

Farm Fresh Flavor Brings Premium Prices

Tony and Penny Marshall's crops aren't marketed as commodities, and that's how they're able to make farming profitable on their half-section, 107-year-old family farm near Calgary, Alberta. They turned it into a certified organic operation 15 years ago.

The couple supplies ultra-fresh, high quality food products with a focus on satisfying local customers.

They sell specialty heirloom vegetables from their "chef's garden", flaxseed oil, cold pressed canola oil, whole grain cereals, stone-ground flour, and various mixes like granola, porridge, and muffin mix.

"We sell direct to high-end restaurants and health food specialty stores," Tony says.

"We try to develop a personal relationship with all of our clients and focus on delivering the freshest product possible."

For example, the process of turning canola seed into bottled, cold-pressed oil takes only four days at Highwood Crossing Farms, thanks to the fact that they work on a small scale.

The couple uses a "cold-process" seed press they imported from Germany. Eliminating heat from the processing protects the quality of the oil and they sell it in dark glass bottles to further protect the quality by keeping out light. With the cold press system, small batches of three to four litres of oil are produced per hour.

Marshall says his oil is great for gourmet salads and also works well in baking.

Canola oil has been described as Canada's olive oil, and Highwood Crossing's oil is 100% virgin oil that's shipped the same week that it's pressed.

In addition to their close-to-home customers, the company supplies gourmet vegetable oil to high-end restaurants across the country.

Contact: FARM SHOW Followup, Highwood Crossing Farms, Tony and Penny Marshall, Box 25, Aldersyde, Alberta, Canada T0L 0A0 (ph 403 652-1910; fax 403 652-7511; info@highwoodcrossing.com; www.highwoodcrossing.com).



Tony and Penny Marshall turned their family farm into a certified organic operation.

He Keeps Antique Power Hammers Alive

Some customers call him the "Savior of the great old power hammers." Sid Suedmeier shrugs off the title, which he earned as a result of taking over the Little Giant Power Hammer Company in 1991. Though the hammers themselves are no longer manufactured, Suedmeier provides a way for owners to get parts and repairs, and even learn how to rebuild their old hammers.

The Little Giant Company dates back to 1895. It was the most prolific manufacturer of power hammers, making nearly 18,000 of them in 99 years.

"The original use for these machines was sharpening plowshares," Suedmeier explains. Replaceable plowshares killed demand for the machines. The Mankato foundry became involved with other projects and the power hammer segment of the business was set aside.

Suedmeier found out about the business when he wanted to expand his knife-making hobby from grinding to hammering out knives. He ended up buying parts, blueprints, foundry patterns and sales records from the Minnesota foundry and taking them to Nebraska. At first Little Giant was

a sideline business, but by 1999, it had taken off, and Suedmeier sold his auto parts business. Many people use power hammers to make a living, he explains, creating decorative iron for fences, gates, lighting, etc.

Though they aren't as precise, power hammers seem to be faster than the newer pneumatic hammers, Suedmeier says.

"A lot of people like power hammers just because they are old," Suedmeier says. "Some of the hammers we rebuild are 100 years old."

Working with three foundries, his business can make parts for any Little Giant Hammer. Suedmeier also buys old hammers and rebuilds them. Each March he holds 2 1/2-day sessions showing people how to rebuild, adjust and maintain their own hammers.

Suedmeier attends blacksmith conferences and events and is impressed by the number of new people getting into the business. "It's really great to see a lot of younger interest," he says.

Some customers have unusual uses for power hammers: sharpening pea and peanut plows, making farrier tools and texturing lead sheets that are made into tubes for pipe organs, for example.



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"A lot of people like the history," Keri notes. Little Giant made five sizes through the years and they have old paperwork about each model, as well as sales records of every machine ever sold.

A used hammer in good condition is worth anywhere from \$1,200 to \$2,500. Suedmeier sells totally rebuilt power hammers for \$3,800.

The Suedmeiers welcome calls from people interested in learning more about power hammers. Prices for common parts and repairs are listed on their website.

Contact: Harlan "Sid" Suedmeier, Little Giant Power Hammer, 420 4th Corso, Nebraska City, Nebraska 68410 (ph 402 873-6603; sid@littlegianthammer.com; www.littlegianthammer.com).

How To Set Up An Exotic Animal Park

If you've ever thought about setting up an exotic animal park you'll want to check out Sanctuary Supplies - a one-stop shop for zoos and animal parks that offers signs, toys, equipment and other services such as advertising and web page design.

"We've got everything you need except for the animals," says Wesley Willis at the Rootstown, Ohio company.

Their full color animal information signs are designed for indoor or outdoor use. The signs provide a color photo of the animal, its common and scientific names, the animal's status in the wild, a map of the region where they're found, and two paragraphs of information about the animal. A sign mounting kit is available to mount the signs. It includes a sign holder with an angled top for easy viewing, a 4-ft. by 2-in. green vinyl coated post, and all the hardware.

"It's a good way to educate your visitors about the animals at your facility," says Wesley Willis. "It works great for

school tours, group outings, petting zoos, drive-through parks, animal sanctuaries, and zoos."

The signs range in size from 12 by 8 in. to 30 by 20 in., and in price from \$16.99 to \$97.99. The sign mounting kit sells for \$18.95.

Other supplies include animal gear and handling equipment, clean-up supplies, crates, carriers and cages, feeding and watering supplies, fence and pen supplies, gift shop items, houses and shelters, milk replacements, play centers and toys, sale items, vet products, dishes and buckets, animal control poles, diets and supplements, heavy duty enrichment balls and toys, and signs such as crossing signs, warning signs, "do not feed" signs, etc.

A wide variety of houses and shelters are available, including:

Contact: FARM SHOW Followup, Sanctuary Supplies, 4300 Pletzer Boulevard, Rootstown, Ohio 44272 (ph 877 886-1992; Wesley@sanctuarysupplies.com; www.sanctuarysupplies.com).



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