

Custom playsets come in different colors and shapes like tractors, fire trucks and bulldozers.



Company Creates Custom Playsets

Kinzer Woodworking in Kinzers, Pa., is the leading maker of US-made specialty play sets.

Reuben Beiler's dad, Amos, started his business focused on outdoor furniture. He wanted to earn extra income and keep his five boys busy. Beiler eventually partnered with his dad before taking over as the owner.

Over time, they acquired the Kinzerbilt playset line from a friend and later purchased the Backyard Playstations swing

sets line. Eventually, they moved the business from the farm to its current location.

"The fire trucks and bulldozers are the most popular, but anything farm-related is popular with the agri-tourism guys," says Beiler.

The playsets are even more popular with children because they promote climbing, sliding, crawling and pretending. The realistic equipment helps stimulate their minds while allowing them to enjoy fresh air.

"There's nothing like seeing the reaction of children (or their parents) when they see one

of our Kinzerbilt items," Beiler says. "They stop, their eyes get big, and they quickly climb into the driver's seat to pretend they are driving."

They use only the highest quality American-made materials for each playset. These include #1 or better pressure-treated southern yellow pine, milled on all four sides with rounded corners to reduce the risk of splinters.

Kinzer offers a variety of color options for its products.

"That seems to go really well; it sets us apart from our competition," Beiler says.

All structures are guaranteed for five years against manufacturing and workmanship defects. With proper care and maintenance, the structures should last between 15 and 20 years. For traditional wood structures, the company offers a wide selection of stain colors. Each comes with a 25-year siding warranty and a 10-year deck warranty. Alternatively, the company's Poly Lumber won't splinter or fade. It's easy to clean and requires no maintenance.

One challenge Kinzer faces is marketing. "The playsets have a limited audience, mostly limited to agri-tourism, campgrounds,

HOA and apartment complexes," Beiler says, sharing that most sales come through a dealer network. "Pivoting online and going to shows that target the industries that buy these items is also working."

Interested readers can order either through the Kinzer dealer network or directly from the company.

"Typically, customers order out of our catalog, but we've done a lot of custom work over the years," Beiler says. "We have a 6 to 8 week lead time or longer in the summer since we don't build until we have the orders."

Shipping is available across the lower 48 states and occasionally for international orders.

"All of our products can be made with maintenance-free poly with an aluminum frame," Beiler says. "If you have a corn maze, pumpkin patch, ice cream shop or any other venue, we'd love to help add value to your business."

Contact: FARM SHOW Followup, Kinzer Woodworking Brands, Kinzerbilt and Backyard Playstations, 3531 Lincoln Hwy. E., Kinzers, Pa. 17535 (ph 717-442-3317; www.kinzerwoodworking.com).

New Popcorn Is Packed With Protein

Wisconsin entrepreneur Michael Jaber has created a protein-packed popcorn that offers more protein per bag than any other snack on the market.

Jaber's nightly snacking habit sparked the idea. He became accustomed to eating a bag of microwave popcorn and began thinking of ways to make it healthier.

"I loved popcorn, hated what was in it — empty carbs, bad oils, zero protein," says Jaber. "I kept thinking, what if somebody figured out how to put real protein on popcorn. Not a dusting or a gimmick. Real protein."

A few protein popcorn brands were already available, but they contained little protein and had high sugar levels. In contrast, Jaber envisioned a popcorn that was macro-friendly, low in sugar, gluten-free, and made with premium whey isolate protein.

"This was non-negotiable; it actually had to taste incredible, not just good for a protein snack."

Jaber initially teamed up with two for-

mer students. One owned a popcorn company, and the other a supplement company. Together, they created several prototypes, and early taste tests at local gyms showed promise. However, Jaber wasn't satisfied. The protein content was too low, and the ingredients weren't clean enough. The team dissolved, and Jaber decided to rebuild the formula from the ground up.

"Quitting wasn't an option," he says. "I knew what this product could be. I'd seen people light up when they tasted it. The vision wasn't wrong; I just needed the right partners."

Jaber reached out to Mark Knudsen of Pop's Kettle Corn, a company that offers 175 popcorn varieties. Although Pops introduced a protein popcorn in 2018, their main focus was on flavor rather than nutrition, and it didn't catch on with the fitness market.

With Jaber's help, the popcorn brand completely revamped its product. They switched to using 100% premium whey protein isolate, produced in small monthly batches. They developed a proprietary process that bonds

the protein to each kernel instead of just sprinkling it on top or mixing it in loosely. The result is a texture and flavor profile unlike anything else on the market.

