

Flour Mill Sales Spur Specialty Grain Demand

Darold Glanville is looking for a few good grain farmers. He's in the market for high quality grain, but not your run of the mill varieties.

"I work with farmers to find unique grains with unique qualities. For example, we use hard red spring wheat for bread flour. I'd love to talk to anyone with experience working with heritage grains," says Glanville.

An interest in bread baking led Glanville to invest in his own flour mill. When friends and neighbors started asking for freshly ground flour for their own use, he bought a larger flour mill and began taking small packages of whole wheat, rye and other flours and grains to a farmer's market in Minneapolis, Minn. He also began to sell the small counter top flour mill that he first started with.

"It's made in Germany and will last forever," he says. "It sits inside a beautiful wood cabinet and comes either by itself or with a side-by-side oat flaker for making rolled oats. Each has its own electric motor so you can run both at once."

Glanville also sells the dual system for \$780 or the flour mill alone for \$375. The

flour mill has an output of about 10 lbs. of flour an hour and can grind fine or coarse flour for breads, pasta and muesli.

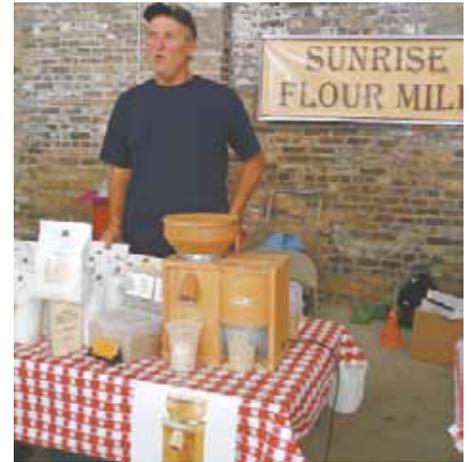
Glanville even sells a hand cranked oat flaker for making small amounts of rolled oats at a time. The stainless steel and beech wood unit clamps to a countertop to make fresh rolled oats for morning cereal or baking. It sells for \$175.

Glanville knows that once most people try fresh flour, they'll want their own mill. And once they've invested in a mill, they'll need raw grain to use in it. That's why he's looking for growers to provide quality grains.

"I think the appreciation for different varieties of grain is now where coffee was 20 years ago," says Glanville. "My goal is to become a source of quality grain so people can grind their own."

Currently he charges \$7 for 2 1/2-lb. packages of organic whole grains. In addition to the hard red spring wheat, he also offers customers a soft white winter wheat for muffins and durum for pasta making, in addition to varieties of corn and oats.

"I'm interested in the whole spectrum of grains, including buckwheat and rye," says



Darold Glanville works with farmers to find grains with unique qualities. Photo shows a German-built flour mill that he sells.

Glanville. "If someone wants to try 10 to 15 acres, I'll sample it and make some flour with it and work with them on marketing it as flour and grain."

He knows he will pay a premium for small quantity purchases, but says, "I hope it will amount to something over time."

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Reader Inquiry No. 25

Company Rebuilds Hydros With Care

Hydraulic component rebuilds can save a lot of money, but they're not usually do-it-yourself projects, says Cara Herrs of Herrs Machine. The company has been rebuilding hydraulic pumps and hydrostatic transmissions for 37 years, progressing from a home-based shop business to a high tech operation that can handle nearly anything hydraulic.

"Our most common repairs are combine hydrostats," says Herrs. "We have an ag background, so we understand how quickly equipment needs to be up and running. In addition to our rebuild service, we keep a large inventory of parts, pumps and motors on hand. We can usually ship out the same day we get an order."

Herrs suggests making a toll-free call for a cost estimate. If time is tight, most agricultural hydro units are available in exchange. The company works with tractors, combines, skid steers and a wide range of other equipment. However, long-term specialties have been IH hydrostats and torque amplifiers.

Whether for rebuild or exchange, Herrs emphasizes carefully wrapping the part

for shipment, especially if components are exposed. One ding or gouge in a plate can increase rebuild cost considerably.

"Plates in a stack have to be perfectly flat," says Herrs. "A scratch can cause a blow-by and increase pressure on the hydraulics and raise the temperature."

When parts come in for a rebuild, they are first visually inspected and measured using a micrometer. If parts pass inspection, they are lapped within 1 millionth of an inch of surface flatness.

Even though a single plate with a gouge can often be refinished, Herrs says the refinishing might reduce the required height of the total stack.

"We have to stay in tolerance the whole way through," she says.

Once the part or component has been rebuilt, it goes through testing. Each step in the process is recorded. If testing identifies any problem, it also shows where the problem occurred.

"We will then tear it down and fix the problem," says Herrs. "We know it has to be done right."



Herrs Machine has been rebuilding hydraulic pumps and hydrostatic transmissions for 37 years.

Herrs handles pumps, motors, cylinders and valves. All remanufactured units come with a warranty.

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