

Tannery Specializes In Fur, Leather And Bones

When Shelby Hendershot couldn't find anyone to tan her Longhorn and Highland cattle hides, she decided to do it herself. She learned the process from a commercial tanner and started tanning hides for herself to make crafts and items to sell. That was 2006.

She still sells some crafts, but Hendershot's niche is selling hides, bones, antlers and even bone dust to other crafters, home decorators and collectors.

"I feel we have a bigger variety and that helps our clients. Furs, odd leathers, and bones, we stock it all," she says of her business, Promise Land Tannery. "Right now, our best-selling item is a bag of 40 assorted bones from burbearers."

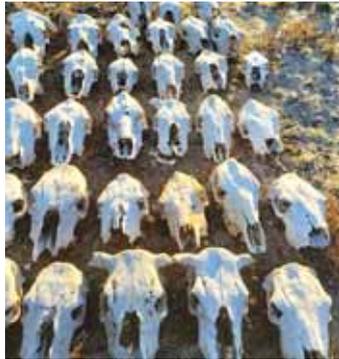
Bones interest a variety of customers from jewelers to costume makers to movie set designers. Coyote fur for parka ruffs, and fur for pompoms and earrings have also been popular. Antlers are sliced and made into buttons and toggles.

Hendershot and her extended family do their best to utilize everything they can from the domestic animals such as sheep and cattle that they acquire locally. A network of trappers provides them with hides and furs from elk, bobcat, fox, beaver and other furbearing animals. After tanning them herself or contracting with a tanner, she sells pieces and whole hides, and other items through Etsy. Items can be shipped to U.S. addresses. They also sell from their warehouse by appointment. Contact Hendershot for special requests.

Contact: FARM SHOW Followup, Promise Land Tannery, 228 Cameron



Promise Land Tannery sells hides, bones, antlers and even bone dust to other crafters, home decorators and collectors.



Lake Loop Rd., Okanogan, Wash. 98840 (ph 509 422-3814; www.furries.etsy.com; www.fromthewarrens.etsy.com (rabbit furs); Shelby.plt@gmail.com).

She Designs And Prints Clothes On The Farm

"Plant. Spray. Harvest. Repeat." That's one of the simple, but clever messages Aaron Spence includes on attire she designs and sells from her family's Saskatchewan farm. When she's not helping her husband, Jay, with their registered Red Angus cattle or grain crops, she is busy with her business Dirt Road Collective, an online apparel and accessories company.

Her office/shop is a converted bedroom with equipment for vinyl cutting and sublimation printing on T-shirts, sweatshirts and hoodies. Her two daughters are models and helpers during busy times like late last year around the holidays.

The business started when Spence designed hockey mom hoodies for herself and friends.

"They took off and I thought of other things I'd like to wear," she says, noting she uses social media to market her business.

She focuses on things important to her: hockey, farming/ranching, Saskatchewan pride and Lake Diefenbaker located nearby.

"The Saskatchewan items and farm and ranch themes are the most popular," she says, noting her simple cursive "sk ca" design is very popular with customers in her province.

With past experience in web and logo design, she likes the creative designing process.

"I try to make it affordable. I'm lucky to be able to do it out of my house, so there's no overhead. I love every time I get a sale, because it makes a cash register notification noise on my phone," she says.

Beside her own designs she has done



Aaron Spence runs a business out of her Saskatchewan farm home, designing and printing clothes for sale.

custom orders for businesses using their logos, and she works with a friend who makes mugs and tumblers.

"I've added accessories (such as stickers and jewelry) and hope to expand more on that," she says.

All her items and information is on her business website. Spence ships all over North America and local orders can be picked up at her parents' home in Outlook, Sask.

Spence says she is fortunate she can be creative and run a business from home and also be available to help her husband on the farm.

"I think it's a perfect fit, especially for a farm family," she says.

