

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.

On-Farm Press Produces Canola Meal And Oil

David Heatwole runs a pasture poultry farm together with his father and brothers. When COVID overly inflated their canola-based feed source prices, the family installed an on-farm press to make their own poultry feed from the non-GMO canola seed they purchased from their local elevator.

They started by crushing canola seed using a 3-phase electrically powered Ag Oil M70 press and collecting the resulting oil and meal products.

The press crushes about 1,000 lbs. per day. The canola meal is transferred into 2,000-lb. totes, and the finished oil fills 75 gal. drums. Heatwole typically runs the press 24 hrs. a day for about half a month, which adds up to almost 15 tons of seed, about 30% of which is oil.

"Most of the meal and oil is sold to mills for livestock feed," Heatwole explains. "It's pretty easy to be competitive with price, especially with the non-GMO product."

The family hopes to expand its operation and sales as there's a high demand for more volume, especially the meal. They've



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committed to a larger-capacity press and await its arrival and installation. So far, they've pressed only canola but are experimenting with sunflower seeds. In the future, they'd like to enter the food-grade product market.

"It's worked out well as we can feed our poultry at a more reasonable cost and sell product to the feed mills and other farmers," Heatwole says.

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Engine Rebuilder Caters To Hotshot Drivers

Missouri-based Heinlein's Diesel and Performance has made a name for itself in engine rebuilding that goes beyond just repair and parts. The shop is known for ensuring reliable and durable builds, transforming regular diesel engines into those ready for the long haul.

Owner Tyler Heinlein started the business in 2015 and built it from the ground up. It specializes in building the big three light-duty diesel engines, but also takes on other builds that require upgrades.

"I manage all the machine work, engine building, and setting up the projects," Heinlein says. "We've gone from just me and one other staff member to six full-time employees."

Many of Heinlein's customers are over-the-road hotshot drivers who need strong diesel engines.

Heinlein uses a standard build for each engine model to match the client's needs and ensure optimal strength and durability. Combinations include everything from a simple farm truck to a street racing or drag automobile.

All machine work, especially for the popular 6.7-liter Cummins builds, is done in-house, including boring, honing, line honing and decking. Crankshaft balancing and grinding are also completed. The Heinlein crew works together to manage rods, crankshafts and piston work to match a customer's budget.



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Heinlein stresses that the shop's mission is to build strong engines for its hotshot customers. The 6.7-liter Cummins is the perfect example of their success.

"It's not all about higher horsepower; rather, we want to provide a working truck that'll last a long time," he says.

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Classes look at international agriculture from a nongovernmental organization perspective.

International Ag Program Offered Online

Interested in international agriculture? Huntington University offers an online program that can count toward the university's MBA or be taken as a stand-alone certificate. Areas of study include international agricultural systems, global poverty issues and alleviation strategies, agricultural training and development processes, and an overview of international agricultural companies and organizations.

"About two-thirds of our students in the program are from Huntington, simply due to general awareness of it," says Nate Perry, Huntington University. "Students can join from anywhere. They don't have to be from the area or in the same time zone. There are check-ins with the instructor physically on campus, but they can also be done virtually."

Participants in the course don't have to be

enrolled at the university. Perry notes that they may not have any post-high school education, but may be working on an international project where certification could be beneficial. "Some participants may be in an MBA or other graduate degree program," says Perry.

"Huntington is a Christian college, but enrollment is not limited to Christians. The four 3-credit classes will have some integration of faith and learning; however, they don't discuss religion. They look at international agriculture from a nongovernmental organization perspective."

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Barn Painting Is In Their Blood

Leonard Wells has been painting barns, sealing roofs, and making repairs for 50 years. He started with his father and grandfather, and for the past 16 years, he's worked with his son Harry, the fourth generation. Painting is in their blood.

"Most of our work is agricultural," says Wells. "Much of it is referrals from past customers or repeat work for those customers."

The Wells duo does most of their work within 150 miles of West Fargo, N.D. They serve the tri-state area of North Dakota, Minnesota and South Dakota. In addition to painting both metal and wood barns, the father-son team also does metal roof coating and repairs, rustproof coatings on bins, hot rubberized bin sealing, galvanized bin painting and fuel tank painting. They even paint elevators.

"It's a good business if you're not afraid of work," says Wells. "It's not for the faint of heart. We have boom trucks and power washers, as you have to power wash and clean before you can start painting."

Wells likes to visit a location before providing a quote for the job, due to all the variables on any job. "You don't know what you're getting into over the phone," he says. "The price depends on the job, how much cleaning is required, and which paint or sealant they prefer."

Wells' preference is Sherwin-Williams paint. "That's mostly what we get," he says.



Wells is a fourth-generation painter who focuses on agriculture in North Dakota.

"The price of quality paint is the biggest change I've seen. What used to cost \$5 per gallon can run \$100 or more today."

Wells notes the importance of using a fully licensed and insured company. "We have warranties and references available for all jobs," he says. Everything is so much higher in cost. Make sure you're getting quality work done right."

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