



www.paulstreefarm.com

PAUL'S TREE FARM

2008 NEWSLETTER

CELEBRATING 60 YEARS OF GROWING QUALITY CHRISTMAS TREES!

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Our Website Newsletter

This is the second year of putting our newsletter on our website. We cut over \$2000.00 from our advertising budget last year by doing this instead of mailing it out. It was something that just had to be done. We sent everyone on our mailing list a post card telling where to find the newsletter. I hope you all found it then on our website.

We have found that most of our successful advertising comes from our website anyway. In a verbal survey we took of new customers during the last selling season, over 95% said they found out about us on the internet. It's amazing how times are changing.

Read & enjoy our 2008 Newsletter!

Paul's Diary

January 2, 2008: December was the worst weather that I can remember for selling trees. A storm came every weekend. We had over 21 inches of snow for the entire month. I had to plow out the tree farm three times. There are over three miles of roadways in the trees. Most years I never have to plow & if I do, it would only be one time.

The bad part about it all was that the snow, sleet & freezing rain we got on December 1st & 2nd left about 2 or 3 inches of ice on the ground & roadways. It was so slick you could hardly walk or drive on it. It was less slick after we got some snow on top of it, but then it warmed up some & melted the snow off and just left the bare ice again for a few days until it snowed again.

Then the tractor I use to plow snow with developed a major hydraulic leak so it was in the shop for about a week being repaired. Luckily we didn't have to plow any snow during that time.

Our sales were off about 200 trees the weekend of the sleet storm (Dec. 1st). However, we did make up for some of the sales losses over the next weeks. We were only off about 100 trees in the end. I guess that wasn't too bad considering the weather.

I want to thank everyone who did brave the weather & come out to cut a tree. But then I

know most of you said it was great fun out in the snow!

There were only three days that we were totally closed for an hour or two while plowing the snow. After about two hours of plowing, I can usually get enough of the roadways open to get cars back to most of the trees.

The Badger & the Illini didn't do too good in their bowl games on New Years Day, but both teams had great seasons.

The Packers have had a fantastic season so far this year. They were 13 & 3 in the regular season & 17 & 3 in their last 20 regular season games. Not too bad for old man Favre & the boys. Of course Favre broke Marino's touchdown & total yards passing records. Plus he broke many more records throughout the season.

April 24, 2008: Boy, what a winter we had! After having mild winters for the past ten years or more, we finally had a winter like I remember having every year back in the 50's, 60's & 70's. We had a lot of snow, but it still didn't get bitter cold like some winters I remember. I can remember winters when the temperatures would drop to -20 to -30 degrees at night & maybe get up to 0 during the day. and this would go on for a week or so at a time. So I guess the winter wasn't as bad as it could have been. But it is nice that spring finally got here & everything has greened up & Helen's daffodils are all in bloom. The first asparagus came up yesterday.

I didn't get any work done in the Christmas trees until the 19th of March. That's about 2 to 3 weeks later than usual. I cleared off 3 or 4 acres of old patches of trees & piled the brush.

Some of our seedlings came on time the second week of April, but some that came from Tomahawk, WI & New York state just came this week. I finished planting today. The Northern WI & New York seedlings were still frozen in till this week.

This is also one of the wettest springs I can remember. I had to plant all of the seedlings (3900) by hand as the land was way too wet to drive the tractor on to use the planter. The

river has started to drop & the ground is just starting to settle down now.

I also have most of the trees fertilized. I have been doing that off & on while waiting for more tree seedlings to come in.

I also planted sixteen more hardwoods in my arboretum. I also have started a few American Chestnuts in the house this winter. I started them from seed nuts. I will set them outside in about a month after the last chance of frost.

I would guess everything is about two weeks behind normal, but is catching up fast with this warm weather.

June 6, 2008: We finished picking asparagus today. We were really late getting started picking. We started picking everyday on May 5th. Some years we pick for a whole week in April. It sure was cold for the whole month but once it started growing it did quite well. We picked about the same total pounds as last year. It was a good season. Even though it was cold, it didn't freeze the asparagus off even once.

I did frostbite my fingers on two mornings. It wasn't down to 32 degrees, but in the mid to upper 30's when I started picking at 5:00 AM. The asparagus was wet & there was a little breeze. After about 1 1/2 hours of picking, my fingers were so painful I could hardly stand it.

After that happened two mornings, I decided not to go out until the sun was up & shining on me when the temperature was at least 40 degrees. I don't remember any year in the last 25 that it was so cold every morning while picking asparagus.

Next year we will have 500 to 1000 more pounds to sell if the weather is closer to normal & we can get started picking earlier. So tell all of your asparagus eating friends to get an order in anytime & we will call them when it is ready next Spring.

We appreciate everyone coming as soon as they are called to pick up their order. We have three refrigerators that we use to store the asparagus in & they are about full with 150 to 200 pounds. However, we pick 80 to 150 pounds most days & need it removed for the

next days picking. Sometime I'm sure it's an inconvenience, but most of you come on the day we call or early the next morning & we thank you very much!

It has also been a wet spring which has been good for the tree seedlings.

June 25, 2008: We finished shearing the pines yesterday. The weather was great for the seven days it took. The temperature was in the 70's to about 80 & no rain! The mosquitoes got bad for the last two days, but the "deet" kept them from biting. We have had 10.2 inches of rain so far in June. We did lose a few large, nice Fir trees that drowned out as they stood in water too long. However, the new seedlings we planted are thriving on all the rain & so are the weeds. We have had way too much rain, but still not anywhere near as much as last August when we got over 16 inches.

All the shearers that worked last year came back & we hired only three beginners, so we had good experienced help this year. It is always harder when I have to train a whole new crew. Most of them will be back in a couple of weeks or so to shear the Spruce & Fir.

I still have a couple of days of shearing on the pines to do by myself. I have to shear the tops of the largest trees that we couldn't reach with regular shears. I use a tool called the "Lightening Rod" (basically a pole with shears on the end). I will also walk each row that we sheared & take a nip here & there that was missed. It all goes pretty fast.

