



Hunters pay \$50 a day for the privilege of hunting.

## NEW "CASH CROP"

# They Charge Hunters To Hunt Their Land

Two South Dakota farmers with good hunting land have found they can make money charging hunters a fee, then helping them "get their limit".

Don Schindler and Kent Hamiel, both of Reliance, made a total of \$4,500 last season by opening their farms to pheasant hunters, and charging them a fee of \$50 a day to hunt.

"There are always people who want to hunt," comments Hamiel. "I figured if they can afford to rent motel rooms, buy their meals, and maybe travel from out of state, they can also afford to pay for the actual hunting."

"But you have to have good hunting," cautions Schindler. "We went along with the hunters, as guides, to make sure they got good shooting, and their limits of three roosters each."

Hamiel accommodated some 20 pheasant hunters during the 1981 season, charging a flat \$50 a day, while Schindler, who had more guests, charged \$50 for the first day a person hunted and \$25 for the second day. Neither farmer stocks his land with birds. The winter of 1980-81 was mild, so the pheasant population in the fall was good. "Everybody got

their limit," notes Schindler.

He has 2,500 acres to hunt on, while Hamiel has 1,000. Schindler took large groups — one of 20 hunters — and furnished a dog for retrieving. He also hauled hunters to fields in his pickup.

Poachers and road hunters are problems, so Schindler and Hamiel post their fields well ahead of the season opener. "But, some still come in," says Schindler. "We show them the road out quick!" Both men let friends and relatives hunt free.

The South Dakota Fish and Parks Dept. took the position that even

though, by state law, all wildlife belongs to the public, the fees being charged by Schindler and Hamiel were for the privilege of hunting the land, not for the game itself. The Department's only requirement was that the birds be killed in a hunt — not sold as merchandise.

For more information, contact: FARM SHOW Followup, Reliance, S. Dak. 57569 (ph 605 473-5410); or Kent Hamiel, Reliance, S. Dak. 57569 (ph 605 473-5433).

## "MOST FARMERS DON'T LIKE TO CLIP"

# Business Booming For Custom Cow Clippers

Clean dairy cows are a requirement for selling milk to the fluid market. And upon that requirement two young men in Wisconsin are building a booming new specialty business. They clean and clip dairy herds on a custom basis.

Calling themselves the "Cow Barbers", Randy and Toby Pease started their business late last winter and soon had all the work they could handle. Dairy herds on the grade A milk market are inspected twice yearly to see that tails, flanks, and udders of cows are clean and the hair is short.

"Most farmers don't like to clip," says Randy, "so there's a ready market. We expect to be busy clipping for cleanliness in winter and for showing in the summer. We do the same careful job on every cow whether she's going to be shown or not."

The custom clipping job costs \$3.50 per cow, and another \$1.50 is added if she has to be cleaned before clipping.

"If the cow is caked with mud or manure, you have to clean that off first or you'll ruin a pair of clippers in a hurry," says Randy. "We try to brush the dirt off, and in summer we use a pressure washer to clean them up before clipping."

The young cow barbers have worked within 50 miles of their home farm near Shell Lake in northwest Wisconsin, but they are planning to expand into about four counties. There is no restriction on size of herd they will do. Customers have had as few as three and as many as 80 cows per stop.

Working together the two men can clean and clip a 40-cow herd in a day. They got their first customers by advertising in five local newspapers, putting up signs, and talking to friends and neighbors. They plan to canvass the counties systematically next year to line up new business.

Already, their "barber" business has branched out into other areas. For example, their pressure washer is



Photo by Al Bonanno

"We do the same careful job on every cow whether or not she's going to be shown," says Randy Pease.

now being used to custom clean farm equipment and the insides of dairy barns.

There's plenty of cow barbering work out there, and the Peases think that custom cow clipping could be a profitable service in other areas. They stress the importance of scheduling

(a cow should be clipped at least 3 weeks ahead of a show) and the need for good equipment.

For more information, contact: FARM SHOW Followup, Randy Pease, Cow Barbers, Rt. 2, Shell Lake, Wis. 54871 (ph 715 468-2175).

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