

New Ways To Make Money On The Farm

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 email us at: Editor@farmshow.com.



Helen Deal and her husband Stuart own one of the largest collections of pedal tractors in North America. Photo shows their IH models.

Little Pedal Tractors Bring Big Bucks

That toy pedal tractor you played with as a child might be worth big bucks today, according to Helen Deal of Zion, Illinois. She and her husband Stuart run a mail order business for pedal tractor parts, from rims and seats to chains and pedals. They also own one of the largest collections of pedal tractors – with more than 600 in all.

"We have most of the models ever made," says Helen Deal. "We got them at auctions and from individuals. Now, as new ones come out, we get them, too."

Pedal tractors were first introduced in the late 1940's and quickly caught on. In recent years, they have become popular collector items. The Deals had acquired more than 100 full-size antique tractors when they decided to downsize from horsepower to foot power.

"We were running out of room, so we had an auction," recalls Deal. She thinks part of the attraction of pedal tractors is being reminded of your youth. Another is that unlike full-size tractors, pedal tractors can be easily stored and just as easily retrieved.

The Deals have a number of rare tractors and a number of favorites like the 900 Ford "chain steer". She admits they don't have one of the rarest of all, the "coffin block" Deere that has been priced as high as \$20,000.

Deal notes that pedal tractors come in tin, heavy-duty plastic and cast aluminum. She cautions against reproductions of rare trac-



The Deals also run a mail order business for pedal tractor parts.

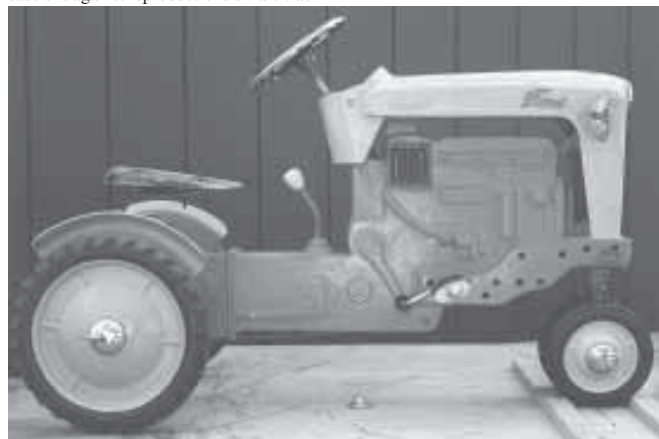
tors, which may be offered as the real thing. They are slightly smaller because they were cast from molds made from the originals.

"If you have any questions, check the measurements with someone you know that has an original," she advises. "The Criswell Pedal Tractor Guide from Criswell Press is very good. We carry it at our store."

Even though she sells parts for refurbishing, Deal warns pedal tractor owners to think twice before refurbishing. Like any antique, pedal tractors may be worth more in their original shape.

In addition to parts, the Deals sell "how-to" videos on collecting and restoring pedal tractors.

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One of the Deals' favorites is this Ford 900 "chain steer".



Jack and Sandy Buchanan and John and Lisa Virgin have been raising elk since 1994. They market their product in a number of ways to reach the widest audience possible.

Elk Ranching Provides Many Sources Of Income

Jack and Sandy Buchanan along with John and Lisa Virgin all of Jacksonville, Ill., have been raising elk since 1994. They get the most out of their elk using almost every part of the animal. They also market their product in a number of ways to reach the widest audience possible.

Pea Ridge Ranch started out selling elk meat from a herd of just six, but has grown to an impressive 400 head on 800 acres. They sell meat and other products from the antlers as well as the fencing that's used on the property. They maintain a booth at the Illinois State Fair selling elk burgers and an "Italian Elk Sandwich." They also give guided tours of the ranch.

The Pea Ridge Ranch has been able to make a profit by utilizing almost every aspect of the Elk. They market a product called Dry Doc, which is a supplement made from whole velvet antler. It supposedly treats arthritis, boosts the immune system and strengthens bones.

They also have over 23 different elk meat products from pastrami to breakfast sausage. Recently a local pizza place, Butch's Pizza, has agreed to make a venison pizza and distributes pizza and other elk meat all over central Illinois.

In the course of maintaining the elk ranch, a fencing system was designed to keep the elk in. Over 14 miles of 8-ft. high fence was erected. This has proven so effective that they are now offering their fencing services to



More than 23 different elk-meat products are available, ranging from pastrami to breakfast sausage.

other businesses including local vineyards and airports.

Pea Ridge Ranch has also developed a unique way to get the antlers off the elk. When the antlers need to be sawed off, the elk are moved into an inflatable holding chute. This way the antlers can be painlessly removed without the animal thrashing around, injuring themselves or others.

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Pea Ridge Elk Ranch runs a booth at the Illinois State Fair selling elk burgers and an "Italian Elk Sandwich."