

# AMERICAN Small Farm

Volume 12, Number 6

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## C O N T E N T S

### Features

#### Small Creameries: Wave of the Future? 6

Some folks decry the decline of "small, family farms." Some folks also try to do something about it. Sam and Denise Hendren are doing something about it. They opened a small farmstead creamery near Keeseville, New York.

#### Forage-based sheep production can be profitable 10

The relatively small investment required and the gradually increasing size of the flock make sheep production a good choice for the beginning small-scale or part-time farmer.

#### Bashkir Curly horses solve an allergy problem 12

Bashkir Curly horses are among the world's most rare breeds. These horses have hypoallergenic curly coats. Most people who have been prevented from owning a horse all of their lives due to allergies can realize their dreams with this breed.

#### E-mail Marketing Grows Up: A Primer For Small Farmers 16

A number of small farmers have discovered a powerful fact about e-mail. When leveraged artfully, an ethical e-mail marketing strategy can significantly augment a Web site.

#### Early Weaning Helps Your Beef Cows 22

Early weaning can be a way to save feed costs by saving best pastures for weaned calves and putting the cows on rougher pastures. It can keep the cows in better body condition.

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There is no free lunch. Editor Andy Stevens says his goal is to help you find and

implement new profit-making ideas for your farm. In addition, he needs a paycheck.

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A place to learn and share what is happening on family farms.

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This month's recipes feature beef, pork and lamb on the grill.

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To help young, beginning and small farmers plan on a successful future, the American Bankers Association is offering 10 tips for sound financial practices. Getting to know your local banker is a key element of the list.



## AMERICAN Small Farm

Editor: Andrew Stevens

Associate Editor: Michelle Callahan

Creative Director: Ryan Mumf

Circulation: Amy Kingsborough

Londa Anklam, Jim Bohlmann, John Chaney, Herman Beck-Chenoweth, A. Denise Coolman, Joe Dysart, Richard Earles, Kandis Elliot, Lance Gegner, Bob Gregson, Gary D. Harwood, Mary K. Judd, Greg Oakes, Sonja Oakes, Claude W. Reeson, Diane Schwartz, Carol Shelton, Ronnie Shelton, Beth Spough, Heather Smith Thomas, Todd Peterson and Ann Wells

Advertising: Marti Smith, Director;  
Leon Kincaid, Account Manager  
Michael Krystofik, Account Manager  
Norm Fisher, 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



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### Next issue

Top 10 Tips For Improving Profits In Small Herds

How To Diversify Your Farm

Investing In Farmland

Greenhouse Farmer/Grower

### About the cover

Horsepower comes in a variety of packages. Our cover shows examples of four-wheel and four-legged horsepower. Both kinds of horsepower have a place on America's family farms.

The inventory of equine in the United States as of January 1, 1999, totaled 5.32 million, up from 5.25 million head on January 1, 1998. Equine includes horses, ponies, mules, burros and donkeys.

The primary function of more than one-half (54.7 percent) of the operations with equines was residential where the animals are maintained for personal use, according to the National Animal Health Monitoring System's (NAHMS) Equine '98 Study.

Photo provided by AGCO Allis.