

## Money-Making Ideas To Boost Farm Income

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.



A high-pressure pump feeds well or pond water to this 22-ft. tower-type snowgun.

### Make Your Own Snow

It's a lot easier to attract customers to a farm-based skiing or tubing hill if you can guarantee snow. That's where Kevin Prince comes in, inventor and manufacturer of a 22-ft. tower-type snow gun that'll make mountains of fresh snow out of ordinary pond or well water.

"All it needs is a high-pressure pump, 300 psi or better," says Prince. "Water quality doesn't matter. In fact, dirty water is best for forming ice crystals, and the colder the better." After working with various types of snow-making equipment, Prince decided he wanted a snow gun that would be simpler to operate. Today, he makes and sells his tower guns throughout the northern U.S. and Canada.

Mounted on a skid base, the tower gun

can be pulled into place with a snowmobile, ATV, or tractor.

He points out that unlike some snow guns, his tower gun can be used in environmentally sensitive areas. "Other guns need compressed air or electricity," explains Prince.

Prince's snow gun can also be used in the summer for fire fighting and as a fire suppression system for farm and home, sawmills, controlled burns, etc. He has wheeled systems and a 4-pt. lift system for airlifting.

Prince prices his snow making systems at \$4,000 (Canadian).

Contact: FARM SHOW Followup, Kevin Prince, K.A.P Manufacturing, Box 472, Churchbridge, Saskatchewan, Canada S0A 0M0 (ph 306 896-2820; website: snowmaking2002.com).

### "Wreath Maker" Turns Crop Residue Into Money

"We make wreaths out of cornstalks, straw, vines and other miscellaneous materials and then decorate them with grasses, flowers, nuts and even old barb wire," says Jon Schultz, owner of Northwoods Evergreen and Wire Company, who makes and sells wreath and garland making machines. The biggest use for the machines is working with evergreen branches for Christmas decorations.

"We will train people who buy our equipment and pick it up," says Schultz.

The first garland maker he designed and built is the 'Honey Bee'. It is priced at \$1,295 and is equipped with electric knee or foot switches. It has a direct drive main wheel and a wear resistant wire tensioner. Clamping machines for wreaths vary from \$83 to \$360 for the fastest and most elaborate machine.

Schultz also sells a wide variety for making all kinds of crafts and decorative supplies, as well as equipment for Christmas tree plantations.

Contact: FARM SHOW Followup, Jon Schultz, Northwoods Evergreen & Wire LLC, W3125 Center Road, Merrill, Wis. 54452 (ph 715 536-6060; website: www.northwoodevergreen.com).



Machine makes garlands out of pine bows.



"Double Clamper" wreath machine can be used to make wreaths out of everything from pine branches to corn stalks.



FAST Corp. designs and builds its own molds and says it can make "almost anything" out of fiberglass.

### Where To Buy A Giant Cow

If you could use an eye-catching, conversation-stopping giant statue to attract attention to a business or public event, take a look at the jaw-dropping products made by the FAST Corp. in Sparta, Wisconsin.

The company can make almost anything out of fiberglass. It designs and builds its own molds, and has come up with more than 650 unique creations since it started operations in 1983.

They've made giant cows, horses, fish, moose, elk, deer, bear, wolves, birds, and many other animal and non-animal statues.

Some of FAST's larger pieces are built and hauled in pieces, then assembled on site.

International orders are not unusual. Schauf says his company sold a pirate ship play unit to Saudi Arabia last spring.

Costs vary greatly depending on complexity.



Some of their larger pieces are built and hauled in pieces, then assembled on site.

Contact: FARM SHOW Followup, FAST Corp., 14177 County Highway Q, P.O. Box 258, Sparta, Wis. 54656 (ph 608 269-7110; fax 608 269-7514; email: fastkorp@charter.net; website: www.fastkorp.com).

### Miniature Jerseys Make "Cream You Can Slice"

When cream is so thick you can slice it with a knife, you know it's rich. That's how thick and rich the cream was from one of Fannie Thoman's miniature Jerseys.

"I had to water it down in order to churn it," she recalls. "It kept burning up the electric motors on the power churns."

Miniature Jerseys, once very common, have become rare. Thoman, a breeder of the more common large Jersey, searched for them for decades before finding a breeder in Iowa. Today she is one of a handful of breeders bringing the breed back from near extinction. She traces her herd back to animals imported from the Isle of Jersey in 1909.

Miniature Jerseys are usually in the 38-in. to 42-in. height range and produce 2 to 4 gals. of milk per day. Cows weigh 600 to 650 lbs. with bulls around 800 lbs. Cows and bulls are very gentle and easy to handle. Thoman says the small animals require as little as 1 to 2 lbs. of feed per day in the winter and do well just on pasture.

Although her herd has been as large as 57 head, it now numbers 27. She has a 3 year waiting list of buyers for heifers, but she does have embryos and semen for sale.

"Embryos are \$750, and most of the semen is \$50 per straw," says Thoman. "If you buy 10 straws, I pay shipping. If you buy a cow when one is available, I give a couple of straws with her."

With miniatures, you pay more for less. Heifers sell for \$1,500 to \$2,000 as their mature size decreases. Bulls sell for \$1,500



Mini Jerseys are between 38 to 42 in. high and produce 2 to 4 gal. of milk per day. Cows weigh about 650 lbs. and bulls around 800 lbs.

and bred cows for \$2,500 and up.

Thoman says breeders have the option of crossing a miniature bull with full-size Jerseys and selecting for miniature characteristics. After four crosses, the resulting 7/8 breed can be registered as a pure miniature.

Contact: FARM SHOW Followup, Fannie Thoman, Riverview Farms, 21019 State Rte 7S, Crown City, Ohio 45623 (ph 740 256-1724; email: belfair@zoomnet.net); or Miniature Jersey Registry, P.O. Box 942, Rochester, Wash. 98579 (ph 360 273-7789).