

## The 'Christmas Experience'

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posals on the farm—to the joy of the Christmas season as people choose wreaths, garland, and pre-cut trees—the 600-acre farm and

garden center is abuzz with activity.

"We market the concept behind a Christmas tree," said Veto Barziloski. "You're selling an ex-



Veto Barziloski extracts a tree to prepare it for sale as a live Christmas Tree.

**“What is the perfect Christmas tree? Well, the perfect tree is what people like.”**

*Veto Barziloski*

perience, and they are taking home a tree. The experience sells the tree. (As a grower), you want the tree shopping experience to be a good, positive one.”

Veto and his wife, Dottie, and children Veto, 21, Adam, 19, and Michael, 17, work year-round to prepare for the Christmas season.

“Christmas tree growing is a full-time, year-round business,” said Veto. “Certain aspects of the tree production process are an all-year thing. As for preparing for the actual harvest, we usually start mid-October getting every-



Nick Auiso and Tony Force wrap the soil ball of the tree, preparing to move it to the garden center for sale.

thing ready.”

In addition to the local pre-cut, choose and cut, and live (bur-laped and balled) Christmas tree business, the Barziloski family also sells trees wholesale in Balti-

more, Philadelphia, New York City, New York state, and Connecticut. Trees that are sold wholesale are then re-sold

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**Farm Show  
2004  
Exhibitor  
Spotlight**

Exclusive to  
Lancaster Farming

### M.H. Eby To Display Trailers At Farm Show

BLUE BALL (Lancaster Co.) — M.H. Eby, Inc. is a manufacturer of aluminum truck bodies and trailers and has been a longtime exhibitor at the Pennsylvania Farm Show in Harrisburg.

The company from Blue Ball will be present again at the show Jan. 10-17, displaying its products in a 1,600 square-foot area near, the center of the new exhibition hall.

Darryl Breniser, M.H. Eby's vice president of marketing, said the Farm Show offers an opportunity to meet a diverse group of people from all aspects of agriculture, including small- and large-scale farmers from Pennsylvania and other states.

The M.H. Eby exhibit this year will feature livestock and equine trailers, as well as a 13-foot-long “bumper pull” trailer designed for 4-H'ers and other small-scale livestock producers.

While the Farm Show exhibit doesn't necessarily lead to deals on the spot, Breniser said it is a good place to start conversations that continue into the year, possibly leading to sale opportunities.

“It's important to us,” Breniser said of the Farm Show.

### York County Ag Recognition Banquet Set

YORK (York Co.) — The York Co. Agriculture Business Council announced the 18th annual York County Agricultural Recognition Banquet will be conducted Jan. 22 at Wisheaven Hall, York.

The 2004 Agricultural Recognition Banquet will focus on recognizing the importance of agriculture and its related industries to the continued growth of York County.

The banquet's keynote speaker will be Kerry White, Edu-Trainer. White is a teacher at Eastern York High School. He was born and raised in York County and is a singer, songwriter, guitarist, and humorist.

A raffle and an auction will be conducted to provide a scholarship for a York County teacher to attend the Agricultural Awareness Foundation's “Ag in the Classroom” workshop at Penn State University. The raffle tickets are \$2 for one or \$5 for three tickets. For more information, please contact Tony and Pat Dobrosky at (717) 235-1230 or Bruce Miller (717) 792-2641. Reservations are due by Jan. 12.

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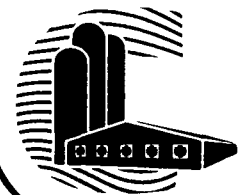
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