

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](mailto:editor@farmshow.com).



Brad Hagemann picks up used combines and gets them in shape for others to use. He says his reconditioned combines represent a significant savings over new machines.

## His "Hobby" Is Reconditioning Used Gleaner Combines

Brad Hagemann's passion for Gleaner combines has become a nice sideline business. The longtime Gleaner operator prides himself on keeping his three Gleaners in top working order. With limited acres to farm, he also has the time and knowledge to pick up used combines and get them in shape for others to use.

"I start at the front and go to the back, treating every Gleaner like I'm going to run it myself," says Hagemann. "I just do a few each year."

In fact, if it is a Gleaner he has reconditioned and plans to sell, he often does run it. "If I finish a combine at harvest, I'll run it until it is sold," he says. "Over the years, I've bought things that were supposed to be field ready and weren't. I want the buyer to be able to jump in it and go."

Hagemann's low overhead and available off-season time allows him to invest more time in each machine than a dealer could afford. As he goes through a machine, he checks for common wear points such as accelerator roll lugs. He goes over feeder chains carefully, noting that they can appear in good shape, but still need mechanical work.

"An area that is top priority is rotor bar and concave wear," says Hagemann. "I

set up a combine the way the buyer wants. If they have access to new-style rotors, I can install them."

Hagemann admits that demand for combines has slowed with low crop prices. However, his reconditioned combines represent a significant savings over new machines.

"I have a 2005 R65 that I reconditioned before harvesting nearly 600 acres with it this past fall," says Hagemann. "I then went through it again. I have a price of \$100,000 on it. A new one would run \$350,000 to \$400,000."

Older combines have proven popular for Hagemann. He has had farmers wanting pre-2000 units. They prefer the mechanical controls to the electronic controls that have been added since 2000.

Hagemann is considering expanding into header reconditioning as well. "Newer draper heads are \$80,000 to \$100,000 for a bean head," he notes. "I just picked up an older McDon draper head to see how it works. I will rebuild it and try it next fall. If I like how it works, I may start working on them as well."

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## Colorful Potatoes Hit The Market

FARM SHOW readers interested in adding a little color to meals should consider growing fingerling potatoes in new hues.

The AmaRosa fingerling potato is a new variety at High Mowing Organic Seeds ([www.highmowingseeds.com](http://www.highmowingseeds.com); ph 866 735-4454) with a burgundy skin and creamy red flesh that resists fading during cooking. The company says the open-pollinated variety is organic, non-GMO and yields well.

Jung Seed Company ([www.jungseed.com](http://www.jungseed.com); ph 800 297-3123) offers an even



**AmaRosa fingerling potato has a burgundy skin and creamy red flesh that resists fading during cooking.**

darker colored variety. Magic Molly has a deep purple skin and purple-blue flesh that also retains its color when cooked.

Fingerling potatoes are stubby, finger-shaped potatoes that can be harvested mid-season and prepared like traditional potatoes.

## "Picker" Story Prompts FARM SHOW Readers To Call

Aric Diehl is a "picker" who searches through barns and rural auctions to find "old stuff" that other people don't want. His job got a lot easier after a story on him ran in FARM SHOW last year (Vol. 39, No. 3).

"I've had more than a dozen good leads from readers," says Diehl, who saw his first copy of FARM SHOW during one of his "picking" trips.

Diehl recently bought a pallet of burlap bags from a reader in Kansas. The bags were intended for use with dry beans in the 1950's.

"They had the name Babe Ruth on them, without his permission," explains Diehl. "His lawyers heard about them and got a cease and desist order, preventing their use. They sat there in a warehouse ever since."

Diehl plans to sell them at antique shows and via the internet.

A Pennsylvania reader bought a barn containing more than 3,000 burlap bags. He contacted Diehl, who made the trip, bought the bags and was introduced to a neighbor.

"He had old Winchester rifle posters and even a document signed by Lincoln," says Diehl, who bought them too.

Although he buys and sells almost anything, bags have been popular. In 2014, he bought and sold more than 5,500 bags. In 2015 he doubled that to more than 11,000.

"I pulled 5,000 old seed corn bags out

of one Ohio warehouse alone," he says. "The father started a seed company in the 1930's, and it stayed in business for 2 generations. There were old cloth bags, advertising signs, and other stuff getting damaged by weather and mice. It was 80 years of family history just sitting there, but now it will find a new life and get enjoyed."

Diehl enjoys learning about the things he finds. He stopped at a Ohio farm to check out a hay trolley he heard about. Not sure what it was, he bought it and asked the owner if he had any more.

"He laughed and showed me a pallet full and I bought them," recalls Diehl. "Then he showed me an old shed that had 200 of them in a pile. I ended up with 250 of them."

Diehl contacted hay trolley collector, Steve Weeber (Vol. 39, No. 4). Weeber helped him and a friend sort through the piles to separate the common from the less common.

"In a week, I went from knowing nothing about hay trolleys to having bought and sold 250 of them," says Diehl.

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## "Black Popcorn" Growing Strong In Popularity

"It's healthier for you and there are fewer hulls in the popped corn," says Barry Johnson, president of Black Jewell Popcorn of Columbus, Indiana. Johnson's company purchased the business in 2013. The original popcorn venture began in 1963 in southern Illinois.

Black Jewell's line of black and crimson-colored and microwave popcorns is now marketed nationwide through a variety of grocery stores.

Black Jewell gourmet popcorns are packaged in 28.35-oz. and 15-oz. jars and 3-bag microwave boxes. Its main varieties are Black Jewell, Crimson Jewell and Native Mix. "All of Black Jewell's popcorns tend to be more crunchy in texture and have more of a 'nutty' flavor than standard yellow or white popcorns," Johnson says. "The colorful kernels provide protective antioxidants not present in ordinary yellow and white popcorns. They're whole grain, gluten-free, cholesterol-free, and pop pure white and virtually free of hulls."

The company grows its own black popcorn seed, its biggest seller, in Illinois and Indiana through contract growers.

"The non-GMO verification has been key to our growth," Johnson says. "At least a third of the phone calls we get are from consumers who are concerned about the GMO issue, so we knew this was an issue that is shaping consumer preferences. I believe we were the first company to get non-GMO verification for a microwave popcorn product. That distinction has been instrumental in getting us into several retail chains."



**Black Jewell's black and crimson-colored popcorn is marketed nationwide through a variety of grocery stores.**

Johnson says the company's naturally occurring black kernel color also produces a higher level of antioxidants than other popcorns. "Nutrition and medical research has shown that antioxidants help protect against free radicals – molecules that can damage cells. So this is just one more reason Black Jewell is a healthy choice in popcorns," he says.

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