

Diamond cutting blades "rough up" slippery concrete floors by cutting in grooves measuring 1/2 in. wide, 1/4 in. deep and about 3.5 in. apart.

## "Skid Grooving" Concrete

Kenneth Main, of Copake, N.Y., noticed when he was custom trimming hooves for dairymen that concrete floors in free-stall barns become awfully slippery from daily scraping.

To help farmers solve the problem, he purchased a machine that cuts grooves 1/2 inch wide, 1/4 inch deep and about 3.5 in. apart. It's similar to those used by highway contractors to provide extra traction near stop signs and other critical points.

There are six saws on the machine, each with a diamond cutting edge. The going rate for a custom "roughing up" job on slippery concrete is \$.75 a running foot for six grooves.

"There has been over 300,000 ft. done in the Eastern U.S. and many more thousand to do. It really works," Main told FARM SHOW.

"The first thing farmers notice after 'skid grooving' is that their cows are slipping a lot less, resulting in less

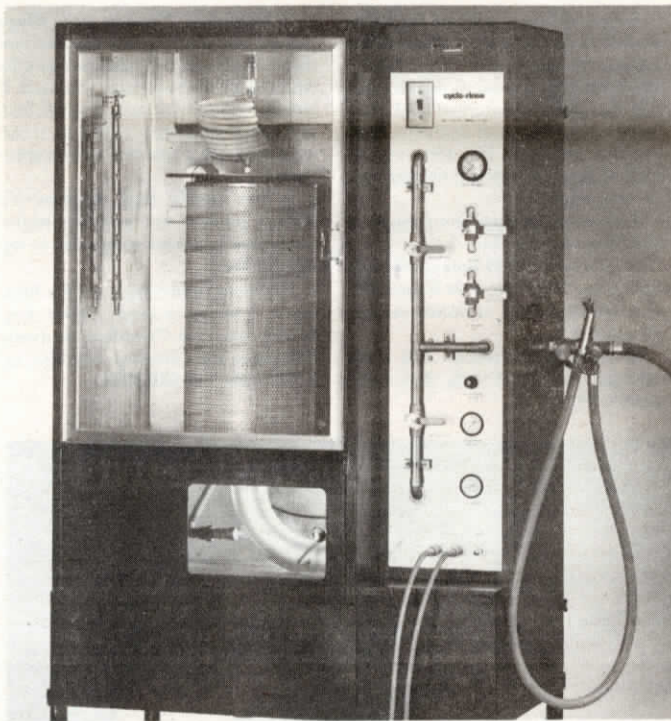
injuries," says Main. "The other big benefit is that cows show a longer, stronger heat, simply because they can get better footing. In feeding areas, timid cows aren't afraid to stay at the bunk to eat. Without grooving, a bully cow pushes her way and timid cows back away. Many 100-cow herds have come up with 500 to 1000 lbs. more milk in the tank, thanks to grooving and its effect on timid cows. The grooves also help keep cows' feet worked down so less hoof trimming is needed."

Main covers all of the Northeastern U.S. down to South Carolina and plans to get as far west as Minnesota and Iowa with his custom "skid grooving" service.

For more details, contact: FARM SHOW Followup, Kenneth Main, Box 193, Copake, N.Y. 12516 (ph. 518 329-1316).

### THERE'S MONEY IN RENTING OUT GOATS, OR REMOVING TREE STUMPS

## Should You Launch A Sideline Service?



Franchised Cyclo-Rinse system cuts filter replacement costs 50 to 75% by washing and reusing air filters, says the manufacturer.

## Cleaning Air Filters

Like a dirty shirt, expensive air filters can be washed for reuse. One of the pioneers in this new service, which is being franchised thru dealers, many of whom are farmers, is the Everroad Co., developer of the Cyclo-Rinse air filter cleaning system.

You can have tractor, combine and other air filters washed via the Cyclo-Rinse process for about one-

third of what they cost new. Most filters can be washed 4 to 5 times.

"We've got about 100 franchised operators scattered throughout the U.S.," Lee Everroad, president of the Colorado-based firm, told FARM SHOW. "We're setting up new dealers right along and hope to have the service readily-available in all states in the near future."

**These farmers did. And, in some cases, what started out as a sideline service has blossomed into a full-time business.**

## Leasing Dairy Cows

"There are very few items that lend themselves as well to leasing as dairy cows," says Al Keith, president, Dairy Farm Leasing, Minneapolis. "They provide income immediately and produce calves."

The company has men covering 19 states looking for good, high producing cows, and also hunting for dairy farmers that need additional cows. About 99% of the cows leased out by the Minneapolis company are Holsteins, and about 20% of them are registered cows.

"When a farmer asks us to lease

him cows, we furnish the kind of cows he wants whether they're springing heifers or mature cows half way through their lactation," says Keith. "The farmer also has final approval of the cattle before he takes them. After he gets them, the farmer is totally responsible for their well being. We tell him to treat them just like he would his own cows, because in a sense they are. If a leased cow dies, the farmer has to replace her. If he decides to cull a cow for poor production or other reasons, which he can at anytime, he must make up the difference between the slaughter price, and the price of a new cow."

"The dairyman would have these same problems had he purchased the cow," Keith points out. "Our service is to help him find the kind of cows he wants, without him having to go to the bank to borrow the money to buy the cows."

He reports that some of his best dealers are farmers, most of whom started the custom service as a sideline to farming. A complete Cyclo-Rinse "package" needed to start your own air filter cleaning business costs right at \$10,000. "We feel our washed filter exchange program provides a 50 to 75% savings to the customer," says Everroad.

For more details on availability of the custom cleaning service in your area, or on the possibility of becoming a franchised dealer for the service, contact: FARM SHOW Followup, Everroad Co., 5400 East 56th Ave., Commerce City, Colo. 80022 (ph. 303 287-0141).

A farmer can lease cows for two to five years, depending upon his need. At the end of the lease, he has first option to buy the cows or can renew the lease at a reduced rate. All calves the cows produce belong to the leasing dairyman. The charges depend upon the type of cow the farmer desires whether purebred or grade, her age, plus length of the lease. For example, on a 48 month lease the dairyman would pay \$3.30 per month for every \$100 the cow costs — a \$500 cow would thus lease for \$16.50 per month.

The company buys most of its cows in Minnesota and Wisconsin, explaining that these two states pro-