally mined white Mica Flakes. Mica Flakes give an ice crystal effect like a real winter scene. For best results, sprinkle over wet flock to glue in. May be sprinkled on green trees or other decor as well, or mixed into the flock before application. 10 lb or 35 lb. lined box.

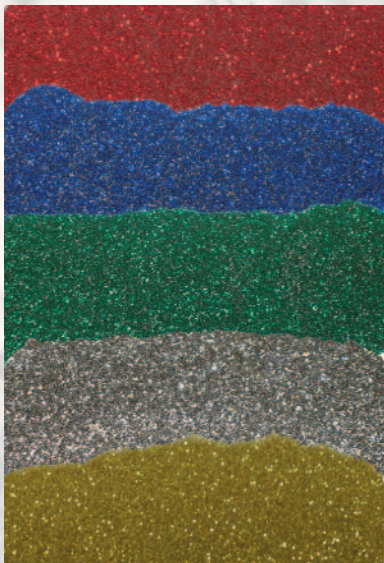
## Color Tints



Dazzle your customers with intense color tints which can be added to your choice of flock to suit your coloring needs. Intensity depends on ratio blended with flock. Typically mixes with 25-50 lbs of flock for desired effect. 16 oz. canisters. Available in the following color choices:

- Bold Red
- Marine Blue
- Strong Green
- Orange
- Neon Magenta
- Neon Green
- Yellow
- Turquoise

## Glitter



Brilliantly colored reflective glitters create a dramatic effect on a flocked tree, greenery and many other design applications. Available in Gold, Silver, Red, Blue, Green, and new pearlescent **CRYSTALINA**. Our glitter offers an ultra-fine hexagonal cut to yield vastly more coverage on your trees and create thousands of reflective twinkling surfaces and colors on your designer trees. For best results, sprinkle glitter over a freshly flocked tree to create a firm bond. 1 lb bags.

## Crystalina



**Reflective  
Pearlescent  
super-fine  
flakes**

Item	Code	Wholesale	>\$5,000	>\$10,000
Opalina 1 lb	Opalina 1	8.50	8.29	8.08
Opalina 5 lb	Opalina 5	40.00	39.00	38.00
Mica 10lb	Mica 10	32.50	31.69	30.88
Flock Tints	Tint (color)	10.00	9.75	9.50
Glitter (various colors)	Glitter (color)	10.00	9.75	9.50
Crystalina 1 lb	Crystalina 1	26.00	25.35	24.70





# Pursell's SNOW FORCE™



**The Flock Machine  
you've always wanted!**

**Don't fall for cheap imitations. Ask for SnowForce by name**

- ❄️ **Powerful two-stage blower motor, maximum flow**
- ❄️ **Cut your flock time by up to 75%!**
- ❄️ **Fully independently adjustable: flock, air, and water**
- ❄️ **Less expensive replacement parts (if ever needed)**
- ❄️ **Even flow without pulsing or globs**
- ❄️ **User mobility: 17+ ft. hoses, 20 ft. cords**
- ❄️ **Also available in 220v**

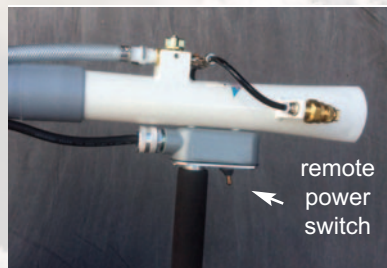
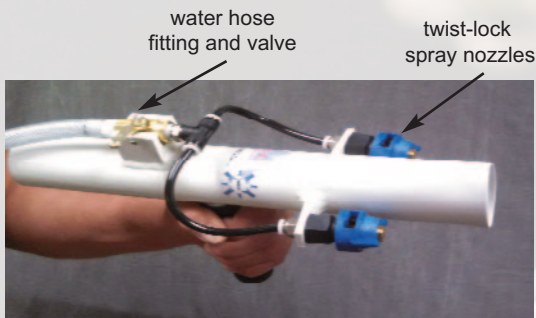
We've brought over 45 years of flocking knowledge together with related industry engineering to design and produce the most powerful and dynamic flock machine on the market--for less cost. We call it the "SNOW FORCE™" because the unmatched power is its defining characteristic. No blower motor in the industry even compares, much less offers the precision, flexibility or durability of Pursell's SNOW FORCE™. Our design team worked hard to include all the features and control you've always wanted, to go along with the durability you deserve and the production efficiency to get the job done promptly. See more details about these design features below and on the adjacent page.

*made in the  
**USA***

Comes complete with Snow Force machine and blower, agitator motor and system, Pursell's Blizzard™ Flock Gun, 17ft. material hose, 18 ft. water hose, 20 ft. remote motor switch, attached lid, dolly style handle and wheels. Holds 25+ lbs of flock. 120v A/C. 20" diameter by 39" tall. **\$1,950.00.**

**Also available in 220V, call for price. (Does not contribute to free shipping)**

## Pursell's "BLIZZARD" GUN FEATURES



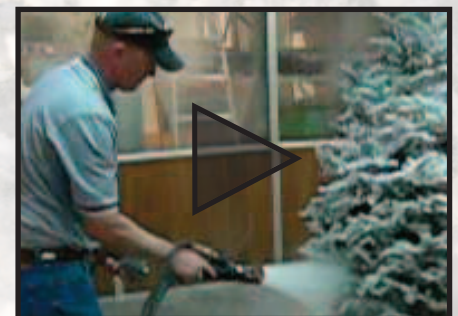
Low voltage remote toggle blower switch mounted directly on the gun puts control of the industry's most powerful blower motor at your finger tips. 17+ foot cords and hoses mean you can place your machine where you want it, and reach the tops of those big trees.

**see the Snow Force in action  
with features demonstrated  
at [pursellmfg.com](http://pursellmfg.com)**

- Material flows straight through gun - no corners
- Water valve adjusts volume, includes quick-connect hose fitting
- Twist-lock dual side-fan converging angle water nozzles
- Ergonomic gun handle, no triggers or grips to fatigue hands
- Lightweight aluminum construction with brass fittings
- Easy to remove and clean
- Sold separately, available retrofit to other machines

**Pursell's Blizzard Flock Gun with quick connect: \$199\*  
(Does not contribute to free shipping)**

Note: remote power switch included with machines, not on replacement blizzard guns.





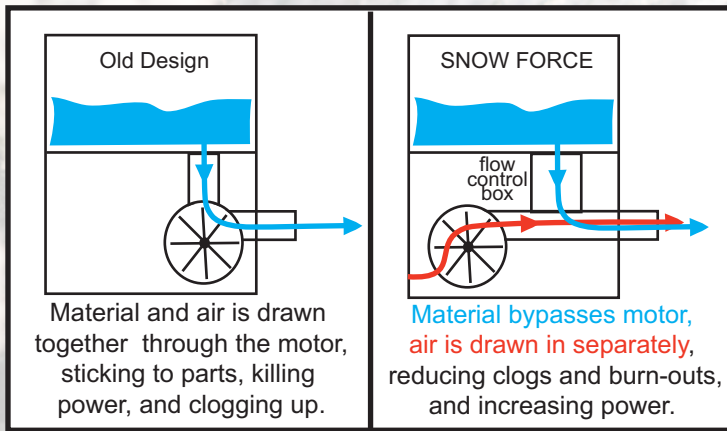
# FLOCK MACHINE

## REVOLUTIONARY NEW DESIGN

Unlike any other flock machine

Compare the SNOW FORCE to the high capacity “Cadillac” blower systems. The SNOW FORCE blows those machines away with more power, lower cost components and superior design features.

