

AMERICAN Small Farm

Volume 13, Number 12

December 2004

C O N T E N T S

Features

The Pet Industry – Still A Growing Opportunity 6

A year ago we wrote had a story about raising pet birds as a profitable business. This article has follow-up information showing that America's love affair with pets continues to grow.

A Voracious Appetite for Steel 8

Scrap metal, welders and innovative thinking help this "country welder" keep his Mississippi farm running smoothly.

Resources for Risk Management in Agriculture 12

This article discusses some points many of us take for granted. Risk areas discussed include equipment safety and maintenance; new ideas in agriculture and working with neighbors on new projects; updating insurance policies; reviewing contracts; and preparing for the next planting season.

Help Available For Late Savers 13

Do you wish that you could have saved more money for retirement when you were younger, but you didn't? The good news is that it's not too late to take action to achieve financial security in later life.

Aquatic Farmer Section

Life-Long Dream Now a Reality 18

"I have dreamed for the past 35 years a dream that everyone said would never come true. However, in fact, I have made my life-long dream of raising bullfrogs in confinement a reality. It is a new and completely "home-grown" industry," says Ken Holyoak, president of Ken's Hatchery & Fish Farms, Inc.

Water Gardening Is A Fast Growing Landscape Feature 20

Water gardening is one of the fastest growing gardening interests in the United States..

Columns & Departments

Small Farm Talk 3

Is your farm making money? Accurate and complete records are necessary before you can answer that question. We need to do

more than just cast an eye over the accounts to determine farm profit and to figure how much we owe Uncle Sam.

Homeland Treasures 14

Yolanda & friends quilt patterns are featured.

Over The Fence 22

This column is a place for you to share and learn what is happening on family farms.

Recipes 24

This month's recipes feature the California firefighters' award-winning cookie recipes that are in the 2005 Milk & Cookies Calendar. We also have some recipes from the American Institute for Cancer Research.

On the bookshelf 26

Books that can help you do a better job and live the good life on your place in the country.

Calendar 30

Farm shows and events for learning and enjoyment.

Rural Reflections 31

Bill Schaefer writes about the real reason for the holiday season. He says, "For all of you who have that wonderful job title of parent, let me suggest the best gift you can give to your children: Love each other."



AMERICAN Small Farm

Editor: Andrew Stevens
Associate Editor: Michelle Callahan
Creative Director: Ryan Mumm
Circulation: Amy Kingsborough

Londa Anklam, Herman Beck-Chenoweth, A. Denise Coolman, Kristi Ford, Steve Hidden, Ken Holyoak, James A. McDonald and Bill Schaefer.

Advertising: Marti Smith, Director;
Leon Kincaid, Account Manager
Roger White, Account Manager
Amy Kingsborough, Sales Associate

Publisher: Farm & Ranch Publishing, LLC
Andy Stevens: Vice-President, Editor
Marti Smith: Vice-President, Advertising

Publishing Office: 267 Broad Street
Westerville, OH 43081
Phone: (614) 895-3755
FAX: (614) 895-3757

E-mail: info@smallfarm.com
Web site: <http://www.smallfarm.com>

Editorial Office:
P.O. Box 1059, Delaware, OH 43015
Phone: (614) 895-3755
FAX: (614) 895-3757



American Small Farm Magazine is proud to support FFA



About the cover

Americans are buying more cut flowers and related floral items than ever before. Domestic production cannot keep up with demand. Quality greenhouse-grown and field-grown flowers are needed to help keep up with demand.

Cut flowers are flowers grown and harvested (cut) for bouquets, centerpieces, funeral arrangements, wedding arrangements, single blooms and other floral arrangements requiring fresh flowers. Floral greenery sold with bouquets is also considered a cut flower.

The demand for fresh cut flowers in the United States is met by domestic growers and imported flowers. Flowers are produced year round in the United States by field growing and/or greenhouse growing. Many commercial growers are family-run businesses. Maybe it is something for you to look into. Could the cut flower work on your farm? We'll have an article for you in March. Photo by D. Scot Newland of Upper Arlington, Ohio.