

# PURSELL

Manufacturing Corp.

1-888-487-8288

(719) 530-9096

## 2022 Christmas Tree Lot Supply Catalog

Fine American-made  
products, a family  
tradition since 1968

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

[sales@pursellmfg.com](mailto:sales@pursellmfg.com)



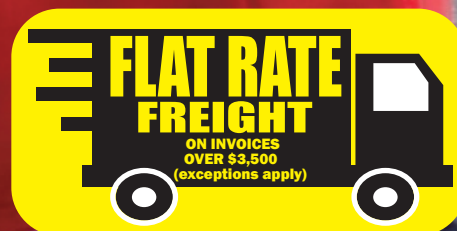
Tree Stands & Bowls

Netting & Balers

Flock & Accessories

Wreath Making Supplies

Signage & Resale Items





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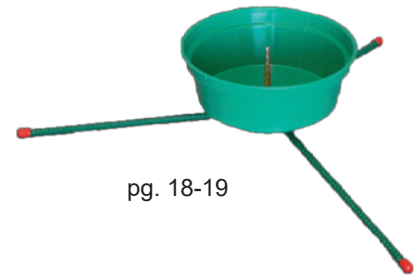
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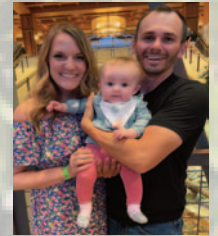
# Our Family is Expanding

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. We have some new faces in our company, and have recently brought on 3 very capable managers to carry on the legacy and culture of Pursell Manufacturing: Doug Martin as Supply Chain Manager, Kevin Torline as Sales Manager, and Jesse Snyder as General Manager. After 5 decades and 4 generations, 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.

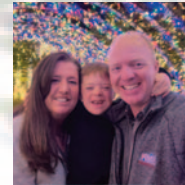
If you are new to the Christmas Tree industry, we welcome you. You have the best source for getting started with supplies right in your hands. Please do not hesitate to contact us with any questions as we have helped hundreds of first time lot owners have profitable seasons. Please check out our "Retail 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.



Kevin Torline  
family



Jesse Snyder  
family



Alan Pursell  
family



Paul Pursell  
family

## History of Pursell Mfg. Corp.



First facility near Grants Pass, Oregon c.1970

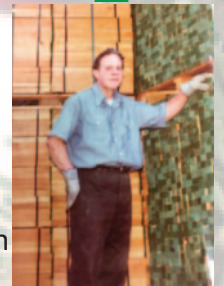
In 1968 Pursell Manufacturing was founded by Bill and Richard Pursell (father & son) near Grants Pass, Oregon. From the start, their focus was on innovation, quality products, and superior customer service. Today our focus remains the same.

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, 75,000 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.



Bill and Richard Pursell



Paul, Richard & Alan Pursell  
setting up shop in CO, c.1998



Our current 58,000 sq. ft. manufacturing  
and distribution facility on 4 acres in  
Poncha Springs, Colorado



# Supply Chain Challenges Abound in 2022

A word from our  
Operations VP,  
Paul Pursell



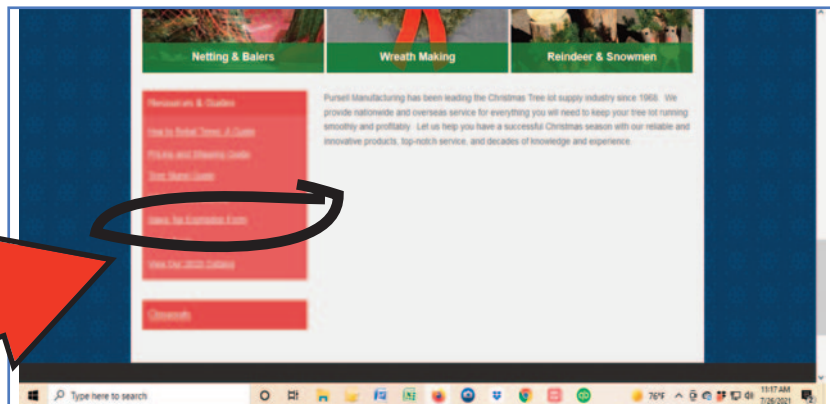
I thought 2021 was difficult, but once again I can say that we have never seen so many disruptions among our vendors and business partners as we have this year in 2022. Nearly everyone we deal with is struggling with shortages of raw materials, labor, freight complications, and general worldwide disruptions or incompetence. It is a very difficult time to acquire the necessary resources to run a business like ours, which has ties in so many different commodity markets (steel, timber, fiber, plastics, freight, and labor just to name a few). Despite these challenges, we have done exceptionally well with the vast majority of our supply needs, and are overstocked on nearly every product group. We do expect further shortages and problems with some commodities, especially as we get deeper into the Christmas Season. The sooner you get your order in, the more likely we are to successfully serve you.

## WHAT YOU NEED TO KNOW ABOUT STATE SALES TAX

We want to avoid charging you sales tax. Due to regulations in certain states (CA, CO, MI, and WA), Pursell Manufacturing is required to document sales tax exemption forms or collect sales tax. If your order is delivering in one these states and you haven't submitted a sales tax exemption form to us already, please submit a sales tax exemption form with your order. This process is easy and will only take a minute, do not wait, it may delay your shipment. Reasons for exemption may include resale, charity, government, tribal, industrial or agriculture. Once we have received your exemption certificate(s), your account will be updated within 1-2 business days. If the exemption certificate received is incomplete, a representative will contact you with the details needed to complete the certificate.

### Instructions:

1. If you do not already have a state resale certificate you can download, complete and submit a Tax Exemption Certificate directly from our site, see link near the bottom of our home page:



2. You may then submit a completed Tax Exemption by email or fax to 719-530-9097. Please mark subject line "SALES TAX EXEMPTION FORM" and include your company name, email address, phone number.

Questions? Please don't hesitate to contact us as 888-487-8288.

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

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



# The Pursell Advantage

What you'll get from us

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

The  
Source

- **FLAT RATE SHIPPING\*** on orders over \$3,500!  
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. 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.

Our 5 acre facilities with 75,000 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.



James, Jonah, Brian and Zach  
make our Rebar Stands



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



Kevin, Deb and Alexis, our Sales & Customer Service team handles many of your questions and orders



Zach and Jason on  
flock production



Production of our TNI  
knitted red and  
green netting



Augie and Tylea  
running the  
bottling line





# FLAT RATE FREIGHT

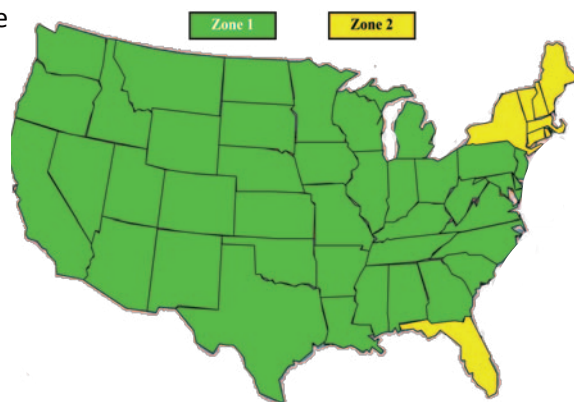
## ON ORDERS OVER \$3,500

Orders over \$3,500 will be assessed a flat percentage of the gross invoice total in order to cover fuel cost. Not free freight but pretty darn close considering trucking and fuel prices these days. Each order will be delivered to a single location. Less than \$3,500 orders will be invoiced with full freight charge per selected carrier. If you do not select a carrier, we will select the lowest cost carrier for you.

**Zone 1:** Freight will be a flat 3% of gross invoice (e.g. if your invoice totals \$3500, your freight charge will be \$105 <nearly all states except the states listed in zone 2 below>

**Zone 2:** Freight will be a flat 8% of gross invoice (e.g. if your invoice totals \$3,500 your freight charge will be \$280) <CT, FL, MA, ME, NH, NY, RI, VT> (percentage rates above are based on fuel surcharges as of the time this catalog went to print and subject to change. See website for any updates)

We will select the lowest cost carrier for you. If you wish to ship via a different carrier, please say so and we will charge you the difference. Our core carriers are USF Reddaway, Old Dominion, and Fedex Freight.



## TIRED OF HIDDEN SHIPPING FEES?

No Hidden Shipping Fees for you to discover later. Our products are shipped from a single location with no surprise shipping charges. We disclose everything up front so you know your costs.

## KNOW YOUR DELIVERED PRICE!!

### Special Handling Services & Fees for LTL shipments:

(for palletized freight delivery only, not for small packages or full truckloads)



USF Reddaway:

- Lift Gate Service: \$35
- Residential Delivery: no charge
- Appointment: no charge



Old Dominion Freight Line

- Lift Gate Service: \$35
- Residential Delivery: no charge
- Appointment: no charge



Fedex Freight:

- Lift Gate Service: \$88
- Residential Del/Appt: \$126.00

## FREQUENTLY ASKED FREIGHT QUESTIONS

**Q. How much will shipping cost?**

**A.** Orders under \$3500 will be charged the shipping rate per trucking company. Rates depend on postal code and total weight of your order.

