



After harvesting, antlers are flash frozen in the freeze dryer (above left) for four or five weeks. Then Queen scrapes off the velvet and pulverizes the horns to produce a powder.

## He Turns Elk Antlers Into Medicine

By Barbara Minton

For Gary Queen, raising elk is a business that also has a personal meaning for him.

"Their antlers have healing powers to cure what ails us," says Queen, who harvests the antlers from about 50 bull elk each year and turns them into nutritional supplements that he's convinced have the power to heal.

Rose Lake Elk Ranch, near Cataldo, Idaho, is home to about 140 elk.

The antlers are harvested at the prime growth stage, in late spring, when they are large and appear to have a velvet coating.

"At this stage the antlers are said to be most potent. When harvested later, you may get more weight, but you lose the nutrients and the life-pumping blood that is so beneficial. The antler is a growing organism when harvested. That's what

makes it so accessible to the body," says Queen.

Once plagued with arthritis, Queen has found that regular use of an elk antler supplement has taken away his pain and given him renewed stamina. It has made him a firm believer in the product.

He started making his own natural supplement on the ranch. "I now have a better markup cost where other people can sell my line of natural supplements and they and I can both make money," he notes.

Queen, who's been making his own line of supplements for five years, likes the quality and cost control of having his own freeze-dryer. He freeze-dries other elk ranchers' antlers and sells the product under his label, Rose Lake Elk Velvet Antler.

After harvesting, the antlers are immedi-

## Silo Pumpkin Brings Business To Farm

It's easy to find the Meyer's Farm Market in Milton, Wis. Just take Interstate 90 and head toward the giant pumpkin up on top of the silo.

Bryan Meyer came up with the idea for the pumpkin, which measures 22 ft. dia. and over 14 ft. high. He put it on top of an unused silo.

"We wanted it to be a landmark for the area that would be a constant reminder about our business," he says.

Meyer's Farm Market is a farm that offers seasonal fruits and vegetables. They also have a pick-your-own-pumpkin patch, fall hay rides, an antique tractor display, and educational farm tours.

Meyer came up with the idea after seeing another one near Chicago.

He bought the pumpkin from a fiberglass company for more than \$30,000 (DWO Fiberglass Co., Sparta, Wis.; 608 269-8257; www.dwofiberglass.com). Two flatbed semis hauled the two halves of the pumpkin to the farm where it was assembled and lifted by crane to the top of the silo.

Contact: FARM SHOW Followup, Bryan Meyer, Meyer's Farm Market, 1329 E. M-HTownline Rd., Milton, Wis. 53563; (ph 608 754-0247; email: info@meyersfarmmarket.com; website: www.meyersfarmmarket.com).



Fiberglass pumpkin on top of silo measures 22 ft. dia. and over 14 ft. high. "We wanted it to be a landmark for the area that would be a constant reminder about our business," says Meyer.

ately flash frozen at 0° Fahrenheit. Then it's put in the freeze dryer for four to five weeks. The velvet skin is stripped off the antler, which is kind of a cross between cartilage and bone marrow. Then it's pulverized to produce a powder. From there, Queen sends a sample off for testing at a laboratory to check for bacteria and mold spores and anything else that would be a detriment to humans.

After passing the test the product is sent off to be encapsulated.

Contact: FARM SHOW Followup, Rose Lake Elk Ranch 12205 S. Hwy. 3, Cataldo, S. Dak. 83810 (ph 877 855-6437 or 208 682-2258; email: info@va2000.net; website: va2000.net).

## Web-Based Repair Business "Growing By Leaps And Bounds"

Anyone in the market for a tractor engine rebuild kit or other engine components will appreciate the low prices, free shipping and easy access offered by Agkits.com, a website run by Syracuse Crank and Machine.

And anyone considering setting up a website might be interested in knowing that sales from Agkits.com have already exceeded six figures in only seven months.

The company still operates its heavy-duty machine shop and parts store in Liverpool, N.Y. But based on early results, they expect their online business to become a large part of the operation.

They stock many tractor engine overhaul kits, crankshafts, camshafts, engine block assemblies, repair manuals, and more.

"We strive to use the highest quality parts in all our engine kits," says company president Brian Osborne. "We use top brand names such as Federal Mogul, Sealed Power, FP Diesel, Dana, Clevite, Fel-Pro, and Victor. We know that longevity is important to our customers, that's why we try our hardest to supply them with the correct and the best parts on the market today. All Federal Mogul and Clevite engine parts carry a 7,500 hour, parts & labor warranty."

The company also carries a good selection of obsolete engine parts.

They ship from more than a dozen different locations across the U.S. by making use of their parts vendors' distribution systems. They also offer free shipping anywhere in the U.S.

"Our son, Justyn built and maintains the website and we've already tripled our part sales as a direct result," Osborne says. "We're really excited. The automotive and over-the-road truck engine business is on the decline as a whole because computerization is causing them to last longer. Because of that, we've focused on the agricultural end of things."

Thanks to the website, the company is shipping parts around the globe - to Scotland, Australia, Uruguay, and they have an order pending for South Africa.

"It's a little challenging to handle that type of shipping, so we're learning," Osborne says.

Besides part sales, he says Agkits.com has brought in rebuild work on engines shipped from out of state.

"Our vendor sales reps say they have other customers who are trying to do the same thing by going online, but without nearly the success that we have had," Osborne says.

"We weren't really expecting that kind of a huge response, but a lot of it is making your site easy to use, having good prices, great customer service, and free shipping. We work with low profit margins on high sales volumes, so low prices are important. Free shipping is also one of the biggest keys to attracting a customer's attention."

Contact: FARM SHOW Followup, Syracuse Crank and Machine Inc., 106 Luther Ave., Liverpool, N.Y. 13088 (ph 800 437-3609; email: sales@agkits.com; website: www.agkits.com).

## Business Specializes In Everything "Fish"

This company is a one-stop center for anything to do with fish. They supply aerators, fountains, food, chemicals and more, along with the fish themselves. They even provide lake management consulting services.

Jones Fish and Lake Management at Newtown, Ohio, was started in 1948 by Robert Lee Jones. His grandson, Robert P. Jones, now runs the company and says business is good.

"Our customer base pretty much spans

the gamut - we've stocked everything from private farm ponds to Central Park in New York City," Jones says.

The company carries 15 species of game fish and seven ornamental fish varieties, along with bullfrogs, turtles and Japanese trap door snails.

Orders of \$150 (fish only) include free state-wide delivery in Ohio, Kentucky and Indiana and there's limited free delivery to Michigan, Pennsylvania, West Virginia and

Illinois. Nationwide delivery is available for an extra cost. Products other than fish can be shipped to Canada.

"Sizes of fish are seasonal, but we will do our best to accommodate your order," Jones says.

Here are a few examples of prices:

Largemouth black bass (2 to 3-in. size) - \$99 per 100; (12-in. and up) - \$10.50 per lb.; Japanese Koi (2 to 4-in.) - \$4 ea. or (8 to 10-in.) - \$18 ea. Adult bullfrogs - \$25 per

breeding pair or \$45 per 100 tadpoles. Turtles (min. 4-in. dia. shell) - \$14.99 ea. Snails - \$1.49 ea. Free catalog is available.

Contact: FARM SHOW Followup, Jones Fish and Lake Management, 3433 Church St., Newtown, Ohio 45244 (ph 800 733-0180 (in Ohio), 800 662-3474 (U.S.), 513 561-2615; email: Sales@jonesfish.com; website: www.jonesfish.com).