#### Money-Making Ideas To Boost Farm Income

Yuzu fruit tastes like lemon, mandarin and grapefruit mixed together and is used in cosmetics and in cooking.



### They Grow Japanese Citrus In New Jersey

Vivek and Seema Malik have been successfully producing exotic fruit varieties in New Jersey since 2016 when they took their first box of the Japanese citrus called "yuzu" to a chef at a high-end restaurant. Now they nurture 800 trees of yuzu, sudachi and 14 other specialty citrus varieties that they sell to chefs and individuals.

The Maliks discovered yuzu in one of their favorite dishes at a Japanese restaurant.

"It is extremely flavorful - lemon, mandarin and grapefruit mixed together, Seema says. "The scent of yuzu is very specific, and it is even used in cosmetics."

After finding the fruit at an Asian store, they saved the seeds to grow their own trees in pots that they moved inside every winter for 11 years. The 12th year they were rewarded with fruit - and a desire to grow more. Working with their local agriculture extension office and learning to graft onto trifoliate orange - a cold-hardy shrub - they were able to speed up the process. Now their 13-year-old daughter, Simran, grafts all their trees for them.

The Maliks developed proprietary techniques that include moving all their

potted trees into a greenhouse for about 4 mos. during the winter. Yuzu has been grown for centuries in Asia, most common in the mountains of Japan, and the trees can handle some cold but don't do well with heavy snow and temperatures in the single digits and below.

By February, the yuzu trees are in full bloom in the greenhouse.

"The millions of flowers are very fragrant," Vivek says. "Once fruit sets, we move them out in mid-March; they like the cool temperatures."

Harvest begins around the end of July and continues through mid-November. With their other varieties, the Maliks have fruit to harvest year-round.

Yuzu should still be available in early November (\$17.95/lb.) Check out the website to see what other fruits and specialty items are in stock.

Vivek emphasizes that Bhumi Growers is not a nursery and does not sell trees.

Contact: FARM SHOW Followup, Vivek and Seema Malik, Bhumi Growers, (ph 833-248-7787, info@bhumigrowers.com; bhumigrowers.com).

#### **Great Service Sets Parts Experts Apart**

Carol and Bob Kuhn specialize in personalized service, and they'll go to great lengths to help you solve any repair problem. The couple has been supplying parts with a big dose of service to customers throughout the U.S. and Canada for more than 20 years.

"We have a strong knowledge base with two mechanics in their 50's and 60's who've been working on tractors since their teens," says Carol at Kuhn's Equipment Repair. "I rely on them for help and diagnosis. If you aren't sure about the part you need, give us a call. We'll help figure it out. Sometimes we send diagrams to a customer to help identify the right part or exchange photos by text or email to double-check."

Added to the standard mechanical experience is extensive knowledge in antique and older model tractors. The parts and salesroom is lined with photos of restored tractors of every color. Carol estimates they have restored more than 150 tractors, at one time doing 10 to 11 a year.

"Today, dealers and mechanics only work on a single brand. If you don't see a part on our website, give us a call before you do anything," says Carol.

Once a part has been identified, Carol checks OEM parts listings, as well as aftermarket suppliers. If she can't find a new part, she'll try to find a used one. However, she warns that a used part may be no better



Kuhn's Equipment and Repair uses their years of experience to help customers locate and repair parts.

than the one that failed.

"Sometimes it's best to send us the part, and we can take it apart and make repairs," says Carol. "If necessary, Bob may make a replacement."

Kuhn's maintains a Bridgeport milling machine and a metal lathe for repair and limited fabrication.

Contact: FARM SHOW Followup, Kuhn's Equipment Repair Inc., 191 Race Rd., Oxford, N.Y. 13830 (ph 607-843-8440; ph 888-839-5778; cjkuhn@frontiernet.net; www.antiquetractorsrus.com).

## He Sells Quality Tilapia And Their Poo

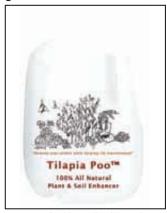
Crossover Farms raises and sells full-grown tilapia for food but also sells young fish to customers for stocking their tanks and ponds. They also sell Tilapia Poo made from fish tank wastewater.