Over  
**THREE TIMES**  
the output of other  
“high capacity”  
machines



	SNOW FORCE	CAD BLOWER
Motor power	2.5 HP	1.25 HP
Time to blow 25lbs Flock (thru 17' hose)	4.5 minutes	16 minutes (thru 10' hose)
Material Flow Rate	zero-5.5 lbs/min	1.6 lbs/min
Blower motor cost	\$225	\$650.00+

## Market Tested and Successful SNOW FORCE User Testimonials

- “Using the Snow Force is the easiest way to flock trees or anything else! The flow and adjustable controls help you do exactly what you want, using less flock compared to other machines. Does perfect flocking exist? I think so now!”  
-Guillame Troisgros, Pyrofolies Effects, France
- “I cannot believe how much better the Snow Force performs. Fast, trouble free, powerful and simple to use.”  
-Patrick Moriarty, Reindeer Forest, SoCal
- “Great machine, flocks a seven foot tree in half the time.”  
-Peter Perino, Perino’s Nurseries, LA
- “In over 35 years of flocking--by far the best machine I have ever used.”  
-Robert Heath, Heath Farms, Wisconsin
- “Trouble free and fast--a real money maker.”  
-Ben Falk, T-Boys, Washington
- “My dad started flocking in 1975. He would have raved about the Snow Force. We like it so much we bought two!”  
-Ted Thacker, Snowy Pines So Cal
- “I used to dread having to flock. The Snow Force proved to be a fast, easy, fun way to flock trees.”  
-David Osteen, Clayton ValleyTrees, California
- “Regarding the Snow Force machine: I just wanted to say this is the best machine ever. I have been flocking trees for 25 years and was resistant to making the change to the new style machine. Now, looking back I wonder what took me so long? This machine delivers a consistent flow of product regardless of what setting you are using. The flow of water to the amount of flocking is perfect and I find I can flock more trees per bag and create less waste. I have used this machine for three years now and you couldn’t make me go back to the older machine. In that three years I have not once experienced a clogged hose or had to stop flocking because of being plugged up somewhere in the blower system. A wonderful machine that even inexperienced applicators will have great success with.”  
-Phil Hunter, Wreath Works, Washington
- “Just as Pinnacle Flock is the best on the market, the Snow Force is the best flock machine on the market. They make a great team.”  
-Frank Markes, Jay Waters, Inc., Washington



# Flock Equipment

## Pursell's Heavy Duty Turn Table

made in the  
**USA**

- ❄ **Made for Production**
- ❄ **Built to Last**
- ❄ **Variable Speed**
- ❄ **Direct Drive**

**Flock trees in as little as one minute with this turntable and the Snow Force flock machine, pg. 29**



Inverted view of turn table drive

Item code: Turn Table  
**\$795.00 FOB\***



direct drive motor and slip clutch shown

**See our turn table in action on video at [pursellmfg.com](http://pursellmfg.com)**



**Variable speed  
0-10 RPM**

- Direct drive w/ adjustable slip clutch, variable speed from 0 to 9 rpm.
- Electronic dial speed control with 15 ft. cord for wall mount, plus a 5 ft. power cord for 3 prong 115V A/C outlet.
- Fully enclosed .8 amps continuous duty 90V D/C gear motor, grease packed worm drive with steel and cast iron gears (not plastic!)
- 42" square, 3/4" waterproof 7 ply form board deck, 8 1/2" high
- Will accept even our largest 60" four leg stands (wood or rebar)
- 40x40 1 1/2" 16 gauge square tubing frame with end caps
- Four 5 inch support wheels, each rated for 250 pounds

Flock  
Supplies

## Tree Mover

made in the  
**USA**



**Fully Adjustable**

Move heavy flocked trees with ease! We build these with thick-wall telescoping 1.5" steel tubing, adjustable height/length, notched fork for hooking under branches, and 10" pneumatic tires on ball bearing wheels. Tee-handle with grips, green enamel finish. Breaks down for off-season storage. Boxed, unassembled. 50 lbs. Item code: Tree Mover, **\$495.00 FOB\***

\*Machinery items (including flock equipment) do not contribute toward price breaks or free shipping (priced from our location). However, if the balance of your invoice minus machinery cost totals over \$2,500, the machinery will be shipped free along with it.



# Flock Equipment

made in the  
**USA**

## Flock Machine Parts (for "Professional" and "Cadillac" machines)



**Dayton Blower Motor**  
.20 hp, sealed bearing, 120 volt. **\$175.00\***

**Brushes for Cadillac Motor**  
replaces brushes (contact parts) in Cadillac blower motor. *Try this before you throw that expensive motor away!*  
Item: Blower Brushes **\$25.00/2pk\***



Replacement Brushes for Cadillac Blower Motor  
Motor  
BMBRUSH

**CLOSEOUT**



**Pro "Surround" Flock Gun**  
heavy duty metal body with center-spray "Flock Surround" nozzle for uniform application and adherence. Fits 1 1/4" ID" hose (Hose Kit 10).  
Item: Pro Flock Gun, **\$179.00\***

surround nozzle and spray tip on Flock Surround Gun



**Hose Kit 10**—10' 3/8" diameter water supply hose, material hose (1 1/2" OD, 1 1/4" ID), and fittings.  
Item HOSEKIT-10 **\$80.00\***



Hose Kit 10ft

**Agitator Motor**  
6 rpm, 3/8" shaft, open fan, 115 volt, a/c, Works on "Professional" flock machines and other models, but not Snow Force. Item: Agitator Pro **\$175.00\***



Agitator Motor  
AGMTR

**Cadillac Blower Motors**  
We still have a few in stock. Order early to get yours.  
Blower Cadillac, **\$700**

**Don't see the part you need?  
please call for details and availability**



BLMCAD

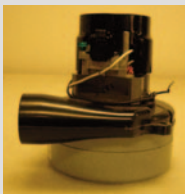
## SNOW FORCE Parts

**Pursell's Blizzard Flock Gun**  
with brass quick connect for water hose. Will attach to standard material hose cuffs (typical 1 1/4" ID hose cuff fits inside gun, 2" fits outside. Remote switch sold separately. **\$199\***



**Snow Force Air Intake Filter**  
Keep your important equipment running properly.  
Filter media, universal size 8"x12"  
(trim to fit.) **\$9.00**

**SNOWFORCE Blower motor**, the FORCE behind the SNOW FORCE. 120v A/C, One year warranty. Will not work in other machines, 2" outlet.  
Code: SF Blower 110: **\$230\***



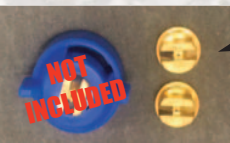
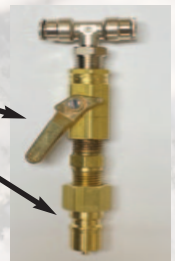
**SF-Nozzle Kit**  
2 ea - Nozzle cap 2503 blue (brass tip not included, see Jet Kit below)  
2 ea - cap connection  
1 - Nozzle cap gasket (o-ring)  
2 ea - 1/4" hose push in connector  
**\$99.00**

