

"A LUCRATIVE SIDELINE FOR YOUNG FARMERS"

Business Booming For Farm Machinery Painter

Business is booming for Alan Avery, Goodell, Iowa, who got into the farm machinery painting business about two years ago as a sideline to raising hogs and cattle. The business grew so fast that he had to quit farming and now works full time painting used farm machinery and equipment.

"I've painted 300 tractors since I started, plus an assortment of wagons, trucks, trailers, combines and tillage implements," Alan told FARM SHOW. "I was doing some cars at first, but that's a different kind of business with different paint. My son is branching off into car painting in his own shop."

Avery does the work in his farm shop which is a converted barn. It's equipped with a welder and a high pressure steam cleaner. The shop is heated so work can continue through the winter months, but he sometimes closes down on the coldest days. Customers are farmers and about nine implement dealers. Most customers come from within a 30-mile radius, but a few jobs have been more than 100 miles away.

"A man called me recently and wanted to bring in a tractor from 300 miles away," he notes.

Business built up fast as people heard about Avery's paint shop. There's no need to advertise. In fact, Avery says he wouldn't dare or he'd be swamped with business. Two weeks ago, he had 70 tractor painting jobs on his waiting list.

Avery thinks there is this kind of

demand anywhere in the country where farming is done, and he thinks other farmers, especially younger ones, could easily set up a lucrative sideline machinery-painting business. He's willing to share some of his experience with those who might want to get started.

"If you already have some kind of garage or shop to work in, you can buy all the equipment you'll need for \$5,000 to \$10,000. That includes a compressor, steam cleaner and welder. You'll also need storage space for supplies."

Avery buys his paint by the pickup truckload from implement dealers, and he stresses that implement paint is different from car paint. Before the paint goes on, rust and grease have to be removed and minor repairs made.

The undercoats are the most important because they protect the metal from weather and wear. Several thin coats go on to build up a smooth finish, and the final product "is better than from the factory", according to Avery. His work is guaranteed, and no job leaves his shop until the customer is completely satisfied.

Avery says the increased value of painted equipment makes painting a real bargain. "Just recently, a customer brought in a trailer that cost \$300. After a \$300 paint job, he sold it for \$1,500," Avery points out.

For more information, contact: FARM SHOW Followup, Alan Avery, Avery's Paint Shop, Rt. 2, Goodell, Iowa 50439 (ph 515 358-6356).

HEADING SOUTH THIS WINTER?

Check Your House Temp By Phone

If you're among the thousands of "snowbirds" who head south each winter, you probably worry about the furnace going out and your home freezing up during cold weather. Now, thanks to a new device called the "Phone-Stat", you can call home to check on your heating system even though nobody's home to answer the phone.

Phone-Stat is a temperature sensing instrument that connects directly to your telephone. You set it at a temperature which you want to maintain while you're gone. Then, you simply call home whenever you want to check the temperature.

If the temperature is staying safely above the level you set, your phone will give a normal ringing signal. However, if the temperature drops below the setting, you'll get a busy

signal when you call home. That's your warning to call a neighbor or service man and have your system checked.

Since nobody answers your phone, your checking calls are "toll-free". Call as often as you like from any distance — at no cost to you.

The Phone-Stat operates on any single party line. It plugs in to a telephone jack, or it can be connected with a screwdriver. It uses no power and requires no maintenance, and it doesn't interfere with normal telephone service.

Phone-Stat is sealed in a dust-tight box. It can be set from 30 to 110° F. Sells for \$89.95.

For more information, contact: FARM SHOW Followup; Phone-Stat Enterprises, P.O. Box 18035, Lansing, Mich. 48901 (ph 517 372-7426).



The Sargom extinguisher, right, is considerably smaller than a standard fire extinguisher, left, yet has the fire fighting ability of 70 gals. of water.

SMOTHERS FLAMES WITH GAS; CONTROLS ALL TYPES OF FIRES

Small Extinguisher Fights Big Fires

"A 2-lb. cylinder holds the equivalent of 70 gallons of water," says Haskell Godfrey, of Valdosta, Ga., about the revolutionary Sargom fire extinguisher — a lightweight fire fighter filled with a frozen liquid gas that expands to 180 times its size to fight all classes of fire, including electrical, chemical and flammable liquids.

"It goes to the heart of a burning substance, expelling and replacing the oxygen to chemically break the fire chain," Godfrey explains. "Besides that, it's so non-toxic you could spray it on your Sunday dinner and still safely eat the food. We think it's a natural for farmers to keep on the combine, in livestock barns, farm shops, vehicles and in the home."

When sprayed, the extinguisher liquid gas is invisible but, as Godfrey demonstrated to passersby at a recent farm show; one short burst from the canister instantly smotheres an intense fire.

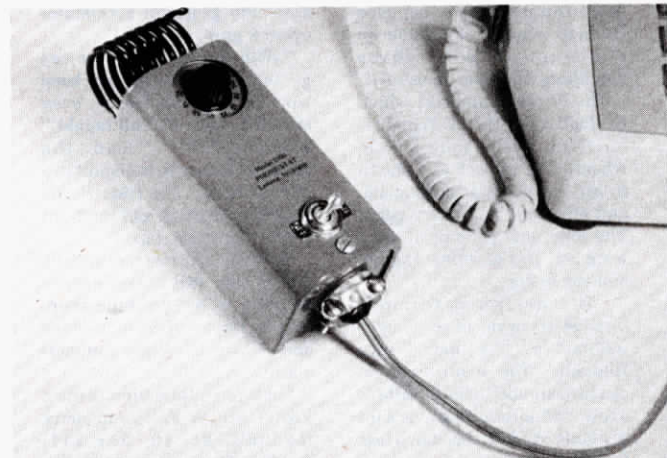
"Another key factor is our canister

itself. It's lightweight and portable for easy use and operates with a touch of one finger, whereas many extinguishers have complicated directions and must be recharged after each use. The Sargom can be used over and over until it's empty."

Sargom extinguishers are designed to replace standard building and vehicle extinguishers, or as an auxiliary to more cumbersome fire fighting tools. Several cities, he notes, have ordered the just-introduced extinguishers for public buildings and vehicles.

Three Sargom extinguishers ranging, from 15 oz. to 60 oz., range in price from \$29.95 to \$124.95, and are said to be equivalent to 30 gal. of water for 15 oz. and 120 gal. of water for 60 oz. model.

For more information, contact: FARM SHOW Followup, Haskell Godfrey, American Sales Corp., Inc. 2906 N. Ashley St., Valdosta, Ga. 31601 (ph 912 244-3390).



Phone-Stat connects directly to your phone and gives you an instant temperature check when you're away from home, just by making a "toll-free" call.