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She'll Create A Photographic Record Of Your Farm

Growing up on a South Dakota dairy farm, Denice Woller says she always found beauty in everyday farm tasks and often documented those with pictures. After working as a journalist for 25 years, she decided to start a business called Leaving Your Legacy where she captures those kinds of everyday images of working farm families.

"My interest in capturing legacy pictures of farm families grew from the fact my father died when I was just out of high school and our family doesn't have a visual documentation of him working on the farm," says Woller. "I wish I had pictures of him to show my children, but I don't. Now I'm documenting farm families so they don't have to experience the void that I have."

Woller's legacy images capture the essence of farm work, which she knows is often dirty, hard, lonely, mundane yet also joyful and fun. "My photography captures people working in all their environments, whether it's on foot, on the equipment, in a pickup, riding horses, or on ATVs."

Woller says a typical visit to document

a farm family produces 500 to 700 images which she meticulously sorts, culls and then assembles into a hard-bound 20 page 12 in. by 12 in. album. She also provides individual images that families can frame for their homes or use in their business.

"The album becomes a permanent record of who that family is and what they do, from grandpa and grandma down through the kids and grandkids," Woller says. Her closeup images reveal big smiles, tough grimaces, huge laughs and thoughtful pondering. They show ranchers and farmers working with animals, equipment, and contemplating a beautiful sunset or an approaching storm.

"I don't pose people or have them change clothes and wash their hands, because my pictures are documenting their work and livelihood," Woller says.

Woller maintains a photo studio in a large remodeled red barn on the acreage where she lives with her husband and 4 children.

Contact: FARM SHOW Followup, Denice Woller Photography, Mankato, Minn. (denice@wollerphotography.com; www.wollerphotography.com).



Schrock Equipment specializes in selling used equipment for small farms such as balers, planters, spreaders, and loaders.

They Specialize In Small Farm Equipment

Jacob Schrock and his brothers found a profitable niche buying and selling used equipment for small farms. Schrock says his customers find the prices of new equipment hard to justify.

"A lot of small farmers have other jobs and just farm on the side," says Schrock. "They want equipment that doesn't have to pay for itself and won't break down."

Schrock looks for equipment in areas where small farms are being bought up by larger farmers.

"We buy equipment from all over Missouri, eastern Kansas and southern Iowa and move it to where it is needed," he says. "We don't offer warranties, but we've bought and sold enough that we recognize good pieces when we see them. We've had very few complaints on stuff we have sold."

Schrock tries to maintain a good inventory of hay balers, planters, manure spreaders, skid loaders, and other equipment.

"We started the spring with 5 balers on hand, and the last one went out in early June," says Schrock. "If you are looking for a particular type of equipment, give us a call and we will review what is available and at

what price."

While visitors to his equipment yard are welcome, Schrock advises calling first. "I also operate a mobile refrigeration repair business and may be on the road," he says.

"We offer good quality at a fair price," says Schrock. "We bought an almost new Deere 328 that cost \$11,000 new. We sold it for \$5,000. We sold a low use Massey Ferguson 1745 with all the frills for \$13,500, half what it would have been new. At the same time, a Deere 24T will sell for less than \$1,500."

Schrock does occasionally sell parts upon request, but generally avoids doing so. While most equipment is sold as he buys it, he does some repair during winter months.

Schrock does very limited advertising, relying on word of mouth from satisfied customers. "We've shipped equipment as far as 1,000 miles, from Pennsylvania to Colorado," he says. "We are always looking for equipment to buy."

Contact: FARM SHOW Followup, Schrock Equipment, 635 SW Hwy. WW, Trenton, Mo. 64683 (ph 660 684-6604).

Couple Found Success With Emus

When Clover and Joe Quinn bought their first breeding pair of emus in 1996, they were well aware that emu ranching wasn't a "get-rich-quick" endeavor. The get-rich-quick and go-broke-even-quicker era had occurred during the previous decade when breeding pairs sold for as high as \$45,000. When the Quinns started Wild Rose Emu Ranch at Hamilton, Mont., the price for breeding pairs had tumbled to \$1,000 and, soon thereafter, emus were available as giveaways. The couple launched their emu venture with 4 breeding pairs.

The Quinns started producing emu as a meat enterprise because emu meat is lean and highly nutritious. They also knew emu oil from a bird's 25 lbs. of backfat contains healing properties. It moisturizes skin, reduces inflammation and pain, and relieves itching.

"In addition to 30 lbs. of meat and the valuable oil, emu eggs can be eaten, painted or carved. Emu feathers can be used in flower arrangements and are coveted by fishermen for tying flies. And emu leather, which is soft and supple, can be used for pillows, vests, purses and other objects," says Clover.

What she didn't anticipate when they entered the business was how raising emus would transform her life, giving her purpose and experiences "that I never would have dreamed of," she says. In



The Quinns have been raising emus for 25 years and have been to Russia and the White House representing their ranch.

1999, Clover was sent to Russia to help two farms learn about raising emus. In 2007 she hosted the National Emu Convention in Missoula, and in 2008, she was invited to the White House as the Montana producer who'd present a decorated Easter egg to First Lady Laura Bush. "Those were all adventures I wouldn't have had except for raising emus," she says.

Over the years the Quinns have tried many promotion ideas to sell meat and emu oil products. Two of Clover's favorites have been farmer's markets and hosting tours of the ranch. "Nothing is more fun than helping busloads of children learn about emus as they tour the ranch."

Contact: FARM SHOW Followup, Wild Rose Emu Ranch, 284 Rose Lane, Hamilton, Mont. 59840 (ph 406 363 1710; www.wildroseemuranch.com).

He Sells Aircraft Tires For Farm Use

Farm Landings has airplane tires for nearly every use and the wheels to go with them. The South Dakota company sells a wide range of tires from 22 by 8.0 by 10 to 50 by 32 by 20. Owner Joe Kohnen says the tires sell themselves.

"We'll get first time sales of 2 or 4, and then they come back the following season and buy more," says Kohnen. "Aircraft tires are tough and durable. They can last for decades."

Kohnen only got into the business of selling the tires because he wanted some for his own use. He discovered there were no distributors in the central part of the U.S., and to get what he wanted, he had to order 6 pallets worth.

"I had a bunch of extras that I sold on Craigslist," says Kohnen. "They flew off the shelf. I did it again, and now I bring in multiple 53-ft. trailers of tires every year. I sell tires in more than 40 states and 3 countries. It wasn't something I set out to do, but it has turned into something awesome."

He sells both used and recapped tires. Prices range from \$30 to \$600. The recaps are ones that didn't pass airline safety checks. "They look brand new," says Kohnen. "They are fine for farm and industrial use."

Kohnen says airplane tires last longer than implement tires because they are 3 to 4 times thicker than standard implement tires. Also, they are made out of natural rubber,



Aircraft tires last longer than OEM implement tires because they are thicker and made for heavier loads.

not synthetic. "Synthetic tires start to break down and dry rot," he says. "Airplane tires have a heavy load carrying capacity and really stand up to abuse like corn stubble."

If a customer doesn't have wheels to match the tires they want, Farm Landings has them covered. "We carry a lot of wheels and all the supplies that go with our tires."

Contact: FARM SHOW Followup, Farm Landings LLC, 24690 470th Ave., Dell Rapids, S. Dak. 57022 (ph 605 838-5362; sales@farmlandingsllc.com; www.farmlandingsllc.com).