**SNOW FORCE 17ft hose kit.** Includes superflex 2" diameter material hose with cuffs, water hose with brass quick disconnect and screened brass fittings. *NOTE: will NOT work with standard Cadillac or Dayton machines or blowers, they are underpowered.*  
SF-Hose kit 17 **\$130\***



Hose Kit 17ft  
HOSE KIT-17

**SF-Water Valve Kit**  
Shut off Valve  
T-Connect, male  
1/4" Male Quick Connect  
all parts durable brass  
**\$55.00**



**SF-Jet Tip Kit**  
2 ea - Spray Tip 6501,  
2 ea - Spray tip 6502,  
all 4 tips for **\$110.00**

\*Machinery items do not contribute toward price breaks or free shipping (priced from our location). However, if the balance of your invoice minus machinery cost totals over \$2,500, the machinery will be shipped free along with it.

blue nozzle cap not included in Jet Kit, shown for location or identification only



# Poly Tubing

made in the  
**USA**

- ❄️ **Prepare Flocked Trees for Transport**
- ❄️ **Protect Flocked trees from Rain and Wind**
- ❄️ **Guard vehicles from Flock & Needle Drop**
- ❄️ **Continuous rolls individually boxed**



Poly Tube Size/Mil	Dia	Length	Apx tree ht	Code	Whsale	<\$5,000	<\$10,000	<\$15000
54" 1 mil thick	34"	500'	4-5'	POLY54	49.50	47.52	45.54	43.56
72" 1 mil thick	46"	500'	6'	POLY72	63.00	60.48	57.96	55.44
84" 1 mil thick	53"	500'	7-8'	POLY84	70.00	67.20	64.40	61.60
96" 1.5 mil thick	61"	500'	9-10'	POLY96	111.00	106.56	102.12	97.68

## Available in Extra HEAVY DUTY below

Poly Tube Size/Mil	Dia	Length	Apx tree ht	Code	Whsale	<\$5,000	<\$10,000	<\$15000
48" 1.1 mil thick	31"	700'	3-4'	POLY48HD	98.00	94.08	90.16	86.24
66" 1.1 mil thick	42"	700'	5-6'	POLY66HD	122.00	117.12	112.24	107.36
78" 1.1 mil thick	50"	700'	7'	POLY78HD	141.00	135.36	129.72	124.08

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

## Easy Load Poly Tubing Rack

made in the  
**USA**



Use top bar as a straight edge cutting guide.

- Holds three 48" rolls**
- Easy-load snap-in rods**
- Straight-edge cutting guide**
- Disassembles easily for storage**

Item Code: POLY RACK \$199.00

Flock Supplies



# Netting

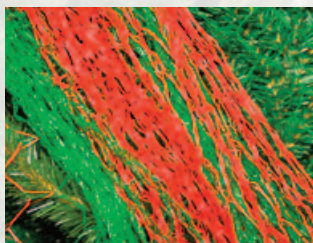
## COMPRESS AND PACKAGE YOUR TREES FOR EASY HANDLING

### Customer Convenience

- Increase Profits
- Reduce Labor
- Easy to Use



TNI knitted red and green netting™



1" mesh

TNI Netting is packaged for shipment in bales of 3 cartridges each. A single bale of 23" TNI netting would be 3 cartridges at \$49.95 each, totaling \$149.85.

Volume discounts apply for invoices over \$5,000

Provide your customers with packaged Christmas trees for easy handling. A netted Christmas tree not only makes transporting simple, but also makes it easy to bring the tree through doorways without damaging the tree or house. It is like putting handles on the tree! The Christmas tree baling system provides an economical way to increase customer convenience and keep them coming back year after year. When you see our trademarked Red and Green™ TNI knitted netting you can be assured that it is the good stuff.. Internationally standardized and ISO certified #9001-2008.



See our instructional video showing how to net trees at [www.pursellmfg.com](http://www.pursellmfg.com)



### TNI Advantage

- ❄ Easier on trees
- ❄ Lays flat, easy disposal
- ❄ Easier on hands
- ❄ More compact 1" mesh
- ❄ Looks great on trees

TNI netting sold by the 3 pack

3 cartridges at 1,040 ft. ea  
1 bale = 3,120 ft.

Recycleable at level 2



Size	Pack	Item Code	Wholesale	>\$5,000	>\$10,000	>\$15,000
<b>TNI Knitted Red &amp; Green 1" Netting (yarn)</b>						
16" x 1040'	3	Net TNI 16 RG	36.95 cart / 110.85 3pk	34.18 cart / 102.54 3pk	31.41 cart / 94.23 3pk	29.56 cart / 88.68 3pk
18" x 1040'	3	Net TNI 18 RG	42.50 cart / 127.50 3pk	39.31 cart / 117.93 3pk	36.13 cart / 108.39 3pk	34.00 cart / 102.00 3pk
20" x 1040'	3	Net TNI 20 RG	44.50 cart / 133.50 3pk	41.16 cart / 123.48 3pk	37.83 cart / 113.49 3pk	35.60 cart / 106.80 3pk
23" x 1040'	3	Net TNI 23 RG	49.95 cart / 149.85 3pk	46.20 cart / 138.60 3pk	42.46 cart / 127.38 3pk	39.96 cart / 119.88 3pk
26" x 1040'	3	Net TNI 26 RG	56.50 cart / 169.50 3pk	52.26 cart / 156.78 3pk	48.03 cart / 144.09 3pk	45.20 cart / 135.60 3pk

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

## Knitted vs. Extruded: What's the difference?

**Knitted netting** is looped together in small links, making a strong fiber offering a soft feel in 1" mesh, which easily compacts for shipping and disposal or recycling at level 2, available in TNI's Red and Green striped. It is softer on hands, trees, and compresses for easier disposal.

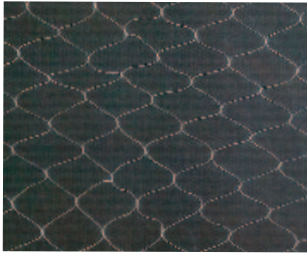
**Extruded netting** is formed from stiffer continuous monofilament fibers, which are "welded" together every 2 inches (2" mesh), allowing for great compression and easy transport of the tree.



# Netting

## Extruded Netting

Pursell extruded opaque netting



2" mesh



made in the  
**USA**

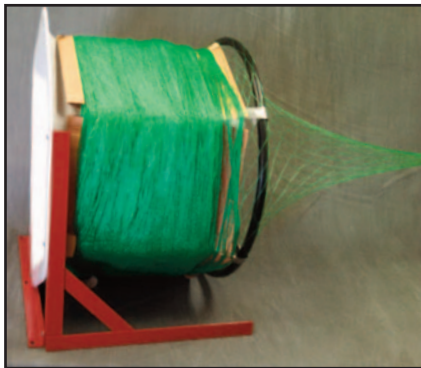
Extruded netting  
sold by the 5 pack

5 cartridges at 700 ft. ea.  
1 bale = 3,500 ft

Extruded Netting is packaged for shipment in bales of 5 cartridges each. A single bale of 23" netting would be 5 cartridges at \$31.50 each, totaling \$157.50. Volume discounts apply for invoices over \$5,000

Size	Pack	Item Code	Wholesale	>\$5,000	>\$10,000	>\$15,000
<b>Extruded white 2" netting (monofilament)</b>						
18" x 700'	5	Net Extruded 18	30.50 cart / 152.50 5pk	29.59 cart / 147.95 5pk	28.67 cart / 143.35 5pk	27.45 cart / 137.25 5pk
20" x 700'	5	Net Extruded 20	30.50 cart / 152.50 5pk	29.59 cart / 147.95 5pk	28.67 cart / 143.35 5pk	27.45 cart / 137.25 5pk
23" x 700'	5	Net Extruded 23	31.50 cart / 157.50 5pk	30.56 cart / 152.80 5pk	29.61 cart / 148.05 5pk	28.35 cart / 141.75 5pk
26" x 700'	5	Net Extruded 26	33.50 cart / 167.50 5pk	32.50 cart / 162.50 5pk	31.49 cart / 157.45 5pk	30.15 cart / 150.75 5pk

Volume price breaks are based on combined order total for each shipment. See page 7 for details.



