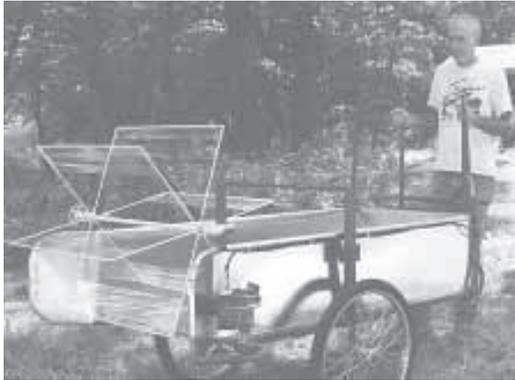


# New Ways To Make Money On The Farm

If you're looking for new ways to add to your bottom line, take a look at the money-making ideas featured here and on the next page.

If you've found or heard about a new income-boosting idea, we'd like to hear about it. Send details to: FARM SHOW Magazine, P.O. Box 1029, Lakeville, Minn. 55044 (ph 800 834-9665) or email us at: Editor@farmshow.com.

Wallace uses his walk-behind harvester to cut off and collect wildflower seed heads.



## “Man-Powered” Wild Seed Harvester

Mervin Wallace harvests several acres of wildflower seed every year at his Missouri Wildflowers Nursery, Jefferson City, Missouri. He uses a home-built walk-behind harvester that cuts off and collects seed heads. It's been called a combine, but Wallace says it doesn't thresh and separate the seed. That has to be done later.

The harvester is built as lightweight as possible. It's equipped with a gasoline-powered 42-in. hedge trimmer that acts as a cutterbar. The frame is made out of 3/4-in. steel conduit and measures 42 in. wide by 5 1/2 ft. long and 15 in. deep.

He bought lightweight garden cart wheels and hubs fitted with bicycle tires. The wheels are mounted so they can be adjusted easily to match the height of the crop being

harvested.

The reel is made from 1/4-in. steel rod, and the bats were formed by covering the frame with duct tape. A bicycle chain running off of a 3-speed bicycle sprocket welded to one of the wheels powers the reel. “That lets us change the speed of the reel if we need to,” he says.

Wallace figures there's about \$1,000 worth of parts and labor in his harvester. While he uses it exclusively for wildflowers, he says it would be ideal for cutting small plots of grass seed or small grain.

Contact: FARM SHOW Followup, Mervin Wallace, Missouri Wildflower Nursery, 9814 Pleasant Hill Road, Jefferson City, Mo. 65109 (ph 573 496-3492; email: mowldflr@sockets.net).

## Butter Churn, Milk Pasteurizer

We recently came across an interesting catalog published by Berry Hill Limited, St. Thomas, Ontario. It's full of hard-to-find household products for the farm, as well as hobby farm equipment. Here are a couple of the items we found in the catalog:

### Electric-Operated Butter Churn

This electric-operated butter churn lets you make up to 7 quarts of creamery-fresh butter in only about 20 minutes. It consists of a 2 1/2-gal. glass jar with a Lexan agitator inside that's operated by a heavy duty electric motor attached to the jar lid. It plugs into any 120-volt outlet. The unit can also be converted to a paint mixer.

Sells for \$185 (U.S.) plus S&H.

### Home Milk Pasteurizer

You can process up to 2 gal. in only 24 minutes, right from your kitchen table, with this home milk pasteurizer. The unit measures 14 in. high and is made from lightweight aluminum. It's equipped with a 1,250-watt heating element that operates on 110-120 volt A.C. current. The unit pasteurizes at low temperatures under low pressure, assuring a complete bacteria kill, says the company.

You pour fresh milk into an inside container and a heating element then heats the milk. A buzzer sounds when the milk tem-



Electric-operated butter churn (left) lets you make up to 7 quarts of creamery-fresh butter in only 20 minutes. Home milk pasteurizer can process up to 2 gal. in 24 minutes.

perature reaches a pre-set level. An intake hose that hooks up to your kitchen faucet is then used to run cold water around the perimeter of the inside container in order to cool the milk. An outtake hose drains the water away.

The company says the cost for electricity is as little as 1 cent per gallon of milk.

Sells for \$335 (U.S.) plus S&H.

Contact: FARM SHOW Followup, Berry Hill Limited, 75 Burwell Road, St. Thomas, Ontario, Canada N5P 3R5 (ph 800 668-3072 or 519 631-0480; fax 519 631-8935; email: info@BerryHillLimited.com; website: www.BerryHillLimited.com).



Snow is a “crop” for Bob and Ursula Lanners, who use snowmaking machines on their farm. They charge up to \$12 per person per day to slide on inner tubes.

## This Couple “Farms” Snow Rather Than Fighting It

Bob and Ursula Lanners, Grey Eagle, Minnesota, aren't your normal snowbirds.

When a lot of other northern farmers have sold their corn and beans and are relaxing in a warm place, the Lanners are just getting rolling on their biggest crop of the year.

While their farm is 250 acres, Lanners says only 80 are tillable, so they've had to develop other sources of income. They use their tillable acres for corn and hay to feed their 30 brood cows. They have sufficient open hill pasture for the cows and calves from spring through snowfall, but most of their farm is in trees. They cut and sell firewood part of the year. And they hire out to do odd jobs for neighbors and people who own cabins around the area's 30 to 40 small resort lakes. They've even found they can sell the stones and small boulders they pick off their fields and pastures.

But their big crop comes in late fall, after they've weaned and sold calves and moved the cows off those steep hill pastures. Then, thanks to three snow making machines, about a million gallons of water, and a little work from Lanners' two snow cats with 13-ft. blades, those pastures become a sledding paradise - a slippery slope that the Lanners charge from \$9 to \$12 per person per day to slide down on inner tubes.

Called Eagle Mountain Resort, the Lanners bought the farm in 1972 because the commercial sledding hill was already there. Previous owners started the business in the late 1960's, but gave up after a couple of years. Bob and Ursula built it into a thriving enter-

prise that draws tubers from area communities and as far away as the Twin Cities.

Lanners' Eagle Mountain also has about 10 kilometers of trails for cross-country skiers who pay \$7 for access. They can rent equipment for another \$7. Eagle Mountain's trails link to about 500 miles of area snowmobile trails, too.

Lanners says “snow farming” is labor intensive, and probably takes more work and management than most other types of farming. “We have to check the machines every couple of hours or so when we're making snow,” he says. “And the snow on the runs and trails must be maintained. And we need to keep the tows running and the tubes in good shape.”

In addition to the tubing hills and ski trails, they also operate a food concession, which serves sandwiches, pizza and other snacks and a variety of hot and cold non-alcoholic beverages. Normally, Ursula runs the food concession and Bob sells tickets and rents equipment.

He says that while it does take a lot of work, it's concentrated into a few weeks. “It doesn't last so long that you get bored with it. And when we close it down in the spring, we go traveling before we start the regular crop and livestock work,” he says.

Contact: FARM SHOW Followup, Bob and Ursula Lanners, Eagle Mountain Resort, Box 98, Grey Eagle, Minn. 56336 (ph 320 573-2222; website: www.eaglemountainange.com; email: laners@sytekom.com).

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