July 26, 2008: We finished shearing the Spruce & Fir yesterday. We had a crew of six back to help for about a week & I sheared alone for about two weeks. The weather was pretty nice while the crew was here. It was sunny & there was a nice breeze so the mosquitoes didn't bother much. If the sun went under or there was no wind, the mosquitoes came out with a vengeance. I think the mosquitoes have been about as bad as I have ever seen them. The first part of July was a little wet, but has settled down now. We do need about an inch of rain every week yet through August for the crops & the little trees.

September 29, 2008: The weather went from extreme wet to extreme dry. We only had 1.1 inches of rain in August. The crops were really suffering. We have had several inches of rain over the last two or three weeks & that helped a lot. The grass has all greened up & we have to mow yard again.

This will be my last entry for 2008. We now have to start putting our newsletter together. Looking forward to seeing you when you come to cut your tree.

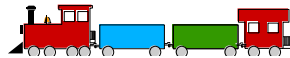
Kids Drawing Winners of 2007

In 2007 Paul's gave away two Life-Like "Rail Runner" HO Electric Train Sets.

The Kid's Drawing was held at the close of business on December 16, 2007 at Paul's Tree Farm, Brodhead, WI.

The winners were: Emma Kane, age 15, of Janesville, WI & Bryce Harmon, age 10, of Monroe, WI.

Back By Popular Demand: Kids Only Drawing Again This Year For Ages 8 – 18 years!



Due to the terrific popularity of last years drawing, we have decided to give away two model train sets again this year. The drawing will be for those kids 8 to 18 years of age.

The 1st prize will be a Model Power "Double Diesel" Ready To Run HO gauge train set. The 2nd prize will be a Model Power "American Classic" Ready To Run HO gauge train set.

Be sure to enter your children's names in the drawing box when visiting Paul's Tree Farm!

60th Anniversary Drawings for 18 years & up!

We will be having a drawing for adults in honor of celebrating our 60th year of growing quality Christmas trees. (1948 – 2008)

The prizes will be:

1st prize: Philips 7-inch Portable DVD Player (Value \$119.99)

2nd prize: Gil Hibben Hunting Knife (Value \$99.95)

3rd prize: Handmade Cherry Rolling Pin (Value \$19.95)

Eighteen year olds may enter only one of the drawings.

Both the "Kids Drawing" & the "18 yrs. & up" Drawing will be held at the close of business on December 15, 2008 so prizes may be picked up in time for the winners to enjoy them for Christmas.



Trees Available This Year

Spruce: We will have a total of about 1700 Spruce available this year. There is a large selection of Norway & White Spruce (over 1500 total). There are no new areas of Blue

Spruce & there aren't many left in the old areas. A lot of them had bad bottoms, so I trimmed off the bottoms & left what was good for a top. They will run anywhere from 2 ft. to 7 ft. & each tree will have a tag with the individual price on it. There is hardly any Serbian Spruce this year. Spruce will run from 6' to 14'.

Fraser Fir: We have about 125 Fraser Fir this year. This is a few more than last year. This will not be enough for the demand, so we will sell out early. However, if you like the Fraser & they are picked over by the time you come to choose & cut your tree, check out the Balsam Fir & Canaan Fir. We have a good selection of these. The Fraser Firs we have this year are very nice & will run from 6' to 9' tall. Quite a few have come up from stump culture & are very nice, but only 6' to 7' tall.

Canaan Fir: This is an exotic fir that grows naturally in the mountains of West Virginia. It is a natural cross between the Fraser Fir & the Balsam Fir. We will have about 200+ available this year in the 6' to 9' range. Reports have been coming in from those of you that cut a Canaan Fir over the past three years & everyone is saying they have excellent needle retention.

Balsam Fir: We have a good selection of Balsam this year. Most available are of the hybrid variety. There are over 350 in the 6' to 9' range. During the flooding in the Spring we lost 200+ Balsam & Frasers. You will see the dead ones still standing. They stood in 6 inches to 12 inches of water for several weeks. We were lucky we didn't lose more.

Concolor Fir: We have over 100 Concolor (White) Fir ready this year. Where they have now had one more year to grow, they are fuller & nicer than last years. They will run 6' to 8' tall. There is one that is very nice & is a good 12' tall if you require a tall tree. We have put up a Concolor for the last two years. We have never had a tree hold its needles any better (as good if not better than a Fraser).

Douglas Fir: None available. This is a tree that doesn't grow well for us which is too bad as we could sell everyone we have.

White Pine: There is a large selection of very nice White Pine again this year. There will be over 700 ready to go in the 6' to 10' range.

Scotch Pine: We have a nice selection of about 325 Scotch in the 6' to 8' range.

Norway (Red) Pine: We have about 80 Norway Pine available this year. They are in the 6' to 8' range.

*Jesus is the reason
for the season!*



Small Pre-Cut Trees & Wreaths

Once again we will be having pre-cut table trees, ranging 2 ft. to 5 ft. in the \$4.00 to \$15.00 price range. These are great trees for those of you who need a shorter tree, or for the children's room. Pre-cut pines ranging 6 ft. to 7 ft. will also be available, priced at \$18.00 to \$28.44 each + 5.5% WI Sales Tax.

Paul will be making the extra full wreaths again this year, in several sizes, decorated with velvet bows. Wreaths will range from 21 inches to 32 inches in diameter, prices starting at \$10.00.

Previous Newsletters Available

Those of you that didn't get all of our newsletters over the past few years may pick one up when you get your tree this year, if you like. I know some folks like to save the old newsletters for souvenirs & for the articles. We have back issues available from 1999. They will be on a shelf in our craft shop. Feel free to pick one up for each year you don't have.

Open On November 22nd

Beginning November 22nd, we will be open every day from 9:00 to 4:00, weather permitting. In case of bad weather, it is best to call to check & see if we are allowing vehicles to drive down into the fields.

If anyone wants to cut a tree before we officially open, you should call to set up an appointment. We could probably work out a time that would be convenient for both of us. If you do cut your tree early & don't want to set it up until after Thanksgiving, just keep it in a cool place, as in a garage, out of the sun. You could stand it in a pail of water, although that's not really necessary. The important thing is to be sure to make a 1/4 inch fresh cut off the stump just before you set your tree up. This will open the pores & your tree will be able to take water. Be sure to keep the tree stand full of water at all times. Do not let the water level go down below the bottom of the stump.



