

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.

Brown and white Piebald deer stand have a "Cow" factor that attracts customers, says breeder Gary Nelson.



Piebald Deer Add Color To Whitetail Deer Herd

"When the fawns are born, it's like an Easter egg hunt. You don't know what color they will be," says Gary Nelson of the piebald deer in his whitetail deer herd.

The brown and white deer — sometimes with blue eyes — stand out in the herd and have a "Wow" factor that attracts customers.

"A piebald steals the spotlight from other deer on a farm. Visitors are drawn to them," he adds.

Nelson and his brothers own and operate Wild Rivers Whitetails in Fence, Wis., and have 40 piebald bucks and does in their mostly brown whitetail herd. In the business of raising deer and offering hunts for 19 years, they share their knowledge about genetics, breeding and deer behavior on TV through "Wild Rivers Whitetails" on the Pursuit Channel.

Piebald deer aren't the result of inbreeding, Nelson emphasizes to dispel a common misconception. Genetic research indicates it's a dominant gene, and when a piebald is bred to a brown deer there is a 50/50 chance of getting a piebald. In many

cases, with twins, one is brown and one is piebald. He also noticed that if there is white hair around an eye, that eye is often blue. If the other eye is surrounded by brown hair, it can be brown.

Piebald deer are raised like other whitetail deer, and there are no problems with mixing them with other deer.

The Nelsons breed their piebald deer with brown whitetails because brown deer have better antler development, which is important to game farm owners and hunters.

"Most of the piebalds are purchased as fawns," Nelson says. "A lot of the value is on the marking of the deer. Just a white star on the forehead is not worth as much as a deer with a mottled pattern all over its body. Doe fawns sell for \$1,500 to \$5,000. Bucks are 50 percent higher."

There has been growth in the market, with a relatively strong demand for piebald bucks on hunting ranches.

Contact: FARM SHOW Followup, Gary Nelson, Wild Rivers Whitetails, N20549 Lafave Dr., Fence, Wis. 54120 (ph 715 336-2949; www.wildriverwhitetails.com).

Modern Day Medicine Woman

Ima Sue Guire has herbal remedies for coughs and arthritis, and she gives away the recipes. The granddaughter of a Cherokee medicine woman, she says she inherited the talent to work with herbs to make tonics like cough syrup.

"I put raspberries and dehydrated elderberries together and then let them drain," she says. "After 24 hrs. I cook them down, add honey and the next night some lemon juice. It will stop the flu in 24 to 30 hrs. and stop the cough in three doses."

Guire says she has a bad case of arthritis, as did her mother before her. She explains that she was in intense pain, and nothing over the counter or prescribed would relieve it.

"I asked God what to use," she says. "I woke up with the recipe and wrote it down."

That remedy includes eucalyptus, myrrh, frankincense, cayenne, cloves, cinnamon,

rosemary and several other essential oils. She mixes it up with either clear aloe vera gel or, when she can get it, emu oil.

"I shake it up and rub it on the joints," says Guire. "The emu oil is really good at taking the other ingredients into the joints. I've had three back surgeries in the past year. I rub this on, and it takes away the pain."

Guire doesn't believe anyone should make money on such a talent. She will give the complete recipes for both tonics away for free, but only to those she meets in person.

"God gave me the recipes, and I share them," says Guire, who is nearly 80 years old. "I do ask that people sign an affidavit promising not to sell tonics made with the recipes or the recipes themselves."

Contact: FARM SHOW Followup, Ima Sue Guire, 8240 Unicorn St., Las Vegas, Nevada 89131 (ph 702 490-0128).



Photo courtesy Jeannette Beranger/ALBC

Efforts are underway to preserve rare Choctaw hog breed. Unique to southeastern Oklahoma, they now number less than 100.

They're Trying To Save This Rare Hog Breed

Rare Choctaw hogs, unique to southeastern Oklahoma, are centuries old, but now number less than 100. Efforts are underway by the American Livestock Breeds Conservancy (ALBC) to preserve the breed.

"Jim Stephens, Antlers, Okla., has offered to let us set up a breeding group on his ranch to be run by Brian Rickman," says Jeannette Beranger, ALBC. "Stephens already hosts more than 100 Choctaw horses that belong to Rickman. We are raising funds to buy the pigs and cover costs like fencing, feed and other items."

Currently three people are known to keep the hogs on their farms, hunting and processing them for their own use. Originally, the Choctaw hog was brought to Mississippi from Spain. Later they were brought to Oklahoma by members of the Choctaw tribe when they were relocated from the east.

Choctaw hogs are described as "smart, hardy and agile". They are self-sufficient in foraging and mothering.

"The biggest boars are around 250 to 300 lbs., and sows get to 200 to 250 lbs.," says Beranger. "Litters of 8 to 10 vigorous piglets are pretty normal with high survivability in captivity."

Beranger says the free ranging pigs are under pressure from feral hogs moving into the area and from crossbreeding. The ALBC, with the help of old-timers in the area, have identified those most likely to be purebred.

"To be considered Choctaw hogs, they must have small mule feet and wattles and be spotted or solid, not striped," says Beranger.

The ALBC effort will include documenting the animals going into the program, checking health status and maintaining genetic diversity. Eventually, it's hoped that breeding animals will be available for sale.

"We are hoping to get pigs on the ground and available for sale in a few years to stewards who will maintain and grow the breed," says Beranger. "Right now we need funding to set up the breeding farm. We hope this effort will be as successful as the Ossabaw hog program has been. Lots of people are raising them now."

Contact: FARM SHOW Followup, ALBC, P.O. Box 477, Pittsboro, N.C. 27312 (ph 919 542-5704; www.albc-usa.org).

Shop Specializes In Roadside Signs

"We bring our sign shop to our customer," says Rick Cottier, one of the four owners of Waldo & Associates, Inc., in Perrysburg, Ohio. The full-time printer for roadside stands, greenhouses and nurseries switched from silkscreen printing to digital printing about 5 years ago.

As a result, signs on Coroplast (4mm corrugated plastic) and rigid vinyl (15 mil) are faster and less expensive to make. Cottier notes that it's easy to customize the colorful signs with a UV-ink rated to last at least 3 years without fading.

Prices start at \$6.95 for an 8 by 24-in. one-sided sign. Add \$2 for a 2-sided sign, and another \$1 if you want to add your logo.

"We get a lot of repeat business once our customers see the quality, durability and value that our signs offer," Cottier says.

While geared to roadside stands and garden centers that need signage for products, Waldo has a growing market of people who sell at farmers markets.

"We look at signs as being your best sales people," Cottier says. "They work 24/7 and never complain."



Waldo & Associates is a full-time printer of signs for roadside stands, greenhouses and farmers markets.

The signs can be as simple as a name and photo of an item, or it can be artistic or informative with details such as growing requirements.

"We have a graphic designer who works on custom products," Cottier says. The digital printer makes banners up to 67 in. wide. The long-lasting banners are also reasonably priced, \$73.13 for a 2 1/2 by 7 1/2-ft. vinyl banner, for example.

Waldo has more than 300 designs on hand and also offers magnetic and Sintra 3mm polyvinyl signs, holders and other accessories.

Contact: FARM SHOW Followup, Waldo & Associates, Inc., 28214 Glenwood Rd., Perrysburg, Ohio 43551 (ph 800 468-4011; www.waldoinc.com).