

Money-Making Ideas To Boost Farm Income

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.

Want a stage-coach? Or a buckboard or cast iron horse head? Those are just some of the items you can order from Oxbow Trading Company.



Oxbow Trading Company Sells Carriages And A Whole Lot More

Stagecoaches, buckboards, cast iron horse heads, decorative light posts and more can all be ordered from Oxbow Trading Company. This Canyon City, Oregon company sells by mail order and website, and they sell items you won't likely see elsewhere. In addition to horse-drawn vehicles, they also carry harnesses, parts and craft items.

"Our main business is vehicles," says Jim Jensen, co-owner with Mary Alexander. "I've been making them since high school. We get harnesses from some Amish harness makers, and we went from purchasing antiques to reproducing them in a useable form."

In addition to an entire line of horse drawn vehicles, new and refurbished, you can also order: toy fire trucks, oak stave water barrels, a chandelier made from spurs, bear traps, cast iron horse heads, implement seats, decorative lighting, tack hooks, yard ornaments, street lamps, and more. While some pieces are reproductions, others are genuine antiques picked up at auction.

Recent listings on the company website that have come and gone include a chuck wagon once owned by Buck Owens and a wagon used in the movie *Lonesome Dove*. Visitors to the website or those who receive the company's catalog are encouraged to call or email their orders, as stock is often limited and items can disappear quickly.

Oxbow operates out of a turn of the century opera house. Jensen says the 12,000 sq. ft. building is full of unusual items, most of which will end up for sale at some point. "We do a lot of auctions, both as a buyer and as a consigner," he says. He notes that callers may hear a message indicating they're at auction or on the road for a week or more.

"We arrange to make deliveries, and then we go to auctions on the way and find vehicles or other items to bring back and restore," he says.

While Jensen, Alexander and their two full time and two part time staff restore vehicles for resale, they also build new horse drawn rigs and do custom restoration. "We can rebuild from almost any point and make it look however the owner wants, whether new or antique," says Jensen, who also lo-



In addition to an entire line of horse-drawn vehicles, new and refurbished, you can also order wooden wheels, decorative light posts, and more.



cates special rigs for customers. "I enjoy finding things for people."

Refurbishing may be as simple as finding a part for a wooden wheel farm wagon passed down with the farm or finding a special type of delivery wagon. "Maybe Grandpa started the business with a horse drawn vehicle, and so I locate one for a person," he says. "Anything with a good name visible on the side is a good collector piece."

A fully outfitted reproduction of an 1880's stagecoach sells for \$39,500, while a farm/freight wagon with a length of 12 ft. and a width of 38 in. or greater starts at \$5,800, depending on options. If you want to be carried to the grave in style, you can even buy your very own hearse for \$15,800.

"We sell stagecoaches to cities for historical tours, to guest ranches and others doing business with the public," says Jensen. "Big realtors may buy one to use to show property in a development."

Contact: FARM SHOW Followup, Oxbow Trade Co., S. Canyon City Blvd., Canyon City, Ore. 97820 (ph 541 575-2911; fax 541 575-2675; oxbowtradeco@centurytel.net; www.oxbowtradeco.com).



More than 6,000 statues made of concrete, granite, jade, boulder stone, lava rock and resin fill six buildings and the grounds on the Glatz farmstead near Oshkosh, Wis.

Concrete Statues Took Over Wisconsin Farm

The owners of Heavy Critters joke that they aren't sure if they're running a retail shop or museum. More than 6,000 statues made of concrete, granite, jade, boulder stone, lava rock and resin fill six buildings and the grounds around the Oshkosh, Wis., farmstead. The sheer quantity and the huge variety make it a destination attraction for people who just want to look.

Tom and Cindy Glatz, and Cindy's brother, Ron Wachholz, and his wife, Linda, own and operate Heavy Critters on the homestead that's been in the Wachholz family since 1915. The partners started their business 10 years ago after visiting a rural statuary business in another state and realizing that there wasn't anything like it in Wisconsin.

Heavy Critters is in a good location, just south of Oshkosh, near a busy intersection. "Our best advertising is our silo and our brochure," says Cindy. She supplies Oshkosh hotels, businesses and tourist stops with brochures, and Heavy Critters painted on the silo makes a perfect landmark for visitors.

"If you can think of something, we've probably got it," Cindy says, standing in the midst of statues that range from small concrete lady bugs that children paint at birthday parties, to fountains and 2,000-lb. statues.

As members of the Ornamental Concrete Producers Association, the partners purchase from 22 statuary manufacturers that cover the gamut from wildlife and domestic animals, to saints and gargoyles, to a man holding a pizza and a Harley bench. So far the only request that Cindy hasn't been able to fill is a spine for a chiropractor.

The business has grown through hard work, teamwork and networking. "The four of us had this great idea, but we never thought about who would do what," Cindy says. "As it evolved, we each developed our own area without stepping on each other's toes."

Cindy handles ordering, marketing and organizing events. Tom fixes and restores. Linda paints and custom airbrushes the statues. Ron moves and transports the statues. Until she died in September 2007, the Wachholzes' mother, Virginia, loved to welcome and deal with customers.

Cindy made good contacts through a local marketing network group. Through it she met website developers and marketers with creative ideas.

While the main focus of Heavy Critters is selling, the farm is also an event destination.



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Heavy Critters hosts birthday parties for children and fundraisers with a percentage of sales going to a specific cause. They also welcome bus tours and sponsor garden parties at their farm.

"We really are just a unique, fun place and we invite everyone to come see us," she says. Heavy Critters is open from April 1 to Dec. 23. Prices range from \$2 to thousands of dollars, but many items can be purchased for \$25 to \$100. Samples of available statues from one of the manufacturers can be downloaded on the Heavy Critters website. Just ask for whatever you have in mind, Cindy adds, and she can probably find it. Most items can be handled with a handcart and be shipped.

Contact: FARM SHOW Followup, Heavy Critters, 3528 Nekimi Ave., Oshkosh, Wis. 54602 (ph 920 235-2864; info@heavycritters.com; www.heavycritters.com).