Open Weather Permitting

Just a reminder that we sometimes have to close the gate into our fields if we get a lot of rain & also if we would get enough snow that has to be plowed. The lanes down in the fields would be closed until they have drained off or we get them plowed out, depending on the case.

Rain is actually worse than snow in most instances. We have sandy ground and the water soaks away in a few hours after it stops raining, so we are never closed for very long. We thank you for your patience on those rainy days.

After a rain, there are usually water puddles in the lane. We greatly appreciate it if you would straddle the puddles or drive around them if possible. Every time someone's tires go through a puddle, it gets a little deeper, and we would soon have a very rough roadway. It doesn't matter what type of vehicle you have, we do not want vehicles driving through puddles, cutting the lane up for others. We and everyone arriving after you appreciate very much your not driving through puddles.

If you are thinking of coming on a rainy day it is always best to call first to see if the lane is open. We do have a few Christmas trees not too far from our Craft Shop which you could walk to if the lane is closed. However, some of the trees are a mile from the Craft Shop. It is always better to come the day before a predicted storm or the day after the storm.



You have probably noticed the small orange flags along the drive going down into the field. These are marking the waterways that I have dug to drain the water off the roadway. They are a warning to not drive there. It will be very bumpy if you do. If you drive over these bumpy waterways, you do so at your own risk!

If You Cut Your Tree Early

We are opening the week before Thanksgiving again this year. Thanksgiving falls about as late as it ever does this year. It is OK to cut a tree a week or so before Thanksgiving, but if it is a Spruce it will be questionable if it will hold its needles until Christmas if it is set up in your home that early. If you cut a tree early, it is always wise to store the tree in a cool, dry place & in a bucket of water & out of the sun; such as in a shed or garage. Then make a fresh cut on the stump of about 1/4 inch before you set it up. I know a lot of you like to cut your tree early as you don't have time to come out & cut the weekend after Thanksgiving or later because of deer season, Christmas shopping, etc.

A Spruce tree should last two to three weeks when handled this way. I know I hear reports from customers who have had a Spruce up for 4 or 5 weeks with no problems. We have a time or two. Spruce are a very popular tree, but they just don't hold their needles like a Pine or Fir. When someone says they are going to set up a Spruce the week before Thanksgiving, they are really taking a chance of it still holding needles by Christmas. When we put up a Spruce, we usually put it up around the 5th to the 8th of December. It will then usually last till Christmas. If it is still

holding its needles at Christmas we will leave it up till New Years or longer. Spruce are very unpredictable. If you are going to have a needle retention problem, it will probably be with a Spruce.

Never set any tree up next to a hot air register. It will dry out in 2 or 3 days!

Never let your tree stand go dry of water. If you do, the bottom of the stump will seal over & the tree will no longer take water & the tree will dry out prematurely. If the water level goes below the bottom of the stump, the only thing to do is take the tree out of the stand & make a fresh cut so the tree can take water again.

When we put up a Spruce, we always use "Kling" tree preservative. It seems to make the tree take more water helping it last longer.

We set a Scotch Pine up in our Craft shop on November 11th & took it down on Christmas eve. It was up for 6 weeks & the needles were still just as fresh & pliable as the day we set it up! Of course it's a pine, & pines do have excellent needle retention; and we kept it watered & used "Kling" in the water. It looked like it was good for a couple more weeks!

Shaking & Baling Services

We will be offering the free shaker service again this year. Most customers have found that it really helps "clean up" their tree. Remember though, that you shake your own tree at your own risk, especially on days when the temperature is below freezing. No one wants to "break" the top or any branches out of their tree under those conditions. When trees are frozen, they can snap like glass!

The baling service will be \$1.50 + tax per tree. As a reminder—some trees may be too big to pull through the baler & on days when the temperature is below freezing, it is not wise to bale either, due to the risk of breaking branches.

Kling Tree Preservative

We will be giving Kling away again this year with the first 1000 trees sold. After that, Kling will be sold at the low price of three sheets for \$1.00 + tax. Kling is such an easy to use product & it really helps keep your tree fresher longer. Be sure to keep your tree stand full of water at all times!



Fraser Fir Cutting Rules

We would like to thank everyone who followed our special cutting rules perfectly last season by leaving a whorl of branches on the stump keeping the stump alive so we can grow another tree from the same stump (“stump culture”).

However about 10 trees were cut leaving no branches on the stump, causing the stump to die. Ten to 15 doesn't sound like a lot, but over a 10 year period it would add up to 100 less trees we would have available.

We have the special cutting rules in our price list & on signs around the Fraser Fir area, so everyone should be aware of these special rules. Please, please follow these simple rules. Transplants are so hard to get started, especially when we have extreme dry spells in the summer like we have had off & on over the past few years. It is much easier getting another tree started from the stump, although it doesn't work 100% of the time.

Thank you for your cooperation.



Please
Bring Back
Our Saws!!

Someone still has several of our saws. If you took one home with you by mistake, please bring it back. Just cut your tree & leave the saw in the saw box. This is just a friendly reminder! Several saws come back every year.

We had several of you bring a saw back this spring & summer and we thank you very much. It was much appreciated!

Handle Carefully On Cold Days

When the temperature drops below freezing, the sap freezes in the Christmas tree branches. The branches snap like glass when frozen solid. Therefore on cold days when the temperature is below freezing we don't dare bale a tree or it would snap the branches. We also don't recommend shaking your tree in our tree shaker as it is quite a vigorous shaking & can break branches. If you want to shake your tree on a cold day, you do so at your own risk.

When you get your frozen tree home, the branches may break just bringing it into your home. If you have a heated garage or a warm place you could put it for 15 to 30 minutes it will thaw out & the branches will become limber making it go through a narrow door more easily. I guess the cold weather is a little more normal than some of the 50 to 60 degree weather we have had over the past 5 or 6 years! Just handle your tree carefully on the cold days & your tree will be fine.

