

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.



"It's easy to set up at multiple locations," say JoAnn and Ted Dawson, who converted a used school bus into a mobile fruit and veggie stand.

Old Bus Makes Great Fruit And Veggie Stand

JoAnn and Ted Dawson turned a used school bus into a mobile fruit and veggie stand that makes it easy to set up at multiple locations.

"This year we set up at a farmer's market, an assisted living facility where the staff buys for the facility kitchen, a hotel where the staff buys for their own use, and a nearby town where business people and residents pick up food for themselves," says Dawson. "Next year we plan to expand. We have already lined up a marina with a nearby campground we can stop at and a townhouse development we'll stop at on the way home. That will be three stops on one trip."

The Dawsons also operate Fair Winds Stable, a riding stable, bed and breakfast, summer camp and special events site. They offer pony, horse, and carriage rides for special events and recently added a caisson wagon for bearing a casket from funerals to gravesite.

But they say their fresh produce business is growing. They raise corn, tomatoes, cucumbers, squash and eggplant. They also sell cantaloupe and watermelon that they buy from other local farmers. In the past, they sold from a stand at the end of their driveway.

"The mobility is a great thing," says

Dawson. "We have air conditioning, so we can keep the produce fresher in transit. When we get to a site, we just open the door and we are ready to sell. We don't have to unload tables and set up. Everything is in portable bins, so it's easy to load and reload."

To attract attention, the Dawson's painted their bus with the vegetables they sell and added a sound system. The bus sports a "Greens To Go" sign with contact information. When they pull into a site, there is no doubt who they are or why they are there.

"We have 20 different songs we play, sort of like an ice cream truck, letting people know we have arrived," explains Dawson.

The bus was selected specifically for its air conditioning, but Dawson explains that other features also make it attractive as a vegetable stand. Everything remains shaded, plus the windows and back door can be opened at sale sites for increased ventilation.

"The bus is a great eye-catcher," says Dawson. "People like to look in from the back and kids like jumping out of it. We are kind of feeling our way along to see what will work."

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Rows of portable bins make it easy to load and unload produce.



Jim Tessier makes models from aluminum beverage cans, then sells the completed plans on his website. He made this combine from cans of Mountain Dew.

His "Can Plans" Are A Nice Moneymaker

By Lorn Manthey

Jim Tessier likes to design and build things from aluminum beverage cans. But he's not like most hobbyists who build something and then set it on a shelf to admire it. Tessier carefully draws out his designs on paper, writes instructions as he builds the designs from aluminum cans, then sells the completed plans on his website.

Fourteen years ago, he started by selling a few plane designs. Today he has 69 designs that include planes, cars, monster trucks, farm equipment and construction tools. "In 2010 I made more than \$5,000 selling my plans for \$8 apiece," Tessier said. "I'm not out to make a killing so I don't charge much. My customers think the plans are a good deal, and that's just fine with me."

Tessier got started in the business almost by accident. About 20 years ago he saw a magazine ad for building a plane from an aluminum beverage can and decided to give it a try.

"The plans I got worked, but there were some parts that didn't quite fit, and some of the instructions weren't exactly right. I decided to build one myself to see how it would turn out."

It turns out Tessier was very good at can construction. Better yet, he had a knack for documenting everything with drawings and good instructions. "People would buy my plans at craft shows, but I spent a lot of time drawing, documenting, copying and packaging. When the internet took off in 1997, I built my own website and sold them as a pdf file that people could download. Now they use PayPal to order and the whole business is a lot easier to run."

Tessier's plans explain in detail the tools and equipment needed, the materials to use, and step-by-step instructions. He's careful to point out that readable copy on a can needs



Every piece is carefully cut so the visuals and text read the correct way on both sides of vehicle.

to be cut a certain way. "Every plan I sell I've designed myself and built 3 or 4 of the items with my instructions to make sure they're right," Tessier says. "That's my method of quality control." Most items are built to scale from pictures or literature.

While Tessier's marketing on the internet is definitely new age, his designs and plans are done old school. "I do all my drawings by hand and build the designs with old-fashioned tools like aviation snips, steel rulers, x-acto knives and quick grip cement. The CAD and 3-D plans from computers are too complicated," he adds.

His simpler plans for cars and planes may have 3 or 4 pages of instructions, but Tessier just completed a super modified race car whose plans and instructions cover 48 pages. "A lady called and wanted me to build 4 of them for her. Turns out her company is in the aluminum business and sponsors racing. She had one of them mounted on a huge trophy."

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High-Speed Bush Pruner

Can you prune 500 globe-shaped bushes in an hour? You could if you had one of these new pruning machines manufactured in the Netherlands. It makes beautiful globes as fast as you can wheel it in place and hit the hydraulic switch.

"It's a reel mower with 6 to 7-in. angle blades that go in a circle. It prunes each bush exactly the same. A reel mower is the best there is. It shears and doesn't break branches," explains J.O. Anderson, who works in sales with OVS, an employee-owned company in McMinnville, Ore.

The reel trimmer mounts on a wheeled stand that an operator rolls in place. It's powered by a 5.5 hp Honda engine and prunes globes from 6 to 35-in. dia. It can also prune up to 35-in. cones.

The field-pruning machine is designed for nurseries with rows of plants in the ground. At \$20,000, it isn't cheap, but payback is said



Angled blades rotate in a circle to quickly form perfect globes.

to be within 26 weeks considering labor costs for hand pruning.

The machine can be shipped anywhere in the U.S. and Canada.

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