Contact: FARM SHOW Followup, Outlook, Sask. Canada (ph 306 867-3512; www.dirtroadcollective.ca; ajspence17@icloud.com; Facebook: Dirt Road Collective).



Online instructors at M.T. Copeland Technologies are helping carpenters and other construction-related tradespeople get into the building industry.

How To Learn Professional Construction Skills Online

The crew at M.T. Copeland are helping carpenters and other construction-related tradespeople take their skill sets to new levels. The online educators are putting together a set of courses that cover the construction site, from basic carpentry and hand tool use to blueprint reading and construction math.

"There is so much institutional knowledge that gets passed along in the trades," says Gabe Jewell, CEO, M.T. Copeland. "We set out to bring that to the surface to make education for skilled trades more accessible."

Jewell sees the online courses as a natural extension of apprentices and traditional trade programs. "We want these courses to be the next step in the tradesman's journey," says Jewell. "We started with courses that will help people get into the building industry."

The classes are designed to be accessible anywhere, whether at lunch, on the jobsite or at home. Each course has 8 to 15 lessons with worksheets and materials supplementary to the course. Individual lessons last between 5 and 20 min.

A key part of building the courses is selecting the right instructors. "The first requirement is that they be masters of their craft," says Lauren Michaels, M.T. Copeland. "Secondly, do they go beyond doing the job? Are they obsessed with building well and building right? Finally, are they excited about sharing their knowledge and giving back to the industry?"

Jewell is clear about what they can and can't do. "We can't put a hammer in your hands, but we can give you cut sheets to take to the lumberyard and blueprints you can download and practice with," he says.

In a world of free YouTube videos, are formal courses like these needed? The easy answer is yes. M.T. Copeland charges \$75 for unlimited access to a course that is well laid out, technically accurate and complete in its scope.

Contact: FARM SHOW Followup, M.T. Copeland Technologies, Inc., 2430 3rd Street, San Francisco, Calif. 94107 (www.mtcopeland.com).

Dairy Farmer Made The Switch To Goats

After decades working as a dairyman following the tradition his grandfather started in 1919, Wendell Crow is now an enthusiastic owner of a herd of dairy goats. He and his wife, Rhonda, with their five employees care for 350 Nubian goats, and make fresh cheese every day to sell to distributors that sell to high-end restaurants in the Phoenix and Scottsdale area. Crow's Dairy, Inc., also offers self-service sales from its Buckeye, Arizona farm.

Modifications to the barn and corrals were fairly easy and inexpensive - pulling out the herringbone stalls and replacing them with parallel stalls for goats in the milking parlor and adding cattle panels to the barbed wire fences.

But there were also adaptations with goats to "handle the milk right" to keep it sweet tasting for good milk and cheese.

"You can't send it through high speed pumps and foam it up. We use delicate liquid pumps," Crow says.

The Crows keep the bucks separate from the females until breeding time to avoid the males' strong odor from getting into the milk. A big challenge of raising goats in Arizona comes in the winter when pregnant goats dry up, during the peak time for sales to restaurants. Then sales drop during the hottest months of summer when restaurants have less demand.

The kids stay with their mothers for the first



Wendell and Rhonda Crow purchased 17 goats about 12 years ago and now have 350 Nubian goats. They make fresh cheese every day.

2 mos. The nanny goats are milked twice a day and still have enough to fatten their babies faster than bottle-fed goats.

The Nubians produce about a gallon of milk a day with 5 to 9 percent butterfat; 200 gal. of milk makes 400 lbs. of cheese. Profits are higher (up to \$10/gal. of milk and cheese netting \$200 to \$400/hundredweight of milk) and inputs are about 10 percent compared to the cost of cows' feed and other expenses.

Contact: FARM SHOW Followup, Crow's Dairy Inc, 11300 S Dean Rd., Buckeye, Arizona 85326 (ph 623 936-3355; www.crowsdairy.com; wendell@crowsdairy.com).