## LOOKING FOR A DEAL ON NETTING?

Our bright green 2" knit netting is an economic way to net trees. Available only in 23" variety, it features 2" mesh and a bright green color, and comes 1500 feet per cartridge, sold in a 2 pack. Code: Net Value 23 Green, \$40.00 per cartridge.

**Compare, that's only 2.67 cents per foot!**

## Production Netting

ISO Certified #9001-2005



Knitted production netting is sold by the bale:  
5 cartridges at 1,500 ft. ea. 1 bale = 7,500 ft.

# TNI

Compress trees at the farm efficiently and economically for shipping. Production netting is available in red and green™, sizes 8", 10", 12", and 14".

Ask about our production baler ideas for smaller sizes such as production netting

Size	Pack	Item Code	Price
<b>TNI Knitted Red &amp; Green 1" Netting (yarn)</b>			
8" x 1500'	5	Net TNI 08 RG	28.78 / cartridge
10" x 1500'	5	Net TNI 10 RG	33.61 / cartridge
12" x 1500'	5	Net TNI 12 RG	38.09 / cartridge
14" x 1500'	5	Net TNI 14 RG	44.15 / cartridge



# Balers



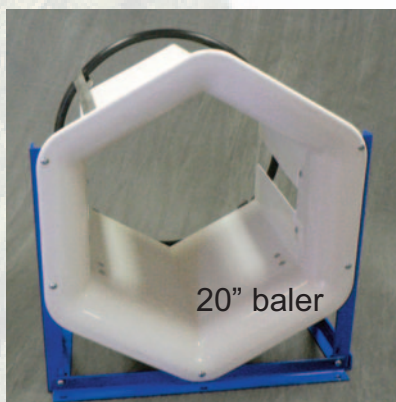
18" baler

**BALERS** are available in 4 sizes, corresponding to the four sizes of netting, 18", 20", 23", and 26". Recommended tree sizes listed in the table below are general, for fuller trees use a larger size. While our balers are more compact than others and there is some assembly required, balers ship in large boxes which may cost extra for ground shipments when shipped alone as a "small package".

made in the  
**USA**



(netting sold separately)

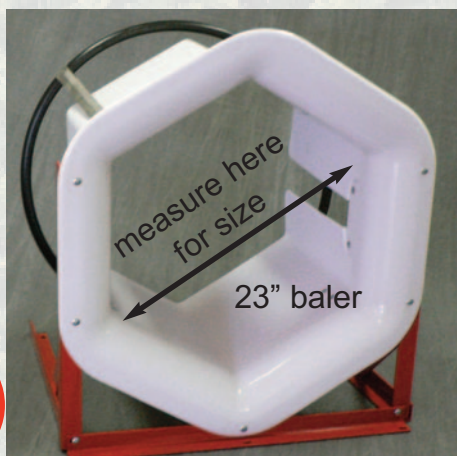


20" baler

### How It Works:

1. Start the tree base through the baler funnel,
2. Grip netting and tree trunk together,
3. Pull the tree through baler to apply netting,
4. Twist tree, then trim netting to desired length.

See our instructional video showing how to net trees at [www.pursellmfg.com](http://www.pursellmfg.com)



23" baler

### HOW TO MEASURE YOUR BALER

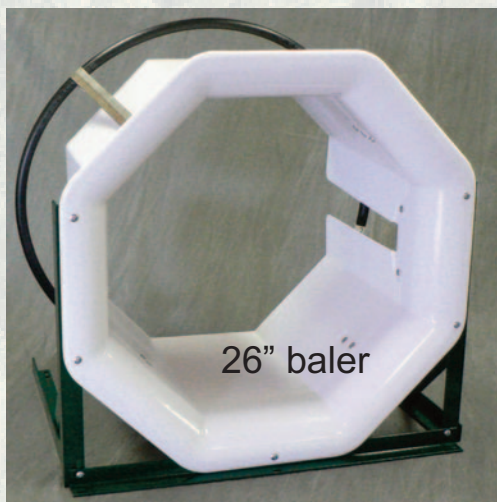
Baler size may be determined by color (see adjacent colors and sizes), or by measuring diagonally across the inside from corner to corner, (see photo of 23" baler, left).

Our new baler design will **save you money on shipping!** Until now balers would cost nearly **3 times normal ground shipping rates** because of their bulky design and large box. But with our new compact design, ground shipping costs have been cut, and we pass those savings on to you. Minimal assembly required (13 bolts).

### Baler parts now available:

retainer rings & spring clips, pricing below

Size	tree size	Price
16" Baler	3-5' trees	269.00
18" Baler	4-5' trees	300.00
20" Baler	5-7' trees	300.00
23" Baler	7-9' trees	300.00
26" Baler	8-10' trees	360.00
Baler Rings	specify size	12.00
Baler Clips (one size)	sold individually	3.00



26" baler

Volume price breaks are based on combined order total for each shipment. See page 7 for details.



# Wreath Rings & Clamps

We proudly offer Mitchell Wreath Rings™, and the Mitchell “No-Hammer”™ Clamp Machine and stand. Discover why many customers have said, “I tried rings that look like yours, but there is something different about Mitchell rings. I don’t know what it is, but it sure makes a difference.”

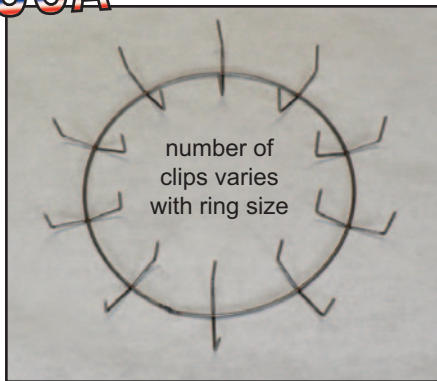
Experience the Mitchell difference - the result of 55 years of experience in the wreath ring manufacturing business. Mitchell’s rings and specialty shaped clamps are unique for three reasons:

- 1) Specially selected high quality wire.
- 2) Unique custom drawn wire and steel formulation for clips to prevent spring back after clamping.
- 3) A patented production process to assure strong welds between these two distinctly different kinds of steel.