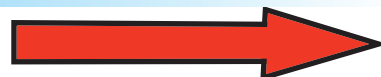
**Q. Are machinery and equipment items included in flat rate shipping program?**

**A.** Yes

**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.

**MORE FAQs**





# PRICING GUIDE

## HOW OUR PRICING STRUCTURE WORKS



### WHOLESALE PRICE

This is the base price for all orders under \$7,000. Remember, if your order is over \$3,500 we ship it to you at a **FLAT RATE**

### VOLUME DISCOUNTS

As your order goes over the \$7,000, \$15,000 levels, the following price breaks apply, along with **FLAT RATE FREIGHT**

FLAT RATE  
Shipping

### Prices by the case pack

Item	Pack	Wholesale	>\$7,000	>\$15,000
Pinnacle Flock	1	33.00	30.53	28.05

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 2022

### Planning Calendar

Sun	Mon	Tues	Wed	Thur	Fri	Sat
November						
10/31	10/31	11/1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
December						
11/27	11/28	11/29	11/30	12/1	12/2	12/3

### PLAN AHEAD! ORDER EARLY

### CHOOSE A DELIVERY WINDOW

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 within a window of a few days of your choice. Help us make sure your product is in stock and arrives when you need it by ordering early and choosing a delivery timeframe that suits you. Please keep in mind that freight is not an exact science.

By mid November freight volumes are extremely high and inventories for some products may be low. Order earlier to insure product is available. Orders scheduled for the week of thanksgiving will be considered expedited freight and charged accordingly.

**NO FREIGHT DELIVERIES 11/24-11/26**  
over Thanksgiving weekend.  
Deliveries Wednesday will be limited.  
Small package overnight deliveries  
are possible only on Friday and Saturday

## FREQUENTLY ASKED FREIGHT QUESTIONS

### 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. Do you ship to HI, AK, Canada, Mexico or international?

**A.** Yes, cost will depend on total weight and cubes. Call for quote.

### Q. When will my merchandise arrive?

**A.** Many of our orders are taken early and we can schedule to arrive to the desired location within a 1 week window specified in advance. We recommend ordering early to take advantage of this option. Orders usually can ship within 24-48 hours of placing your order. Transit times depend on carrier and the service you select. Typically the western 2/3rds of the country in 2-4 days and 3-6 days to locations east of the Mississippi River. Thanksgiving week may present delays (no service Thurs-Sun).



# 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**



## 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.

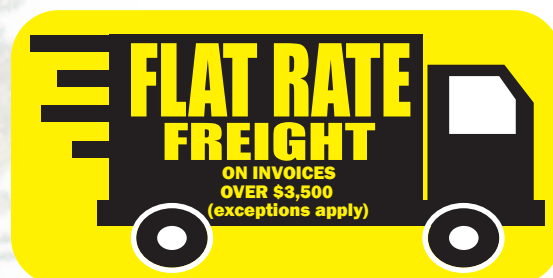
**Q: My banners are being affected by wind, can I cut wind holes in them?**

**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.

**Vinyl  
3'  
x  
8'**



**Vinyl  
3'  
x  
8'**





# Banners

**4' x 8'  
Vinyl**



made in the  
**USA**

Customer  
Attraction



**3' x 12' Polyvista  
Economy  
Banner**

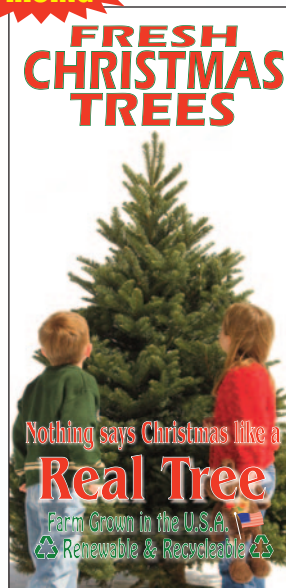
is printed on bright white Polyvista,  
8 mil, weather resistant plastic  
grommets every 3-4',  
(less durable than vinyl)

**3' x 5' Vinyl**



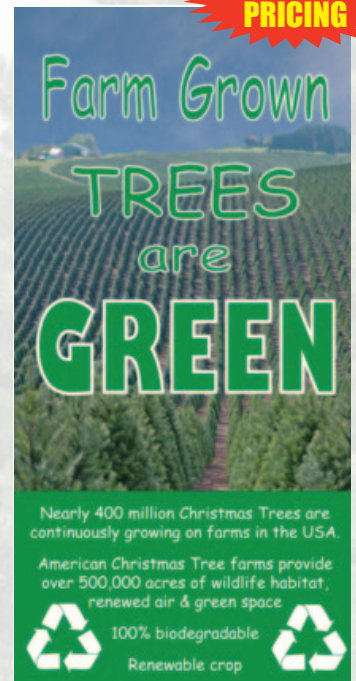
**CLOSEOUT  
PRICING**

**Vinyl  
3'  
x  
6'**



**Vinyl  
4'  
x  
8'**

**CLOSEOUT  
PRICING**



**See next page  
for more banners**

Item	Code	Price
Fresh Christmas Trees 3x15' vinyl	B-FCT315	75.00
Snow Flocking 3x15' vinyl	B-SFLOCK	75.00
Fresh Christmas Trees 3 x 8' vinyl	B-FCT38	55.00
Fresh Wreaths 3x8' vinyl	B-FW38	55.00
Farm Fresh Christmas Trees 4x8' vinyl	B-FARM48	55.00
Christmas Trees, Economy 3x12' Polyvista	B-Econ312	59.00
Fresh Christmas Trees (kids pic) 3x6' vinyl	B-KIDS36	25.00
Farm Grown Trees Are Green 4x8' vinyl	B-GREEN48	63.00
Flame Retardant Available Banner, 3x5 vinyl	B-FLMRT35	35.00



# Customer Attraction

**3' x 15' Vinyl**



**3' x 8' Vinyl**



## 8 ft. Shark Fin Flags



Photo print on one side shows through on other side. **Price includes 12ft fiberglass pole and stainless steel ground stake with ball bearing swivel.**

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	75.00
Pumpkins Banner, 3'x8'	B-PKN38	55.00
"Christmas Trees" 8' Shark Fin Flag w/ 12' pole	FLAG-TREES	140.00
"Pumpkins" 8' Shark Fin Flag w/ 12' pole	FLAG-PKN	140.00
Christmas Pennant (60')	Pennant-GRW	11.70
Halloween Pennant (60')	Pennant-OB	11.70



# Resale Items

## Pursell's Tree Preservative

**AMERICA'S #1 SELLING BRAND**

made in the  
**USA**



- ✳ **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**



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,

### Prices by the case pack

Item	Pack	Wholesale	>\$7,000	>\$15,000
Preservative 2 oz	48	47.52	44.19	41.89
Preservative 8 oz	24	32.40	30.13	28.51
Preservative Granular	144	216.00	210.60	205.20



# 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**

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.

Full height floor display

24 pack

## Watering Funnels



## 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 12 pack, available in brass, black or gold.

### Prices by the case pack

Item	Pack	Wholesale	>\$7,000	>\$15,000
Removal Bags, with display box	36	56.88	52.90	50.05
<b>BULK</b> Removal Bags	50	72.50	67.43	63.80
Removal Bags, JUMBO	48	91.20	84.82	80.26
Flock Jug	12	135.00	128.25	121.50
Pull Bow, velvet #9, 5.5 dia	24	50.40	50.40	50.40
Pull Bow, velvet #40, 8" dia	24	96.00	96.00	96.00
Tree-Sorb Mat	24	158.40	150.48	142.56
Spray Snow	12	33.00	31.35	29.70
Water Funnels	24	120.00	116.40	112.80
Wreath Hanger, gold	12	25.20	24.44	23.69
Wreath Hanger, black	12	25.20	24.44	23.69
Wreath Hanger, brass	12	33.00	32.01	31.02

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



Resale Items



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

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

**PROVEN  
SELLER**

A collection of rustic wooden decorations, including snow globes, snow globes, and reindeer, made from logs and branches, displayed outdoors. The snow globes are constructed from stacked log sections, with the top section featuring a carved face and a small hat. The reindeer are made from log sections with carved faces, red noses, and antlers made of branches. The decorations are set against a backdrop of greenery and a red banner with the word "SALE" in white letters.



"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."





# Log Reindeer & Snowmen

years of retailing!"



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

Small Snowmen (14"-18" tall)

Medium Snowmen (18"-23" tall)

Large Snowman (24"-30" tall),

Greenery for antlers, arms and tails not included

**Hand made,  
sizes vary**



**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/greens not included in sizing or with product)

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

**Add your choice of antlers/arms**

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)



Log Deer &  
Snowmen



## Pricing & Packaging

### Prices by the bin

Item	Pk	Price	\$7,000	\$15,000
Reindeer Small	50	1,075.00	1,042.75	1,010.50
Reindeer Medium	32	880.00	853.60	827.20
Reindeer Large	24	876.00	849.72	823.44
<b>REINDEER COMBO</b> 18 small, 10 medium, 6 large	34	881.00	854.57	828.14
Snowmen Small	75	1,612.50	1,564.13	1,515.75
Snowmen Medium	50	1,375.00	1,333.75	1,292.50
Snowmen Large	24	876.00	849.72	823.44
<b>SNOWMEN COMBO</b> 18 small, 10 medium, 6 large	34	881.00	854.57	828.14

### BIN QUANTITIES:

DEER	SNOWMEN
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

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.

