

# What's Christmas

(Continued from Page A13)

Claussen invites them to come early to tag their trees. Customers have come as early as October. When the tree is tagged and the customer is ready to cut it, the staff members bring the tree to the barn, use an air hose to blow out the dead needles, make sure the bottom cut is straight and drill a whole up into the trunk from the bottom so the tree will fit onto the stand holder.

"I have people who come to look at the tree, then come back with the family and tag the tree," Claussen said. "Later they come back to visit the tree and at last, come back one more time to cut the tree and take it home. They bring camcorders and cameras out to the field. Selecting a

tree is a family event for them. They really care about their tree. I am amazed how much time people will spend on a tree they intend to throw away after Christmas.

"So we give them and their tree special individual attention and our efforts seem to be appreciated. I need to be commercial enough so people know I'm here, but no flashing lights or neon signs," Claussen said. "Many of my customers come for the country atmosphere and we bend over backwards to share our country atmosphere with them."

In addition to the retail business at the farm, some trees are sold wholesale and some for fund-raising activities. At other times of

the year, trees are dug and sold for landscaping projects.

Everyone on the farm works part-time. A number of employees have been referred by the guidance counselor at Penn Manor High School. Claussen likes to create jobs in his business. "I tell the high school guidance counselor to send me kids who want to work, but who can also use the bucks," Claussen said. "We hire all part-time help, and I try to have a bank of people on call at all times."

Claussen said the Christmas tree business is often overlooked in Lancaster County. He believes there are many trees growing in the nooks and crannies around the county. "More than you realize," he said.

But he thinks it's a good part time job for someone with some acres to plant in trees. "Everything my fellow worker told me about

the Christmas tree business was correct, except that they don't require a lot of work," Claussen laughed.

"But we have fun. We work hard to make it fun. I keep hearing about the economy and the oversupply of trees, but I guarantee people are going to have a tree for Christmas," Claussen said.

"What's Christmas without a tree?"



## GOLDEN LEAF TOBACCO CO. INC.



### Attention Tobacco Farmers

We are no longer receiving tobacco at Martin's Sale Barn, Intercourse, PA. Our new location is 3 miles east of Rt. 222 on Rt. 322 between Ephrata and Blue Ball. Watch for our sign on North side of Rt. 322.

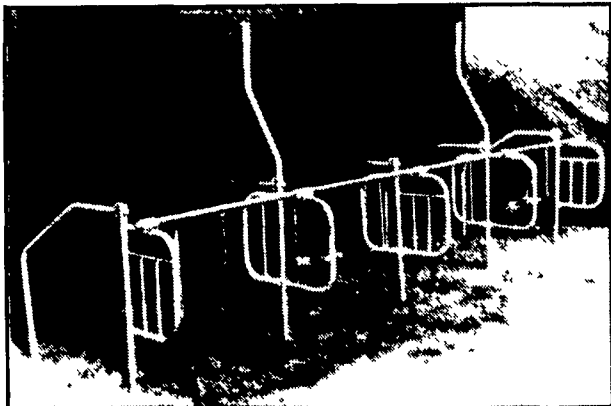
We will receive tobacco on Mon., Dec. 28 and Tues., Dec. 29.

HAVE A BLESSED HOLIDAY SEASON

Call For More Information

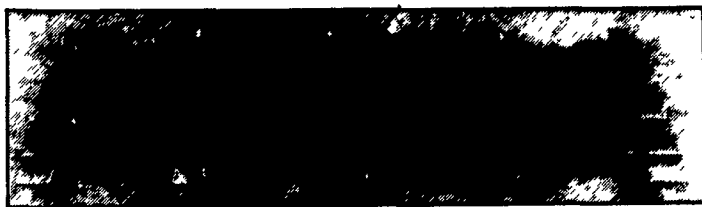
(717) 354-8177 (717) 575-4229  
(717) 733-8921

## Lapp Comfort Tie Stall

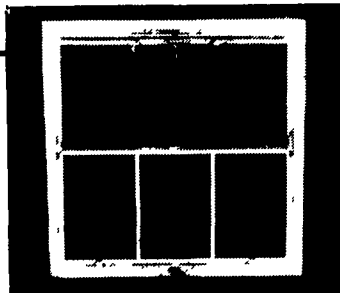


- The Lapp Comfort Tie Stall was designed for the cow's comfort and easy access to the water bowl.
- Optional: Pipeline Bracket Rear Trough Divider Cow Trainer Bracket

- Trough divider designed so that the cows do not steal the other cow's feed.
- Stall partition designed for easier milking.
- Water bowl location makes it easier for the cow to drink water.