The
Christmas
tree reminds
us of the Christ:
its top pointing to
heaven, its lights denoting
the Light of the World, and all
the presents beneath it reminding us
that every good gift comes from above.
Thanks
be to
God.

Did Your Tree Put On New Growth?

In last years newsletter we asked if any of your trees put on new growth while you had it up for the holiday season. Several customers told us that their tree put on new growth last year before they took it down. Our Concolor Fir just started breaking bud before we took it down.

This is a rare occurrence. We have only had it happen 4 or 5 times for us over the past 40 years. It gives an extra surprise and enjoyment to the Christmas season when this happens. Everyone always has a chance that their tree may grow, so watch for it. I feel sorry for people with fake trees, as they will never be able to experience this.

If your tree put on new growth this past Christmas season, let us know when you come to cut your tree. Bring a picture if you have one!



Which Trees Hold Their Needles The Best?

Every year quite a few customers ask me this question so I will give my answer here:

The Fraser Fir is noted to hold its needles the best of all species. I have had people tell me they have had a Fraser Fir up from Thanksgiving through March!

All Fir & Pine hold their needles very well. If you are going to have a problem with needle drop, it will probably be with a Spruce. However, a Spruce should hold their needles 2 to 3 weeks without any problems.

All in all Christmas trees of all varieties hold up quite well. They are no different than cut flowers. They need a fresh cut on the stem & need watered daily. Cut flowers will only last about one week. Christmas trees will last 2 to 5 weeks, depending on the variety. Never set your tree next to a hot air register. The warm furnace air will dry them out in 2 or 3 days.

One of the most important things is to never, & I mean never, let your tree strand go dry of water. If you do, the bottom of the stump will seal over & no longer take water & the tree will dry out prematurely. If the water level goes below the bottom of the stump, the only thing to do is take the tree out of the stand & make a fresh cut so it can take water again.

The Scotch Pine we had set up in our Craft Shop last year was set up on November 11th & taken down the day before Christmas. It was up 6 weeks! It was just as fresh as the day we put it up & hadn't lost a needle. But we did keep it watered & used Kling tree preservative in the water.



Danger In Fake Trees

A few years ago I wrote about the plastic in fake trees coming from china possibly containing lead. I have come across some more information recently about more dangers in fake trees.

The plastic in fake trees is polyvinyl chloride (PVC). The Center for Health, Environment & Justice (CHEJ) has recently listed fake Christmas trees on its Website (www.besafenet.com). It is just one of many household items to be avoided because they contain PVC—what they call “the Poison Plastic.” PVC has been linked to cancer, respiratory problems, neurological damage & endocrine disruption. According to the National Christmas Tree Association, “PVC is dangerous at every stage of its existence—from production, through its use & disposal.”

When PVC burns it releases toxic hydrogen chloride gas, forming deadly hydrochloric acid. If a fake Christmas tree burns (and plastic will burn) it exposes everyone in the home, including firefighters, to the deadly fume danger. Workers at PVC plants or fake Christmas tree factories may have life long health risks from the exposure.

Then there is the question of lead in fake Christmas trees. We know that lead can cause neurological damage. In 2003, we were warned about vacuuming under fake trees because of spreading lead dust. Lead dust may cover fake tree branches or gifts under the tree. Currently, the Children's Health Environmental Coalition warns consumers that fake tree owners should determine if their tree has lead in it & if you cannot determine that, then you should dispose of the fake tree. There are lead testing kits available.

The real Christmas tree is by far the best environmental choice. Real Christmas trees while growing remove carbon dioxide from the air & give off oxygen. And they can be

recycled when you are through with them. Each acre of Christmas trees produces enough oxygen for 18 people.

Real trees are grown in all 50 states. Eighty-five percent of fake trees are manufactured in China. There are about 21,000 Christmas tree growers in the United States & over 100,000 people employed full or part time in the real Christmas tree industry. When people know the truth, they will buy a real tree. Most people are environmentally conscious & real trees are the winners here hands down!

*Information in this article was taken with permission, from an article in the Summer, 2007 issue of **Christmas Trees Magazine** "Know Your Competition" by Catherine Howard.*

Christmas Spirit Foundation 2007

We would like to thank everyone who donated to the Christmas Spirit Foundation last year. All the members of the National Christmas Tree Association participated in collecting donations & we collected a total of \$82.17. Your nickels, dimes, quarters & bills do add up! And I am sure the troops in Iraq & elsewhere appreciated the real trees that were sent to them through this foundation. Nearly 17,000 trees were shipped via Fed Ex to the troops in hopes they would feel a little of home during the Christmas season. Some of the monies also went for environmental issues & family-oriented programs within local communities, college scholarships & camps for underprivileged & ill children.

We will have a donation box available again this year for the Christmas Spirit Foundation. We hope our donations will top last years. It's a great cause!



Kitchen Gift Package

We will be offering the Kitchen Gift Package once again this year, as it seems to be very popular. The package contains one of Paul's handmade rolling pins (\$14.95 value), two Old Hickory Paring Knives, one 8-inch Old Hickory Slicing Knife, one fancy Kitchen Towel & three Cookie Cutters. These items all come packaged in a nice gift box for only \$34.95; or \$44.95 with a set of nicer knives. Another rolling pin of your choice may be substituted for the difference in its price.



Paul's Rolling Pins & Woodworking News

I have really been busy all summer replenishing my supply of rolling pins. I made 119 rolling pins! I now have way over 200 to choose from. They are mostly made from

local wood cut here on our farm or in the nearby area such as: Maple, Red Oak, Swamp White Oak, Cherry, Black Walnut, Elm, Ash, Manitoba Maple (Box Elder), Hackberry, Catalpa & more. I have several highly figured Walnut, Cherry, Catalpa & Manitoba Maple (Box Elder) rolling pins & a few that are laminated with different kinds of wood. These are quite striking & beautiful.

