

Mobile Rust Control Business

Bob Lawrie and his son, Greg, started a mobile rust control business 25 years ago that has been so successful they've set up six other operators in their own franchised businesses.

Pro-Fleet Care operators come to the farm to spray a special blend of chemicals for corrosion prevention onto vehicles and equipment. The application penetrates into hard-to-reach seams and crevices, according to Bob.

"We spray the exterior trim, including door handles, mirrors, bumper rails, window trim, and so on," he says. "We believe rust control should protect the entire vehicle, from the undercarriage, fenders, doors, door posts, hood, and trunk all the way up to the roof line. We've established this total process because we know that rust isn't selective."

The company's unique product displaces moisture as it protects and seals. It defies gravity as it creeps in all directions on surfaces, including over tar, wax and previous rust control products that have cracked and left the vehicle exposed. It also protects electrical wiring and components from corrosion, according to Lawrie.

He points out that, in many cases, rust control treatment is only needed once a

year, and the equipment owner benefits by increasing his private resale value.

One client, a large Canadian wholesale nursery, says using Pro Fleet Care "is like regularly changing your vehicle's oil. It's a small cost when you compare the extended life of equipment."

Some of Pro-Fleet's clients include tractor refurbishers, body shops owners, school bus operators, trucking fleets, government agencies, bus lines, farmers, construction companies, car rental agencies, and landscape companies.

"When I started this mobile rust control operation 25 years ago, I thought it would make a great retirement business because I could be my own boss and work the hours I wanted to," Bob says. "As it turns out, I'm especially happy that it lends itself to working with my son."

The investment required to become a franchise operator is in the \$30,000 to \$60,000 (Can.) range. In addition to a turnkey equipment package, this fee guarantees a variety of benefits, including assistance in establishing a client base, two weeks of intensive training, ongoing support, and exclusive protected territories. It also includes a custom accounting and business package, with three months of book keeping.



Pro-Fleet Care operators travel to farms to spray a special blend of rust prevention chemicals onto vehicles and equipment.

"There are no ongoing royalties and no costly storefront is required," Bob points out. "This type of business provides low overhead and high profit potential."

Lawrie says the company charges flat rates for various types of vehicles such as \$135 for pickups and \$225 and up for highway trucks.

All of the six franchisees so far are located

in Ontario but the Lawries can work with anyone in the U.S. or Canada.

Contact: FARM SHOW Followup, Pro Fleet Care, 51 Sundial Crescent, Dundas, Ontario, Canada L9H 7R6 (ph 905 667-8595; greglawrie@profleetcare.com; www.profleetcare.com).

Bag It Yourself With Weaverline

The Weaverline mulch bagger offers the same convenience and efficiency of commercial baggers, but for less cost.

"Our machine is designed for nurseries, garden centers, farms and point-of-sale operations. It sells for \$5,000. There's really no other machine in that price range," says Frank Weaver Jr., owner of the Pennsylvania company.

His father built the first prototype in 1987 and went into full-scale production in 1996. Frank Jr. took over the company in 2001.

The bagger is similar to a feed cart box, but is made of stainless steel. It holds 2 1/4 cubic yards, enough to bag about 30 2-cubic foot bags.

The machine is not designed for topsoil or decorative stone, but it works well for peat and composted manure that farmers

may want to sell directly from the farm.

"It'll handle anything in the mulch retained line," Weaver says. "It can also handle sand."

Fill the hopper with a front-end loader, and a conveyor moves the material to four augers, which fluff the material. Attach a bag and push down on the foot pedal until the bag is full. The bagger uses a 1 1/2 hp dual voltage motor (powered by 110 or 220V).

"It's a very trouble-free machine," Weaver says.

The 900-lb. bagger is 92 by 51 by 97 in. and can be shipped by common carrier. It's available through a few dealers or direct from Weaverline.

Contact: FARM SHOW Followup, Weaverline Corporation, 180 Boot Jack Rd., Narvon, Penn. 17555 (ph 877 464-1025).



Weaverline mulch bagger is ideal for bagging peat and composted manure. Many customers sell directly from the farm. The bagger holds 2 1/4 cubic yards, enough to bag about 30 2-cubic foot bags.



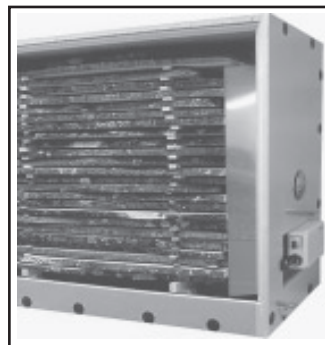
Easy Way To Create An "Instant" Wood Kiln

If you're looking for a quick way to add value to sawn wood, you'll like this new mini kiln that lets you set up a temporary 200 cu. ft. kiln anywhere using 2-in. thick sheets of Styrofoam.

"It's designed to dry 500 board feet or less," says Charlie Griffin, technical sales, Logosol Inc., about the Sauno Wood Kiln. "It's fine for small amounts of high value or specialty wood that needs to dry quickly. It comes with all the clips and plastic screws needed to quickly set up a temporary kiln. Or you can install it in a permanent, insulated structure."

The \$999 kiln uses a drying method called "relax drying" that reduces cracking and other damage from accelerated drying. Using single-phase 220V power, the unit first heats up and steams the green lumber at temperatures of 158 to 167 degrees. This changes the cell structure of the wood, allowing moisture to move outward. The system then switches to a dehumidifying step at 104 to 122 degrees.

"It takes about 150 to 200 kW hours to dry a cubic meter of wood, which is about



Temporary kilns are made of sheets of 2-in. Styrofoam, held together with clips and screws supplied with the kit. Can be used to dry sawn lumber or firewood.

50 board feet," says Griffin.

The end result, the company says, is furniture-dry wood that is straighter and has fewer cracks than slow air drying. While time required will vary with the type of wood and desired moisture level, softwood can be dried from 17 percent moisture content to cabinet-making quality in a week.



"If you have a larger insulated structure, you can add kilns and use them in series," says Griffin. "We also sell a larger unit that's sized for a 441 cu. ft. space."

Contact: FARM SHOW Followup, Logosol Inc., P.O. Box 660, Madison, Miss. 39130 (ph 601 856-1889 or 877 564-6765; info@logosol.com; www.logosol.com).



This drying unit installs at one end of kiln.