

## Recent South Dakota Coyote Test Proves Successful

Losing calves, sheep, goats and poultry to night predators will end without harming them and you will be using the sun for power.

Nite Guard Solar® a solar powered flash of red light that turns on automatically at dusk and off at full daylight was proven to do this. This unique product is currently being used by farmers and ranchers to protect their livestock. A recent coyote deterrent test stopped coyote kills on sheep ranches in South Dakota.

Animal behavior studies have shown that night predators all share a deep fear of a single flash of light as they sense that to be another organism, such as man or another animal, and feel threatened. Raccoons, opossum, fox, skunks, bears, cougars and coyotes will leave your area alone – owls and hawks also are repelled by the Nite Guard Solar as well when mounted 10' to 12' in the air.

Nite Guard Solar is environmentally friendly, using the sun to power them. This product has a range of ½ mile or more, is weather protected, small and compact (3"x3"x2") will operate to 30 degrees below zero and is protected against rain, snow and ice.

No more electric fencing, no more need for guard dogs or the nasty time consuming job of trapping critters that are killing the livestock you worked so hard to raise. A typical arrangement of four lights will cover many acres as the lights are visible from ½ mile away or more to a predator.

Nite Guard Solar is not a strobe type light and will not be annoying to you, your neighbors or your own livestock. Nite Guard Solar is the original product backed by extensive customer service with 50 years of experience. "When you purchase our product you are also purchasing peace of mind that we will stand behind you of-



fering information, guidance and support to eliminate your predator problem" says Jim Meyer inventor of the Nite Guard Solar®.

Special offer to FARM SHOW readers: Buy 4 lights, get 1 light FREE. See us at [www.niteguard.com](http://www.niteguard.com) or call 800 328-6647. Nite Guard, LLC, P.O. Box 274, Princeton, MN 55371. **Reader Inquiry No. 80**



## Mobile Rust Control Business

Bob Lawrie and his son, Greg, started a mobile rust control business 34 years ago that has been so successful they've set up 37 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 34 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.

"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 \$150 for pickups and \$260 and up for highway trucks.

We now have three dealers in the United States and franchisees are located in Canada, we have set up 37 units. Lawrie can work with anyone in the U.S. or Canada.

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