

## Cookbooks Make Profitable Collectables

Favorite old cookbooks have always been treasured by their owners, but some of those books in your kitchen cabinet may be worth more than you'd think. That's because television food networks and websites have raised interest in cookbooks as collectibles.

Booksellers Patricia "Eddie" Edwards and her husband, Peter Peckham, recognized the increasing interest in cookbooks and started to specialize in them. Their internet store, [www.oldcookbooks.com](http://www.oldcookbooks.com), debuted in 2003. More recently they opened a store in Reno, Nevada, with more than 15,000 out-of-print, vintage cookbooks and recipe booklets. In 2008 they published "Antique Trader Collectible Cookbooks Price Guide," which lists approximate cookbook values.

Setting value is difficult, Edwards says. Condition, rarity and demand all play a part. Many of their books sell for \$20 or less, but rare, mint condition books can go for hundreds of dollars. She recalls how a New York Times article mentioned the book, "Pillsbury Best 1,000 Recipes." A

burst of demand made copies hard to find, and prices skyrocketed.

While Oldcookbooks.com has scouts buying rare and unusual books throughout the U.S. and overseas, the day-to-day business is often about selling books with sentimental value.

"Every year around the holidays, one lady contacts me asking for a cookbook with a particular recipe," Edwards says. "It's a time of year when people's memories of food are forefront."

Many customers want to replace books lost in natural disasters or through divorce or inheritance battles. The booksellers never know what will be in demand.

"Everything from our most popular old cookbook (Woman's Home Companion Cook Book) to inexpensive old budget cookbooks (like the Sunset Ground Beef Cookbook) can have runs of popularity," Edwards says.

Edwards, a graphic artist who admits that she isn't much of a cook, was attracted to cookbooks because of their graphic designs and also because she likes to read them. "My

mom liked to read cookbooks like novels," Edwards says. Some of the oldest books offer historical insights to the times.

"For example, 'A Year's Cookery' shows the life of a woman in the late 1880's," she explains. "It lists what they had to do the day before, like scrape hair from pig's feet. It's a good look at how complex food preparation was."

OldCookbooks.com carries everything from wartime "Victory Meal" booklets, to the odd, "The Vampire Cookbook" to beloved classics from Betty Crocker, Pillsbury and Good Housekeeping. The store also carries regional and charity cookbooks, put together by church groups and organizations, which often have favorite recipes people want.

Edwards says they do not buy books from individuals long distance, but people interested in selling books should go to local used booksellers and antique dealers or the Internet.

Do some research, she suggests, to find out what interests collectors. The OldCookbooks.com site may be helpful in finding out retail prices.



**Patricia Edwards and Peter Peckham have opened a store with more than 15,000 out-of-print vintage cookbooks.**

Contact: FARM SHOW Followup, Eddie Edwards, Antiques & Treasure, Bldg. 151 N. Sierra St., Reno, Nevada 89501 (ph 866 282-2144; [www.oldcookbooks.com](http://www.oldcookbooks.com)).

## "Practice Steer" Hops Like The Real Thing

"Our mechanical steer is the only one on the market with a patented life-like hopping action," says Dru Stewart, sales manager for Heel-O-Matic Training Systems, about its battery-operated, ground-driven steers for rodeo ropers.

The durable plastic steer mounts on a steel frame and can be pulled behind a riding lawn mower, ATV, vehicle or even a horse.

"It gives the roper a big range," Stewart explains. "It's belt-driven and like a 10-speed bike with three speeds." When moving on the biggest pulley the hops are faster; on the small pulley the hops are slower. Combined with being pulled at various speeds, both headers and heelers can practice all roping scenarios at speeds up to 30 mph.

Customers include everyone from beginners to professionals, Stewart says.

"It's the only machine that is completely lifelike, patterned after the Corriente steers used in team roping competition," he adds. "Customers use a lot of these machines on

colts and young horses. They start with big, slow circles and progress to life-like team roping runs.

"We bring this on the road with us to rodeos and ropings," says Lynn Cordova, owner of Steer Gear, a mobile tack vendor with an internet store. She travels with her husband, JR, a roper, who practices with the Heel-O-Matic, and lets other competitors try it, too. "It's a practicing tool that helps everybody get focused for the event," Lynn says. Several professionals endorse the Heel-O-Matic.

The ground-driven model costs \$2,795. The battery-operated unit costs \$3,115. Heel-O-Matic also sells other rope and horse training equipment.

Contact: FARM SHOW Followup, Heel-O-Matic Systems, 7800 Miller Dr., Unit B, Longmont, Colorado 80504 (ph 888-433-5464; [info@heelomatic.com](mailto:info@heelomatic.com); [www.heelomatic.com](http://www.heelomatic.com)) or Steer Gear, 205 Monarch Dr., Carson City, Nevada 89704 (ph 888 644-9333; [www.steergear.net](http://www.steergear.net)).



**Battery-operated, ground-driven mechanical steer has a life-like hopping action. The plastic steer can be pulled behind a riding mower, ATV, or even a horse.**



## Wheelchair Brakes Prevent Falls

Jerry Ford enjoys the response he gets from people when he says he has a patent on the use of gravity. But the strange looks turn appreciative when they find out the St. Charles, Minn., man invented the Jerry-Lock Brake, the only automatic brake system for wheelchairs. He uses gravity to release his automatic lock-off system.

The crop farmer/mechanic launched his business after learning about the problem of rollaway wheelchairs from his son Zack, who works at a nursing home.

Residents with dementia or other problems often forget to lock the brakes, and they fall when they get in and out of their wheelchairs. Or, sometimes the brakes get out of adjustment. By preventing falls caused by rollaway wheelchairs, Ford recognized he could prevent serious injuries, save lives and save millions in insurance costs. Medical expense related to falls totals more than \$20 billion annually in the U.S., and is projected to climb to \$32 billion annually by 2020.

Ford, who loves to tinker and has made a variety of useful items through the years,

told his son he would invent something, and one Sunday in April 2004, he did. He still has the prototype built with conduit, two welding rods, springs, and miscellaneous parts he picked up at the hardware store. After successful trials in various facilities and winning top inventor awards, Ford refined his system and found southeast Minnesota businesses to manufacture the parts. He assembles the Jerry-Lock Brake on new Everest and Jennings wheelchairs and ships them directly from his farm.

He uses existing holes on the wheelchair to mount his brake system, and he doesn't remove the wheelchair's standard brakes.

"We don't recommend that people stop using their regular brakes," Ford says, noting it's an important habit to maintain if they get in wheelchairs without his system. "Ours basically is a back-up safety brake system. If someone forgets to put on manual factory brakes, our automatic brakes save them."

His goal is to sell his braking system on quality wheelchairs for a reasonable price. His website lists 18-in. chairs with the Jerry-Lock brake at \$575. He also offers an Incline



**Automatic brake system helps prevent falls caused by rollaway wheelchairs.**

brake model (for intermittent braking coming down ramps and hills) and an Attendant brake model (brakes an attendant can apply on the handles) for \$525 each.

Ford has sold Safe-T-Chairs throughout the U.S., Canada and overseas. He invites dealership inquiries.

To better understand how the system

works, Ford suggests watching the 2-minute video on the homepage of his website.

Contact: FARM SHOW Followup, Jerry Ford Company, LLC, 29309 Hwy. 74, St. Charles, Minn. 55972 (ph 866 800-6049; [info@jerryfordcompany.com](mailto:info@jerryfordcompany.com); [www.jerryfordcompany.com](http://www.jerryfordcompany.com)).