

duce larger cows which dairymen in other states seem to prefer.

Keith adds that acceptance of cow leasing has been very good: "About 65 to 70% of our business is with repeat customers. Also, there are pockets where we have many farmers leasing cows from us, indicating that a dairy farmer who likes the service has told his neighbors and they, in turn, became customers."

For additional information, contact: FARM SHOW Followup, Dairy Cattle Leasing, 25 Groveland Ave., Minneapolis, Mn 55403 (ph. 612 377-1489).

Custom Hog Feeding

"We keep getting new customers right along," says Russell Grant, operator of the first and biggest custom hog feeding operation in Kansas. Since he pioneered the new service five years ago, about two dozen other lots, with a combined capacity of 150,000 head annually, have appeared on the scene.

Grant, owner of Ellinwood Hog Finishing, Ellinwood, Kan., says about half of the 6,000 feeder pigs he custom feeds come from hogmen who farrow the pigs, then send them to him at weaning time. The other half is sent to him from investors.

Grant gets paid for his facilities and services by charging 5¢ a day yardage on the pigs, plus cost of the feed which is based on a local feedmill's price. He mixes his own feed, buying ingredients in car or semi-load lots, plus buying grain at harvest time and storing it in his elevator until it's fed. The owner stands the cost if a local vet has to be called.

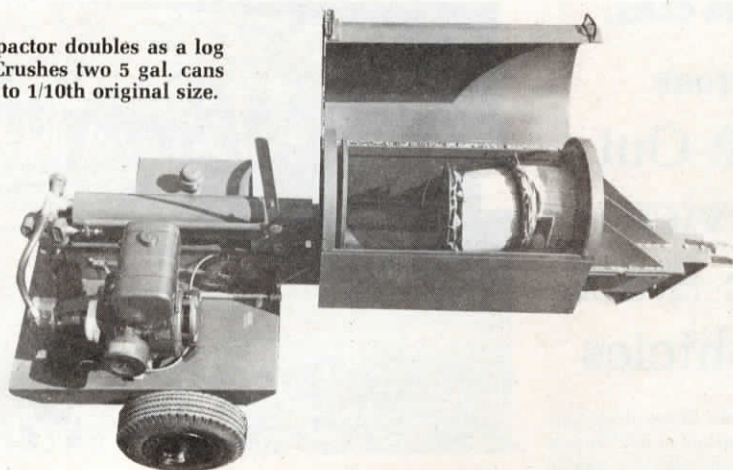
Grant likes to get feeder pigs at 45 to 50 lbs., and insists that new arrivals be healthy and come out of a healthy and well managed operation. He does accept healthy pigs that have been through the sale ring, but says the best pigs come direct from the larger farrowing operations.

Ninety-nine per cent of the hogs are marketed for the owners by Grant. He keeps daily tabs on near-by markets and gets quotes over the phone when hogs are ready for market.

"Area hog buyers know we'll have a triple-decker semi going out of here every week with hogs that will yield about 77%. We get a pretty good premium for them," says Grant. Marketing of the hogs is done by Grant at no charge to the customer. The fact that customers are satisfied with results is reflected in the fact that 90% of the hogs on feed any one time are owned by repeat customers.

For further information, contact: FARM SHOW Followup, Ellinwood Hog Finishing, Ellinwood, Kan. 67526 (ph. 316 564-2543).

Can compactor doubles as a log splitter. Crushes two 5 gal. cans at a time to 1/10th original size.



"Rent-A Goat" Service

"We're not looking for any publicity," said a farmer's wife FARM SHOW contacted for details on the family's unusual goat rental service. "We've got a good thing going and don't want to encourage competition."

The service, operated as a sideline to a farming operation located within 50 miles of a large metropolitan area, rents about 50 goats every summer to neighboring farm and city families who pay \$20 to \$30 a summer for an "all-purpose" goat that serves as lawn mower, weed cutter, brush clearer, and as a pet besides.

An advertisement the family ran in a local newspaper last summer read: "If you're tired of Lawn Boy, try Lawn Kid. Guaranteed to start every time."

