

# BEDROCK TREE FARM FIR NEEDLE PRODUCTS





# Bedrock Tree Farm

## *The Scent of the Season*

by Dale Rappaneau Jr.

Back in 1996, after the North Cape oil spill, Tom and Angie Geary, the husband & wife duo behind Wakefield's Bedrock Farm, planted Christmas trees across 12 acres. Tom, a full-time lobsterman, thought the trees would help supplement the family's income: "For my first 10 years, lobstering had been great. It was a really healthy, rewarding way to make a living, but since 1996, inshore lobstering has dramatically changed for the worse." So the trees became Tom's next project.

The initial costs for opening the tree farm were excessive, to say the least. "It's all cash out of pocket," Tom said. "You don't go to a bank and say, 'I want to plant Christmas trees.'" More challenging still was the work, which required Tom to clear the land, plant the trees, care for them, shape them and then replant them, each consecutive year. "It's basically a full-time job with part-time pay."

All that work eventually caught up with Tom, who some years ago took a break from replanting Christmas trees. This lapse of not replanting trees for a few years led to their current limited supply of trees over 6-feet tall. On top of that, "Sandy hit in the late fall of last year, giving us a really heavy dose of salty air and a major hard winter and a wet spring," Tom said, which "combined with, right now, what I consider to be extreme drought. It kind of gave us a good kick in the [rear]." According to Tom, though, this is the last year in which Bedrock Farm has to "downplay" their Christmas trees, as that lapse ends after this coming winter season.

For other tree farms, this kind of gap in ability to produce trees would be devastating, but for Bedrock Farm, their award-winning fir needle candles keep the customers coming back.

"People used to call us up and say their tree lost its scent. Some trees have a lot of scent and some don't, it's the nature of the tree. So I told them to scratch the branches or knock the bark. Get the sap flowing, that's where the scent comes from. Finally, I told people, just buy a scented fir needle candle."



At first, Tom and Angie sold traditional Christmas tree candles made by other companies. The candles, Tom said, were okay, but nothing really extravagant or special, so they started thinking about alternatives.

"I'd come in from shearing and my arms would be covered in sap," he said. "I'd scrape my arms and get this ball of sap that smelled incredible, so we started experimenting using the actual sap in candles." After months of trying different things, Angie - "the key imagination involved," Tom said - came up with a process in which fir needles were ground to powder and then infused into a candle. "That's the most authentic thing we came up with," he said.

And most authentic it certainly is: Angie and Tom's fir needle candle won first place in the Best New Product category at the New England Made show. Now, it's sold in more than 275 stores across the New England region - "and it's growing daily," Tom said. "It was totally unexpected and a huge surprise." More importantly, the candle has become "the forefront of our business operations," he said, adding that the award "just started busting the doors down for us."

Bedrock Farm's candles also include a wooden wick - something that Tom considers note-worthy in itself - and they have included the same award-winning fir needle process in other products, such as soaps.

Individuals interested in purchasing one of these amazing candles, or learning more about the creative individuals behind them, should visit [BedrockTreeFarm.com](http://BedrockTreeFarm.com).

### FRASER FIR

Fraser Fir Needles add the apple note.



### CANAAN FIR (Balsam/Fraser Hybrid)

The Canaan Fir Needles have a potent tangerine scent.



### CONCOLOR FIR (White Fir)

The scent of the Concolor Fir needles is a very potent lemony scent.



### DOUGLAS FIR with new spring growth.

The Douglas Fir Needles lend the grapefruit scent to the mix.



We harvest the clippings, dry, grind and blend them into all of our products for that amazing natural true scent.

# LIBBEY COUNTER DISPLAY STARTER PACK

Available in  
Fir Needle Natural,  
Holiday Mix,  
and  
Spring Mix.

DP110LN295



This display set-up is a great way to introduce our authentic fir needle candle to your customers. It is an eye-catcher, simple, and won't break your budget to get started.

Please see the DP110 order forms for content information.

DP110 3-Tier Counter Display Dimensions w signboard 18h" x 15l" x 15w"



Fir Needle  
In  
Natural  
Green  
Burgundy

Bayberry  
Juniper  
Cinnamon

Lavender  
Beach Rose  
Shiso

Lemongrass  
Honeysuckle  
Juniper

DP110LH295  
Holiday Mix

DP110LS295  
Spring Mix

With each order you will receive double-sided shelf talker cards. These cards tell a brief version of our story and give tips on burning our candles successfully.

LIBBEY JARS, VOTIVES, AND MINIS AVAILABLE IN ALL SCENTS.

