

REDROCK FARM (AND NURSERY) NEWS - Fall 2007

Happy Fall from the beautiful Redrock Farm! The hillsides are turning from green to red!

We began this letter in the middle of March. Back then we thought the winter of 2006-07 would never end! In mid April we still had a foot of snow on the ground and temperatures in the teens at night. Now, as we finish the letter after some sweaty shearing days, you'll be happy to know that this year's trees may be the best ever! They had great growth and filled out exceptionally well...in other words, they are BEAUTIFUL!

That said, we'd like to thank everyone for a great 2006 shipping season. We again set records with the number of trees we shipped.

This year's U.S. Capital Christmas Tree will be a giant balsam fir from the Green Mountain National Forest in Vermont. Redrock Farm will be donating seven "companion balsam firs" that will be going to Congressional offices, the Supreme Court, VA Hospitals and other government offices. We will also be giving several trees to "Trees for Troops" as we have the last three years as part of the Christmas Spirit Campaign of the National Christmas Tree Association and FedEx.

Our big news of the year is that we've expanded into the container seedling and transplant business. We bought and erected a 96 foot greenhouse and planted more than 300,000 seeds this summer. Next summer and in following years we will be able to supply thousands of seedlings, and offer them as favors for weddings, business openings and the like. Some of the seedlings will go into transplant beds for future plantings in our fields and sales as larger transplants to other farmers and the general public.

We must still erect a second smaller greenhouse (48 ft) in which Steph will grow things like poinsettias, roses, and all things green. Building greenhouses from scratch, plus adding electricity, watering systems, fertilizing system, then stratifying seed, mixing soil and planting more than 100,000 holes kept us busier than we ever want to be again!

Also this past winter we had five more acres of land cleared for planting as future mail order trees.

Again this year we are offering a 10% discount to anyone who orders before November 15th on the items listed on our order form. These same items are discounted 10% in our web site shopping cart as well. Pass the word...and remember that we keep track of early orders, ensuring that the early shopper gets the best tree! And by ordering early, you help us plan our workload for the holiday season.

An added special for ONLY THOSE RECEIVING THIS LETTER, will be a special container of fancy maple syrup sent to those who order more than \$100 in merchandise, not including shipping.

We feel that *THIS YEAR'S BIG THING* will be Steph's decorated door baskets. She starts with a door basket and an oasis block for adding water, then creates an arrangements with mixed greens, ribbon, maybe a little bird, and various other creative decorations. If you'd like one made in a special way, please call.

About the time you receive this order we will have completed three days of promoting Christmas products and seedlings in the Vermont Building at the New England Exposition (Big E) which was immediately proceeded by four days at Tunbridge World's Fair. We have met many of our present customers at these fairs and hope to gather future customers. Of course, like every year, one of our balsam firs will be the Vermont Champion at Big E, and we'll have several blue ribbons from trees and wreaths at Tunbridge Fair.

As you've no doubt noticed, this year's newsletter was produced and mailed by a service. This time and cost cutting measure has become necessary on our busy farm and hopefully will not be thrown away by too many of you. If you don't like it, or have a critique, please let us know.

Also, if you loved (or disliked) your tree this year or last, please fill out a review in our secure shopping cart on line. In other words, don't hesitate to give us feedback. As always, if you need something special or a certain shaped tree, let us know and we'll do our best to please you.

On top of everything else, we've just found out that Rich was just elected President of the New Hampshire-Vermont Christmas Tree Association! We must be doing something right!

We hope everyone has a safe, happy, and family filled holiday season!

Rich and Steph Rockwood
www.christmastrees.net