

If you're looking for new ways to add to your bottom line, take a look at the money-making ideas featured here and on the next page.

If you've found or heard about a new income-boosting idea, we'd like to hear about it. Send details to: FARM SHOW Magazine, P.O. Box 1029, Lakeville, Minn. 55044 (ph 800 834-9665) or email us at: editor@farmshow.com.

They Turn Soybeans Into Tasty Snack Foods

"One day I was plowing under an unharvested crop of organic soybeans and wondering where this business was going," says Darren Kornowske. "I was so darn frustrated that I started to pray out loud asking 'Lord what do you want me to do?'" A few minutes later it hit me like a bag of beans in the head that I was supposed to roast beans and sell them by the ounce."

That inspiration occurred to the Denmark, Wis., farmer in the fall of 2009. Almost four years later, he and his family have a growing business called Soy Almost Nuts. They produce four different flavors of roasted soybeans and market them under the brand name 'Almost Nuts! Crazy Snack Food'. Kornowske says having the product idea was the easy part. Developing it into a viable business required patience, dedication and a big dose of faith.

"It's never a straight line from idea to product," Kornowske says. "There were wrong steps, missteps, a steep learning curve and finally success." The family learned that roasting beans isn't as simple as putting them in an oven and pulling out a flavored snack.

"Roasting is a delicate process that we learned from experience, advice, and trial and error," Kornowske says. "It's all about the exact temperature, the exact moisture level and the exact amount of time." The family built its own roasting equipment and, after getting it perfected, now has a private company with a food grade license roast their beans. After roasting, the beans receive a special coating of seasonings or different types of chocolate.

Dark chocolate was their first product, creating a high-protein snack that's sweetened with 70 percent Cacao. It's ideal



Darren Kornowske and family produce 4 different flavors of roasted soybeans, marketing them under the brand name "Almost Nuts!"

as a plain snack or as an ice cream topping. They also offer milk chocolate coated soybeans. The seasoned nuts are popular in soups, on salads or just by the handful.

They also offer White Coat Yogurt Soybeans that are drenched in a layer of yogurt. Kornowske says that flavor is great when mixed together with the dark chocolate to make a cookies and cream flavor.

Almost Nuts! has distribution in 25 states, mostly in gift shops and coffee shops. The snacks are also available online from the company's website. Prices range from \$2.49 to \$3.49 per package. Shipping and handling is extra and varies by the quantity ordered, with 8 bags or more shipped free. Kornowske says inquiries for wholesale orders are welcome.

Contact: FARM SHOW Followup, Darren Kornowske, Almost Nuts!, P.O. Box 19, Denmark, Wis. 54208 (ph 920 915-0152; www.soyalmostnuts.com).

Business Built On Sawdust And Shavings

Chad Yutzy built his business on sawmill byproducts. In the early years, he delivered three truckloads of sawdust and shavings a day to local farmers. Two decades later, he dispatches 25 truckloads a day to customers in a 75-mile radius of Elkhart, Ind.

"We couldn't have kept up with demand if a fellow hadn't started grinding up wood waste from area factories," says Yutzy. "He drops off roll-off tubs at factories to dump their wood scraps, picks them up and grinds it. We buy from him and distribute to our customers."

Yutzy is a distributor. He doesn't produce shavings himself. Instead he buys waste products from sawmills and others and sells a needed commodity.

The demand is huge and uses of his shavings are varied. Yutzy supplies animal bedding to duck, chicken, horse, dairy and calf producers. Wood shavings that he delivers are all kiln dried, and the wood waste from factories is triple ground and screened. While some livestock producers

need dust-free screened material, others want bedding with dust.

"Horse owners want low dust material that has the fine dust screened out," explains Yutzy. "Dairy and poultry producers like the dust for its absorbency."

Competition for waste wood from fuel pellet manufacturers has driven prices up in recent years. Yutzy notes that when petroleum-based fuel prices increased 5 years ago, wood pellets took off. Wood bedding prices climbed as a result. Even with increased demand, Yutzy says livestock bedding is a good business. He says he is available to consult with others wanting to get into the bedding business.

"If you have a supply of sawdust or scrap wood in your area, it's a good business to be in," he says. "However, you have to have a supply."

Contact: FARM SHOW Followup, Pine Cone Shavings, 71228 County Rd. 15, New Paris, Ind. 46553 (ph 574 536-2749; ckyutzy@gmail.com).