# BEDROCK TREE FARM FIR NEEDLE PRODUCTS

Our candle products are made at our farm with all natural soy wax made in the USA. Soy wax is completely natural, clean burning and non-toxic, made from renewable resources which helps American farmers. The soy wax we use has no genetically modified markers present according to the manufacturers product data specification sheet. The added natural colors we use do not contain hazardous solvents or additives such as naphtha or naphthalene.

Our Candle products contain fir needles freshly harvested at our Christmas Tree Farm along with our fir needle powders and our pure essential oil combination we created here at Bedrock Tree Farm.

Our signature Fir Needle Base oil is in every scent combination for a unique-to-us product. We are proud of our constant dedication to pure quality.

## AWARD WINNING BEST SELLER

Libbey Fir Needle Natural Soy Candle  
with a Wooden Wick

"THE" HOLIDAY CANDLE SINCE 2012



It truly is the "tree in a jar."



All Libbey Status Jars have  
our own wooden wick design.

We continue to win awards. So awesome. Thank you to all.



# FLOOR DISPLAY STARTER PACKS

## DP102 Stand-alone 5-tier

### Floor Display

Solid Wood Maine Made

Dimensions 13" x 12" x 49"

Bottom tier slides in and is not attached permanently. It extends out at the bottom an additional 3 inches.

This rack is drop-shipped from Maine with shipping cost included in price of display.

Some assembly required.

## DP102LN473

ALL FIR NEEDLE NATURAL (SHOWN)



- Libbey Natural Floor Display Contents:  
 DP102 5-Tier Floor Display with lift box  
 LSJ8N—8 oz. Libbey—15 ct.  
 LSJ12N—12 oz. Libbey—11 ct.  
 LSJ275N—2.75 oz. Libbey—3 ct.  
 LSJ21N—21 oz. Libbey—3 ct.  
 MJ125N—1.25 oz. Mini—36 ct. (1-12ct display and loose 24 ct.)  
 VHNset12—1 12 ct. Display (sits on lift box)  
 Signage and Shelf Talkers

## DP102LH473

HOLIDAY MIX  
 Libbey Holiday Mix contains Fir Needle Natural, Green, Burgundy, Bayberry, Juniper, and Cinnamon/Rosemary

## DP102LS473

SPRING MIX  
 Libbey Spring Mix contains Lavender, Beach Rose, Lemongrass, Honeysuckle, Juniper, and Shiso

## LIBBEY STATUS JARS



**BEST SELLERS!!**

**LSJ21**

7" x 3.5"

**LSJ12**

**LSJ8**

**LSJ275**

## 100% SOY WAX VOTIVES—VH 2 oz.

Votives are hand poured in frosted votive glasses with a cotton wick. Each votive has a labeled clear dust cover.

*Votives and Melts are shipped in crushproof 12-pack shipping/display boxes. Fold the lid flap and tuck in to back for nice POP display with signage.*

*Mix and match any scents  
 Order in multiples of 12 only.*



**VH**

## Mini Mason Jars—

MJ125—1.25 oz.



**MJ125**

This little 1.25 oz. jar has a big burn time. Every test result is 10 hours or longer.

The Mini Mason Jars are shipped in crushproof shipping/display boxes. Fold the lid flap and tuck in to back for nice display. Order in multiples of 12 (you can mix scents)

## FIR NEEDLE SCENT IN HOLIDAY COLORS



**FIR NEEDLE GREEN**



**FIR NEEDLE BURGUNDY**

Fir Needle Green and Burgundy available in Libbey Jars, Votives, Minis and, Tumbler.

## BAYBERRY/FIR NEEDLE



Bayberry available in Libbey Jars, Votives, Minis, Pails, Tureens, Tumbler, and Mason Jars.

As the story goes, a gift of a bayberry candle is an invitation to participate in the holiday ritual of lighting a bayberry candle and reciting the legendary poem which is included on the hang tag:

*“This bayberry candle comes from a friend so on Christmas Eve burn it down to the end. For a bayberry candle burned to the socket, will bring joy to the heart and gold to the pocket.”*



## JUNIPER/FIR NEEDLE

*If you have ever walked by a juniper tree when the berries are ripe, you know what this candle smells like. They grow wild all over the Christmas tree farm so what choice did we have but to combine this early summer scent with the holiday best for a perfect fit.*



Juniper available in Libbey Jars, Votives, Minis and, Tumbler.

