

## Money-Making Ideas To Boost Farm Income

### Walk-On Ads

If you thought advertisements were everywhere, don't look down. Soon you may be reading ads on the road, in parking lots and on sidewalks too. For Lonnie Folsom, it's a dream come true.

"I've been working on it for about four years," he says. "I figured there had to be a way to adhere picture art to tar and concrete," he says.

He finally found the right mix of adhesives and materials, and the calls are coming in. "We've had calls from California, Las Vegas; from professional sports teams, colleges, stadiums, you name it," he says. "People tell me they have thought about it for years, but couldn't figure out how to do it."

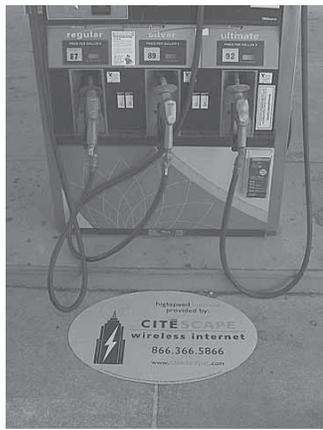
Folsom's company SignWalk has been testing their product in St. Cloud, Minn. Merchants there report increased attention from the signs.

Folsom plans to charge clients for placing their ads based on traffic at the location. A 3 by 4-ft. ad at a gas station might cost \$150 a month, while the same logo at a state fair might cost \$1,500 for the run of the fair.

Sidewalk logos may be popular with more than just businesses. Folsom expects sports teams and others to market the stick-ons to fans that want to put a logo or team name on their driveway or sidewalk.

"They only take about five minutes to install," says Folsom.

"Just sweep off the surface, peel off the paper backing and press it down on concrete, tar, wood or steel surfaces. As the sun heats them up, it really causes them to adhere."



Stick-on signs adhere tightly to concrete and asphalt.

Depending on traffic, he suggests they may need to be replaced every 6 months or so. While they can be peeled off, the adhesive left behind takes special effort to remove, warns Folsom.

Scraping snow off them will likely damage them, he says, but rain won't make them slick like one might expect. "They have a non-skid surface and are actually less slippery than a tar surface that is wet," he says.

Folsom says they can have stick-on ads ready to go within a couple of days of ordering.

Contact: FARM SHOW Followup, SignWalk, 700 West Division St., Waite Park, Minn. 56387 (ph 320 257-5555; toll free 866 855-4232; info@signwalk.com; www.signwalk.com).

### Wreath Business Born Out Of Necessity

By Barbara Minton

It was nearing Christmas season and work was slow for Christy Maitland's husband, who works as a logger. She knew she had to do something or the family wouldn't have a very Merry Christmas.

Maitland decided to sell some Christmas wreaths. She put six of her creations on display at a local gas station.

"Two hours later the clerk called up and told me all my wreaths had sold that I should make more," says Maitland. So she got busy gathering boughs, cones and ribbons. In the end, she made \$800 total in a few weeks.

But more than that, Maitland says, "I was pretty proud of myself and thought maybe I should do more of this." That was a little more than twelve years ago and today she makes about 300 wreaths per year.

She sells 100 wreaths to a hospice at a local hospital at a discount, where they sell them to raise money. Additionally, she gets orders to ship wreaths everywhere like Alaska and Hawaii. She sells the rest locally.

Maitland branched out and now makes swags, centerpieces and kissing balls. Kissing balls are a floral oasis that holds water. "Everything goes into the centerpiece that I think will look good and stay alive," explains Maitland. "This includes willow branches and flowers like carnations because they last a long time."

Besides her Christmas business, Maitland runs a successful greenhouse during the spring and summer months. But six years ago when the business launched, she had no experience. Maitland will tell you, "I was learning the business as the plants were growing. It was trial and error." Her obstacles were finding wholesalers, learning about fertilizers, and figuring out the retail



Christy Maitland makes about 300 wreaths per year, using boughs, cones and ribbons.

and marketing side of the business.

All this trial and error came about because she says, "I was scared crazy to go into an office and sit."

Today the greenhouse, like her wreath business, has expanded. And people call or come from all over to buy her natural products, be it flowers, vegetables or wreaths.

Contact: FARM SHOW Followup, Christy Maitland, Mountain Meadow Nursery, 25508 S. Willow Creek, Medimont, Idaho 83842 (ph 208 689-9233).



Part-time sewer line cleaner Tim Chumley uses power "eels" or "snakes" to clear drains. He gets up to 6 calls a week at \$85 per call.

### Part-Time Sewer Cleaner

As water regulations have tightened across the country, reducing the gallons of water used per toilet, it has become more of a challenge to keep septic lines flowing. That's resulted in a lot more business for part-time sewer line cleaner Tim Chumley, Nokomis, Ill.

New toilets in the U.S. are now restricted to 1.6 gal. per flush and that causes problems in some farm systems. When things plug up, people call Tim.

He charges \$85 to clean out a local system

and \$125 if you're out of his primary area. He gets 2 to 6 calls a week, all of which he handles on evenings and weekends since he has a daytime job.

He has two power "eels" or "snakes" that he uses to clear drains. His biggest unit, a Rigid K 750 Eel Sewer Cleaning Machine, has 100 ft. of reach.

Contact: FARM SHOW Followup, Tim Chumley, 613 S Pine Street, Nokomis, Ill. 62075 (ph 217 563-7192).



Two-wheeled firewood processor is equipped with a chainsaw cutting system, hydraulic splitter, and output conveyor.

### ATV-Pulled Firewood Processor

"Our new self-contained firewood processor is designed to be pulled by any ATV. It's the perfect machine for family firewood production because it doesn't require a major investment," says Janet Janssen, Apache Forest Products, Leduc, Alberta.

The 2-wheeled firewood processor is powered by a 13 hp Honda gas engine and can handle logs up to 12 in. in diameter. The log is manually fed into the machine. The machine

is equipped with a chain saw cutting system, hydraulic splitting, and output conveyor. It has a capacity of about one cord per hour.

Sells for \$9,500.

Contact: FARM SHOW Followup, Apache Forest Products, Inc., 7015 Sparrow Drive, Leduc, Alberta, Canada T9E 7L1 (ph 866 986-0067; janet@apacheforest.com; www.apacheforest.com).

Some of the best new ideas we hear about are "made it myself" inventions born in farmers' workshops. If you've got a new idea or favorite gadget you're proud of, we'd like to hear about it. Send along a photo or two, and a description of what it is and how it works. Is it being manufactured commercially? If so where can interested farmers buy it? Are you looking for manufacturers, dealers or distributors? Send to FARM SHOW, P.O. Box 1029, Lakeville, Minn. 55044 or call toll-free 800 834-9665. Or you can submit an idea at our website at [www.farmshow.com](http://www.farmshow.com).

Mark Newhall, Editor

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**"Made It Myself"**