**FLAT RATE FREIGHT  
on a \$3,500  
total order.**

see pg. 7 for details.



# 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

## Prices by the case

Item	Pack	Wholesale	>\$7.00	>\$15,000
Cinco 163 Table Top	12	105.60	101.38	97.15
Cinco 156A ADVANTAGE	10	114.00	109.44	104.88
Cinco 150A ADVANTAGE	12	173.40	166.46	159.53
Cinco 152E Express Small	12	217.20	208.51	199.82
Cinco 148E Express Medium	8	193.20	185.47	177.74
Cinco 148C Classic Medium	8	193.20	185.47	177.74
Cinco 144E Express Large	6	201.30	193.25	185.20
Cinco 144C Classic Large	5	201.30	193.25	185.20
Cinco Hardware 152E	3/pack	4.50	4.50	4.50
Cinco Hardware 148E	4/pack	4.50	4.50	4.50

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

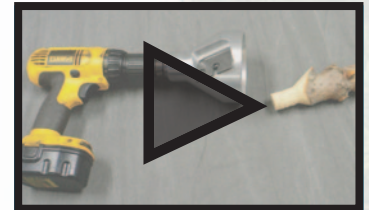


**Medium 14**  
for 4-5 ft. trees,  
14" diameter,  
accepts 40mm  
(1 9/16") tenons



**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 5 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**

**Sold individually-choose quantity**

Item	Pal Ct. /Pack	Wholesale	>\$7,000	>\$15,000
Noblett Stand Table Top 12 (12" diameter)	800/pal /1ea	3.50	3.33	3.15
Noblett Stand Med 14 (14" diameter)	600/1pk	6.90	6.56	6.21
Tennon Cutter 25 (25mm/ 1" dowel)	1	395.00	395.00	395.00
Tennon Cutter 30 (30mm/ 1 1/8" dowel)	1	395.00	395.00	395.00
Tennon Cutter 40 (40mm/ 1 9/16" dowel)	1	450.00	450.00	450.00
Tennon Cutter 50 (50mm/2" dowel)	1	450.00	450.00	450.00
Replacement blades (universal)	1 set	77.00	77.00	77.00
Tennon Cutter Adaptor for 3/4" keyed shaft	1	130.00	130.00	130.00

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  
tenon 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  
RTS Table Top  
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

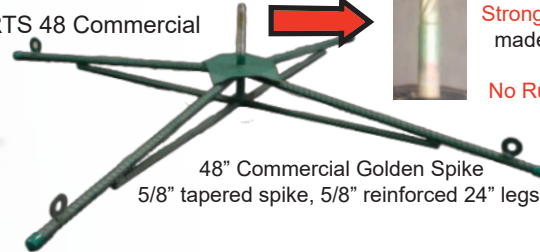


James, Jonah, Brian and Zach working hard to produce our rebar stands.

### TAPERED FLUTED SPIKE

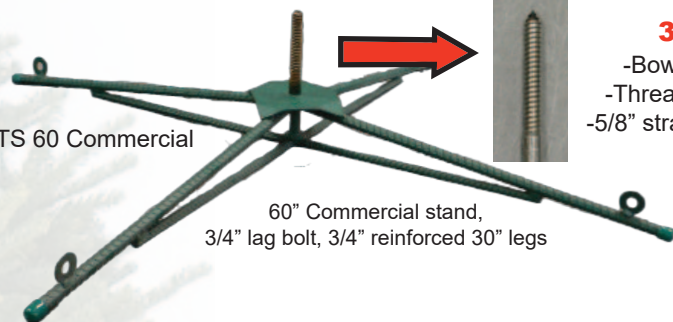
**Fits drill machines:** matching taper between tapered drill machine bits and spikes, (must be driven in)  
**Stronger:** Commercial 48" stands are made with our new hardened 5/8" solid golden spike  
**No Rust:** Zinc coated to prevent rust

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



# Rebar Stands & Bowls

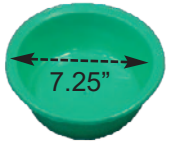
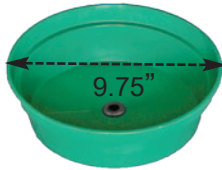


Table Top bowl,  
1qt, self sealing



Small Rebar bowl  
3qt, no reinforcing  
ring, grommet fits  
1/2-9/16" spikes

made in the  
**USA**



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

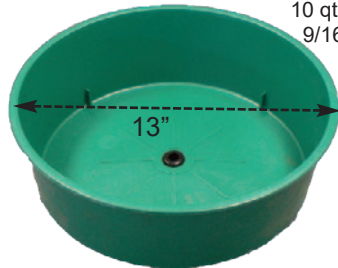


Medium rebar bowl showing  
how the grommet fits and  
seals over the spike.

**NEW  
DESIGN**



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



Large Rebar bowl,  
10 qt, grommet fits  
9/16-5/8" spikes



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



## 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

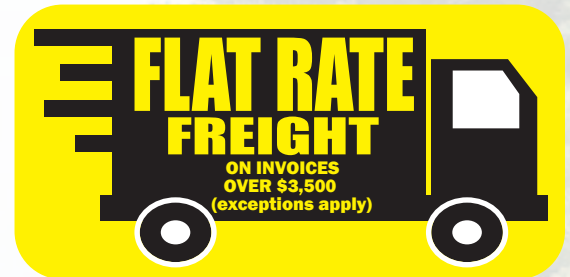
**-5/8" Commercial (5/8" Inside Diameter):** replaces grommet in Super 7 gallon bowl used on tapered pin 48" Commercial Stands

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

## Prices by the case/pack

Grommets	Code	Pack	Price
EXTRA Grommets, (fit 9/16" or 5/8" spikes, Small-Lg RN)	Grommet Md/Lg	100	45.00
5/8" ID Commercial, fits Sup 7 bowl & 48" stand ONLY	Grommet S7 58	1	1.95
3/4" ID Commercial, fits Sup 7 bowl & 60" stand ONLY	Grommet S7 34	1	1.95

Recommended tree  
sizes may not apply  
to heavy trees



## Prices by the case/pack

Item	Code	Tree Sz	Pack	Bowl Size	Bin Ct	Wlsale	>\$7,000	>\$15,000
Table Top Rebar Stand (8" legs)	RTS Table Top	2-4'	5	TT 1 qt	NA	22.75	21.39	20.02
Golden Spike small rebar (9/16" spike, 10" legs)	RTS Small	3-5'	5	small 3 qt	350	28.00	26.32	24.64
Golden Spike medium rebar (9/16" spike, 17" legs)	RTS Medium	6-8'	5	med 5 qt	250	44.75	42.07	39.38
Golden Spike Super Medium rebar (9/16" spike, 17" x 5/8" diameter legs)	RTS Super Medium	7-9'	4	med 5 qt	200	51.80	48.69	45.58
Golden Spike Large rebar (9/16" spike, 22" legs)	RTS Large	9-11'	3	large 10 qt	120	44.25	41.60	38.94
Golden Spike Large Reinforced Stand (3-22" legs)	RTS Large RN	10-12'	3	large 10 qt	75	88.50	83.19	77.88
Golden Spike XL Commercial 48" 4 leg	RTS 48 COM	11-13'	1	7gal+ 5/8" grommet	25	50.00	47.00	44.00
Golden Spike Super Commercial 60" 4 leg	RTS 60 COM	14+16'	1	7 gal + 3/4 grommet	20	125.00	117.50	110.00
Table Top rebar bowl (1 qt self sealing)	Bowl 01Q TT		50	<b>Recommended Bowl Size for each stand</b>		74.50	70.78	67.05
Small spike bowl (3 qt w/ grommet)	Rebar Bowl 03Q		50			150.00	141.00	132.00
Medium spike bowl (5 qt w/ grommet)	Rebar Bowl 05Q		50			225.00	211.50	198.00
Large spike bowl (10 qt) w/ grommet	Rebar Bowl 10Q		25			172.25	161.92	151.58
Super 7 gal spike bowl w/ grommet (specify 5/8 or 3/4)	Rebar Bowl S7-58 or 34		1			13.00	12.22	11.44

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.

assembled  
in the  
**USA**

BITS AND  
CHUCKS SOLD  
SEPARATELY  
(pictured left)

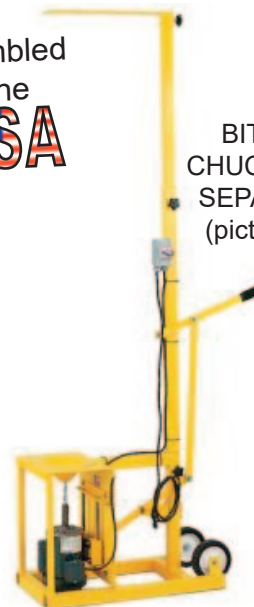


Bit Round



Chuck Round

Round tapered  
**Drill Bits and Chucks**  
for both 9/16" and 1/2"  
spikes. (Bit requires  
compatible chuck)



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.**



Adaptor 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

### Prices by the case/pack

Item	Code	Pack	Price
Drill Machine, Standard	Drill Machine	1	850.00
Round Tapered Drill Bit	Bit Round	1	39.00
Chuck for Round Drill Bit	Chuck Round	1	30.00
Drill Bit Adaptor (1/2" to 5/8" adaptor)	Bit Adaptor	1	5.00
3/8" End Cap (fits table top stands only)	Tip 3/8	15	3.75
1/2" End Cap (fits small & medium stands)	Tip 1/2	100	26.00
5/8" End Cap (fits large stands)	Tip 5/8	100	28.00

# Display Systems

## GOLDEN™ SPIKE Display Systems

made in the  
**USA**

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

### Prices by the case/pack

Item	Pack	Wholesale	>\$7,000	>\$15,000
Spike Plates	12	64.32	62.39	60.46
Spike Grid Pins	25	106.25	106.25	106.25
Display Arms	25	258.75	250.99	243.23

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



# TRU-CUT™ Wood Stands

made in the  
**USA**



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° for easy assembly.