## CINNAMON/ROSEMARY/FIR NEEDLE

*If you enjoy a hint of cinnamon with your herbal bouquet, this is the scent for you. We combine Cinnamon Leaf and Rosemary Essential oils with our signature Fir Needle Essential oil base to create a one of a kind aroma combination.*



Cinnamon/Rosemary available in Libbey Jars, Votives, Minis and, Tumbler.

# SPRING/SUMMER MIX



To offset seasonal demand we created candles that expand options for year-round sales.

All Bedrock Candles are made with fir needles, fir needle powder, pure Essential Oils. We are going one step further and adding new elements to our fir base to create

ALL 6 SPRING MIX scents are available in the Libbey Status Jars, Votives, Minis, Tumbler.



## BEACH ROSE/FIR NEEDLE



Beach Rose available in Libbey Jars, Votives, Minis, Pails, Tins, Tureens, Tumbler, and Mason Jars.



*If you have ever hiked down through the evergreens to the beach, you know exactly what this candle smells like. We were inspired by a woman in Maine who when a small girl walked to the water's edge through the fir trees. As she walked, she snipped little fir branches and put them in her pockets and then plucked little wild beach rose petals and put them in her pockets as well. She took them home and put them in her dresser drawers to capture that wonderful combination of smells. When she first smelled our fir needle candle, she told us this story and thanked us for bringing back her wonderful childhood memories.*



## LEMONGRASS/FIR NEEDLE

*Lemongrass Essential oil is interestingly calming and refreshing at the same time. Blended with the fir needle it makes for a great outdoor patio candle. The pail is galvanized so it won't rust.*



Lemongrass available in Libbey Jars, Votives, Minis, Pails, Tins, Tureens, Tumbler, and Mason Jars.

## LAVENDER/FIR NEEDLE

*Everybody loves Lavender. Our combination of Lavender Essential oils with our Fir Needle Soy Base is perfect for those who just read "everybody loves lavender" and said, "no, they don't." Ours is a unique and pleasantly surprising scent. The sprinkling of lavender buds and fir needles is especially pretty.*



Lavender available in Libbey Jars, Votives, Minis, Pails, Tins, Tureens, Tumbler, and Mason Jars.



## SHISO/FIR NEEDLE

*Shiso is an edible herb that is used to wrap sushi! It is also known as Japanese Basil. Combining Shiso leaves with our fir needle powder and oils brings a pungent, fresh spring/summer herbal fragrance to our candle product line.*



Juniper (shown in Holiday section is also part of the spring mix) available in Libbey Jars, Votives, Minis, and Tumbler only.



Shiso and Honeysuckle available in Libbey Jars, Votives, Minis, and Tumbler only.

## HONEYSUCKLE/FIR NEEDLE

*Wow! Who doesn't love the fresh, sweet smell of summer. Honeysuckle will catch your "nose" as you pass by engaging you to find where that amazing scent is coming from. It grows wild on our farm and we have been anticipating it as a part of our collection and the time is now to combine the grounding scent of the fir needle with the arousing scent of the honeysuckle bloom.*



## VASE CANDLE IN FIR NEEDLE NATURAL BEACH ROSE AND LAVENDER ONLY



A beautiful centerpiece.

32 oz. Net Wt. **VASE CANDLE- V32**  
5" tall x 5" diameter.

Triple cotton wick with a wooden wick in the center.



Approximate burn time 120 hours.

Scan QR for candle burning tips



Our vase candle comes packaged securely with a clear dust cover in a nice, crushproof gift box with a wick dipper and candle burning instructions.



Burn all wicks every time until a full melt pool is achieved for best results.

**TUREEN JARS—TJ3.5 and TJ6**



6 oz. tureens have 3 cotton wicks.  
3.5 oz. tureens are double-wicked.



Light all wicks every time and keep all wicks burning all the time for complete melt pool.

**LIBBEY TUMBLER-LT7**



We added this glass tumbler to our line as a simple, economical option. It has a single cotton wick and has a labeled clear dust cover.  
Tumbler measures 4" height x 2 3/4" top x 2 1/2" bottom.

**MASON JAR—MJ8**



8 OZ.  
All mason jars have a single cotton wick.

**TUREEN JARS, MASON JARS, TUMBLERS, GALVANIZED PAILS, AND CANDLE TINS AVAILABLE IN THESE SCENTS ONLY:**

**Fir Needle, Bayberry, Beach Rose, Lavender, and Lemongrass.**

Cube Melts are sold in 12-count pack minimum in the FIR NEEDLE NATURAL option only.