Heirloom Turkey Breed Gaining Market Share

Hybrid Turkeys has been creating a stir with its premium breed of birds known as Orlopp Bronze, a hardy breed that can be raised outdoors and has a better feed conversion ratio than most heritage breeds.

"We raise the pure lines and Parent Stock Orlopp Bronze turkeys free of salmonella, in a comfortable barn environment, without the use of antibiotics," says Trevor Aitchison, the logistics manager at Hybrid Turkeys, located in Ontario, Canada. The commercial Orlopp Bronze turkeys are sold in North America and Europe. The birds are grain-fed and often raised free-range.

Orlopp Bronze have beautiful natural feathering and show outstanding feed conversion to achieve market weight. A 16-week-old hen will weigh about 20 lbs. and a 20-week-old male can weigh up to 40 lbs.

"These hardy birds have great breast meat yield," Aitchison says. "Some customers have reported 4 to 8 percent more breast meat than a conventional white feathered turkey." Hybrid Turkeys acquired the genetics from the Orlopp family, which has been breeding the Orlopp Bronze turkeys since 1945. Hybrid Turkeys is now working to strengthen the traits of the breed and offer the best premium turkey on the market.

Orlopp Bronze chicks are available from 5 hatcheries in Canada, 5 in the U.S. and from breeders in France and England. Jason Wortzman at Granny's Poultry in Winnipeg, says one of the main selling points of Orlopp birds is their unique caramel color and fine meat texture. "Orlopp's are a heirloom turkey that offer a rich, complex flavor that's more comparable to a game bird, such as a pheasant."



Orlopp Bronze turkeys have beautiful natural feathering and a better feed conversion ratio than most heritage breeds.

Aitchison says Orlopp Bronze turkeys are a perfect alternative to more conventional breeds because of their vigor. Pound for pound they are more efficient with feed and grow to a market weight higher than other bronze turkey lines. They're also very healthy, with many growers claiming a 98 percent or higher chick-to-market success rate.

Contact: FARM SHOW Followup, Orlopp Bronze Turkeys, 650 Riverbend Dr., Suite C, Kitchener, Ont., Canada N2K 3S2 (ph 519 578-2740, ext. 241; www.orloppbronze.com).

Removal Service Pays For Silos

Thinking of tearing down an unused Harvestore silo? Instead of paying someone to do it, how about having someone pay you?

Silos by KICK Construction has developed a network of overseas buyers interested in Harvestore silos. So the buyers cover the removal cost, and the company pay the silo owner the remainder.

The amount varies, says Kathy Meyer, who owns the business with her husband, Kurt. They make estimates based on the diameter and height, model, condition, whether the unloader is still in the silo, and the location. She adds that the silos that sell are the larger ones. If there is no buyer for the silo, the Meyers charge a takedown fee.

Of the hundreds of silos they have removed since 2004, about 50 percent of the silo owners received payments instead of a bill.

The Meyers started their business when they wanted four Harvestore silos removed from their Chandler, Okla., farm. They were surprised to learn it would cost \$20,000. Instead they purchased jacks, took down their silos and were asked by neighbors to take down a few more. When someone asked if they could take down 20 silos, Kurt was inspired to start the business. Through advertisements in regional newspapers, shoppers and dairy publications, along with their crew they have traveled to states around Oklahoma, as far east as Tennessee and Georgia and as far north as Montana. It takes 5 to 6 people 3 to 4 days to take a silo down, scrape the glass-encased steel sheets, and stack them on a truck to be shipped overseas.



Silos by KICK Construction has developed a network of overseas buyers interested in Harvestore silos.

Silos are popular in European countries, especially for farmers who don't have much land.

At the same time, U.S. farmers want the silos removed for a variety of reasons. Sometimes they're in the way of irrigation systems or expansion plans. Another reason is safety. The silos haven't been in use for some time, and farmers tell the Meyers that they are starting to come apart, the nuts are coming loose and the bolts are falling out.

The Meyer crew safely takes them down by removing the sheets and rings from the bottom up using jacks, and removing nuts and bolts with impact wrenches.

She notes that Silos by KICK Construction does not tear down concrete silos.

Contact: FARM SHOW Followup, Silos by KICK Construction, 346613 E. 860 Rd., Chandler, Okla. 74834 (ph 405 240-5342; www.silosbykickconstruction.com).