"There are lots of varieties of tilapia," says John Cusatis, owner of Crossover Farms in Pennsylvania. "What makes us different is that we raise Northeastern Blue Tilapia that can live in a 47 degree environment."

That means they can winter in ponds that are 25 ft. or deeper. And the fish tastes better than tilapia found in chain stores sourced from overseas, Cusatis adds. He sells various size fish to schools, individuals, and highend hotels/restaurants. The panfish grow to about 1 1/2 lbs. in eight months and 2 lbs. in a year. Tilapia are also used in a variety of other places, including nuclear power plant cooling ponds to control algae.

Using all-natural practices and water from a 625-ft. artesian well, he notes his fish are pampered from breeder tanks to nursery tanks. Because no chemicals are used, the wastewater is also valuable. Mixed with other natural protein blend ingredients, Cusatis sells Tilapia Poo™ as a soil and plant booster. The 6-ft. tomato plants and 12-ft. mango trees he grows are a testament to the Poo's effectiveness. The concentrate can be diluted (8 to 1) and he sells it by the gallon (\$5), drum, totes and semi-load.

"Farmers use it because it doesn't clog their sprayers, and they can add liquid nitrogen and customize it for any application," Cusatis says



Used as a fertilizer, Tilapia Poo is sold by the gallon, drum, tote or semi-load. It can be combined with other fertilizers such as nitrogen.

Besides fish and poo, he also has a certified lab for water and fish disease testing, plus he sells Aquadeclor<sup>TM</sup>, an all-natural 3-in-1 product that Cusatis developed to dechlorinate and condition fresh and saltwater tanks.

Finally, Cusatis, a military veteran, notes he offers 10 percent discounts to military, veterans and EMS workers.

Contact: FARM SHOW Followup, John Cusatis, Crossover Farms, 5433 Old Rt. 22, Ste. 2022, Hamburg, Penn. 19526 (ph 484-218-8180; drjohn@crossoverfarms.com; www.crossoverfarms.com)

# **Bison Brought This Family Back To Their Farming Roots**

When Denver and Becky Johnson of Prince Albert, Saskatchewan decided to return to the farm, they decided to raise bison.

Becky's family ran a grain farm in the area and when they began switching production from conventional to organic, they started growing more alfalfa and hay to help choke out the weeds.

"Since there was plenty of hay, we partnered with my family to bring livestock to the farm," says Becky. "We wanted self-sustainable livestock that was good for the land and bison have a long history of giving back to the soil through their grazing habits. They don't need the same level of hands-on management, so Denver was able to remain a full-time firefighter while we began the bison operation. Together we took over running the livestock and created Bison Ridge Farms."

The farm's 150 bison rotate through 40, 50, or 100-acre pastures, grazing entire plots before moving on. The main herd is 61 cows with four breeding bulls and a secondary herd contains 17 heifers with another 25 joining them this winter

The Johnsons market their top yearling bull calves for breeding at winter auctions, but their primary market has become farm-to-table meat products. Animals are butchered and packaged at a neighboring town's slaughterhouse and the meat is sold either direct from their farm store or through online sales. Orders are distributed by the couple or shipped via a larger delivery company.

"Bull calves not making the cut as breeders are finished on a 90-day free choice ration of oats and pellets, alongside their day-to-day grazing. The ration becomes about 20 percent of their diet."

Becky believes the bison are special animals as they give back to the soil, and



Bison Ridge Farms sells various boxes of Bison products from their Saskatchewan farm.

don't just take what they need from it. Their natural habits increase soil health as they move about and leave their manure. They keep the forest at bay with their rubbing and trampling habits.

"The meat is proven to have a lot of health benefits as well," she says. "It's very rich in iron and protein and low in fat and carbs, so there's a big health aspect. We've had much praise from people struggling with high cholesterol and gut issues. Their ability to consume the red meat of the bison has seemed to improve their health."

The young couple hopes to keep raising bison and expand sales to local restaurants and retail outlets

Contact: FARM SHOW Followup, Denver & Becky Johnson, Bison Ridge Farms, Buckland Rd., Prince Albert, Sask. Canada S6V 5R3 (ph 306-930-6760; www. bisonridgefarms.com).