

Farm-Based Businesses Help Boost Incomes

If you're looking for new ways to add to your bottom line, take a look at the money-making ideas featured here and on the next page.

If you've found or heard about a new income-boosting idea, we'd like to hear about it. Send details to: FARM SHOW Magazine, P.O. Box 1029, Lakeville, Minn. 55044 (ph 800 834-9665) or E-mail us at: Editor@farmshow.com.



Gene Cafourek made this state-of-the-art mini spray rig by mounting a 16 1/2-ft. boom on front of his 18 hp garden tractor. He uses the sprayer to control weeds at three local cemeteries and on a half dozen local farmsteads.

He Does Custom Work With Home-Built "Lawn Sprayer"

"It works like a big commercial farm sprayer," says Gene Cafourek, Stewartville, Minn., who made a state-of-the-art mini spray rig by mounting a 16 1/2-ft. boom on front of his 18 hp garden tractor. He uses the sprayer to control weeds at three local cemeteries and on a half dozen local farmsteads.

A 25-gal. poly tank mounts on back of the tractor. A Hypro roller pump is belt-driven off a pulley mounted on the engine crankshaft. A Terra Tronics monitor, which mounts on a bracket in front of the steering wheel, is used to monitor field speeds and to measure acreage in order to get the proper application rate.

The 3-section boom is made from 1-in. pipe and is equipped with five flood jet nozzles spaced 40 in. apart. Valves mounted on a manifold next to the tractor seat can be used to turn each valve on or off, allowing spraying width to vary from 40 to 120 in. Cafourek normally sprays in either a 10-ft. or 16 1/2-ft. swath. The boom mounts on a length of 1-in. tubing and can be raised or lowered by pulling a pin.

A 12-volt air compressor pump is used to make marker foam in a 1-gal. aluminum tank.

A hand gun equipped with 75 ft. of hose is used to spot spray weeds. It lets Cafourek get off the tractor and spray around obstacles.

"It really works good and is a lot of fun to operate," says Cafourek. "My sprayer has so many accessories that it looks like a small airplane. It has a total of 13 different valves that can be used at different times. The manifold has six valves - five to operate each nozzle individually and one to operate the handgun. There's a main valve to

shut the boom on and off, and there are two valves next to the steering wheel that control the left and right side of the foam marker. The boom has four valves to adjust swath width when using the foam marker. There's also a relief valve to adjust spray pressure.

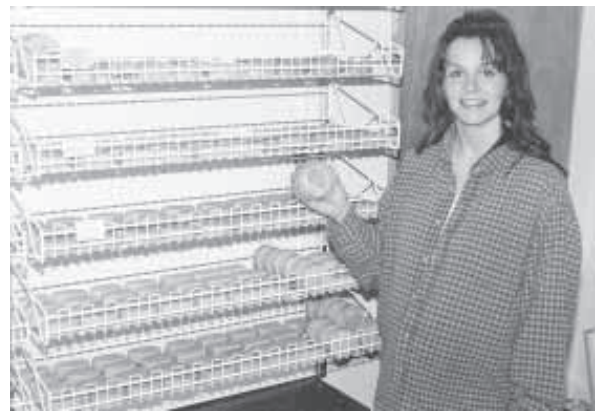
"A small mirror mounted on front of the tractor points down toward the nozzle in front of the tractor and let's me see if it's working properly.

"I had been using a rear-mount boom, but I didn't like it because cemeteries have a lot of trees and grave stones so I got a sore neck from having to turn around all the time. Each outside section on the boom is connected to a rope. By pulling on either of the ropes I can draw the sections back against the sides of the tractor, allowing the rig to squeeze through narrow spaces."

The boom rides only about 22 in. off the ground which minimizes drift. The nozzles can be set to spray either up or down. "By pointing the nozzles downward my shoes don't even get wet," says Cafourek. He generally runs the boom at about 18 psi. "I chose the Hypro pump because it's a high pressure, low volume pump. I crank the throttle on the tractor to adjust pressure. I plumbed the handgun so I can apply anywhere from 0 to 100 psi."

According to Cafourek, the sprayer's only limitation is that the 25-gal. tank can only cover about one acre at a time. "At one cemetery I have to fill the tank 11 times. I plan to build a new sprayer on another tractor that will be equipped with a 75 to 100-gal. tank," he notes.

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"Customer's love it because of its rich, moisturizing, soothing properties," says Eileen Whitten about her hand-crafted, all natural goat milk soap.

Goat Milk Soap A "Natural" Business

By Janis Schole

For the past three years, Eileen Whitten has been tapping into a specialty market to boost income from her goat herd. The young Fort Assiniboine, Alberta, farm woman decided to start making and selling hand-crafted, all natural goat milk soap. She says customers love it because of its rich, moisturizing, soothing properties. She calls her operation, "Nanny Acres."

Whitten raises registered Alpine and Saanen goats. She did some research on the internet to find soap recipes and started experimenting.

"None of those recipes worked to my satisfaction, so I developed my own just by trial and error. I have my own little trade secrets for overcoming a few problems that can arise when making soap, like how to prevent soda ash from forming during the curing process and how to keep the soap bars from souring without refrigeration," she says. "Some people have trouble with their milk curdling during the process, but I never have. I'm very confident in my techniques and my finished product is very professional looking."

This professional look is made possible by custom-made plastic soap molds which put her logo on every bar.

Whitten says milk soaps in general, create a rich and creamy lather and are soothing to sensitive or irritated skin. They help skin conditions such as psoriasis and eczema and help balance skin oils.

Whitten uses about two liters of raw goat milk to make 50-bar batches in her basement "soap room." She measures and weighs all her ingredients using a digital scale and, during the process, she ensures the proper temperature is reached, using a digital thermometer.

Whitten produces nineteen different scents-varieties of soap, seven of which use all natural essential oils for their fragrances. She also makes a "Cowboy/Cowgirl scrub" which is



She uses custom-made plastic soap molds. Once the soap has set, she removes bars from their "molds" and "cures" them on shelves for three weeks.

essentially just one of the 19 soaps with a piece of loofah embedded in it for scrubbing power.

One soap she produces is an all-natural pet bar called "Shoo Bug Shoo." The oil blend she uses is a natural insect repellent.

In addition to the milk, Whitten includes palm oil, coconut oil and olive oil. She also adds emollients such as emu oil, castor oil and shea butter. She uses natural coloring from things such as carrot juice.

The Nanny Acres All Natural Goat Milk Soaps cost \$5 per bar or three bars for \$12 (Canadian). Bar size is about 3.5 oz.. There's a \$5 shipping and handling fee for mail orders.

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Whitten's milking herd consists of 10 does, which she milks twice per day. She plans to double the number of does she milks next year.

