

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.

Grain Separator Adds Value To Crops

DeVon Miller has found a new way to add value to grain. The Kharkov ISM (Impeller Separator Machine) separates grain into seed-quality grain, food and commodity grain, and feed grain – while also separating out stones and other debris. The machine is a step up from earlier grain cleaning machines that he has tried.

"I started out with a traditional grain cleaner for my use and for custom cleaning, but it was dusty and didn't do what I wanted, so I sold it," says Miller, Friendly Meadows. "After seeing a story on the WS Sosnowski Grain Cleaner in FARM SHOW (Vol. 39, No. 5), I ordered one. It worked well, and I became the U.S. distributor."

When a Ukrainian company later contacted him about their cleaning and separating system, he checked it out. He soon added it to his farm and to his product line.

"Kharkov Grain Cleaning Equipment was the original developer of the fractionating concept," reports Miller. "Because of weak patent protection in the Ukraine, it has been imitated since by others. However, it is still superior to them."

The ISM comes in a variety of sizes and styles from stationary to mobile, with and without cyclone sedimentary chambers, and options. The basic operation uses airflow to

separate grain and other materials by their aerodynamic properties.

"I can adjust the airflow depending on the type of grain and the end use, such as eliminating stones and splits," says Miller. "Splits tend to plug up air streams, so eliminating splits is important for farmers with air drills wanting to replant their own seed."

Heavy objects such as stones drop out in the first fraction. Heavier seeds drop out of the airflow in the next several fractions. As the weight drops, so does the value of the seed.

"Research has shown that the higher weight seeds have a considerably higher germination rate than lower weight seed," says Miller. "Germination can be increased to 98 percent and yield by 30 to 40 percent."

While the ISM can be used to clean and fractionate virtually any crop, from small grains to beans, pulses and other grains and seeds, it can also be used to fractionate mixed crops.

"There is a growing trend in some of the Great Plains states to plant multiple crops in the same field," says Miller. "The ISM can clean and fractionate them by crop. Then the farmer can run each crop back through to fractionate by end use, such as seed for replanting, food or feed."



Kharkov ISM (Impeller Separator Machine) uses airflow to separate grain and other materials by their aerodynamic properties.

ISM stationary machines are available in sizes from 5 tons per hour to 200 tons per hour. Miller carries the ISM-5, ISM-10 and ISM-20 and can order larger machines. The ISM-10 can clean and fractionate 10 tons per hour or precision-sort at 5 tons per hour. The compact machine is only 1 1/2 ft. wide by 8 ft. long by 6 ft. high.

The ISM uses a direct-flow motor with impeller for minimal airflow losses, minimal power consumption, increased machine functionality and longer service life. It is designed for minimal maintenance with no lubrication points and no spare parts needed. The ISM has adjustable shutters on the various trays to direct grain flow for even more precise fractionation.

Losses from grain diseases can be minimized or eliminated by sorting out grains damaged by mycotoxins. Miller gives the example of 10,000 bushels of wheat with 7 ppm vermitoxin having a value of \$3.35 per bushel or \$32,500. He compares that to running it through an ISM Grain Separator to remove 1,000 bushels of vermitoxin damaged grain, thereby reducing vermitoxin to 2 ppm in the remaining 9,000 bushels and a value of \$6.50 per bushel for a total value of \$58,500.



Grain is separated into seed-quality grain, food and commodity grain, and feed grain. Heavy objects such as stones drop out.

"The ISM can offer a fast return on investment," says Miller.

Contact: FARM SHOW Followup, Friendly Meadows, 6523 Township Rd. 346, Millersburg, Ohio 44654 (ph 330 473-7647; friendlymeadows.sales@gmail.com; www.graincleanersoh.com).

Farmers Opened Cafe To Sell Their Own Produce

Ben Horn saw a need for an outlet for the food he grew, so he created one. With his wife Ava and friends Cambria Kolstad-DeVaney and Dan DeVaney, he opened the Free Range Exchange Café in Hokah, Minn., population 547.

"We serve fresh baked muffins, scones, granola and cookies, breakfast quiches, sandwiches and burritos, soups, salads and wraps," says Horn. "We use local produce, apples and cider, eggs, cheeses and bulk honey. We mix and match stuff."

The Horns also operate Happy Horn's Market and Orchard, where they raise produce that they sell at 2 farmers markets and a few restaurants. Horn also manages the farmers markets and is a strong promoter of locally produced foods. Kolstad-DeVaney sells pretzels and other baked goods at the markets.

"We wanted another outlet where we could offer our produce daily, so having our own shop and kitchen gave us that outlet," says Horn. "Then we stepped back a little and decided to feature products from other area farmers, too."

Even before the pandemic, the business was much more than just a cafe for local residents and food producers. Customers could buy eggs by the plate or by the dozen out of a walk-up cooler. Sandwiches and salads could be ordered at the counter or selected from the cooler. A large drum of honey lets customers take it home by the pint, quart or gallon.

"Since COVID, we have focused more on the grab-and-go convenience items," says



Ben and Ava Horn and friends opened a cafe to market a wide variety of their own local products.

Horn. "Overall, we've seen a big growth in appreciation for local products."

Horn encourages other food producers to follow suit. "We've seen more and more growers opening up farm stands for on-site purchasing, pre-orders, and home deliveries," he says. "I would suggest trying a cafe outlet like ours. With the right plan, it can definitely work out."

The biggest challenge, he adds, is finding enough time in the day. "We started from scratch and did everything ourselves," says Horn.

"We are thinking about how the Free Range Exchange could serve as a hub, perhaps forming a co-op with other growers to provide a food box of locally produced items."

Contact: FARM SHOW Followup, Free Range Exchange, 46 Main St., Hokah, Minn. 55941 (ph 507 894-1111; benjiman@freerangeexchange.biz; www.facebook.com/freerangeexchange/).



Woodland moss, tree mushrooms, and other "forest droppings" are popular with people wanting to make weddings and parties look different.

He Specializes In "Forest Droppings"

Woodland moss, mushrooms, and colorful branches all have value to Patrick Zweifel. His Oregon Coastal Flowers (OCF) floral supply company markets these and other scavenged items as Forest Droppings.

"Forest Droppings are all the things you see on the forest floor," says Zweifel. "We buy tree mushrooms, mosses, rocks, little ferns and more. The materials change from season to season."

Zweifel buys the materials from foragers throughout the Pacific Northwest and sells them to other florists, wholesalers and designers. He doesn't sell online to consumers, but he does sell through select farmers markets.

"Here on the Oregon coast these items aren't that special," admits Zweifel. "However, at the Los Angeles farmers market, where 95 percent of the booths look the same, Forest Droppings make ours stand out. That booth accounts for 40 percent of our sales."

Zweifel explains that Forest Droppings

are popular with people wanting to make weddings and parties look different. FARM SHOW readers interested in using the woodland materials in small quantities will be directed to a local dealer. If the quantity needed meets OCF's minimum purchase, Zweifel will sell direct.

The biggest challenge is working with suppliers, notes Zweifel. "We grow and harvest many different plants and materials. Maintaining the relationship with our suppliers is one of the most important things I do," he says. "We are always looking for new things to offer our customers. If a FARM SHOW reader has a special product I am not aware of, I hope they will let me know. I can help market it around the country."

Contact: Farm Show Followup, Oregon Coastal Flowers, 9455 Kilchis River Rd., Tillamook, Ore. 97141 (ph 503 815-3762; sales@oregoncoastalfowers.com; www.oregoncoastalfowers.com).