**SOY WAX CUBE MELTS—CMN**  
(tarts) (6 cubes -Net Wt. 3.5 oz Total)

**GALVANIZED PAILS—P12 and P3**



Both 12 oz. and 3 oz. pails have wooden wicks.  
We place a clear dust cover on top and a warning to remove it before lighting.



These pails will not rust even if left outdoors for years. There is a warning on the label that pails may leak. It is rare but it does happen.

**CANDLE TINS—CT4 and CT2**



4 and 2 oz. tins have one single cotton wick.



For best results always trim cotton wicks to 1/4" and burn long enough to create a 1/4" deep melt pool all the way across the top of the candle each burn. Always light all wicks together.



# FIR NEEDLE SOAPS



## BEDROCK BAR



All our soaps are natural melt and pour soap bases and contain no detergents or sulfates.

We use dried fir needle powder made with our freshly harvested fir needles from the tree farm.

We use our own unique combination of fir needle essential oils to enhance the aromatic experience.

## SOAP DISPLAY



FT102SHEA

2.5 oz.



Order in multiples of 12 only. All 2.5 oz. soaps are packaged in the shown pop-up display.

FT102SHEA12

### Our Shea Butter product ingredients include:

Cocos nucifera (Coconut) Oil Elaeisguineensis (Palm) Oil, Carthamus tinctorius L(Safflower) Oil, Glycerin (kosher, of vegetable origin) Butyrospermum parkii (Shea Butter), Purified water, Abies Balsamea (Fir) Essential Oil, Abies Balsamea (Fir) Powder, Sodium hydroxide (saponifying agent) Sorbitol propylene glycol (made from vegetable glycerin) Sorbitan oleate (emulsifier), Oat protein, Titanium dioxide (mineral whitener) Chromium oxide (mineral pigment)

Fir needles were used in steam baths in the olden days so as to inhale the fir needle scented vapors. A warm, steamy shower with fir needle soap can be very soothing. And, of course, the powder side of the soap is a wonderful exfoliate.

# BEDROCK BODY CARE

## FIR NEEDLE SEA SALT SCRUB

Our first product created out of the need to rid our hands of the smell of lobster. Tom is a 30+ year career lobsterman and part time tree farmer. Long story short—we found that the fir needles combined with salt and coconut oil completely rids our hands of that fishy smell and is a must have for getting the sticky fir needle sap off our hands after a clipping marathon.



6 oz PET Square Jar  
Spatula and “How to use” card included with each jar.

CSS6 -6 oz.



*Our salt scrub is made here at our farm with pure sea salt and coconut oil with added fir needle essential oil and fresh fir needles.*

*Most common uses are to rid hands of odors, especially after handling fish, garlic, eating wings or sticky foods. We also use it on cutting boards and sink drains.*

*Customers tell us they also use our scrub as a loofah rub to smooth and cleanse skin, especially feet. They comment that the oils leave your skin feeling moisturized and clean.*

All products are made with natural ingredients. (Even those with weird names:-)

## FIR NEEDLE BODY BUTTER

With Shea Nut and Cocoa Butter

CBB2FIR—2 oz. CBB4FIR - 4 oz. - CBB8FIR—8 oz.

Deionized Water, Theobroma Cacao (Cocoa) Seed Butter, Butyrospermum Parkii (Shea Butter), Abies Balsamea (Fir) Essential Oil combo, Abies Balsamea (Fir) Powder, Emulsifying Wax NF, Stearic Acid, Caprylic/Capric Triglyceride, Vitis Vinifera (Grape Seed) Oil, Glyceryl Stearate, Camellia Sinensis (Japanese Green Tea) Leaf Extract, Tocopherol (Vitamin E), Allantoin, Phenoxyethanol and Caprylyl Glycol (Optiphen®),



*We use our fir needle powder and essential oils to enhance this unique body butter.*

*It also contains Shea Butter and Cocoa Butter, which have historical benefits to the skin. Also includes Vitamin E and Japanese Green Tea. This cream is suited for the body, but many use it on the face, especially men after shaving.*



Tom shears every tree by hand and the clippings are gathered for use in the fir needle products.



We strive to be a "good bee" pollinator friendly farm by planting acres of white clover among our newly planted trees.



We installed a ground mounted Solar Array 18.56kW(AC) System that was turned on October, 2018.

This fully supplies our electrical needs here at  
Bedrock Tree Farm.

*Here at Bedrock Tree Farm we...*



*Shear*



*Harvest*



*Handcraft*



*And Sell!*



Scan QR codes with your phone camera or scanner app to go direct to websites

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