I have several fantastically figured & spalted Manitoba Maple (Box Elder). I have had a few spalted rolling pins in the past, but they haven't sold very fast. I don't believe most people realize what spaltling is. It is most common in the Maples. As the wood starts to decay, but is still solid it forms black lines. I believe it is a fungus growth. The thin lines follow the grain pattern & makes a very strikingly beautiful piece of wood. A few of the Manitoba Maple (Box Elder) rolling pins have some of the nicest spalting I have ever seen, along with the natural red stripes & highly figured grain these are truly one of a kind rolling pins!

I still have a good supply of Walnut rolling pins, therefore I will continue selling them at a 22% discount. They have sold very well at this discount price for the past three years. After I sell about 20, I will be putting the price back up, so don't wait too long to get in on this deal.

I make my rolling pins larger in diameter than those commercially available so they are easier to use. I put a non-toxic, clear salad bowl finish on them so the natural color of the wood comes through to show its beauty. None have been stained to change the natural beauty of the wood. I also make rolling pins without handles for those who prefer that type. I have a good selection of those cute mini rolling pins too.

When you need a unique gift, especially for a shower or wedding, remember the new bride would love a handmade rolling pin from Paul's Tree Farm! We also have available shipping/gift boxes for the full sized rolling pins at \$1.50 each, plus tax.

This summer I made 50 more Cattails. I also have a good supply of Turned Ornaments, Scroll Sawed Ornaments, Round Cheese Cutting Boards, Wooden Cherry Plates, Rolling Pin Racks, Salt & Pepper Shakers (turned on the lathe from Black Walnut), & Toy Wooden Tops (great stocking stuffer!).



Knives

We have many new models this year. We will have over 70 different models in stock when we open to sell trees. I have more knives than will fit in my display cases again this year, so ask to see the rest of the knives if you are interested.

I will again have an excellent selection of quality made knives from China. Some have very unique designs for the collector. There is a large selection of folding knives in the \$7.00 to \$20.00 range. Of course I have a few Linder Solingen knives & the lower priced Linder International knives. Linder has been making quality knives in Solingen, Germany since 1908!

We will have a good selection of fixed blade hunting knives, both Bowie & Skinner models in stock. Some will have a gut hook. These knives (both carbon steel & stainless blades) will range from \$11.00 to \$80.00. We also have folders, lock backs & linerlocks, with & without an easy open thumb stud. We also have folding hunting knives from \$12.95 to \$39.95. We have knives with fancy paintings & scrimshaw pictures on the handles. These range from \$5.00 to \$15.00.

Popular brand name knives that we have in stock this year are: M-Tech, Elk Ridge, Gil Hibben, Junglee, Linder, Schrade, Winchester, Buckmaster by Camillus, Opinel, Rough Rider, Master Cutlery, United Cutlery, Boker, Colt, Condor & more.

Knives make excellent gifts. For the best selection, shop early. While we do have a large selection in stock, knives have proven to sell fast as Christmas gifts. We try to stock knives that are different & unique, along with traditionally styled knives.

If you would like to come & look at the knives or anything else in our craft shop before we officially open, just give us a call & we can set up a time that will be convenient for both of us.

DeKalb Seed Corn Signs



For Sale: Antique DeKalb Seed Corn Signs from the 1940's. The ear of corn measures 18

inches long. Prices range from \$35.00 to \$100.00 depending on condition. Several available.

Helen's Crafting News



I haven't been able to do as much crafting this year as I would have liked to do because I now have some arthritis in my finger joints which makes doing a lot of tedious crafting a lot harder.

Among the items I will have available this year there are: *Shotgun Shell Snowmen, Mini Grapevine Wreath Cross Stitched Ornaments, Sparkly Beaded Stars, Gold Icicles with Poms, Frosted Glass Icicles with Ribbon*

Bows, Cross Stitch Ornaments, & many one-of-a-kind ornaments too numerous to mention!



Our Other Crafters:

Other Family Crafters



As in the past, our daughter, Lorie will have crafts in our shop, along with a few

ornaments made by her daughters, Ashley and Alyssa, ages 13 & 9. The girls all love to craft! They have made Pinecone Angels & Snowmen Jingle Bell Ornaments for this year. Lorie will also have a good selection of handmade fashion & winter scarves available, as mentioned elsewhere on our website. They make lovely handmade gifts!

This year we will also be offering handcrafted necklaces made by our cousins, Harry & Phyllis, in Minnesota. They learned the art of Silversmithing & used Montana Agates, Tiger Eye, Amethyst, Jasper, Petrified Wood, etc. to make "Wrapped Jewelry." Harry tumbled & polished the stones himself. There are also several traditionally mounted necklaces made with Flourite, Blue Tiger Eye & Fire Agate.



Necklaces start at \$10.00 & go up to \$35.00. These are beautiful necklaces so be sure to look for their display when you visit our Craft Shop!



Debbie Jean's



Debbie Niedermeier of Brodhead, WI will once again offer her hand painted *Christmas Ball Ornaments, Misc. Ornaments & Framed Paintings* in our craft shop. Debbie also has her own shop, "Debbie Jean's," where she specializes in "Custom Framing & Whimsical Treasures." For special orders, Debbie can be reached at (608) 879-2018.



Bruce

Once again we will offer the hand crafted items made by Bruce of Brodhead, WI. Bruce makes handmade, barnboard items, such as *Bird House Stakes, Picket Fence Birdhouse Benches & Other Barnboard Yard Décor.*



Illinois Crafters



Two ladies from Rockford, IL (a Mother/Daughter team) will be putting crafts in our shop again this year. They will help stock our shelves

with the following tree ornaments: *Marshmallow Snowmen, Marshmallow Angels, Snowmen Skate Boarders, Egg-Shaped Snowmen on Sleds, Marshmallow Snowmen on Sleds, Gingerbread Houses, Marshmallow Manger Scenes, Snowmen Ice Cream Cones, Gingerbread Men Games, Hershey Kiss Reindeer.*



Broom Corn

Paul has an ample supply of colored broom corn again this year. It adds a nice touch to dried arrangements.



Also in our Craft Shop:

Peanut Brittle



Peanut Brittle made by the Cornerstone Church of God, Beloit, WI will once again be sold in our craft shop during our tree selling season. It is made fresh each week & is the best Peanut Brittle around!



