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 under the brand name ‘Almost Nuts! Crazy Snack Food’.

“Roasting is a delicate process that we learned from experience, advice, and trial and error,” Kornowske says. “It’s all about the exact moisture level and the exact amount of time.” The family learned that roasting beans isn’t as simple as just putting them in an oven and pulling out a flavored snack.

“Roasting is an art form that we developed into a viable business required patience, dedication and a big dose of faith. It’s never a straight line from idea to product,” says Kornowske.

Kornowske says having the product idea was the easy part. Developing the brand name ‘Almost Nuts! Crazy Snack Food’. Kornowske says that flavor is the color of the beans.”

The family built its own roasting equipment and, after getting it perfected, now has a private company with a food grade license roasting 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 as a plain snack or as an ice cream topping. They also offer milk chocolate coated soybeans. The flavored nuts are popular in soups, on salads or just by the handful.

The main selling points of Almost Nuts! are their low-sodium, high-protein snack. Kornowske says soybeans are an alternative to more conventional snacks.

Removal Service Pays For Silos

Silos by KICK Construction has developed a network of overseas buyers interested in harvest soles. The buyers cover the removal cost, and the company pays the silo owner the remainder.

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

Removal Service Pays For Silos

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 gotten started without a demand for a material that someone didn’t want,” Yutzy says. “We have a network of buyers interested in harvest silos and the location. 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 surge 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 shredded 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 their silos.”

Silos by KICK Construction has developed a network of overseas buyers interested in harvest silos. The buyers cover the removal cost, and the company pays 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. They did not think of purchasing jacks, or ask if their customers had a network of overseas buyers interested in harvest silos. The buyers cover the removal cost, and the company pays the silo owner the remainder.

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One of the main selling points of Orlopp Bronze turkeys 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 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.

“Almost Nuts!” is a perfect alternative to more conventional breeds because of their vigor, they were good enough for their term weight higher than other bronze turkeys lines. They’re also quite healthy, with many growers claiming a 98 percent or higher chick-to-market success rate.

Contact: FARM SHOW Followup, Orlopp Bronze Turkeys, 630 Riverbend Dr., Suite C, Kitchener, Ont., Canada N2K 3S2 (ph 519 578-2740, ext. 241; www.orloppbronze.com).