

## Christmas Past

As our Christmas tree farm has evolved over the past three decades, we have come to rely on supplemental supply of cut trees from local tree farms. This has allowed us to supply our customers with a wider variety of sizes and species of Christmas trees.

This year our major supplier of over twenty years has left the wholesale marketplace leaving us with a very large void in our available inventory. Under normal conditions, we would be able to replace that lost supply from other tree growers. As you may know, conditions are not normal.

When we found out about our supply problem last March, we immediately conducted a thorough search for trees across the state of Pennsylvania to no avail. We then searched as far west as Michigan, up to Canada, through New York, New England and the Carolinas. No trees were to be found!

**Pine Brook Hollow Tree Farm**  
4301 E. Macungie Rd  
Emmaus PA 18049  
610-967-5129



## Christmas Present

Our meager supply of trees for 2021 will undoubtedly force us to close very early this season. Not only has 2021's supply of trees evaporated, the prices have increased dramatically. Supply and demand economics do funny things to prices of items we purchase. Especially this year we see supply and demand anomalies in many of the products we purchase.

Reports from Christmas tree auctions within the last few weeks indicated wholesale prices for 7-8 foot trees to be well over \$100/tree. Shortages and sky-rocketing prices are not the usual in the Christmas tree business. We certainly hope things will calm down for all of us!

## Christmas Future

In 2022 we will do our best to bring more trees into our farm and into your homes for the Holiday Season. Predictions (scuttlebutt and factual) are that supply may be very tight for next season as well. Hopes are that things will turn around in 2023.

We will keep you posted on our website at [pinebrookhollow.com](http://pinebrookhollow.com) as the situation evolves.



## Why?

Many reasons have surfaced for the shortage of Christmas trees. After 2008, many of us weren't sure of our world's financial viability. Many institutions were turned fiscally upside down and the future was blurry for a number of years. The financial ghosts of 2008 lasted well past the initial recession. Investing in a tree crop that takes 7-9 years to realize a return was not quite as appealing as in previous years. Shortage of seedlings in past years didn't help our situation. Climate change has also added to our present dilemma. Drought, excess rain, and new pressures from insects and disease makes growing trees even more difficult than 10-15 years ago. Additionally, a number of tree farms are closing their doors for a variety of reasons.

We apologize if we've been unable to provide a tree for your Christmas tradition. The last thing we want to be is "the Grinch that stole Christmas". We will do our best to get back on track as soon as possible.

Thank you for your past support and continued consideration in the future.

Please have a Merry Christmas and Happy New Year!

From all of us at Pine Brook Hollow Tree Farm...