In some metropolitan areas, residents wanting to rent a goat have run into problems with ordinances which, except for dogs, forbid keeping almost anything larger than a rabbit fenced in, or tethered on the front lawn. Nonetheless, this farm family concedes that their goat-rental business is booming.

On-Farm Cheese Factory

A sideline service that has worked well in Europe is now being tried in Minnesota by a small group of dairymen cooperating with the University of Minnesota.

The concept of Minnesota dairymen making cheese on their own farms, using their own milk, originated with Dr. Edmund Zottola, University of Minnesota Food Microbiologist.

Zottola, who explored the idea while on a tour of Europe, is convinced it will work in the United

Compacting Cans

"There's good rental demand for this dual purpose machine," says Joe Stover, president of Better Ideas, Inc., manufacturer of the new Lickity can compactor which doubles as a log splitter.

"Because it's portable, you can rent it to your neighbors. The going rental

States. So are the first Minnesota dairymen to try it.

The Farmstead brand of cheese, official name of the cheese produced by participating dairy farms, was first marketed in late December by Carrol and Yvonne Broadbent, of Wyoming, Minn., located on the northern outskirts of the Twin Cities.

"Initial response to farm-produced cheese has been great," says Ron Schwartzau, project coordinator for the University of Minnesota.

But will it make money? Schwartzau says an initial investment of \$40,000 will be required for a building and equipment necessary for the operation. "Dairymen should expect a pay back in five years at 9%. If a dairyman is getting 3,000 lbs. of milk, he could clear \$20,000-25,000 per year, less labor, from making cheese," says Schwartzau.

He feels cheese manufacturing could be a source of additional income for the dairyman who has the incentive to try something different and is willing to take the risk: "He should have a good operation that is producing high quality milk, the key to producing fine gourmet type cheese."

Most of the participating farms will be making Gouda, formerly available only in cheese shops that handle imported cheese. To make cheese on the farm requires 6 to 7 hours of labor per day and 10 pounds of milk for a pound of cheese. The cheese retails for \$2.00 per lb. at the farm and is sold to stores for about \$1.75. Plus, the farmer still has whey and cream, two valuable by-products of cheesemaking, Schwartzau points out.

For more details, contact: FARM SHOW Followup, Ron Schwartzau, Farmhouse Cheese Project, 1354 Eckles Ave., University of Minnesota, St. Paul, Mn. 55108 (ph. 612 376-3932).

rate is \$35 to \$50 per eight-hour day," says Stover.

Used as a can compactor, the Lickity crushes two five gallon cans at a time to 1/10th their original size. Used as a log splitter, it handles logs up to 24-in. in diameter, including oak. One operator can compact up to 300 metal cans in one hour. "This means 1500 lbs. of scrap steel that can bring up to \$75 in the current scrap market," says Stover. During the off-season, you can use the same machine to split logs. The ram goes out full travel, with 24,000 lb. ram force, in 13 seconds, and returns in 7 seconds. The unit is equipped with an 8 h.p. Kohler gasoline engine, heavy duty pump, hydraulic oil reservoir and a single control lever. The cans, when compacting, are fully enclosed within a heavy gauge steel cylinder.

For more details, contact: FARM SHOW Followup, Better Ideas, Inc., Box 211, Lebanon, Ind. 46052.

Removing Tree Stumps

"Whether you have 1 or 200 stumps, we can handle it," says the "flyer" Gary Beutz uses to promote his tree stump removal service, headquartered in Milaca, Minn.

He bought a Vermeer stump cutter (Model 1800) to launch the service and keeps it busy about 8 months of the year doing custom work. "It grinds stumps 12 in. below the ground and takes them out as fast as a D7 Caterpillar — and costs only half as much," says Gary. "Makes no mess and there are no stumps to haul away, or a big hole to plow around."

The going rate is about \$20 an hour, plus travel time. Normally, the machine takes out four or five 3 ft. dia. stumps per hour.

For more details on Vermeer's complete line of stump cutters, and possible leads on other "professional" stump cutters to compare notes with, contact: FARM SHOW Followup, Vermeer Manufacturing, Pella, Iowa 50219 (ph. 515 628-3141).