Gutter Grate



### Lapp All Steel Galvanized Windows

Closed Dec. 25 & 26, 1992, And Jan. 1 & 2, 1993

YOU WON'T BEAT OUR PRICES & SERVICE



## LAPP'S BARN EQUIPMENT

5935 OLD PHILADELPHIA PIKE, GAP, PA 17527

PHONE: 717-442-8134

— Radio Dispatched Trucks —

# EVERGREEN TRACTOR CO., INC.

The Management and Employees of Evergreen Tractor Company, Inc., wish you and your family a Merry Christmas and a Happy New Year!



### TRACTORS:

IH M w/Side Mtd. Mower Balance Head	\$1,950
JD 4240 PS, Sound Guard	\$21,500
AC WD w/2 Row Mtd. Picker	\$1,500
Oliver 88 G <del>SOLD</del> or Steering	\$1,550
JD 2240 Utility Diesel	\$8,950
JD 2940 4WD Cab	\$12,500
Case 1816 <del>SOLD</del> or Loader	

### USED BOBCATS & ATTACHMENTS:

Bobcat 642 Propane Skid Steer Loader	\$8,400
Bobcat 610 <del>SOLD</del> or Loader	\$2,250
Bobcat 909 Backhoe	\$5,250
Bobcat 5A Landscape Rake	\$4,350
Bobcat 2000 Articulate Loader	\$14,500

### COMBINES & PICKERS:

6620 Side Hill, turbo hydro, heater & air, monitor, spreader.	
NI 818 combine, sharp	
JD #343 3 Row 30" Corn Head	\$3,650
JD 653 6 Row 30" Bean Head	\$2,450
JD 13' Quick Tach Rigid Grain Head	\$1,850
JD 444 4 Row Wide Corn Head	\$3,650
JD 213 Rigid Head For Side Hill	\$2,650
NI 2 Row Wide w/Sheller	\$1,850
6 Row 1000 PTO Stalk Shredder	\$2,450
UFT 6 Row Stalk Shredder 1000 PTO	\$2,450
MF 410 Gas Combine w/Platform And 4 Row Wide, Nice	
JD 4400 Del. Combine	

### HAY & FORAGE EQUIPMENT:

JD 1 Row, Row Crop Attachment, Nice	\$550
JD 5 1/2' Pickup Attachment	
NH 1010 Bale Wagon	\$4,350
NH 268 Baler w/Ejector	
JD #30 Hydraulic Bale Ejector	\$1,500
Hesston 1091 Mower Conditioner	\$2,950
Owatonna 320 Stacker	\$1,550
JD 1209 Mower Conditioner	\$2,950
NH 495 12' Haybine	\$4,850
JD 50 Side Mtd. Mower For 10 And 20 Series	\$575
Side Mtd. Hydraulic Drive Highway Mower	\$1,250
JD 3 Row Row Crop Atch. 30" For Harvester	
NH 770 Harvester With 2 Row Wide Corn Head And Pickup	\$4,450
IH 430 Baler w/Thrower	
JD 337 Baler w/Ejector	\$7,950
JD 35 Harvester With Pickup	
Wheel Rake	\$425
JD 2 Row <del>SOLD</del> Crop Head	
JD 14T Baler	\$650
Hesston PT 10 Haybine	\$950
JD 2 Row 30" Row Crop Atch. For Harvester	

Brillion 10' w/Big Shaft	\$950
Brillion 3' Section 28' Packer	\$2,450
Brillion 12' w/Big Shaft	\$1,250
Brillion 12' Packer w/Transport	\$1,850
JD F930 14' Transport Packer	\$1,850
JD 12' Packer	\$1,250

### CULTIPACKERS

Brillion 10' w/Big Shaft	\$950
Brillion 3' Section 28' Packer	\$2,450
Brillion 12' w/Big Shaft	\$1,250
Brillion 12' Packer w/Transport	\$1,850
JD F930 14' Transport Packer	\$1,850
JD 12' Packer	\$1,250

### Coming In...

JD 1250 3x18" Plow
18' Wing Fold Field Cultivator S-Tines
JD 3940 Harvester w/Pickup

### HOLIDAY HOURS

Christmas	
Thurs. Dec. 24- Open	7:30 A.M. To 12 Noon
Friday, Dec. 25- Closed	& Sat. Dec. 26- Closed
New Year's	
Thurs. Dec. 31- Open	7:30 A.M. To 12 Noon
Friday, Jan. 1- Closed	& Sat. Jan. 2 Closed

Store Hours  
PARTS- Mon. Thru Fri.  
7:30 A.M. To 4:30 P.M.  
Sat. 8:00 A.M. To Noon  
SERVICE- Mon. Thru Fri.  
8:00 A.M. To 4:30 P.M.

