

# New Ways To Make Money On The Farm



Roger Ismil was 32 and single when his cousin made up a sign for him: "Wanted! Good Woman. Must be able to clean, cook, sew, plant and harvest crops. Must have Ford or Ferguson tractor and barn. Please send picture of tractor and barn."

## Family's Tractor Business Started As A Hobby

A hobby evolved into a business for the Ismil family of Onamia, Minnesota. Roger and his dad, Alex, love Ford and Ferguson tractors so much that their hobby of buying, repairing and selling them has turned into a thriving business.

In 1999, Alex retired from 41 years of construction work and Roger quit his 4-year job as a propane service technician in order to launch their tractor business.

"It's called Tractor Land Inc., and it grew totally out of word of mouth," Roger says. "We buy, sell and repair the tractors, and sell both used and new after market parts. One of the great things about these tractors is that there are so many new parts available for them."

The Ismil family has developed a reputation for fixing up and reselling tractors, in addition to their repair work. They are now extremely busy year-round.

They deal mostly in Ford "N" series tractors, but also handle 100 series and the 01 series, although they are not as plentiful. The Ismils also provide service for the few

Fergusons in their area.

"I'm full-time, Dad is part-time, and my mom, Lillian, helps, too," Roger says. "We have a 40 by 70 shop now, but at first I worked out of a small two-car garage. Our excellent location along the highway helps. We have an 8N Ford tractor painted on each side of a silo where we're at, so we're very visible."

Two years ago, the Ismils sold 37 used tractors, last year 43, and this year they expect to surpass that number by a few.

"We have great customers. They're all very nice and pleasant to deal with," Roger says. "We've really been blessed."

The humorous sign brought a lot of attention to the business. People would drive in just to see it, he says. Roger recently got engaged but his fiancée has a good sense of humor and wants him to keep the sign on display.

Contact: FARM SHOW Followup, Roger Ismil, Tractor Land Inc., 28839 U.S. Hwy. 169, Onamia, Minn. 56359 (ph 320 532-5636); email: alrus169@ecenet.com.

## "Push Cart" Blueberry Harvester

This two-wheeled aluminum "push cart" harvester takes the work out of picking blueberries. It's equipped with a series of 3/16-in. dia. teeth mounted at an upward angle on a 22-in. wide head. You push the cart forward through the top of the blueberry bush, raking the teeth through the leaves. Once the teeth are full of berries you tip the cart back and pull up on the handle to dump them into the pan. When the pan is full you remove it and leave it in the field for later pickup and drop a new pan into position. The cart has holders on each side for storing extra pans.

Some assembly required.

Sells for \$570 (U.S.) plus S&H.

A hand-held scoop rake for harvesting blueberries works much the same way as the push cart, depositing the berries into a 14-in. wide pan.

Sells for \$54 (U.S.) plus S&H.

Contact: FARM SHOW Followup, Berry Hill Limited, 75 Burwell Road, St. Thomas, Ontario, Canada N5P 3R5 (ph 800 668-3072 or 519 631-0480; fax 519 631-8935; email: info@BerryHillLimited.com; website: www.BerryHillLimited.com).



Cart makes it easy to gather blueberries without bending over or crushing berries.



Hand scoop reaches tight places.

Loving Rest Pet Cemetery will go anywhere in North America to pick up a horse for cremation or to bring it back for burial in "The Final Pasture."



## Pet Cemetery Offers New Service For Horses

Jim Johnson has been doing good business running a pet cemetery near Des Moines, Iowa, taking the remains of everything from parakeets to German shepherds. He also offers cremation for pets and says his latest service, the cremation of horses, solves a problem that all horse owners will eventually face.

"We have a winch-loaded horse-hearse and we'll travel anywhere in North America to pick up deceased horses," he says. "We do a professional cremation in a new unit bought specifically for large animals and send the remains back to the owner. I'm not aware of any other company that offers a similar service."

"One option for disposing of remains is to have the horse's ashes spread in what we call, 'The Final Pasture,'" he says. "It's a beautiful area where any horse would be content. Many people choose this option because the urn for a large horse can weigh up to 80 lbs."

Horses can also be buried in the pet cemetery, with or without a headstone. "People can come and visit the grave anytime they want, or just know that their pet is resting in a wonderful area," he says. They have over 300 caskets and urns in stock.



Loving Rest recently became one of the first pet cemeteries in the country to offer cremation for horses.

To bury a horse costs \$450 without a marker or \$695 including the headstone. Cremation of horses is \$1.25 per lb. and urns are priced between \$90 and \$495. Loving Rest has many different options available for every kind of animal.

Contact: FARM SHOW Followup, Jim Johnson, Loving Rest Cemetery, 992 G24 Highway, Indianola, Iowa 50125 (ph 515 278-2399; www.lovingrest.com).

## He Turns Mint Crop Into "No Tobacco" Snuff

When Bill Grieger was diagnosed with a precancerous lip condition he knew he had to quit chewing. He decided to wean himself off chew with a mint snuff he invented himself that contains no tobacco. It worked so well for him that he launched the Oregon Mint Company in Lake Oswego, Oregon in 1986. The mint is custom-grown by a farmer in the Mid-Willamette Valley and sold wholesale to grocery stores and other retail outlets.

To promote his product Grieger advertises on TV, billboards, a website, and exhibits at rodeos. He uses "guerrilla" tactics like a homemade 10-second TV ad.

Grieger's secret weapon is that dentists and dental associations help promote his product. Mint Snuff uses Maltitol, which is a sugar-free solution, derived from corn syrup, so it does not cause tooth decay. Along with endorsing Mint Snuff, the dentists also provide information to those who choose to quit using chew or other tobacco related products.

Mint Snuff has also been featured at American Dental Association conventions and free samples are given out by the American Cancer Society. Users of Mint Snuff include baseball players Sammy Sosa, Mike Jackson, and manager Bobby Cox, all of whom are unpaid



You can get a sample tin of Mint Snuff for \$1 at the company's website.

by the Oregon Mint Snuff Company.

Because Mint Snuff contains no tobacco it is legal to purchase for all ages, but none of Mint Snuff's advertising is aimed at children. Individual stores determine whether or not they sell to minors.

You can order \$1 sample cans off their website or regular cans for \$2 plus shipping.

Contact: FARM SHOW Followup, Oregon Mint Snuff Company, P.O. Box 9, Tillamook, Oregon 97141 (ph 800 328-6468; email: bill@mintsuff.com; website: www.mintsuff.com).