

Tree Stand Comparison

Which System Should I Use?



Tru-Cut Wood Stand



Cinco Plastic Stand



Golden Spike Rebar Stand

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Big Foot Stand

History: Independent Retailers, Garden Centers and Box Stores such as Home Depot, Lowes, Home Base, HQ, Target and many more along the West Coast used to use the Wood Stand and bowl in the 80's and 90's. It was the least expensive way to stand a tree, and customers expected a stand to be included with their tree. That is why today customers still buy a stand with almost every tree on the West Coast in particular. The rest of the country experiences about a 30% attachment rate on stands to trees, while the West Coast nearly doubles that or more. If there are no stands, customers go elsewhere to buy not only a stand but also a tree. There is no question that standing trees sell better, and that every tree has to have a stand. Why not sell them together? It worked in the past and the real tree market took off on the West Coast like no other part of the country. Imagine taking your tree home with a stand already installed? Who wouldn't want that convenience?

Box stores got away from the labor of installing stands and passed that responsibility on the customer. As a result, plastic stands sales increased dramatically but service and display took a nose-dive. Independent lots still have an advantage when it comes to service, quality looking display, and customer experience. There is a difference picking out your Christmas Tree from a "forest" of standing trees and picking out your tree from a pile of produce. Display adds value and sells more trees and product.

TRU-CUT Wood Stand



The **Tru-Cut Wood Stand** is by far the least expensive way to stand a tree and can be used for lot display and in home use.

Pros:

1. Least expensive stand on the market
2. Quick to install
3. Does not fit through 23" baler
4. Great for lot display or in home use
5. Variety of sizes for 1'-18' trees
6. Made in the USA

Cons:

1. Requires a straight fresh-cut
2. Requires Nailing
3. Not adjustable
4. Not reusable

Avg cost with bowl = \$6.27

Avg Retail for 30" stand for 6-8 ft tree = \$15.00 installed

Click to view demo:

<https://www.youtube.com/watch?v=AEWfD09BpnM>

Golden Spike Rebar Stand



The **Golden Spike Rebar Stand** is a great quality system to display trees on the lot and also can be taken home for in-home display.

Pros:

1. Quick to install
2. Removable, and re-usable
3. Can be adjusted after standing by bending stand into place
4. Quality steel construction
5. Great for lot display or in home use
6. Variety of sizes for 4-18' trees
7. Made in the USA

Cons:

1. Requires drilling (must be straight)
2. Does not fit through 23" baler

Avg Cost with bowl = \$13.45

Avg Retail for Medium stand for 6-8 ft tree installed = \$25.00-\$29.00

Click link for demo:

https://www.youtube.com/watch?time_continue=2&v=7mhrf3ffNuo

Big Foot Stand



The **Big Foot Stand** is by far the easiest way to stand a Christmas Tree. It has a lifetime guarantee and many advantages for lot display and in home use.

Pros:

1. VERY Quick installation, no special tools or machinery needed (saves labor)
2. Easily adjustable to straight (like swivel type stands)
3. Easy to Take off – reusable
4. Sturdy Steel design, powdercoat
5. Place over large capacity water bowl (no leaking)
6. Variety of sizes for 4-20' trees
7. Great for BIG TREES!
8. Fits through a 23" baler
9. Made in the USA

Cons: None

Avg cost for 6-8 ft tree with bowl= \$32.56

Avg Retail for Medium stand for 6-8 ft tree = \$45-\$49

Click for video demo:

https://www.youtube.com/watch?v=w_bWtX21jTI

Cinco Plastic stands



The **Cinco Plastic Tree Stand** is the easiest over-the-counter tree stand to sell. It looks good and customers have little difficulty installing it.

Pros:

1. Great for over-the-counter sales
2. Requires no special tools
3. Quality plastic construction
4. Steel bolts
5. Reusable
6. Fits through 23" baler
7. Variety of sizes for 3-12' trees
8. Made in the USA

Cons:

1. Not easily adjustable
2. Requires assembly
3. Installation takes some time

Avg cost \$24.15

Avg Retail for Medium stand for 6-8 ft tree = \$40-\$49