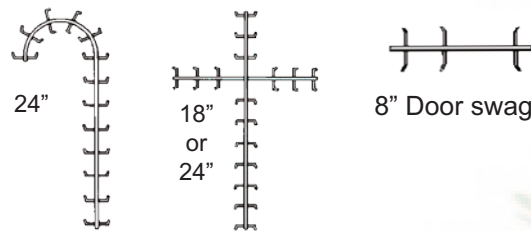


Wreath rings are available in round: 8”, 10”, 12”, 14”, 16”, 18”, 20”, 24”, 30”, 36”, & 48”. (NOTE: actual wreaths will be LARGER than rings. For example, a 12” ring may produce a 24” wreath, depending on foliage used.)

made in the  
**USA**



Specialty shaped clamps

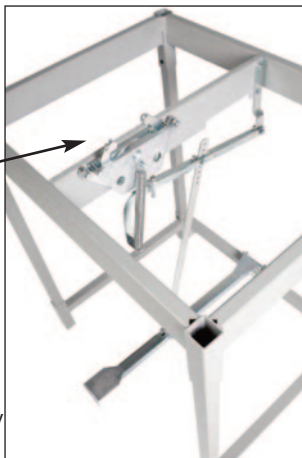


### Craftmaster II

Table-mount No-Hammer™ Wreath Clamp machine. Hand activated for low volume production. Simply bolts or clamps on to most tables, attaches greens and decor to wreath rings by using the hand lever.

## The Mitchell “No Hammer” Wreath Clamp Machine™

Flattens and closes ring wires as shown in one easy step - no more hammering those protruding wires. Wreath Clamp bolts easily into the Metal Stand designed to house the clamp. The stand has a durable powder coat finish and rust resistant 31” x 46” aluminum top, and disassembles easily. Just push the pedal to clamp anything from evergreens to dried flowers.



**Clamp Machine**  
assembled (includes pedal mechanism)

**Clamp Stand**  
(Table top included but not shown)

Clamp machine and stand sold separately

Size	Code	Pk	Gauge	Clips	Whsl	>\$5K	>\$10K
8” Wreath Ring		100	10g	8	.59	.57	.55
10” Wreath Ring		100	10g	10	.64	.62	.60
12” Wreath Ring		100	10g	12	.78	.76	.73
14” Wreath Ring		50	9g	14	.94	.91	.88
16” Wreath Ring		50	8g	16	1.12	1.09	1.05
18” Wreath Ring		50	7g	18	1.56	1.51	1.47
20” Wreath Ring		50	6g	20	1.77	1.72	1.66
24” Wreath Ring		50	6g	24	2.14	2.08	2.01
30” Wreath Ring		25	2g	30	4.49	4.36	4.22
36” Wreath Ring		15	0g	36	7.78	7.55	7.31
Candy Cane (turns Left 24”)	WR CC24	25		12	2.75	2.67	2.59
Cross 18”	WR Cross 18	25			2.65	2.57	2.49
Cross, 24”	WR Cross 24	25			2.93	2.84	2.75
8” door swag	WR Swag	25		6	.44	.43	.41
Advent Ring, 10” <b>CLOSEOUT</b>	WR Advent	30		8	4.10	3.98	3.85
Craftmaster II Clamp Machine	WR Craft	1			53.00	53.00	53.00
“No-Hammer” Clamp Machine*	WR Machine	1			187.00	187.00	187.00
“No-Hammer” Clamp Stand*	WR Stand	1			350.00	350.00	350.00

Volume price breaks are based on combined order total for each shipment. See page 7 for details.

Wreath Rings



# Wreath Decor - Bows

Choose from our selection of gorgeous bows, favorites in the industry because of their hand crafted florist quality and appearance with full billowing loops. Add holiday color to your wreaths or other holiday decorations.

**#40 Ribbon (2.5" wide), 6 radiating loops plus middle loop, 8.5" diameter, 14" tail, all pre-wired for easy attachment.**

made in the  
**USA**



Red weatherproof velvet  
12pk  
BOWRED



Burgundy weatherproof velvet  
12pk  
BOWBURG



Traditional Plaid weather resistant  
12pk  
BOWPLAID



Gold glitter polysatin, weatherproof  
12pk  
BOWGOLD

## Pull Bows

Simply pull the string and watch a perfect bow appear. Convenient and compact! Choose from 2 Red Velvet Bows.



5.5" diameter bow  
18 loops  
#9 velvet ribbon



8" diameter  
20 loops  
#40 velvet ribbon



packaged pull bow

## Value Bow

Flattened, 8" dia with 12" tails and tie



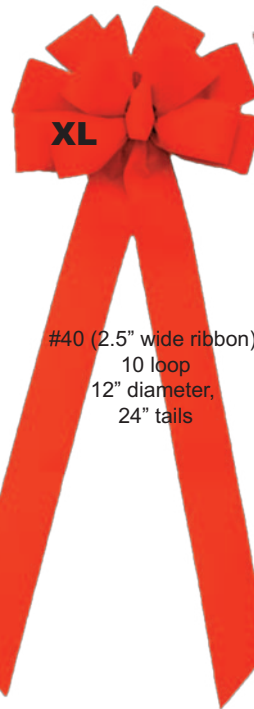
Red velvet  
Imported

## Ribbon #9

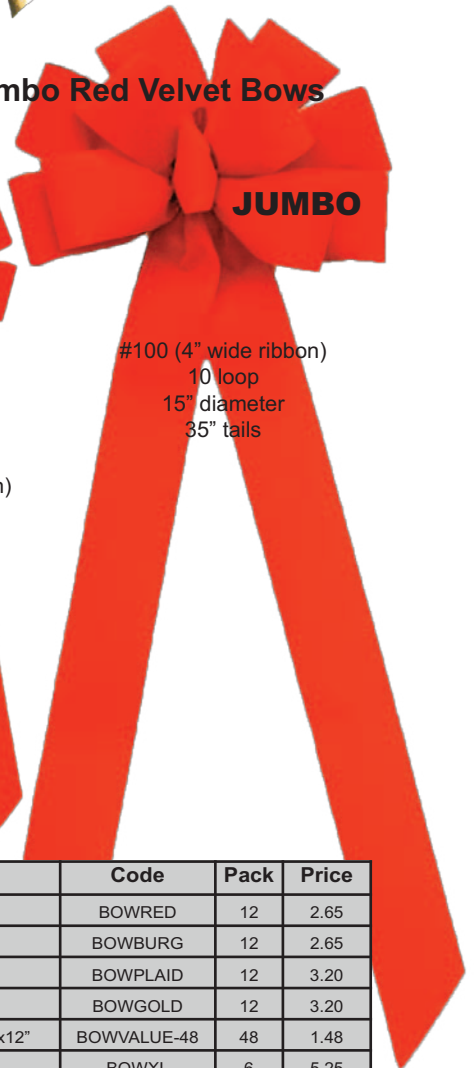


#9 ribbon (1.5" wide) red velvet, 25yd roll.  
Item codes:  
**Ribbon-Velvet9R**

## XL and Jumbo Red Velvet Bows



**XL**  
#40 (2.5" wide ribbon)  
10 loop  
12" diameter,  
24" tails



**JUMBO**  
#100 (4" wide ribbon)  
10 loop  
15" diameter  
35" tails

## Ribbon #40 (2.5" wide), 300 ft/roll



Choose from Polysatin (left)  
**Ribbon-Poly40R**

or Red Velvet (rt)  
**Ribbon-Velvet40R**



weather resistant

Item	Code	Pack	Price
Red Velvet, #40 6 loop, 8.5"x14"	BOWRED	12	2.65
Burgundy velvet, #40 6 loop 8.5"x14"	BOWBURG	12	2.65
Traditional Plaid, #40 6 loop, 8.5"x14"	BOWPLAID	12	3.20
Gold Polysatin, #40 6 loop, 8.5"x14"	BOWGOLD	12	3.20
Value Bow, Red Velvet #40 4 loop, 8"x12"	BOWVALUE-48	48	1.48
XL Red Velvet, #40 10 loop, 10"x24"	BOWXL	6	5.25
Jumbo Red Velvet, #100 10 loop, 15"x35"	BOWJUMBO	4	10.25
Pull Bow, Regular 5.5" dia, #9 18 loop	BOWPBV9SM	24	1.75
Pull Bow, Large, 8.5" dia, #40 20 loop	BOWPBV40LG	24	3.10
#40 Red Velvet Ribbon, 300'	Ribbon Velvet 40R	1	36.00
#40 Red Polysatin Ribbon, 300'	Ribbon Poly 40R	1	12.00
#9 Red Velvet Ribbon, 25 yd roll	Ribbon Velvet 9R	1	8.50



# Wreath Decor

## Pine Cones

Decorate your wreaths, garlands, and other holiday décor with these durable natural Ponderosa pine cones. Ponderosa Pine Cones (2-5" long) are available in natural or white frost tipped.



