

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.

Fourth-Generation Farm Is A Diverse Operation

Carol Cross of Berlin, Md., is living out a family legacy as a fourth-generation farmer at Cross Farms.

"I've traced the origin of our farm back to 1853 (so far)," says Cross. "At that time, the property was all orchards. When a blight came through, most of the trees were lost."

Her family shifted from fruit to raising cattle and hogs.

"This work continued with my grandfather, John Shockley, and my dad, Jack Shockley."

Still, the farm remained a diverse operation.

"The family vegetable garden was a must in those days," Cross says. "Basically, my family was self-sufficient."

As times changed and grain prices fell, Cross's grandfather began growing string beans, tomatoes and watermelons for sale,

along with corn and soybeans.

"Some years were good; other years not so much," Cross says.

Today, Cross and her family live in four houses on seven acres and farm three acres of the original homestead in Worcester County.

"We work together—my mother Ruth, brother Chuck, husband Shawn, and I—to grow produce to meet our community's needs."

The farm follows organic standards but isn't certified, with crops grown both outdoors and in a greenhouse using hydroponics.

"Our farm is a naturally grown produce operation," she says.

Like all farming ventures, the business faces its share of challenges.

"We're forever dealing with an unpredictable Mother Nature, rising input costs, and an overwhelming number of groundhogs," says Cross.



Cross grows dozens of vegetables and a number of fruits on their small farm.

She's quick to admit that the joys more than make up for it—community bonds, working in open space with nature and fresh air, and watching plants develop from seed to fruit.

Cross grows dozens of vegetables and a number of fruits. One noteworthy crop is her amethyst string beans. Kids love the novelty of the purple-hued bean, which turns green when cooked.

The produce is sold on the farm, at two local farmers markets, and in produce boxes. The farm accepts Electronic Benefits Transfer (EBT) payments for SNAP, WIC, SFMNP, FMNB, and SUN Bucks.

Cross also collects food at the Historic Lewes farmers market and delivers it to five food pantries. Looking ahead, she's eager to continue her family's farming legacy.

"In five years, I see Cross Farms providing farm-fresh vegetables to our community, still providing five food pantries with vegetables, and working with our school systems and senior centers."

Contact: FARM SHOW Followup, Cross Farms, 9933 Pitts Rd., Berlin, Md. 21811 (ph 410-251-6824; crossfarms@mediacombb.net).



Some of the North American and metric yokes carried by Egbers.

Custom Augers And Repair

Egbers Flighting Company is auger central. They have everything you need to move materials, from custom-made augers and flighting to a wide array of North American and metric yokes and other parts. They offer wear shoes as large as 24 in. to repair worn auger flighting, along with replacement flighting of all kinds, including he-

licoid, sectional, brush and poly cup. They manufacture, service and ship augers and flighting of every type, including any brand or model of grain cart.

"We sell nationwide to customers in pretty much every state and have shipped to Mexico, Australia and even to Japan," says Mike Egbers. "We have no real limitations

in flighting. We've been able to provide anything that has been requested. That includes augers. Our biggest yet was 40 ft. long and 60 in. in diameter. It was a screener for lime."

On the more conventional side, Egbers manufactures and markets augers under the Peck brand. These include direct-drive farm augers up to 12 in. in diameter and 102 ft. in length, as well as custom pit augers for grain elevator legs. The latter can be as large as 20 in. in diameter.

"Just tell us the bushels per hour desired, and we accommodate from there," says Egbers.

Egbers Flighting Company is a multi-generational, family-owned company with roots in a 1920s blacksmith shop. By the 1930s, the family was making a name for itself, providing welding services and equipment repair. They began making 6 and 7-in. augers in 1969 and, by 2000, were producing 12-in. portable grain augers.

One service that sets the company apart in the auger repair industry is its homemade 20-ft. auger-balancing machine. Balancing is important for unsupported unloading augers found on grain carts and combines.

"We drew it up, designed and manufactured it ourselves in about 2001," says Egbers. "We bought the electronics from another

company but mounted them ourselves."

Most Egbers customers for auger reflighting and balancing come from Nebraska and surrounding states, as well as North Dakota and Minnesota.

"Our in-house customers bring their worn-out grain cart augers, and we cut the old flighting off, put on new, and then balance them," says Egbers. "Even welding shops that buy flighting from us and install it themselves will often bring the reflighted auger to us for balancing."

For folks needing new flighting, Egber's website makes it easy to provide the required specifications. It features a diagram with clear instructions for measuring pitch, right/left hand, outside and inside diameter, and thickness.

Wear shoes for repairing worn flighting are made of 3/8-in. plastic with pre-drilled holes for easy installation. Drill matching holes in the existing flighting, then mount and screw on the provided hardware. Shoes are measured by outside diameter and are available in sizes from 6 to 24 in.

Contact: FARM SHOW Followup, Egbers Flighting Co., 324 County Road 24, Hooper, Neb. 68031 (ph 402-567-2773 or 800-462-2588; www.egbersflighting.com).

Replacement Belting And Rollers For Hay Equipment

Ag Belting Outlet sells U.S.-made baler belts, combine pickup belts, refurbished mower-conditioner rollers, original O.E.M. belting, and all types of agricultural and industrial belting.

"I've been in the belting business for over 30 years," says Ag Belting Outlet owner Steve Stitt. "Our baler belts are top quality at a very competitive price, and most are always in stock."

The company wants to help busy farmers make hay with working equipment, without waiting for costly breakdowns and delays.

"We offer refurbished mower conditioner rollers," says Stitt. "The rollers are the same quality chevron rollers as the original non rollers."

Send in old, worn-out rollers to have them reconditioned to like-new condition for half the price of new. After calling Stitt to schedule pickup, customers will secure the rollers on a standard 4-by-4 pallet. After pickup, the Outlet will refurbish the rubber to its original condition. They'll be shipped back within 3 to 4 weeks. All reconditioned rollers carry a 1-year warranty on materials and workmanship.

Reconditioned rollers offer an excellent alternative to buying new, expensive rollers from the manufacturer.

"Our belts for John Deere Air Seeder carts are about half the price of those at a dealership," says Stitt. "Same quality."

Contact: FARM SHOW Followup, Ag Belting Outlet, Steve Stitt, 410 N. West Ave., Anthony, Kan. 67003 (ph 620-845-0814; steve.beltman@gmail.com; www.agbeltingoutlet.com).



Ag Belting Outlet handles belting and roller reconditioning and sells reconditioned rollers.