Maple Syrup



Pure Maple Syrup will once again be offered in our shop during our Christmas tree selling season. It is made locally on Scott Elsasser's farm near Orangeville, IL. If you need syrup during the rest of the year, you may call Scott at (815) 789-4419.



Asparagus

We will have fresh home grown asparagus again this coming Spring. If you would like some, get your name on our list so we can call you when it's ready. Let us also know approximately how many pounds you would want. When we call you, you can change the amount, either more or less if you like. If you would like a small amount each week, or if you want a larger amount all at one time, we can accommodate you. We fill orders as small as one pound. If you are already one of our customers, we still have your name, phone number, etc. on file. You don't have to put in a new order unless you wish to change the number of pounds you want. We will just be calling you when your order is ready!

The asparagus season runs from about the first of May to June 15th depending on the weather. Asparagus is a warm weather crop. The temperature needs to be in the 70's or higher & the sun needs to be out to warm up the ground, then it grows like crazy. If the temps are in the 50's & 60's & it is cloudy out it grows but not very fast & we won't be picking every day.

If you are on our list to be called for asparagus, don't think we have forgotten you if you haven't heard from us during the first week or two of May especially if it has been cool out.

If you are one who gets a few pounds each week, we will call you first to get you started as soon as we have some available.

The price of the green asparagus will be \$2.00 per pound again in 2009.

Bargain Priced Asparagus

Due to unforeseen increases in production costs, we are forced to increase the price of the bargain bag asparagus from what we had listed here last Fall to the following:

We will be having the 4 lb. Bargain Bags of asparagus for \$3.00 (only 75 cents a pound) if you buy some at the regular price. Every day we sort out the asparagus that has loose tops & that is smaller in diameter. It is kept separate from what we sell at the regular price. If you buy asparagus at the regular price, then we will give you the chance to purchase the 4 pound bargain priced bag for \$3.00. If you do not buy any regular priced asparagus, the bargain priced asparagus will cost you \$5.00 for 4 pounds (only \$1.25 per pound).

There is nothing wrong with this asparagus other than it having loose tops & being smaller in diameter. As a matter of fact, this is what we eat throughout the growing season! The supply is limited, but if you would like some, just ask. There is usually some available every day during the asparagus season.

Purple Passion Asparagus

The Purple Passion is sweeter than the green asparagus. It has 20% higher sugar content. I ate some raw last year for the first time & its great! I believe it would be good with a little vegetable dip just like one uses with raw carrots, broccoli, cauliflower, etc.

We will have a good supply in 2009, but limited, so you will need to let us know a few days ahead of when you want some so we can fill your order. The price will be \$3.00 per pound. Many customers liked it packaged in 2 pound packages, but I can put any amount one would want in the bag. We have one customer who bought 5 pounds of the Purple Passion each week plus 5 pounds of the green asparagus each week. So just let us know how many pounds you would like & we will be glad to fill your order!



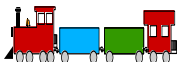
Fresh Asparagus Keeps Well

Each year when we finish picking asparagus, we usually pick about 20 pounds to store for ourselves. We store it upright in about one inch of water in a container in the refrigerator & then we can extend our season about two to three weeks. After two weeks or so the flavor isn't quite like the day it was when picked, but it keeps great stored like this. It is a lot better than most of the so called "fresh" asparagus in most grocery stores. It is best not to store your order of asparagus in the plastic vegetable bag that we put it in when you pick it up. Let us know if you want some extra asparagus at the end of the season & try storing it as we did & continue enjoying this wonderful tasting vegetable!



Rhubarb

We hope to have a good supply of Rhubarb this coming Spring. We set out a new patch three years ago & more rhubarb should be ready this coming season. We also set out 50 more plants this last Spring & plan on expanding the patch even more in 2009. Just get your name on our list & we will call you when it is ready. It is usually ready about the same time as the asparagus. The price is \$2.00 per pound.



Model Railroading

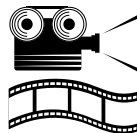
We went to the Lena, IL model train show this year which was the last Saturday of February.

We also attended the model train show in Monroe in September at the Slice Arena &

picked up a few choice bargains. This show is a great local show.

Get those old trains out of the closet or attic & get them rolling once again! If you don't have room to set up a layout, at least put a loop of track under your Christmas tree this year. Your kids & grandkids (& you) will love it. I have been setting up two loops under our tree & running my old Marx trains that I got when I was a kid. What great fun!

I will be having my old Marx trains & some of my HO trains on display in our craft shop again this year. Be sure to come in & see them. We will also have our HO Christmas train operating on its track up near the ceiling of one of the craft shop rooms. Don't miss it! If it doesn't happen to be running when you come in, just ask one of the workers to turn it on.



Camera & Film Collecting

by Paul

I am still collecting old home movie cameras & projectors. I am mostly interested in Regular 8 & Super 8 equipment. However, I am getting more selective of what I buy as I am running out of display space.

Old home movie equipment has become unwanted & is being thrown in the land fills. Don't throw your equipment away! Even if it doesn't work, I will take it for parts as new parts are no longer available. So if you were thinking of throwing out your old home movie equipment, throw it my way!

I also collect old Hollywood films on Regular 8 & Super 8, such as Cartoons, Abbot & Costello, Hoppalong Cassidy, Documentaries, Shorts, Features, etc.

Over the past year I have purchased some great old films. I picked up a "My Little Margie" TV show on 16 m/m. I can remember watching "My Little Margie" when I was a kid.

On Super 8, I got another Elvis feature, "King Creole." I think I now have most all of the Elvis features that were available on Super 8.

I got that great old film "Life With Father" (1947), & the Sci-Fi "B" movie from 1953, "Invaders From Mars."

I also got that great Disney cartoon, "Casey At The Bat" & another Betty Boop cartoon. I now have 8 or 9 Betty Boop 'toons. I also got a great film on "Babe Ruth" called "Fence Buster."