Ponderosa Pine Cones



Frost Tipped Ponderosa Cones

## Spray Snow



Santa Snow is great for frosting wreaths, trees, decorative boughs, or window decorations. Create winter decorations with the press of a finger. 13 oz can, 12 pack. See page 13 for pricing.

## Wreath Novelties

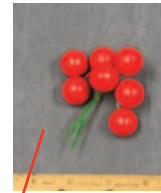
(Imported)



Santa assortment, 3.5" santas with pick, 12 pack



Cardinals 3.5" in 2 varieties (both shown) 12 in pack



Large (20mm) berries on wire stems, 144 per pack

Hollyberry clusters red, with 7" pick



Fruit Pick, with red berries, a red apple, frosted cone, and frosted holly leaves, 12 pack



Lacquered red hollyberries and painted gold or silver hollyberries, 1/4" berry, 1.5" wire, 72 pair per pack

Picked clusters of balls, cones, gift boxes and drums in burgundy, gold, red & silver. Variety pack of 12, comes with 3 of each color.



Create your own picked clusters with tying wire wrapped over berry pairs



**Tying Wire:** tie branches up to keep trees looking great, or use for a multitude of purposes on your tree lot. see page 44 for details and pricing.

Item	Pack	Price/pack
Ponderosa Pine Cone, natural, bulk	100	24.00
Ponderosa Pine Cone, white tipped, bulk	100	39.00
Fruit Pick-cone, apple, berries, frosted	12	16.95
Ball/Gift/Box decor assortment	12	16.95
Santa assortment, 3.5" tall on picks	12	12.95
Cardinal assortment, 3.5" long	12	16.95

Item	Pack	Price/Pack
Lacquered Hollyberries, red, paired on wire	72 pair	2.60
Painted Hollyberry, gold, paired on wire	72 pair	3.15
Painted Hollyberry, silver, paired on wire	72 pair	3.15
Hollyberry Cluster, 7" pick	24	8.95
Large Hollyberries (20 mm) on wire stems	144	9.50

Wreath Decor



made in the  
**USA**

# Sales Tags

## Weatherproof Tyvek Tags

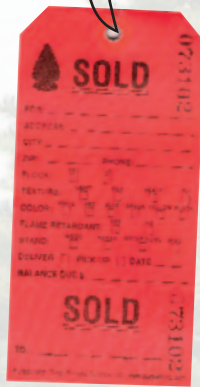
Wired with Reinforced Hole, Consecutively Numbered



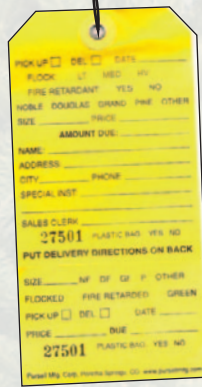
Two Part Sales Tag



Three Part Sales Tag



"Sold" Tag



Flock Tag



"Hold" Tag

## 2 Part Full Color Farm Photo Weatherproof Tag



3"x5.75" poly tag with elastic tie and consecutive numbers. Care tips and real tree info on back

Manage your inventory and track sales with consecutively numbered perforated tags. Sales Tags are size seven (2 7/8"x5 3/4"--large and visible) with reinforced holes, wire ties, and 100 per pack. Two part sales tags include tree care tips on the back, along with customer information blanks. Our most popular tags (above) are all made with tyvek, a weatherproof material that won't deteriorate with moisture like other tags. The Flame Retardant tag and Blank tag are made with cardstock (below).

## Tree Shaped Tags

Tree shaped tags are made from durable poly plastic with a tuck through attachment. Highly visible with vibrant Christmas colors, tear off base for pricing and inventory management. Species specific tags include unique properties of each tree species. Real Tree marketing information and care tips included on back.

## Cardstock Tags



Flame Retardant Tag



Blank Tag

## Species Tags

- Generic
- Canaan Fir
- Noble Fir
- Nordman Fir
- Fraser Fir
- White Pine
- Balsam Fir
- Scotch Pine
- Douglas Fir
- Spruce



Sales Tags

## Security Ties

Attach your tags securely to your trees, eliminating potential for tag swapping on your lot. Ties are 4" long, 1,000 pk.



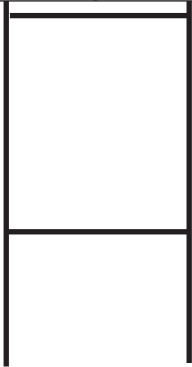
Item	Code	Pack	Material	Price
Two Part Photo Sales Tag	2 PART COLOR	100	Poly with elastic tie	.13
2 part Sales tag	2 PART TAG	100	Weatherproof Tyvek	.13
3 part Sales tag	3 PART TAG	100	Weatherproof Tyvek	.13
Flock tag	FLOCKTAG	100	Weatherproof Tyvek	.14
"Sold" tag	SOLDTAG	100	Weatherproof Tyvek	.14
"Hold" tag	HOLDTAG	100	Weatherproof Tyvek	.14
Flame Retardant tag	FLAMETAG	100	Cardstock	.12
Blank tag	BLANKTAG	100	Cardstock	.10
Tree Shaped generic	TREE TAG Generic	100	Waterproof Poly	.18
Tree Shaped Species	TREE TAG (Species)	100	Waterproof Poly	.18
Security Ties	Security Ties	1000	Plastic	.03



# Lot Signs



24"w x 18"h



Wire "H" frames are 1/8" rod with 1/8" inserts, 30" tall (sold separately)

made in the  
**USA**

## "H" Post Species Signs

Label your rows of trees with these high quality signs. 24" x 18" signs with bold print on corrugated plastic, fit on wire "H" frames (wire inside corrugation).

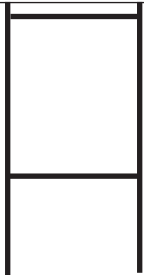
- NOBLE FIR
- DOUGLAS FIR
- FRASER FIR
- NORDMAN FIR
- GRAND FIR
- BALSAM FIR

24"w x 18"h



## Directional Signs

Large 22" x 14" signs help direct traffic in an orderly fashion in and out of your lot. Signs are printed in high gloss print **on both sides** of the corrugated core plastic, with **universal arrows** (flip sign over to point other direction).