Made from western soft-woods to prevent splitting.

Available sizes from 15" 1x2 and 18" 1x2

15" Braces accommodate 5 quart bowl.

18" 1x2 Braces accommodate a large nail-on bowl.



**PRICING INFORMATION ON ADJACENT PAGE**



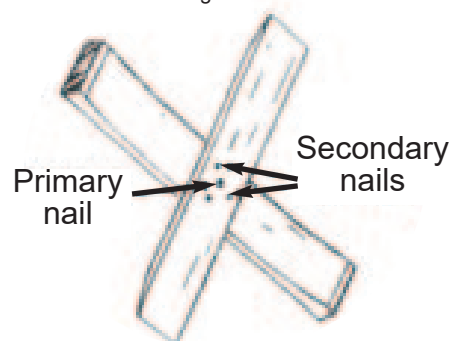
## Common Nails (smooth)

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	>\$7,000	>\$15,000
Nail 08d (2")	3500	small table top trees, braces	95.00	95.00	95.00
Nail 16d (3.5")	+/-2350	Primary for <6' trees, secondary nails	95.00	95.00	95.00
Nail 20d (4")	+/-1500	Primary for 6'-8' trees, secondary for 6'-10' trees	95.00	95.00	95.00
Nail 30d (4.5")	+/-1150	Primary for 8'-10' trees, secondary for >10' trees	95.00	95.00	95.00
Nail 40d (5")	+/-1150	Primary for 10'-12' trees	95.00	95.00	95.00
Nail 60d (6")	+/-550	Primary for 12'-15' trees	95.00	95.00	95.00

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

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

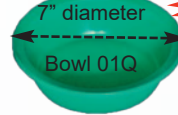


# Nail-On Water Bowls

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! Multiple sizes available from 1 quart to 10 quart to suit your needs.

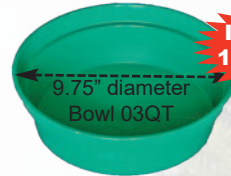
made in the  
**USA**

Table Top  
(1 qt) bowl



**IDEAL FOR  
15" STANDS**

Small bowl  
(3 qt)

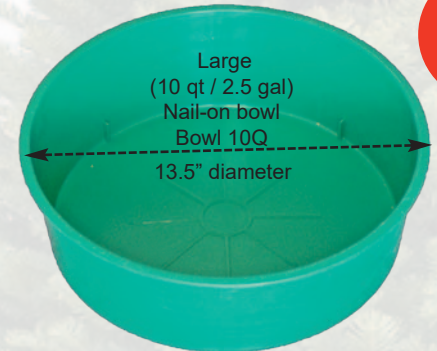


**IDEAL FOR  
18" STANDS**

Flat bottom  
5 qt. bowl



**NEW  
DESIGN**



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.

**NEW  
DESIGN**



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!*

## Prices by the case/pack

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

Item	Code	Color	Treesz	Pack	Pallet	Wsale	>\$7,000K	>\$15K
15" 1x2	WTS152		1-2'	20	3000	<b>Wood Stand and Brace prices updated on our website: <a href="http://pursellmfg.com">pursellmfg.com</a></b>		
18" 2x3	WTS183		3-5'	20	1600			
24" 2x3	WTS243		4-6'	20	1280			
24" 2x4	WTS244		5-7'	10	960			
30" 2x4	WTS304		6-8'	10	640			
36" 2x4	WTS364		7-9'	10	560			
36" 2x6	WTS366		9-11'	5	400			
48" 2x4 cleated w/ braces	WTS484C		10-12'	2	84			
48" 2x6 cleated w/ braces	WTS486C		12'+	1	56			
60" 2x6 cleated w/ braces	WTS606C		15'+	1	56			
15" 1x2 braces	Brace 15			50	3,000			
18" 1x2 braces	Brace 18			50	5,600			
Table Top Nail-on Bowl	Bowl 01Q TT		<3' tall	50	4,200	74.50	70.78	67.05
3 qt. Small Bowl	Bowl 03Q		3-6' trees	50	4,000	91.50	86.93	82.35
5 qt flat bottom Bowl	Bowl 05Q		6-8' trees	50	1,800	137.50	132.00	126.50
Large Nail-on Bowl	Bowl 10Q		8+ ft trees	25	650	147.25	141.36	135.47
Sealing Pads, Regular, 6"	Seal Pad 6			25		16.25	15.60	14.95
Sealing Pads Large, 8"	Seal Pad 8			25		30.00	28.80	27.60
5qt Flat with 6" pad	Bowl 05Q SP6			50	1,800	180.00	172.80	165.60
Large Bowl with 8" pads	Bowl 10Q-SP8			25	900	184.75	177.36	169.97

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

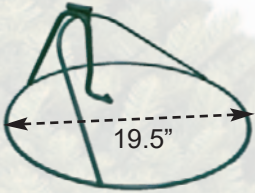


# PURSELL'S BIGFOOT™

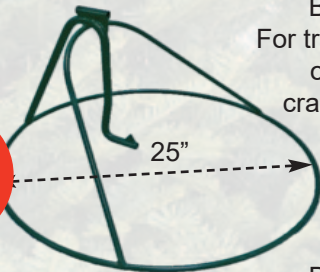
## CHRISTMAS TREE STANDS



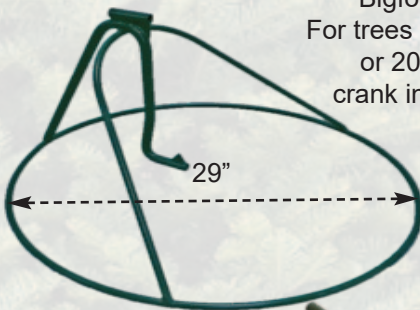
Bigfoot 6  
For trees up to 6ft  
or 35 lbs  
cranks included



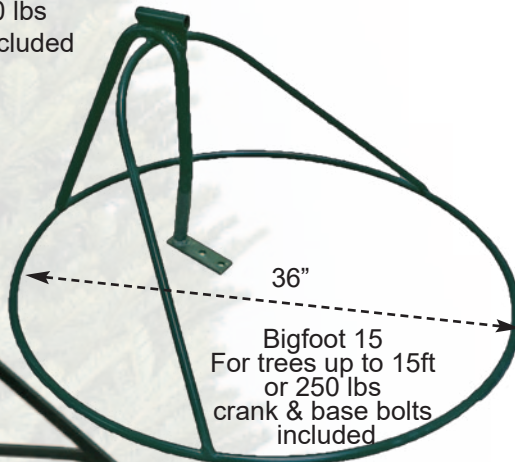
Bigfoot 8  
For trees up to 8ft  
or 100 lbs  
crank included



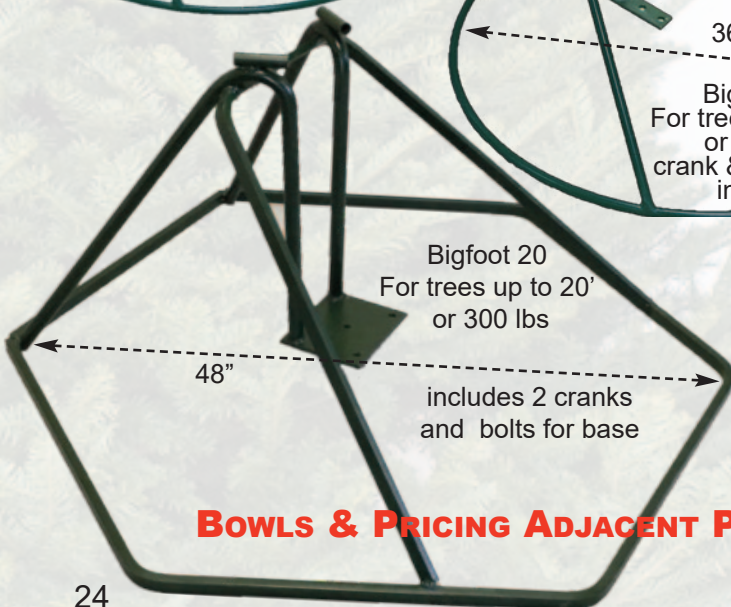
Bigfoot 10  
For trees up to 10ft  
or 150 lbs  
crank included



