

# 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.



"People often start out building for themselves, but pretty soon they're doing it for a living," says Bosworth. "You can build a bed over a weekend and sell it for \$500."

## Start Your Own Furniture Business

Start building log furniture and you'll be surprised how many new friends you suddenly have, says Rex Bosworth, owner of Bosworth Tools. At least that's what Bosworth's customers tell him. For the past 10 years he has been supplying customers with tools, plans and even the wood itself for building log furniture.

"They start building for themselves, then people ask them to build something and pretty soon they are doing it for a living," says Bosworth. "It can be pretty lucrative. You can build a bed pretty easily in a weekend and sell it for \$500."

Visit the Bosworth Tools website and you quickly find out what log furniture building is all about.

Basic tools include a tenon cutter, Forstner bit, bench vice and electric drill. The tenon cutter shapes the log or branch end to be inserted into a hole created in another piece of wood by the Forstner bit. Good bits and cutters don't come cheap. A starter kit priced at \$599 includes 1-in. sized tenon cutter, countersink and Milwaukee Forstner drill bit, as well as a 10-in. drawknife, extra tenon cutter blade, plans for several projects and a demo video. This



Starter kit of tools will put you on your way to being a furniture maker.

may sound high until you price a single tenon cutter. Bosworth's most popular 1 1/2-in. cutter sells for \$375 by itself.

Bosworth recommends logs of at least 2 1/2-in. diameter for chairs, beds and other furniture, though people often go with 3 to 5-in. logs and larger, especially for bed posts. Non-weight bearing items can use wood of any size.

Wood must be dry, he adds, preferably no more than 15 percent moisture, or furniture may come apart as it dries down further. Of course, if that happens, you may lose your new friends.

Contact: FARM SHOW Followup, Bosworth Tools, 71365 Hwy 83, Swan Lake, Montana 59911 (ph 408 886-2500; website: www.bosworthtools.com).

## Human-Powered Log Mover

In most cases it takes a heavy piece of machinery for a single person to move a 1,000-lb. log. But not with the human-powered log mover from Future Forestry, which lets one person pull a log out of the woods.

The JR log arch weighs 57 lbs. and expands to hold logs up to 16 in. in diameter and 16 ft. in length. The tires have a capacity rating of 1,000 lbs. The JR is designed to carry logs at their mid-point and can be pulled with the handle or with a 32-in. extension.

The JR log arch sells for \$430 and the extension handle is \$35. ATV and tractor-pulled log handlers are also available.

Contact: FARM SHOW Followup, Future Forestry, P.O. Box 1083, Willamina, Oregon 97396 (ph 888 258-1445; fax 503



Although it weighs just 57 lbs., log mover can move up to 15 times its own weight.

876-4488; email: contact@futureforestry.com; website: www.futureforestry.com).



Hydraulically powered "Kindla" makes 100 bags of kindling in an hour. Bags sell for \$5 or more apiece.

## Machine Turns Wood Into Kindling

Logging trash can be turned into cash with this automated kindling machine from Anderson Agri-forest Equipment. Anderson is the North American distributor for the "Kindla" made in Great Britain. Most kindling sold in North America is bagged from sawmill off cuts, but the Kindla can turn full-size logs into true kindling that can be worth a lot more than lumber.

"What is neat about the machine is that it actually produces uniform size kindling 6-in. long," says Stephen Anderson. "It would be great for a farmer who wants to supplement his income at certain times of the year. Put it in the barn, and use unskilled labor to run it. It could be a good cash generator."

The \$15,000 Kindla can fill more than 100 bags 18-24 in. high and 6 by 8-in. wide in an hour. It splits 5 to 6-in. long sections of log or branch with or without bark. Anderson recommends sections be at least 4 in. in diameter, but they can be up to 10 in.

The Kindla is powered by tractor hydraulics and comes with an inclined feeding ramp for rounds. A \$1,700 Rotabagga 3-bag bagging option is also available to further automate the job.

"One Kindla buyer has been very successful producing kindling from specific trees," says Anderson. "You can put cedar kindling in a porous bag and not only have something useful, but it smells good, too. Specialty kindling offers an opportunity for a premium."

Anderson advises buyers to research market opportunities and prices. He suggests being relatively close to a concentrated population area as well as to the wood resource.

"It is not unusual for bags of kindling to sell for \$5 to \$6 in stores," says Anderson. A lower capacity machine called the Kindlet sells for \$13,630 (U.S.) when equipped with a hydraulic powerpak or \$12,840 when powered by tractor hydraulics. It can handle sawmill offcuts as well as tree chunks and rounds.

Contact: FARM SHOW Followup, Stephen A. Anderson, Anderson Agri-forest Equipment, Inc., 44A de La Marquise, St. Sauveur, Quebec, Canada JOR 1R4 (ph 450 240 0550; fax 450 240 0552; email: stephen@andersonagri-forest.com; website: www.fuelwood.co.uk).

## Seed Grower Sells His Product On eBay

According to seed producer Mark Keating of Russell, Manitoba, on-line marketing via eBay is a very efficient sales method.

Last spring, Keating offered several hundred tons of malting barley seed for sale on the internet auction site and sold two lots, totaling 85 tons for \$4.50 per bushel. He has since sold several other lots of seed this way as well.

Because he is breaking new ground with regard to seed marketing, Keating himself places an opening bid to establish the lowest figure he would consider acceptable.

"Most business people haven't yet become comfortable with using eBay as a means of conducting business," he notes. "But the same could have been said a few years ago about email or faxes."

Keating says eBay is certainly a different method of determining price and he feels it has strong potential for the future.

He is most excited about the fact that, by using a combination of eBay and e-mail, he can promote and sell his product at a negligible cost to his time and finances.

His strategy involves sending advance email notification to 80 to 100 potential customers, specifically targeting other seed retailers, rather than ordinary farmers. With email, there's no limit to the number of contacts he can make with great speed and ease. And eBay only charges \$15 for him to post a



Auction site eBay can be an efficient way to market seed, says Keating.

product for sale, regardless of product amount or value.

Although on-line payment for such a transaction is possible, Keating handles the exchange of money the old fashioned way. Buyers send him a check. Delivery is arranged through a trucking company.

"The worst case scenario using my method is that, even if my seed didn't sell, there are 80 or 100 seed retailers out there, and at least I have alerted them to what I have and what price I need for it, so it gets me some exposure," Keating says. "It's very low cost advertising."

Contact: FARM SHOW Followup, Mark Keating, Box 820, Russell, Manitoba, Canada ROJ 1W0 (email: keating@mts.net; website: www.inseed.com).