Wire "H" frames are 1/8" rod with 1/8" inserts, 30" tall (sold separately)

- ❄ Printed both Sides
- ❄ Arrows both directions (flip for opposite direction)
- ❄ Fits Wire "H" Frame



Customer  
Attraction

Item	Code	Price
"H" Post Species Signs, 24"x18" (specify type)	Post Sign (species)	10.50
General Lot Signs, 14"x22" (specify Enter, Exit, Pkg, Open)	Post Sign (type)	10.50
Wire "H" Frames, 30" tall, sold individually	H Frame	3.15



# Lot Lighting

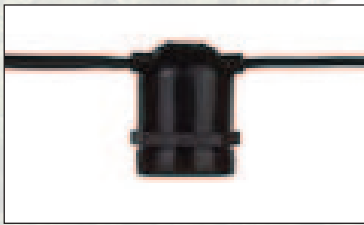


## 100 foot light strings with 10 bulb cages

Designed for use on jobsites and locations where temporary lighting is needed for work areas during evening hours.

- 10 weather protected bulb sockets at 10ft intervals
- UL approved, 110v, 15a
- Yellow jacketed 12 gauge 3-wire strands
- Molded vinyl coated metal lamp protectors
- Linkable to 200ft, (wattage drop 8% with 100w bulbs)
- Meets OSHA requirements for outdoor use.
- Bulbs not included

**Code: LSREG, \$150.00**



## Commercial Light Stringer black wire, 108 feet, 50 sockets

- 120 volt black wire patio stringer
- E26 sockets, max 25 watts/ socket
- UL recognized components, tested for safety
- Use indoors or outdoors
- Compatible with both LED and traditional incandescent bulbs (check wattage)

-10 amps - 16 gauge wire

**\$95.00 Wholesale Price**

**(Choose matching bulbs below, sold separately)**

**Code: LS-E26**

**Strings and bulbs sold separately, choose bulb preference.**

## LED Bulbs, E26 base (T50)

- Bulb base (E26) fits stringers above
- Average bulb life: 60,000 hours
- LED bulbs always remain cool to the touch
- Nickel base prevents corrosion
- Indoor / Outdoor use
- Constructed with acrylic resin
- 25 bulbs per box/bag

Choose from: Warm White (shown right)

or Multi Color: Red, Blue, Amber, Green, Gold (left)

**\$93.75 Wholesale per box of 25 (\$3.75/bulb)**

**Code: LS-Bulb-(W or C)**





# Burlap/Shade Cloth



Keep those valuable trees shaded, cool, and moist with burlap. An industry staple for decades, cover and/or wrap trees easily with our 12' wide by 50' long rolls of 7 oz. natural burlap. **\$129.00** per roll.  
Code: **BURLAP1250**

**Use for  
Shade cloth**



**Covers  
Trees**



# Flame Retardant

made in the  
**USA**



Available in 5 gallon pails or 1 gallon jugs  
5-6 8' trees treated per gallon (varies with size)

- ❄ **Spray on protection for trees, wreaths, greens, centerpieces, straw, etc.**
- ❄ **Reduces needle drop**
- ❄ **Water Based--Easy Clean-up**
- ❄ **Non-Toxic, child/pet safe formula**
- ❄ **Will not stain**
- ❄ **Guaranteed**

Don't forget certification tags (page 28) or this attractive 3' x 5' banner below (see page 40 for more details).



## Make your customers' holidays safe!

Tree Safe Flame Retardant is truly a **SUPERIOR PRODUCT**. This high viscosity polymer formula not only goes farther than other brands, it **WILL NOT DEHYDRATE TREES OR GREENS** like salt-based retardants. **APPLICABLE TO INDOOR CHRISTMAS TREES, GREENS AND WREATHS**. Ordinary spray equipment applies a fine mist to your greenery, drying to a perfectly clear finish with no unsightly globs or residue. Tree Safe is odorless, non-toxic, child/ pet safe and water soluble for easy cleanup. Tree Safe meets national standards for Christmas Tree Flame Retardant and is registered for use by the California State Fire Marshall, California code: C-24101 **LOOK FORWARD TO 30-50% GREATER COVERAGE** than other brands! It will keep from season to season. Don't forget to order Flame Retardant Tags for your trees or wreaths too.



Item	Pack	Price
Flame Retardant, 5 gal.	1	109.00
Flame Retardant 1 gal	1	23.00

Misc. Lot  
Supplies

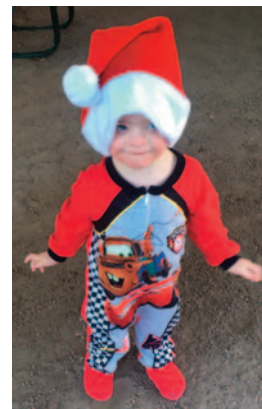


# Misc. Lot Supplies



**Santa Hats:** These soft plush Santa hats are perfect for identifying employees or just creating holiday cheer. One size fits most: 15" tall and approximately 24" circumference around inside of hat. Bright red hat with white trim and pom-pom. Sold individually, **\$5.00 ea ORDER EARLY, LIMITED SUPPLY**

**Aprons:** An attractive yet functional apron for working on tree lots. Made from a high density, durable fabric that feels like cotton but is guaranteed to last twice as long. These aprons are fully adjustable, one size fits all, with three front pockets for supplies. Colorfast red with "Merry Christmas" embroidered on the chest, stain resistant, no ironing, no shrinking, sold individually. **\$15.00 ea**



**Coloring Books:** Inspire, educate and entertain children at tree lots with these creative coloring books which instill the value and environmental friendliness of real Christmas trees. 16 pages in each, assortment of 3 or 4 varieties as availability allows, 250/cs. Item: Coloring Book 250, **\$.35 ea.**



**Hand Tally Counter:** The answer to your inventory woes! Count and inventory your trees or virtually anything else as they go by simply and easily with this durable hand-held counter. Sturdy steel case with chrome cover, features a four figure display, push button actuator for counting, reset knob, and finger ring for ease of use. Boxed individually. Item Code: TALLY, **\$12.00 ea.**



**Snappy Trunk Tie Band:** Why fumble with twine? Strap the car's trunk lid down for the trip home quickly and easily with this simple elastic band. 50/cs.

Item Code: SNAPPY, **\$65 ea.**



**Ring Knives:** Makes cutting baled trees fast and easy. Cuts multiple types of twine or netting. Ring Size 12, 1 dozen knives per pack. Item Code: Ring Knife, **\$2.99 ea.**



**Tying Wire:** tie branches up to keep trees looking great, attach decor to wreaths or use for a multitude of other purposes on your tree lot. Choose from 3 varieties in bright or green:

-1.4 lb. (+/- 110') of 22 gauge, bright wire  
Item Code: WIRE22B, **\$2.00 ea.**

-1.4 lb. (+/- 110') of 26 gauge bright wire  
Item Code: WIRE26B, **\$2.00 ea.**

-1/4lb. (+/- 110') of green 24 gauge  
Item Code: WIRE24G, **\$2.75 ea.**

Item	Code	Pack	Price
Aprons	Apron	1	15.00
Coloring books, assorted	Coloring Books 250	250	.35
Tally Counter	Tally	1	12.00
Ring Knives	Ring Knife	12	2.99
Snappy Trunk Ties	Snappy	50	.65
Tying Wire 22B, 1/4 lb. <b>bright</b>	Wire 22 Bright	1	2.00
Tying Wire 26B, 1/4 lb. <b>bright</b>	Wire 26 Bright	1	2.00
Tying Wire 24G, 1/4 lb. <b>green</b>	Wire 24 Green	1	2.75



# Misc. Lot Supplies



**NEW  
IMPROVED  
DESIGN**

## Quick Tree Zip Tie LABOR SAVER!

Reduce time tying trees on cars with a quick tie down system. More secure than twine. Each tie down is 16 ft. long. Simply wrap around tree, slip the end through the locking mechanism and pull tight. Works with roof racks or loop through windows or doors.