### PLOWS-MOLDBOARD AND CHISEL:

JD 7B 2500 Plow	\$3,950
JD 1450 6-16" Semi-Mtd. Plow	\$2,250
JD 1B Roll-Over Plow	\$1,250
IH 9 Tooth Pull Type Chisel	\$1,850
JD 2700 6B Auto Reset On-Land Plow	\$7,450
JD 10 Tooth Pull Type Chisel	\$1,850
JD 3200 6x18" Pull Type Auto Reset Plow	\$3,950
JD 2500 5x18" Auto Reset Plow	\$3,950
JD 1710A Mulch Tiller, 13 Shank, Sharp	\$4,500
JD F125 3x16 Plow	\$950
Oliver 5 or 6 Bottom Spring Reset Plow	\$2,950
JD F325 3x16" Auto Reset Plow	\$950
IH 15' 3 Pt. Chisel	\$1,850
IH 720 <del>SOLD</del> Auto Reset Plow	\$2,950
JD 2600 4 <del>SOLD</del> Reset Plow	\$4,250
JD 1250 4x18" Plow	\$1,050

### DISCS AND FIELD CULTIVATORS

JD 210 14' Black Gang Disc	\$3,850
IH 475 20' Hydraulic Wing Disc	\$4,350
JD 230 27' Wing Fold Disc w/New Blades	\$7,850
JD BWF 12' Disc	\$1,850
IH #45 12' Field Cultivator w/Tine Harrow	\$1,850
JD 18' Field Finisher	\$1,450
JD BWF 12' Disc	\$1,450
JD AW 10' Disc	\$1,150
JD TW 12' Plowing Disc	\$2,350

### ROW CROP CULTIVATORS & ROTARY HOES

JD RM 4 Row 30" Cultivator	\$1,050
JD RM 4 Row Cultivator	\$1,050
JD 6R 30" Cultivator	\$850

### PLANTERS & GRAIN DRILLS:

JD 7000 Conservation 6 Row Liquid	\$9,500
JD Model B 14x7 Double Disc Drill	\$1,450
JD 8300 21x7 DD Drill	\$3,450
Oliver 13x7 Grain Drill SD w/Grass, Nice	\$1,150
MF #43 21x7 Plain Grain Drill	\$1,050
JD 7000 4 Row Wide Row Planter	

### ROLLER HARROWS AND CULTIMULCHERS

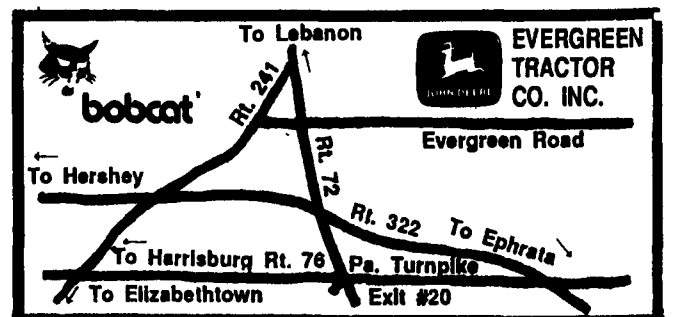
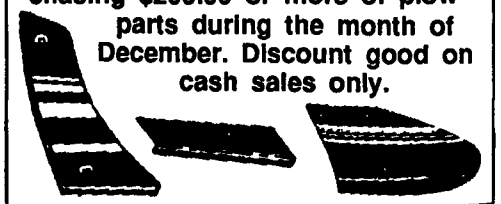
IH #315 12' Roller Harrow	\$2,850
Kewanee 20' Flat Fold Roller Harrow	\$5,950
Brillion 15' Cultimulcher	\$3,650
JD 970 15' Roller Harrow, New Style	\$5,950

### MISCELLANEOUS:

Transcraft 42' Drop Deck Trailer, Air Ride, Nice	\$8,500
NI 244 Manure Spreader	\$2,450
Gehl 322 Scavenger Spreader	\$5,950
JD 40 Manure Spreader w/Tail Gate	\$1,450
NI 24 <del>SOLD</del> or	\$2,450
JD 450 Hydro Push Spreader	\$2,850
JD 146 Loader, New Style, Single Lever	\$2,850

## PLOW PARTS SPECIAL

Receive a 10% discount when purchasing \$200.00 or more of plow parts during the month of December. Discount good on cash sales only.



30 Evergreen Rd., Lebanon, PA., (717) 272-4641 or Toll Free 1-800-441-4450