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

**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**

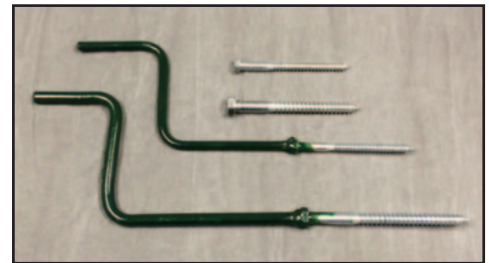
❄️ **Fits easily over water bowl**

❄️ **Easy to straighten trees**

❄️ **Durable powder coating**

❄️ **Great for large trees**

❄️ **Lifetime Guarantee**



### **BIGFOOT Attachment hardware: EXTRA Cranks and Bolts**

3 sizes of each:

Cranks for Bigfoot 6

Cranks or Bolts for sizes 8-10

with 3/8" x 4.5" long lags

Cranks or Bolts for sizes 12-20

with 1/2" x 6" long lags

made in the  
**USA**

**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

made in the  
**USA**

## Prices by the case/pack

Stand Size	Code	Pack	Wsale	>\$5,500	>\$11,000
Thrifty Wire Stand 27" 3 legs, up to 6'trees	Wire Stand 27-3	25	283.00	275.93	268.85
Thrifty Wire Stand 27" 5 legs, up to 7' trees	Wire Stand 27-5	20	254.00	247.65	241.30
Thrifty Wire Stand 30" 5 legs, up to 9' trees	Wire Stand 30-5	10	198.50	193.54	188.58

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

**NOTE:**  
bowls sold  
separately

## Water Bowls

Recommended bowl sizes:

Bigfoot 6 - 3 qt.

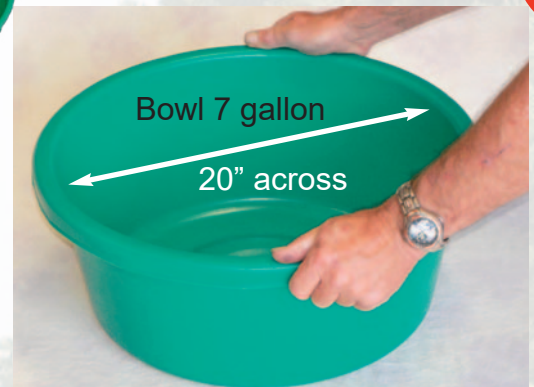
Bigfoot 8 - 5-6 qt.

Bigfoot 10 - 10 qt.

Bigfoot 12-20 - Super 7 gal.



Recommended tree sizes may  
not apply to heavier trees



Tree  
Stands

## Prices by the case/pack

Item/Tree Size	Pack	Wholesale	>\$7,000	>\$15,000
BIGFOOT 6'	10	195.00	187.2	179.4
BIGFOOT 8'	10	298.10	286.18	274.25
BIGFOOT 10'	5	207.25	198.96	190.67
BIGFOOT 12'	1	82.60	79.30	75.99
BIGFOOT 15'	1	153.07	146.95	140.82
BIGFOOT 20'	1	296.00	284.16	272.32
Extra Cranks 06	10	48.00	48.00	48.00
Extra Cranks 08-10	10	68.00	68.00	68.00
Extra Cranks 12-20	10	109.50	109.50	109.50
Bolts 6-10 3/8"	10	6.50	6.50	6.50
Bolts 12-20 1/2"	10	11.00	11.00	11.00
Bowl 03Q	50	91.50	86.93	82.35
Bowl 05Q BTS	50	137.50	132.00	126.50
Bowl 10Q BTS	25	147.25	141.36	135.47
Bowl S7 BTS	1	13.85	13.30	12.74

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

**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.





# 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.



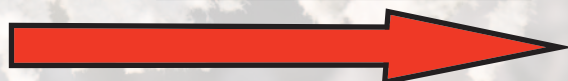
### Better Ingredients, Better Flock. We Guarantee it!

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.



**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.

**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. A single 22lb bag will cover approximately 80 square feet at 1" deep. Item Code: Flock SFX





# Colored Flock

made in the  
**USA**

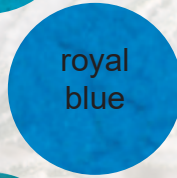
## High Intensity Premixed Colors

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

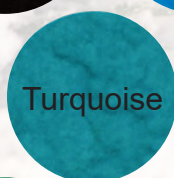
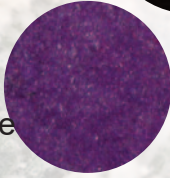
Red  
Sky Blue



Black  
Royal Blue



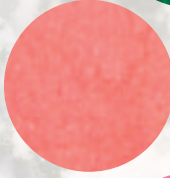
Purple  
Turquoise



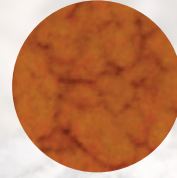
Green  
Lime Green



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

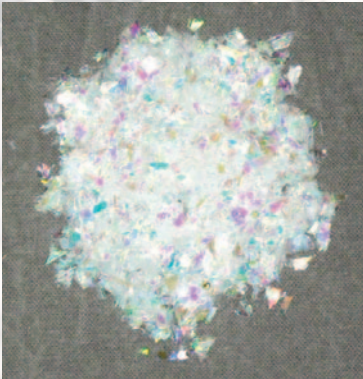
Item	Wholesale	>\$7,000	>\$15,000
Pinnacle Flock, 25 lb.	33.00	30.53	28.05
Marathon-22 Flockbond, 25 lb.	35.50	32.84	30.18
Criterion-33 Flockbond, 25 lb.	39.25	36.31	33.36
Supreme-11 Flockbond, 25 lb.	48.00	44.40	40.80
LIVE Flock, 25 lb.	38.50	36.19	33.88
Special Effects Snow, (Flock SFX) 22 lb.	42.25	39.72	37.18
Colored Flock, 25 lb.	85.00	82.03	79.05





# 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



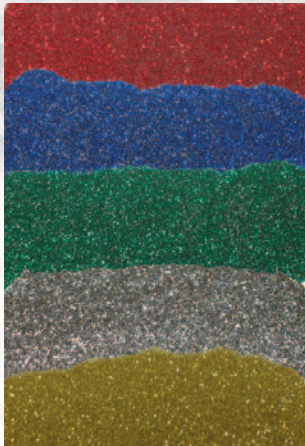
Make Christmas Trees gleam like fresh morning frost with naturally mined white Mica Flakes. Mica Flakes give an ice crystal effect like a real winter scene. For best results, sprinkle over wet flock to glue in. May be sprinkled on green trees or other decor as well, or mixed into the flock before application.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

## Crystalina



Reflective  
Pearlescent  
super-fine  
flakes

## Glitter



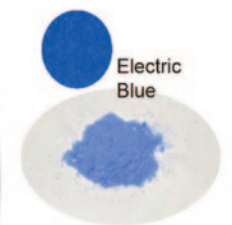
Brilliantly colored reflective glitters create a dramatic effect on a flocked tree, greenery and many other design applications. Available in Gold, Silver, Red, Blue, Green, and new pearlescent **CRYSTALINA**. Our glitter offers an ultra-fine hexagonal cut to yield vastly more coverage on your trees 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.

## Color Tints

Add a splash of vibrant pastel color to your flocked trees with Flock Tints. These vibrant powdered color pigments can be mixed with our brand name flocks at a rate of your choosing for lesser or greater color intensity. Recommended blends are shown, a 1lb of tint to 25lbs of flock ratio.

### Flock Tints Available

**Traditional Red**  
**Deep Blue**  
**Strong Green**  
**Sunny Yellow**  
**Turquoise**  
**Corona Magenta**  
**Blaze Orange**  
**Bright Green**  
**Ultra Violet**  
**Electric Blue**



The "pile" samples show the corresponding color tints blended with Marathon flock at a 1:25 ratio. Greater or lesser intensities can be achieved by varying this blend.

Item	Code	Wholesale	>\$7,000	>\$15,000
Opalina 1 lb	Opalina 1	12.00	11.70	11.40
Opalina 5 lb	Opalina 5	55.00	53.63	52.25
Mica 10lb	Mica 10	39.00	38.03	37.05
Flock Tints	Tint (color)	10.00	9.75	9.50
Glitter (various colors)	Glitter (color)	11.00	10.73	10.45
Crystalina 1 lb	Crystalina 1	32.80	31.98	31.16



# 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 & cords**
- ❄ **Also available in 220v**

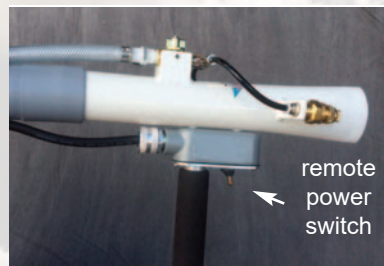
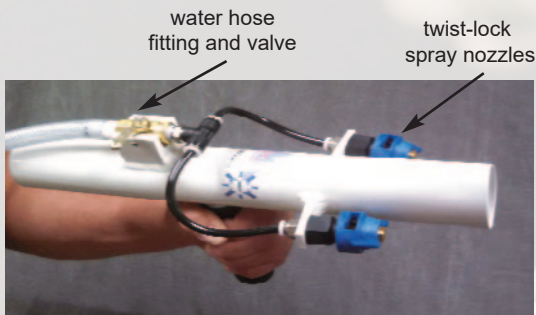
We've brought over 45 years of flocking knowledge together with related industry engineering to design and produce the most powerful and dynamic flock machine on the market--for less cost. We call it the "SNOW FORCE™" because the unmatched power is its defining characteristic. No blower motor in the 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, 17ft. remote motor switch (on gun), attached lid, dolly style handle and wheels. Holds 25+ lbs of flock. 120v A/C. 20" diameter by 39" tall. **\$2,250.00**