Code: TREETIE 100/pk, \$.38 ea



## Poly Twine:

Weather resistant and soft, two kinds to choose from: Plastic wrapped or boxed, center pull.

**Regular:** 7,500' per roll, 75 lb. tensile strength, wrapped, or

**Heavy Duty:** 5,500' per roll, 210 lb. tensile strength, boxed

Item Codes: **TWINE-REG, \$15.50**

**TWINE-HD, \$31.50**

Regular  
twine  
plastic  
wrapped  
ball



Heavy  
Duty  
Twine,  
individually  
boxed

TWINE-REG

TWINE-HD



Shakee with  
tree holder  
(sold separately)

## "Li'l Shakee" Tree Shaker

Make your trees "dance" for your customers as you help eliminate needle drop, one of the most common complaints about real trees. This electric 3/4 h.p. motor is field proven and comes with a 2 year warranty, along with standard foot switch and an optional tree holder. Shipping weight: 115 lbs. Items: SHAKEE, **\$1,560.00\*** SHAKEE-HOLDER, **\$90.00** **\*\*not available for free shipping program, sorry\*\***

Item	Code	Pack	Price
Quick Tree Zip Tie, 16 feet	TREETIE	100	.38
Poly Twine, Regular, 7,500'	TWINE-REG	1	15.50
Poly Twine, Heavy Duty, 5,500'	TWINE-HD	1	31.50
Li'l Shakee tree shaker*	SHAKEE	1	1,560.00*
Tree holder for shaker*	SHAKEE-HOLDER	1	90.00

\*Machinery items (including Li'l' Shakee) do not contribute toward price breaks or free shipping (priced from our location). However, if the balance of your invoice minus machinery cost totals over \$2,500, the machinery will be shipped free along with it.

**FREE SHIPPING**  
on orders over \$2,500 (see page 6-7 for details)



# Grower Supplies



## Tree Colorant

Ultraviolet rays cause a yellowing process in some species of pines. This spells disaster for Christmas tree growers, since consumers seek a lush green tree. Years of research have gone into formulating O'Leary's Deluxe II Organic Tree Coating to enable you to take your trees to market with resilient deep green color. Deluxe II tree coating recolors the tree and blocks ultraviolet rays that cause yellowing. The color is harmless to trees and safe for the user. Once it is applied, it presents no hazards to children or pets and will not slow future growth. Soap and water cleanup. Dilute in water at up to a 1:30 ratio. One gallon of colorant, after dilution, will treat up to about 60 trees, depending on application rate. Comes in 2.5 gallon jugs, **\$62.50** Item Code: **Tree Colorant 2.5g**

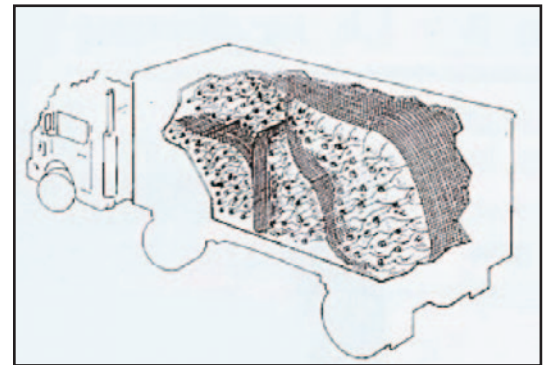
## Load Divider

Eliminate receiving confusion for your drivers and customers by separating shipments. Versatile and useful for many applications in heavier duty 7.5 lb rolls, 1" mesh, recyclable at level II. Load Divider netting is 12ft x 375ft per case, Heavy duty red rolls, HDPE (soft plastic) knit. Lays flat for ease of use.

**\$59.00ea**



Load Divider ships in easy to handle bales at 375 ft each.



## Flagging Tape

Mark trees clearly with 24 varieties of tape, all 1<sup>3</sup>/<sub>16</sub> inch wide, length and price varies, see chart to the right. Rolls sold individually.



Solid colors, "Glo" colors, Striped, Checked and Polka Dotted



**Solid Colors:** Blue, Green, Orange, Pink, Purple  
**GLO Colors:** Blue, Lime Green, Orange, Pink, Yellow  
**Stripes:** Yellow/White, Green/White, Orange/White, Blue/White, Pink Glo/Black  
**Dots:** Red/White, Blue/White

Item	Code	ft/roll	Price
Solid Colors	FTREG-(Color)	300	1.50
Glo Colors	FTGLO-(Color)	150	1.50
Stripes	FTSTRP-(Colors)	300/150-glo	1.99
Dots	FTDOT-(Colors)	300/150-glo	1.99
Checked	FTCHECK-(Colors)	300	1.99

**LIMITED SUPPLY ON CLOSEOUTS**



# Pumpkin Carving Kits

**DON'T MISS OUT!  
Double Your Money  
Kids Love It!**

"We sold a carving kit with every other pumpkin at our patch last fall."  
-Mountain Heights Pumpkin Patch



**Deluxe Pumpkin Carving Kit:** 1 scoop, 1 pumpkin saw, 1 ghost saw, 1 ghost pounce wheel, 1 drill, 10 carving patterns



**2 Saw Kit**



**Family/Party Kit**  
2 Scoops, 2 Carving Saws, 2 Detail saws, 2 Pounce Wheels, 2 drills, 12 Patterns

**DEMONSTRATE TO BOOST SALES!**



**CREATE ON SITE "AGRI-TAINMENT" ACTIVITY**

**FREE SHIPPING**



on invoices over \$1,000\*  
\*on Halloween items shipped within the continental United States

## Pricing

Item	Code	Pack	Price
Deluxe Carving Kit	PC-DLX	24	1.99
Family/Party Kit	PC-FAMILY	12	2.99
2 Saw Set	PC-2SAW	48	.59

**VOLUME PRICING AVAILABLE**

**SCARY GOOD FREIGHT RATES!**

**DON'T MISS OUR OTHER HALLOWEEN PRODUCTS ON PAGE 10**





Presort Standard  
US Postage Paid  
Permit No. 154  
Gunnison, CO

POB 248, Poncha Springs, CO 81242  
1-888-487-8288, fax: 719-530-9097  
order online at  
[pursellmfg.com](http://pursellmfg.com)



**TIRED OF HIDDEN SHIPPING FEES?**

**FREE SHIPPING**

*on orders over 2,500\**



One Central  
Location Serving  
the World

**Can't make \$2,500 on your order?  
Don't miss out, call us for a freight quote.  
Our freight rates are unbelievable!**

\*Exceptions to our free freight program apply in Florida, New York and New England, as well as Alaska, Hawaii, Canada, Mexico, and other foreign countries. Yes, we ship to these places, *free to the nearest free freight destination*. Customers will pay merely the difference from the nearest free freight location to your final destination. Certain machinery items are also exempted. Please see pages 6 & 7 inside for details.