I also found a great Super-8 sound projector. It is an Elmo ST-1200. This is a top of the line model. This projector is like new, which is very hard to come by. These projectors were

made in the late 1970's & Elmo made some of the best projectors ever produced. I purchased it from Steve Osborne, 2520 Blackhawk Road, Kettering, Ohio, 45420 (The Reel Image). If you are looking for a camera, projector or films (new or used) get in contact with Steve & let him know what you want. He probably has it or can find it for you. This is also where I get most of my films. He is an honest man to deal with & his prices are very fair.

I am also still collecting old home movies. People are having them put on video tape or DVD's & then throwing out the film. Don't throw out your old regular 8, S-8 or 16 m/m home movies! I believe that they should be preserved. When I get any old home movies, the first thing I do is clean & lube them & then store them in a dust proof environment. If you have any old home movies that you no longer want, I will take them, clean them & store them. If you would ever want them back to have transferred to DVD or watch again, I would be glad to let you do so. This past year I have picked up over 5400 ft. of no longer wanted old home movies. Over the past several years I have also accumulated over 6000 more feet of old films for a total of over 11,400 ft. of old home movies.

I go over every foot of film checking it over. If it has any torn sprocket holes, I repair them. Once in awhile I will find a foot or two that has jammed in the projector & is ruined. I cut these areas out. All of the film I now have will project perfectly.

New film is still available for your old movie camera. There is color and Black & White film still available for the old Regular 8 cameras (made from about 1932 to 1963). There are quite a few different films still being manufactured for Super-8 cameras (1964 & later). For Super-8 there are two B & W films (Kodak Plus-X & Kodak Tri-X). For color reversal type films, there is Ektachrome 64T, Ektachrome 100D & Fuji Velvia 50D. Kodak also makes several color negative type films. These are not made to be projected, but to be transferred to DVD. These are more for the semi-pro movie maker.

I tried two new films for the first time this year. They were the Fuji Velvia 50D & Kodak Ektachrome 100D. I purchased these films from "Spectra Film & Video" in North Hollywood, CA. Both are fine grain, color films with fantastic color. It is the best I have seen since Kodak discontinued Kodachrome. The Ektachrome 64T is great, but these two films are much better. I highly recommend them.

I have a list of where you can get films, processing & supplies. If interested, just ask.

LOCAL AREA DOCUMENTARY
&
FAMILY TREE PHOTO
ALBUM FILM

By Paul

(2008) Several years back I went around our local area and took pictures with my Super 8 movie camera of the old buildings that were still standing. Our local village of Avon, WI was quite a booming town back in the mid 1800's. The railroad was going to come through and that meant Avon would continue to grow. But the railroad deal fell through and Avon slowly died. There isn't much left now but a hand full of houses. The old post office was still standing, so I got a picture of it along with the old rural school houses and churches in the area.

I had some old photos of the buildings that were torn down years ago. I used a camera with macro capabilities and filmed these old photos, putting a title before each photo. I used my Minolta XL601 movie camera and Kodak Tri-X film. I love working with Tri-X. I have always loved working with black & white. If you never have, try it. It's also cheaper than color.

I have an Omega 760 photo enlarger. I removed the dichroic head and mounted the movie camera on the enlarger stand and put the photos on the baseboard to be copied. I used two ordinary 150 watt flood lights, one on each side of the old photo being copied. You don't have to be too particular with the color temperature when using B & W film and most any type of lighting will do.

I didn't exactly know how long I wanted to expose each photo. If it was on the screen too short of a time, you wouldn't have time enough to see what it was and if it was on the screen too long, it would get boring. With titles, I usually film them long enough to read them twice and that works out about right. I decided to try 6 seconds and see how that would work out. It all turned out great, about what I had hoped for. Some of the old photos looked like I was actually filming the actual building. I ended up with about a 300' documentary film of our little village and the surrounding area. It's priceless to me; however anyone living outside of the area wouldn't probably be interested.

Where this all turned out as good as it did, I decided to make a family tree photo album this winter of my side of the family using old black & white photos. We have many old family photos, some dating back into the 1800's. I sorted out about 70 old photos and arranged them chronologically and started filming. Before I started filming, I made small labels for each picture that I laid on each picture to identify it so I wouldn't have to put a large title before each photo. This saved a lot of film.

If there were only one or two people in the photo, I ran the camera for 6 seconds. If there were more I would run the camera for 7 or 8 seconds or more depending on the photo. I used a little over three films. I had about ¾ of a film left so I made what I called a "Schilling Short." I had located some old pictures of automobiles in our attic that I had cut out of magazines back when I was a kid. I had them on my bulletin board in my room back then. (I never throw anything away) I finished the film up with them. They were all cars from 1954, 55, & 56. I was thrilled with the way it all turned out and I had a great time doing it. It would have been interesting to have tried something like this with sound film and added narration, but the titles worked out just fine. If you have been looking for something different to film, try something like this. It is very rewarding and fun.

Back in the mid 1950's the Boston Braves baseball team moved to Milwaukee. I was a huge Milwaukee Brave fan. I kept old newspaper headlines and articles out of magazines about the Braves. I have been thinking I should try and find them and make a film using them. That was back when Henry Aaron, Eddie Matthews, Warren Spahn, Lew Burdette, Joe Adcock & Del Crandall were playing. These players all went down in baseball history as all time greats. I think it would all look great on film. However that is a project for next winter as I own and operate a Choose & Cut Christmas tree farm and spring work is about to begin. I plan on retiring in the next year or so. I hope to have a lot more time for filming and collecting then.

Movie Film Vs Video Tape

Back in the Fall of 1999's Newsletter, I wrote about Film Vs Video Tape. At that time regular video tape had the capability of resolving only 420 lines per inch & digital video cameras could resolve 720 lines per inch. I believe some of the digital video cameras are now capable of over 800 lines. This is a joke compared to the sharpness of Kodachrome & Fujichrome movie film with a resolution of 1200 lines per inch.

Kodachrome has been discontinued, but you can get Single 8 or Super 8 Fuji Velvia 50 Movie Film which is the sharpest narrow gauge film ever available. It reproduces 160 lines per m/m! That's over 4000 lines per inch! There is no video filming format that even comes close.