**Also available in 220V, call for price.**

## 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: \$199.00**

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





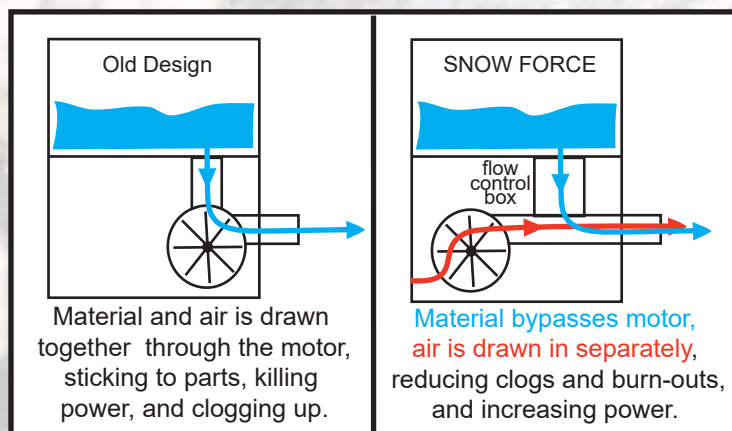
# FLOCK MACHINE

## 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	\$235	\$800.00+

## 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**

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

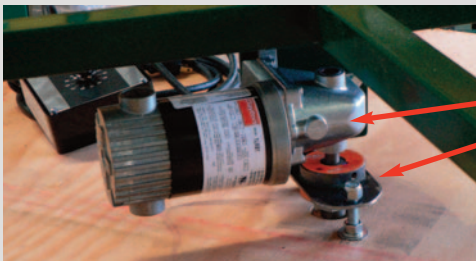
- ❄ **Made for Production**
- ❄ **Built to Last**
- ❄ **Variable Speed**
- ❄ **Direct Drive**

**Variable  
speed  
0-10 RPM**



Inverted view of  
turn table drive

Item code: Turn Table  
**\$1,125.00 FOB**



direct drive motor and  
slip clutch shown

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

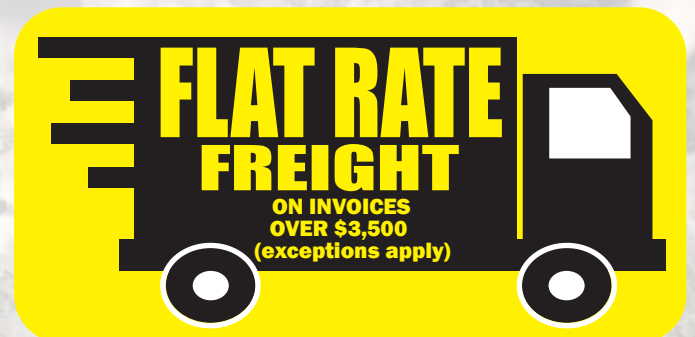
- Direct drive w/ adjustable slip clutch, variable speed from 0 to 9 rpm.
- Electronic dial speed control with 15 ft. cord for wall mount, plus a 5 ft. power cord for 3 prong 115V A/C outlet.
- Fully enclosed .8 amps continuous duty 90V D/C gear motor, grease packed worm drive with steel and cast iron 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

## 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, **\$550.00 FOB**



Flock  
Supplies



# Flock Equipment

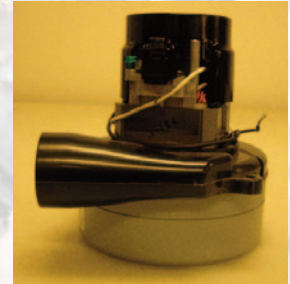
## SNOW FORCE Parts



**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**

made in the  
**USA**

**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: **\$235**



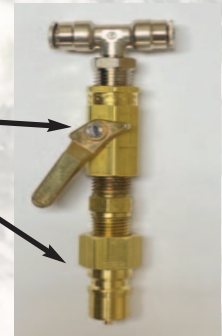
HOSE KIT-17



**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**

### SF-Water Valve Kit

Shut off Valve  
T-Connect, male  
1/4" Male Quick Connect  
all parts durable brass  
**\$57.00**



### 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  
**\$105.00**



### SF-Jet Tip Kit

2 ea - Spray Tip 6501,  
2 ea - Spray tip 6502,  
all 4 tips for **\$115.00**



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

**The most critical part of the SnowForce Flock Machine costs just \$10.**



SF-Filter

**Snow Force Air Intake Filter**  
**Keep your important equipment running properly.**

Filter media, universal size 8"x12"  
(trim to fit.) **\$10.00**

### NEED A PART YOU DONT SEE?

We may be able to help you source unusual or outdated parts that we dont list here. Professional Flock machines and Cadillac blower motors are no longer supported, but we do have some limited options for parts.



# 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**



Prices by the roll

Poly Tube Size/Mil	Dia	Length	Apx tree ht	Code	Whsale	<\$7,000	<\$15,000
54" 1 mil thick	34"	<b>500'</b>	4-5'	POLY54	76.00	72.20	68.40
72" 1 mil thick	46"	<b>500'</b>	6'	POLY72	85.00	80.75	76.50
84" 1 mil thick	53"	<b>500'</b>	7-8'	POLY84	93.00	88.35	83.70
96" 1.5 mil thick	61"	<b>500'</b>	9-10'	POLY96	145.00	137.75	130.50

**Available in Extra HEAVY DUTY below**

Poly Tube Size/Mil	Dia	Length	Apx tree ht	Code	Whsale	<\$5,500	<\$11,000
48" 1.1 mil thick	31"	<b>700'</b>	3-4'	POLY48HD	155.00	147.25	139.50
66" 1.1 mil thick	42"	<b>700'</b>	5-6'	POLY66HD	179.00	170.05	161.10
78" 1.1 mil thick	50"	<b>700'</b>	7'	POLY78HD	200.00	190.00	180.00

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 **\$250.00**

Flock  
Supplies



# Netting

## COMPRESS AND PACKAGE YOUR TREES FOR EASY HANDLING

### Customer Convenience

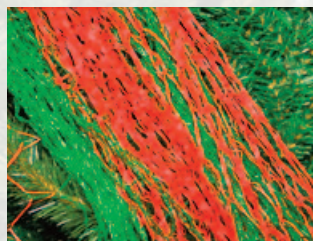
**Increase Profits**

**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

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 priced and sold by the 3 pack

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

Priced and sold by the case (bale)

Size	Pack	Item Code	Wholesale	>\$7,000	>\$15,000
<b>TNI Knitted Red &amp; Green 1" Netting (yarn)</b>					
16" x 1040'	3	Net TNI 16 RG	143.47	132.95	122.17
18" x 1040'	3	Net TNI 18 RG	147.09	136.06	125.03
20" x 1040'	3	Net TNI 20 RG	155.01	143.38	131.76
23" x 1040'	3	Net TNI 23 RG	176.07	162.86	149.66
26" x 1040'	3	Net TNI 26 RG	195.24	180.60	165.95

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

Extruded Netting is packaged for shipment in bales of 5 cartridges each. A single bale of 23" netting would be 5 cartridges.



made in the  
**USA**

Extruded netting priced and sold by the 5 pack

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

Priced and sold by the case (bale)

Size	Pack	Item Code	Wholesale	>\$7,000	>\$15,000
<b>Extruded white 2" netting (monofilament)</b>					
18" x 700'	5	Net Extruded 18	172.00	165.12	158.24
20" x 700'	5	Net Extruded 20	178.00	170.88	163.76
23" x 700'	5	Net Extruded 23	187.75	180.24	172.73
26" x 700'	5	Net Extruded 26	201.70	193.63	185.56

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



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

## Production Netting

ISO Certified #9001-2005

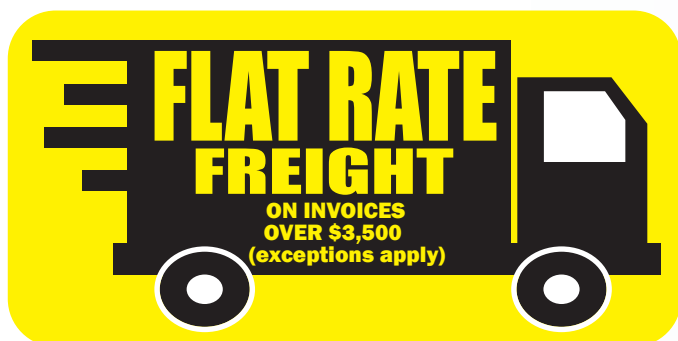


Knitted production netting is priced and sold by the bale:

5 cartridges at 1,500 ft. ea. 1 bale = 7,500 ft.

