

Smörgasbord



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Catching Up On What You've Missed?

We're getting good response from readers to the first-ever story index we announced in the last issue of FARM SHOW.

The cumulative and cross referenced index lists right at 5,000 new products and new ideas which we've featured in FARM SHOW since it began eight years ago in January, 1977.

This handy index is a "must" for every FARM SHOW reader — whether or not you save back issues.

If you've saved back issues, the index turns them into an instant reference to latest new products introduced over the past eight years.

If you're a veteran subscriber but haven't saved any back issues — or if you're a recent subscriber — we've made it easy and inexpensive for you to get reprints of the more than 5,000 articles listed in the index. All articles, ranging in length from 1/4 page to a full page or more in length, are reprinted in their entirety, complete with photos and drawings.

Xerox copies of articles are 50 cents each. We also have assembled two catalogs of article reprints.

Catalog A contains reprints of 100 articles dealing with "Made It Myself Ideas Born In Farm Workshops". It sells for \$2.95, which figures out to less than 3 cents per article. Here's a sample of the 106 stories you get in Catalog A:

Car Runs On Waste Oil	2:1-7
Old Baler Chops Wood	1:5-23
Sparrow Trap For Farm Buildings	4:5-3
Build Yourself A Plywood Grain Bin	4:1-16
Triple Tractor Hookup	3:5-32
On-The-Go Combine Grain Dryer	6:1-4
Build Yourself A Self-Propelled Chopper	8:6-25
Farmer Uses Combine To	7:3-4
Double-Crop Beans	7:4-1
Straw Bale Grain Bins	8:1-7
Tractor-Mounted Grain Auger	8:2-6
Bunker Silo Built From Railroad Ties	8:3-27

Catalog B contains reprints of 270 articles which, based on feedback from readers, rank as the most popular we've ever published in FARM SHOW. It sells for \$3.95, which figures out to less than 2 cents per article. Here's a sampling of the 200 "most popular" stories you get in Catalog B:

Hoist Tilts Truck Box 90°	1:1-1
Fish Carburetor Guarantees 20% More Mileage	6:3-35
Repower Your Pickup With a Diesel Engine	6:2-33
Build Yourself A Silo House	1:4-7
Reverse Steering Kit For Tractors	2:5-19
Friction Furnace Requires No Fuel	3:1-10
Dig Ditches With Dynamite	3:2-7
No-Gas Engine Never Shuts Off	3:2-16
Crop Dryer Burns Shelled Corn	3:3-1
"Sound Proof" Kit For Tractor Cabs	3:3-32
Air-Powered Car First Of Its Kind	4:1-5
Wood-Powered Pickups	4:5-34
Prototype Microwave Grain Dryer	5:4-2
Combine Grain Weigher	6:3-5

Farmers Rescue Tractor Dealership

The Schilling Brothers, John Deere dealership, of Assumption, Ill., was rescued from financial difficulties when a group of 17 farmers and four employees purchased a little more than half the dealership's stock.

According to owner Dave Schilling, the dealership would have closed its doors to customers in Coles County without the support of the area farmers.

The dealership had previously been owned by Schilling, his brother, Dwight Schilling, brothers Tom and Jim Sloan and their uncle, Larry Sloan, all of Assumption.

The stock purchase occurred after the Sloan family decided to sell their portion of the business, Schilling said. Each new stockholder bought between 1% to 17% of the stock.

The deal brought in just under \$500,000 for the dealership, he said and took about three months to finalize.

According to Schilling, most of the farmers who bought stock did so to keep the John Deere dealership in the area. The farmers were faced with spending the money on traveling to the nearest John Deere dealership for repairs and parts.

"The dealership is unique in that it was the first dealership purchased by a group of farmers," Schilling said. Individual farmers have backed dealerships, but this is the first group to pool their resources to back a dealership, he reported.

Schilling said he has received calls from other dealers in the state inquiring about the stock deal.

The John Deere Company approved the sale of the stock, Schilling said, because the company wanted to keep the high market concentration in the Coles County region.

The dealership was doing good business except for the last two years, Schilling said.

"The dealership was affected by two dry years," he said, adding that the business has been affected "basically by the same problems which have affected the rest of the Midwest."

At the present, the dealership is doing well and has about 50 tractors waiting for repairs, Schilling said.

According to him, the dealership stopped selling stock when the business had enough funds to cover itself.

One stipulation with the stock purchase was that the new owners would not receive special treatment or deals at the dealership due to their standing as a stockholder, Schilling noted.

However, the stockholders will have some input into the business, he said. Already, the new owners have made suggestions for the business such as increasing the advertisement of used equipment and painting the shop's ceiling.

While the purchase of stock has kept the dealership's doors open, the business will seek additional financial help through a low interest loan from the Small Business Administration, Schilling said.

Also, the city of Mattoon will apply for an Illinois Community Development Assistance grant to loan to the dealership at the fixed rate of 3% reported Mike Michalski, executive vice president of the Mattoon Association of Commerce. (By Mark A. Cottingham, Illinois Agri-News).

Coffee still only a nickle a cup — A lot has changed over the past 31 years but one thing remains the same. A cup of coffee at Josie's Cafe in Heimdal, N. Dak., still costs just a nickle, the same price charged when Josie's opened for business in 1954.

"As long as I break even, I'll never change the price," says Josie Georgeson, the cafe's 75-year-old proprietor. Her cafe, with its 12-seat counter and two tables, is the main meeting place in Heimdal, a central N. Dak. town with a population of 40. The cafe is built right onto the side of her house.

"Most of my customers are farmers from the area, REA workers and crews from the Burlington Northern railroad. Around breakfast time the place is almost always full of guys getting coffee and a roll," says Josie. She charges just 15 cents for sweet rolls and 95 cents for her lunch of homemade soup, sandwich and coffee. In addition to meals, she stocks essential grocery items, such as milk and bread, to save customers a trip to the nearest grocery store located in the next town.

Josie's cafe closes on Saturday afternoons and all day Sundays. Otherwise, she's open from 6:30 a.m. to 6:30 p.m. serving up her low-priced fare and sharing the day's news.

Buy a farm for \$100? — Frustrated in his attempt to sell his hog farm on the real estate market, John Taylor, Sauk City, Wis., attempted to give his farm to the person who came closest to correctly guessing the average daily temperature for April, in the nearby capital city of Madison.

Contestants paid \$100 per guess, or 11 guesses for \$1,000 and guessed to the nearest tenth of a degree. Since the contest featured some degree of skill, it was legal with the state, says Taylor.

The 'correct' answer would be the average temperature as recorded and calculated by the National Weather Service in Madison. As a tie-breaker, contestants were also asked to guess the temperature for a specific day in May.

However, Taylor told FARM SHOW that the contest fell short of his goal of 1,800 replies totaling \$180,000. On the entry deadline of April 1, he'd collected \$30,000. The money is being returned and he's once again trying more conventional means of selling his farm.

Handy Order Form

You can use this coupon to order the new FARM SHOW Story Index, and the catalogs of reprinted articles.

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- I'd also like to order **Catalog B** containing reprints of the 200 "Most Popular Products" published since FARM SHOW began eight years ago @ \$3.95 each \$ _____

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