Today, PumpCorn is made from Midwest corn kernels that are popped in avocado oil, coated with peanut butter, and covered with flavored whey protein isolate. One serving equals half a bag and contains 290 calories, 5 grams of fat, 29 grams of carbs, and 32.5 grams of protein, totaling 65 grams of protein in the entire bag.

It has a sticky consistency due to the peanut butter, but it isn't chalky like other protein popcorn. Four flavors are available: Flexfetti (birthday cake), Caramel-icious (caramel), Nutty by Nature (peanut butter chocolate), and Cinna-Swole (cinnamon).

PumpCorn is currently sold in gyms and Suppz supplement stores across Wisconsin, and Jaber aims to expand it into more national markets.

"This isn't popcorn with protein added as an afterthought," Jaber says. "This is the result of a three-year odyssey to create the



PumpCorn binds protein to each kernel instead of sprinkling it on top or mixing it in afterward.

perfect intersection of indulgence and nutrition. People tell me they're hooked after the first bag. That's not marketing. That's the product speaking for itself."

Try some for yourself at orderpops.com/collections/pumpcorn. A two-serving bag retails for \$9.49 plus shipping.

Contact: FARM SHOW Followup, PumpCorn (pumpcornfitness@gmail.com; www.orderpops.com).

Growing Success One Clove At A Time

Rebekah Sandford's love of gardening blossomed into a thriving garlic business in Pansy, Manitoba, about nine years ago. Her venture, Prairie Winds Garlic Farm, began small, with Sandford planting a single 1-lb. bag of garlic, unsure of what to expect.

"I didn't have a farm background, so I had a lot of learning to do," Sandford says. "I didn't realize you could grow garlic in the fall that would survive the winter, but I tried it and was amazed it lived through our cold weather. Best of all, it was delicious garlic."

After a few years of sharing her small crop with friends and neighbors, her garlic became a local favorite. Inspired, her husband, Ben, researched the market as a potential side hustle.

With 40 acres of bushland available, the couple cleared some land.

"We thought we could use the bushland to pay off some bills. My husband threw out a 'Go big or go home' number of 25,000 cloves to start with. I remember thinking, 'That's a crazy lot of garlic,' but

we went for it. I'd have to say, don't ever do that, as it was too big of a learning curve," Sandford laughs.

Currently, Prairie Winds Garlic Farm plants about 3/4 of an acre, with a total of 32,000 to 40,000 garlic plants.

"Any bigger, and we'd have to invest in equipment as it's very labor-intensive," she explains. "It's all done by hand using a dibbler to poke holes in the ground where each seed is placed. Neighbor kids, friends and relatives come out and help us during the full day. Afterward, we do a big barbecue to thank everyone."

The Sandfords plant in the fall and harvest around the end of July, cultivating up to 12 garlic varieties with unique flavors, spice and sweetness. They maintain their own seedstock but introduce new varieties every seven years to minimize disease and improve yields. They follow a four-year land rotation to prevent disease and bug infestations.

Garlic grows well in their sandy soil, and they fertilize with sheep manure and fish emulsion because many customers prefer

natural and organic growing methods. Sandford avoids herbicides and pesticides, and all weeding is done by hand.

The crop can withstand a fall frost, at least to a point, in Manitoba's cold climate. It greens up in the spring and is cured for three to four weeks after harvest to harden its skin and preserve the plants. Sandford found the biggest challenge to be unpredictable weather.

"Garlic prefers dry weather but likes about 1 in. of rain a week. In our first year, we had 9 in. of rain in 6 days, which flooded out half our crop. We didn't realize the area had such poor drainage. It was discouraging, but like my father always said, 'Try, try, again.' I really recommend making sure you're ready for the rain and have reasonable drainage."

Prairie Wind Garlic Farm packages and sells its garlic for about \$18 to \$20 per lb. at stores, farmers markets, and through social media and online sales. Shipments also go to small grocery stores. The farm consistently sells out of its garlic harvest by the end of October.



Prairie Winds Garlic Farm plants about 3/4 of an acre, with a total of 32,000 to 40,000 garlic plants.

Contact: FARM SHOW Followup, Prairie Winds Garlic Farm, Pansy, Manitoba, Canada R0A 1X0 (ph 204-392-0735; pwgarlic@gmail.com).