Priced and sold by the case (bale)

Size	Pack	Item Code	Price
<b>TNI Knitted Red &amp; Green 1" Netting (yarn)</b>			
8" x 1500'	5	Net TNI 08 RG	163.80
10" x 1500'	5	Net TNI 10 RG	192.05
12" x 1500'	5	Net TNI 12 RG	217.80
14" x 1500'	5	Net TNI 14 RG	254.55





# Balers



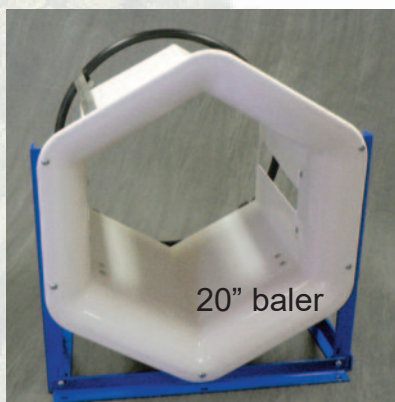
18" baler

**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)

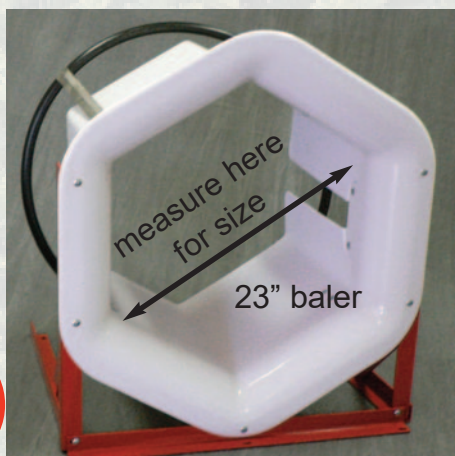


20" baler

## 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).

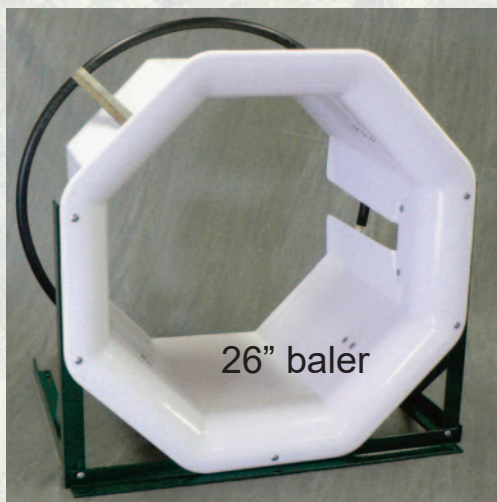
Our new baler design will **save you money on shipping!** Until now balers would cost nearly **3 times normal ground shipping rates** because of their bulky design and large box. But with our new compact design, ground shipping costs have been cut, and we pass those savings on to you. Minimal assembly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

## Baler parts now available:

retainer rings & spring clips, pricing below

Size	tree size	Price
18" Baler	4-5' trees	450.00
20" Baler	5-7' trees	395.00
23" Baler	7-9' trees	395.00
26" Baler	8-10' trees	450.00
Baler Rings	specify size	16.00
Baler Clips (one size)	sold individually	6.00

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



26" baler



# 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.”

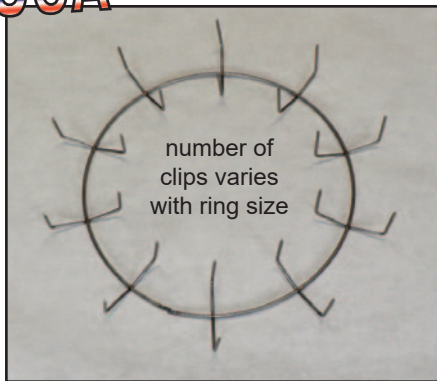
Experience the Mitchell difference - the result of 6 decades of experience in the wreath ring manufacturing business. Mitchell’s rings and specialty shaped clamps are unique for three reasons:

- 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.

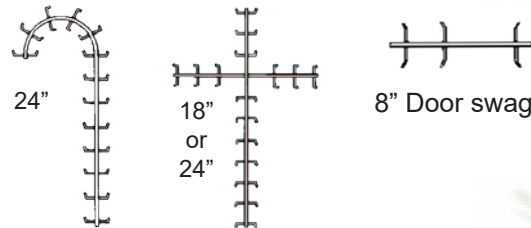


Wreath rings are available in round: 8”, 10”, 12”, 14”, 16”, 18”, 20”, 24”, 30”, 36”, & 48”.  
(NOTE: actual wreaths will be LARGER than rings. For example, a 12” ring may produce a 24” wreath, depending on foliage used. )

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.

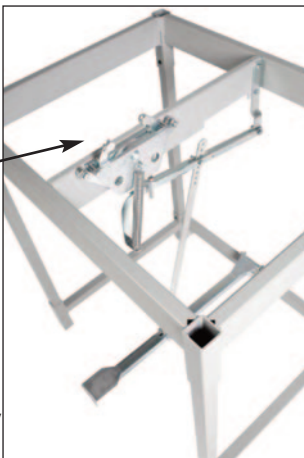
### Clamp Machine

assembled  
(includes pedal mechanism)

### Clamp Stand

(Table top included but not shown)

Clamp machine and stand sold separately



Priced and sold by the case pack

Size	Code	Pk	Gauge	Clips	Whsl	>\$7000K	>\$15K
8” Wreath Ring		100	10g	8	74.00	71.78	69.56
10” Wreath Ring		100	10g	10	82.00	79.54	77.08
12” Wreath Ring		100	10g	12	100.00	97.00	94.00
14” Wreath Ring		50	9g	14	64.00	62.08	60.16
16” Wreath Ring		50	8g	16	79.50	77.12	74.73
18” Wreath Ring		50	7g	18	108.00	104.76	101.52
20” Wreath Ring		50	6g	20	129.00	125.13	121.26
24” Wreath Ring		50	6g	24	158.00	153.26	148.52
30” Wreath Ring		25	2g	30	177.00	171.69	166.38
36” Wreath Ring		15	0g	36	189.90	184.20	178.51
Candy Cane (turns Left 24”)	WR CC24	25		12	81.25	78.81	76.38
Cross 18”	WR Cross 18	25			75.75	73.48	71.21
Cross, 24”	WR Cross 24	25			86.25	83.66	81.08
8” door swag	WR Swag	25		6	14.75	14.31	13.87
Craftmaster II Clamp Machine	WR Craft	1			77.50	77.50	77.50
“No-Hammer” Clamp Machine	WR Machine	1			220.00	220.00	220.00
“No-Hammer” Clamp Stand	WR Stand	1			549.00	549.00	549.00

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



# 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



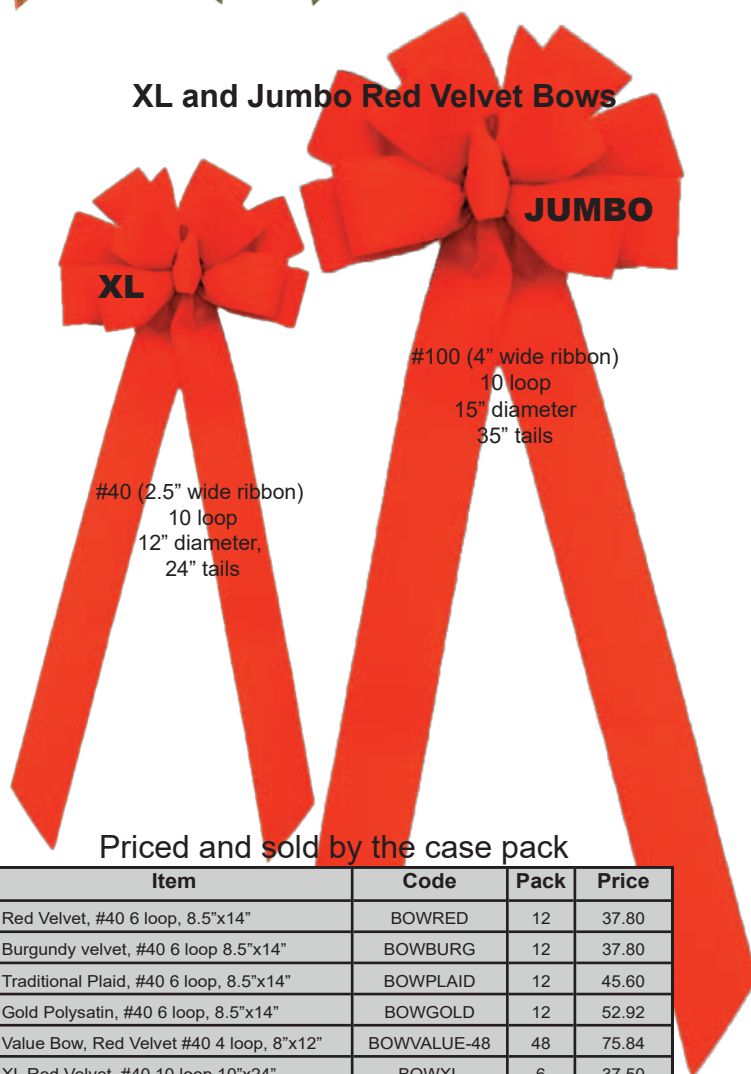
Red  
velvet  
Imported

## Ribbon #9



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

## XL and Jumbo Red Velvet Bows



**XL**

**JUMBO**

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

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

Priced and sold by the case pack

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



weather resistant

Choose from  
Polysatin (left)  
**Ribbon-Poly40R**  
or Red Velvet (rt)  
**Ribbon-Velvet40R**



