

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.

They Specialize In Table Auger Repairs

Schmidt Machine Co. of Upper Sandusky, Ohio, manufactures and repairs parts for agricultural equipment. Founded in 1928, the company remains family-run into the fourth generation and offers quality, innovative solutions for Midwest agriculture markets. Initially an ag dealership, Schmidt Machine Co. has expanded into fabrication and repairs, offering auger, tractor corn head and combine parts, including electrical, drive and hydraulic pieces.

One service that sets the business apart is repair work for damaged and broken combine table augers. "Most of our fixes these days aren't routine repairs," says Schmidt Machine Co representative Patrick Fruth. "This table auger repair service is pretty unique to us, and we work with companies across the country that do the specialized repairs for us."

Fruth shares that the company used to perform over 200 custom table auger repairs yearly, but that number has dropped in recent years. "That's mainly due to equipment changes," he says. "We used to fix a lot of 13-ft. to 15-ft. table augers, but equipment is getting longer, and we're seeing lots of 30-ft. auger drums and draper drums. But we'll repair those, too." As a consequence, today's repairs are increasingly custom. Most repairs take under 4 hrs. when set up by appointment.

Schmidt Machine Co. operates within an approximately 200-mile radius of Sandusky, though the company also sends and receives shipments. "Customers can ship 5-ft. pieces by freight if they like,"



"We have tremendous experience in table augers and other types," says Fruth. "If it has a table, we probably repair it."

says Fruth. Some people order parts to be shipped directly to the business for repairs. Pricing starts at around \$1,500 for standard repairs, while custom work costs closer to \$3,500 to \$5,000.

It's also possible to purchase augers that have already been repaired. The company started with a supply of 60 combine augers ready for exchange, but demand has dwindled to half a dozen.

Interested customers can view the company's ag parts catalog for the current lineup or call. "We have tremendous experience in table augers and other types," says Fruth. "If it has a table, we probably repair it."

Contact: FARM SHOW Followup, Schmidt Machine Company, 7013 State Highway 199, Upper Sandusky, Ohio 43351 (ph 419-294-3814; info@schmidtmachine.com; www.schmidtmachine.com).

Company Shares Family's Seasoning Blend

Michelle Pringle of Medford, N.J., founded and manages Papa Joe's Salt in celebration of a five-decades-old family tradition. "My grandfather 'Papa Joe' created Papa Joe's Salt in the early 70s for family and friends," she says. "It was our family seasoning growing up. It's all we used."

The idea for a business started slowly. "In 2007, I put my Papa Joe's blend in glass jars as Christmas presents. They loved it! All of them asked me to start a business to sell it." Pringle's first step was getting permission from the inventor himself. "I flew down to visit Papa Joe to discuss the possibility. He graciously agreed to pass the recipe to me." She prepared the first mixture in her kitchen, taking a prototype to Papa Joe. "He just had two requests. 'Queenie, don't change the recipe, and please don't ever forget about me.' The rest is history."

The specialty salt is designed to replace an ordinary salt and pepper shaker. It's made from a high-quality blend of kosher and sea salts, cracked black pepper, and garlic. Today, it's offered in Original, and four flavors use Original as the base: Jamaican Jerk, Southwest, Asian and Italian. "By far, the most popular is Original," says Pringle. "We had to offer it in refill bags at first because customers went through the bottle so fast, and then we created a bigger 16.8 oz. size. The bigger size is our most popular online seller, usually two at a time."

Pringle appreciates the creative uses her customers have for Papa Joe's Salt. "When we ask about their 'favorite thing' to put Papa Joe's on, they all say 'everything,'" she says. Notable uses include watermelon, a rim for beverages, hotdogs, pancakes, boiled peanuts, salad dressing, and cheese.

Papa Joe's Salt is sold online and throughout Ace Hardware and Hallmark stores for \$7.49



Specialty salt is designed to replace an ordinary salt and pepper shaker. It's made from a high-quality blend of kosher and sea salts, cracked black pepper and garlic.

per 5.6 oz canister. "Our seasoning mixes use only high-grade ingredients (no anti-caking agents or iodized salts), are naturally gluten-free, and non-GMO," says Pringle. "We incorporate four coarse & flake Kosher & Sea Salts and two different pepper mesh sizes. Papa Joe's is SFQ & Kosher certified, a woman-owned business certified with WBENC, and made in the USA."

Today, Pringle remains busy with daily operations, including processing online orders, packaging shipments, creating and printing labels and receipts, planning newsletters and social media posts, and prepping samples. "When you start a small business, you need to understand that it's 24/7; every day matters," she says. "My advice is to celebrate the victories—all of them! And don't be afraid to ask for help. You'll be amazed at all the help your friends, family and local community want to give to help you to succeed."

Contact: FARM SHOW Followup, Papa Joe's Salt (www.papajoessalt.com).



The Bins of Lava in Lava Hot Springs, Idaho, is one of the luxury rental units brothers Wes and Adam Wixom have built using old, corrugated grain bins.

Luxury Rental Homes Made From Grain Bins

When Wes Wixom of Lava Hot Springs, Idaho, bought four used grain bins to use as storage units for family members, he never imagined what his purchase would lead to.

Now, 4 years later, Wixom and his brother Adam have designed, constructed and opened three high-demand vacation rental homes built from grain bins. They also have a fourth home, built to accommodate up to 16 guests, that's almost

ready for occupancy. This fourth vacation home, named "Barndo," is built of wood and attached to a grain bin, which is finished as a movie theater.

The Bins of Lava, located 2 miles from the tourist town of Lava Hot Springs, are three separate rental units: Big Bin (3 beds/2 baths), The Longhorn (2 beds/1 bath), and Southern Charm (2 beds/1 bath). Any of the three can be rented through VRBO and

Airbnb.

The Wixoms designed and built the bin homes themselves and worked with structural engineers and other advisors to ensure they met county specifications.

Adam says one reason The Bins of Lava homes have been so popular is that they've been describing and explaining their building progress each step of the way on Instagram, Facebook, YouTube and other social media.

"We have thousands of followers on social media, and many of those folks have followed up and rented from us."

The brothers continue to buy existing grain bins for their own future bin homes (to rent or sell) and to sell as kits to prospective builders and homeowners. Wes created a design for homeowners and doors that'll fit various-diameter bins. They've also been selling bin-home kits and window and door kits elsewhere in Idaho and even other states. Before disassembling a grain bin, they first label every steel panel, then take the bin apart and move it by truck to a building site or back to their home.

"There are many different ways we could grow," Adam says, "but one thing we know for certain is that we'll continue to focus on 'everything bins.' We feel like we're just scratching the surface of how bins can be utilized in useful, artistic and imaginative ways." He adds that they plan to build additional rental units, possibly including a wedding venue. They'll also sell more window and door kits and complete bin-home kits for folks who want to build their own bin homes.

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