Another comparison is that one small Super 8 frame of Velvia holds more than five mega pixels of image data. When projected on a large screen with a quality projector the sharpness & colors are equal if not better than most 35 m/m movie films available today! This film is kind of expensive at \$35.00 per Super-8 cartridge, including processing, but look what you get!

Of course one of the biggest advantages of using film over video tape is that video tape will not last. Ektachrome movie film will last 75 plus years & then with only 10% loss of color. Video tape will last 10 to 15 years, 20 years tops with special storage before the entire picture becomes seriously deteriorated. Of course video tapes can be transferred to DVD's which will last almost as long as film & in some cases maybe longer. So if you want your precious home movies to last so the next two or three generations can enjoy them, use film or transfer those video tapes to DVD's. I have 8 m/m films that my folks took back in 1953 (55 years ago) that are as good as the day they came back from the processor!

Many different films are now available in color and Black & White for your old 8 m/m cameras. If you would like to get yours out & use it again, I have a list of where film & processing is available & also where parts and accessories are available. Just ask for a copy.

I also have a few free sample copies of the film collector's magazine "The Reel Image." Ask if you would like a copy.

The use of Super 8 film has been on the decline up until about 2000. Super 8 is seeing a comeback since then. More & more professionals are now using Super 8. It is cheaper to use than 16 m/m & 35 m/m and the picture quality is great. A lot of commercials & music videos are shot on Super 8. All NFL films are shot on 16 m/m film. Any TV shows that are maybe going into syndication to be shown in the future are shot on film. If the masters are made on film the image will still be there in the future so more copies can be made. With more & more professionals using film again, especially Super 8, it gives Kodak, Fuji & other film manufacturers the incentive to come out with even better films & different types of films for different purposes & situations. This is all to the advantage of us amateur filmers as we will also reap the benefits.

Who knows, if enough people go back to using Super 8, maybe someone will start manufacturing new cameras & projectors again. Wouldn't that be great! After all our old equipment won't last forever. The film will outlast most all equipment that is currently out there.

Sandburr Family Restaurant

The Sandburr Family Restaurant has been rebuilt & re-opened in 2006. It is still owned by the same people & the food is as great as before and the prices are very reasonable. I know quite a few of our customers would go to the Sandburr for a great meal after cutting their Christmas tree here. The Sandburr is located about five miles from us on County T.



Looking For Old Movie Film

Do any of you have any old unexposed 8 mm or Super 8 movie film lying around that you have forgotten about? It is probably outdated, but don't just throw it out. I would take it. I am not paying anything for old outdated film as I am taking a chance that it is still good & I would still have to pay for the processing. Most of the time the film is OK, especially if it is Kodachrome 40. Old Ektachrome is "iffy" & Kodachrome II no longer has processing available. I would take any old movie film though. For example, old Kodachrome II in Regular 8 magazines can be reloaded with new film. It is a job though. So if you have any old film lying around & want to get rid of it, bring it along when you get your Christmas tree.

Help Wanted

We are always looking for some good help to shear Christmas trees in the summer. We usually hire high school students for approximately two weeks in June to shear pines & one week in July to shear Spruce & Fir. If you are interested, talk to Helen or Paul for more information when you come to cut your Christmas tree. You must be 14 years or older (Child Labor Law) to shear Christmas trees in Wisconsin. We will also have a "Help Wanted" ad in the Independent Register (Brodhead's weekly newspaper) beginning about April 1st. Apply early, don't wait until the first of June.

Paul's Tree Farm Is For Sale

The Christmas tree farm is officially for sale. Helen & I are ready to retire. We would like to find someone to continue on with the tree farm. We have had several interested parties, but no offers yet.

With the introduction of the new, exotic species, this is a great and exciting time to be growing Christmas trees. We now have many of the new varieties in the ground as well as the older tried & true varieties. We are an established business with a large customer base. Real Christmas tree sales were up nationwide again last year, so the future looks bright for growing Christmas trees.

We are selling 160 acres of land of which 80 acres are in normal Christmas tree rotation. There is about 20 acres tillable and the rest is in woods & windbreaks. We are not selling our home or the asparagus patch. We need the asparagus as supplemental income for a few more years, or until our backs give out!

If you or anyone you know are interested, please let us know. If you are seriously interested, we have a portfolio with all the facts that we could give you. There is some information on our website, see the front page. Also in the portfolio there is information on our past two years income & expenses, a list of tree farm equipment for sale, information explaining special tax breaks for Christmas tree growers, property taxes, & a calendar stating what is required to be done each month on the tree farm.

The hardest part about selling out & retiring is not seeing all of your friendly faces year after year! We will really miss you.

We may keep our craft shop open during the Christmas selling season after we sell the tree farm if there is enough interest & it continues to be profitable.

Schilling Video

by Chris Schilling
(Paul & Helen's son)

Do you have home movies on video tape? Is your wedding on video tape? Video tape does not last forever. Over time the quality of your tapes slowly degrades. Eventually your precious memories will become unwatchable. Depending on the quality of your tape, you may notice significant loss of quality within 10-15 years. Act now to preserve your videos before it is too late.

Schilling Video can convert your videos to DVD at a very reasonable cost. DVD's are virtually indestructible. DVD's will not lose quality over time and will last many years. Schilling Video can convert the following video formats: BETA, VHS, VHS-C, HI8, Digital8 and MiniDV.

Do you have home movies on Regular 8 or Super 8 film? Let us know if you would be interested in converting your old Regular 8 or Super 8 home movies to DVD by filling out our feedback form. If there is enough interest in this service, we will invest in the equipment to provide the service. The "feedback form," along with more information, may be found at Chris Schilling's website www.schillingvideo.com

Chris may also be contacted by telephone at: (608) 897-3777, Ext. 111, 8:00 am – 5:00 pm; or at (608) 897-4959, 5:00 pm – 9:00 pm.

Happy Holidays

 Seth Elyen Owner/ Sales	 Curt Gritz Owner/ Web Developer	 Aaron Phalin Owner/ Finance	 Chris Schilling Owner/ Network Administrator
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