Item	Code	Pack	Price
Red Velvet, #40 6 loop, 8.5"x14"	BOWRED	12	37.80
Burgundy velvet, #40 6 loop 8.5"x14"	BOWBURG	12	37.80
Traditional Plaid, #40 6 loop, 8.5"x14"	BOWPLAID	12	45.60
Gold Polysatin, #40 6 loop, 8.5"x14"	BOWGOLD	12	52.92
Value Bow, Red Velvet #40 4 loop, 8"x12"	BOWVALUE-48	48	75.84
XL Red Velvet, #40 10 loop, 10"x24"	BOWXL	6	37.50
Jumbo Red Velvet, #100 10 loop, 15"x35"	BOWJUMBO	4	48.00
Pull Bow, Small 5.5" dia, #9 18 loop	BOWPBV9SM	24	50.40
Pull Bow, Large, 8.5" dia, #40 20 loop	BOWPBV40LG	24	96.00
#40 Red Velvet Ribbon, 300'	Ribbon Velvet 40R	1	41.50
#40 Red Polysatin Ribbon, 300'	Ribbon Poly 40R	1	13.50
#9 Red Velvet Ribbon, 25 yd roll	Ribbon Velvet 9R	1	9.85



# 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



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

Many items from overseas have been delayed or simply have become unavailable. Many of our wreath decor items fall into this category. We have some limited stock of these items.



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



Hollyberry clusters red, with 7" pick



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



Santa assortment, 3.5" santas with pick, 12 pack



Apple Blueberry Cone Pick 12 pack



Frosted Cones and Berries Pick 12 pack



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

**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.



### Priced and sold by the case pack

Item	Pack	Price/pack
Ponderosa Pine Cone, natural, bulk	100	31.00
Ponderosa Pine Cone, white tipped, bulk	100	45.00
Painted Hollyberry, gold, paired on wire	72 pair	3.50
Frosted 6 cones and berries pick, 12/bag	12	13.60
Apple, Blueberry, Cones pick 12/bag	12	14.60
Santa assortment, 3.5" tall on picks	12	13.95
Cardinal assortment, 3.5" long	12	16.95



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**USA**

# Sales Tags

## Weatherproof Tags

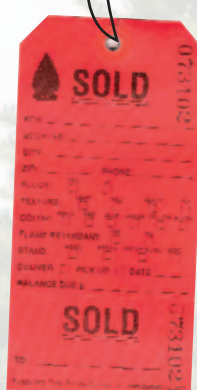
**Wired with Reinforced Hole, Consecutively Numbered**



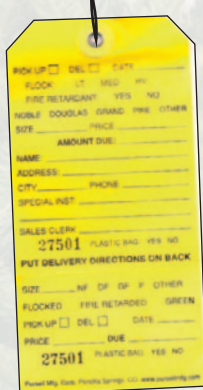
Two Part Sales Tag



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 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 Nordmann Fir  
Fraser Fir White Pine  
Balsam Fir Scotch Pine  
Douglas Fir Spruce



Priced and sold by the case pack

Item	Code	Pack	Material	Price
Two Part Photo Sales Tag	2 PART COLOR	100	Poly with elastic tie	14.00
2 part Sales tag	2 PART TAG	100	Weatherproof	14.00
3 part Sales tag	3 PART TAG	100	Weatherproof	14.00
Flock tag	FLOCKTAG	100	Weatherproof	15.00
"Sold" tag	SOLDTAG	100	Weatherproof	15.00
"Hold" tag	HOLDTAG	100	Weatherproof	15.00
Flame Retardant tag	FLAMETAG	100	Cardstock	12.00
Blank tag	BLANKTAG	100	Cardstock	11.00
Tree Shaped generic	TREE TAG Generic	100	Waterproof Poly	22.00
Tree Shaped Species	TREE TAG (Species)	100	Waterproof Poly	22.00
Security Ties	Security Ties	1000	Plastic	30.00

## Security Ties

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





# Lot Signs & Lighting



24"w x 18"h

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

## "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

made in the  
**USA**



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

## 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).



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



Item	Code	Price
"H" Post Species Signs, 24"x18" (specify type)	Post Sign (species)	14.50
General Lot Signs, 14"x22" (specify Enter, Exit, Pkg, Open)	Post Sign (type)	16.60
Wire "H" Frames, 30" tall, sold individually (5 pack)	H Frame	22.60



## 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 12guage 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, \$225.00**

Customer  
Attraction



# 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. **\$199.00** 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	148.00
Flame Retardant 1 gal	1	30.50



# Misc. Lot Supplies



**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, **\$110.00 / 250ct.**



**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, **\$46.68 / doz.**



**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, **\$2.50 ea.**

-1.4 lb. (+/- 110') of 26 gauge bright wire  
Item Code: WIRE26B, **\$3.00 ea.**

-1/4lb. (+/- 110') of green 24 gauge  
Item Code: WIRE24G, **\$3.33 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, **\$34.50/pack.**



## 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, 8/cs or

**Heavy Duty:** 5,500' per roll, 210 lb. tensile strength, 4pk boxed

Item Codes: **TWINE-REG, \$19.96**

**TWINE-HD, \$41.80**

Regular  
twine  
plastic  
wrapped  
ball



**TWINE-REG**

**TWINE-HD**

Heavy  
Duty  
Twine,  
individually  
boxed



## 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.



Priced and sold by the case pack

Item	Pack	Price
Aprons	1	19.00
Coloring books, assorted	250	110.00
Ring Knives	12	46.68
Twine Regular	1	19.96
Twine Heavy Duty	1	41.80
Snappy Trunk Ties	50	34.50
Tying Wire 22B, 1/4 lb. bright	1	2.50
Tying Wire 26B, 1/4 lb. bright	1	3.00
Tying Wire 24G, 1/4 lb. green	1	3.33
Tree Ties, 16'	100	49.00



# Misc. Lot Supplies



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, **\$1,750.00** SHAKEE-HOLDER, **\$106.00**

**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, **\$14.00 ea.**



# Grower Supplies



## Tree Colorant

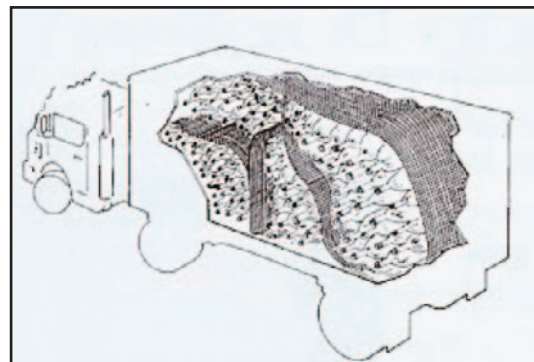
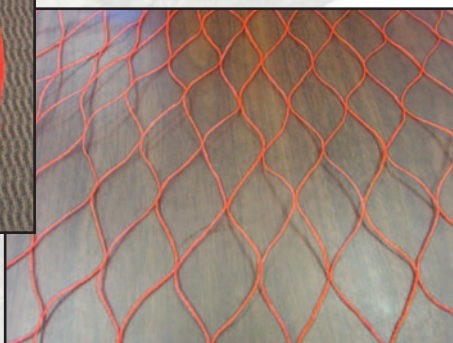
Ultraviolet rays cause a yellowing process in some species of pines. This spells disaster for Christmas tree growers, since consumers seek a lush green tree. Years of research have gone into formulating O'Leary's Deluxe II Organic Tree Coating to enable you to take your trees to market with resilient 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 a case of two 2.5 gallon jugs:  
**\$150.00 (2 pack)** 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.

**\$65.00ea**

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





# 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 pieces of 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**



**Priced by the pack**

Item	Code	Pack	Price
Deluxe Carving Kit	PUMPKIN KIT-DELUXE	24	84.00
Family/Party Kit	PUMPKIN KIT-FAMILY	12	66.00
2 Saw Set	PUMPKIN KIT-2SAW	48	47.04

**VOLUME PRICING AVAILABLE**

**SCARY GOOD FREIGHT RATES!**

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



# PURSELL

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

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Gunnison, CO

## TIRED OF HIDDEN SHIPPING FEES? FLAT RATE FREIGHT on orders over \$3,500



Orders over \$3,500 will be assessed a flat percentage of the gross invoice total in order to cover fuel cost. Not free freight but pretty darn close considering trucking and fuel prices these days. Each order will be delivered to a single location. Less than \$3,500 orders will be invoiced with full freight charge per selected carrier. If you do not select a carrier, we will select the lowest cost carrier for you.

**Zone 1:** Freight will be a flat 3% of gross invoice (e.g. if your invoice totals \$3500, your freight charge will be \$105)

**Zone 2:** Freight will be a flat 8% of gross invoice (e.g. if your invoice totals \$3,500 your freight charge will be \$280)

<CT, FL, MA, ME, NH, NY, RI, VT> (percentage rates above are based on fuel surcharges as of the time this catalog went to print and subject to change. See website for any updates)

We will select the lowest cost carrier for you. If you wish to ship via a different carrier, please say so and we will charge you the difference. Our core carriers are USF Reddaway, Old Dominion, and Fedex Freight.