Money-Making Ideas To Boost Farm Income

Nursery Specializes In Fast-Growing Trees

You can grow a fast-growing green privacy fence or windbreak with trees from Advanced Tree Technology, New Haven, Ind. The business is owned by Mark and Randy Bruick and they also sell future investment varieties such as black walnut, white oak and cherry that can be harvested in 30 years.

For nearly 20 years, the nursery has worked with university researchers who develop new varieties to graft fast-growing genetics in Advanced Tree Technology's stock. Purdue University came up with the walnut variety, for example. The business's newest variety is Green Rocket Hybrid Cedar, an evergreen that grows 3 ft. or more each year.

Besides evergreens that provide green privacy year round, the business also sells deciduous varieties, such as Skyrise Hybrid Salix, which can grow 5 ft. a year.

There are many screen, windbreak, shade and investment trees available for various growing zones, says Randy Bruick.

"They also live a long time," he adds, noting people incorrectly assume that the fast-growing varieties die sooner. They live 50 to 100 years or longer, he says.

Trees up to 6 ft. tall can be shipped anywhere in the continental U.S. by UPS. Larger orders can be delivered by truck. Prices are competitive, and in some parts of the country are less than local prices even with shipping.

Customers range from large companies to homeowners, Bruick says. Discounts are available for larger orders.

Shrubs, perennials and small ornamental trees are also among the various offerings of the business's on-line and print catalogs. Advanced Tree Technology provides detailed info about each variety as well as growing, irrigating and general tree care information.

Contact: FARM SHOW Followup, Advanced Tree Technology, 12818 Edgerton



Fast-growing Skyrise Hybrid Salix trees make a great privacy fence or windbreak, says Advanced Tree Technology.



Green Rocket Hybrid Cedar grows 3 ft. or more each year.

Rd., New Haven, Ind. 46774 (ph 888 749-0799; www.advancedtree.com).

Sam Osborne grows strawberries hydroponically out of doors. His system is designed to work with 4-row tunnels that extend the production season.

"No Bend" Berries Require Innovative Equipment

Tired of bending to pick strawberries? Try raising them the "table top" way.

British farmer Sam Osborne plants his berries in elevated rows 45 1/2 in. off the ground at his pick-your-own berry operation.

"Our fields had been planted to strawberries for 15 years and we were beginning to have decreased yields and more pest and disease problems," he says. "It was time for change."

Osborne set up a network of narrow beds that sit on horizontal pipes. The layout consists of 24 690-ft, rows with a 13-ft, break at 345 ft, for a cross row. Every four rows are covered by a removable tunnel to extend the growing season. And he built an ATV-towed sprayer that covers four rows.

The basic layout is a twin row of pipes supported on 39-in. stand pipes. Plastic 9 1/2-in. deep by 19-in. wide trays filled with peat moss rest on top of the pipes and are fed by a hydroponic solution through trickle pipes.

Osborne says the tabletop system makes fruit more accessible to pickers, reduces soil borne problems, and increases yield. At the same time, plants require much closer supervision. Rain will wash out nutrients, while sun and wind can rapidly dry out the planting medium. Runoff has to be constantly monitored for top production. Seasonal tasks also increase, such as frost protection, thinning and removal of runners and weeds during the growing season, and removing leaves in the fall and winter. Of course as in any hydroponic system, maintenance is constant.

"The irrigation system needs to be main-



Berries are planted 45 1/2 in. off the ground, making the fruit more accessible to pickers.

tained at 100 percent, as even small problems such as leaks or a blockage can lead to loss of crop or plants," says Osborne.

Osborne has plans available for his tabletop system. He also indicates he would be willing to provide plans for his ATV trailer sprayer.

Contact: FARM SHOW Followup, Sam Osborne, Cammas Hall Farm, Hatfield Broad Oak, Essex CM22 7JT United Kingdom (ph 011 44 7986467959; sam osbor

Couple Teaches Time-Saving Pig Handling

"Through workshops and videos, we try to make life easier for pig handlers and the animals they work with," say Don and Nancy Lidster of White Fox, Sask.

The two entrepreneurs had plenty of experience with pigs when they decided eight years ago to convert their knowledge into a business that helps others.

The couple operates DNL Farms Ltd., marketing on-site workshops and an online educational resource for the pig industry. Their products and services offer skills training that can improve hog farm profitability by teaching pig handlers how to work more efficiently while handling the pigs humanely.

"We cater to all aspects of the hog business... small farm operator-owners, larger operation employees, truckers and slaughterhouse workers," Nancy says.

According to the couple, difficulties most often arise when the handler's in a hurry and tries to force movement with a "chase" approach. Better success can be achieved by using the animals' natural herd-following behavior to get movement. The Lidsters found the best way of teaching is by showing videotaped real life examples of both good and bad pig handling.

"We've videoed handlers in barns, trucks, assembly yards, and packing plants," Nancy points out.

The couple offers a customizable 4-hour, on-site "Low Stress Pig Handling Work-

shop" and also sells their videos online. In addition, they can be hired to produce customized videos for individual workplaces.

They also offer private consultation, trouble shooting services, presentations/lectures, and online training videos on breeding, farrowing, finisher skills, nursery skills, hog barn maintenance, plus general management and human resources training. The online "pay per view" system allows viewers to access videos for \$5 each.

To accommodate operations that employ foreign workers, the couple can produce training videos in other languages.

To view a video for free on their website (www.pighandling.com), click on the "Video Store" button and then on "Sample Video" on the top right hand banner.

"We offer workshops that include an exam and certification, and we keep a registry of everyone who's certified," Nancy says. "We charge \$100 per person, which doesn't take very long for people to earn back because of more efficient use of manpower. We usually aim for 15 registered people per workshop and if there's much traveling involved, we try to set up two or three workshops in an area to cover our traveling expenses."

Contact: FARM SHOW Followup, DNL Farms, Ltd., Don and Nancy Lidster, P.O. Box 160, White Fox, Sask., Canada SOJ 3BO (ph 306 276-5761; fax 306 276-2087; dnlfarms@xplornet.com; www.piehandling.com).



He uses a sprayer that can cover four rows at a time.