

NORTH BEND
KETTLE CORN
EQUIPMENT INC
EST. 2002

NORTH BEND KETTLE CORN, INC.

EQUIPMENT & BUSINESS GUIDE

Equipment, accessories, testimonials,
kettle corn business tips and ordering information



IN THIS GUIDE

Essential Equipment 3

Display & Production 6

Packages and Potential Income 8

Testimonials 10

Frequently Asked Questions & Helpful Tips 12

About North Bend Kettle Corn Equipment, Inc. 17

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ESSENTIAL EQUIPMENT

Consistently produce a great product, fast! This powerhouse system features hard piped gas lines, an industry-leading gas safety system, and a pre-heat oil station. The brushed stainless steel is gorgeous, professional, and will never rust.

- 100% type 304, stainless steel construction
- Heavy duty 14 gauge oven box, 10 gauge lid
- Completely NSF Certified
- CSA approved: burner, safety valve, thermocouple, pilot
- Propane tank regulator with 10" hose
- 160 qt., heavy gauge, custom spun stainless steel kettle
- 2 year warranty (1 year on gas parts)
- Spring assisted for easy dumping



The faster you bag your kettle corn, the faster you can sell it! Our sifting bin will speed your cooling and bagging time, while also sifting out un-popped kernels, so you can serve only the best to your customers! Our sifter is completely NSF certified.

Stainless Steel Sifting Bin

- 100% type 304, 18 gauge, stainless steel construction
- NSF certified
- 74 gallon capacity – that's 12 square feet of cooling area
- Perfect height for bagging, accommodates 4 baggers
- NSF catch pans with easy-to-empty drawer feature
- 4,400 holes efficiently sift and cool your kettle corn
- 4 wheels for easy transport



Use our customized service counter to advertise your business, securely store supplies, and serve your customers.

Service / Storage Counter

- 100% type 304, 16 gauge, stainless steel construction
- Professional, clean look – brushed stainless steel is gorgeous and will never rust
- Heavy duty construction – built to hold a lot of weight
- 4 drawers, plus bottom shelf for lots of storage
- Large countertop for displaying/ serving kettle corn
- 6" heavy duty, lockable castor wheels
- Advertising space on 3 sides (signage not included)



DISPLAY AND PRODUCTION

Complete your vendor display with our EZ-UP canopy. Project a professional image that will impress customers, event promoters and health departments.

EZ-UP Canopy Package

- Top-of-the-line, EZ-UP professional canopy can be set up in minutes
- Includes Eclipse™ frame, printed top, 1 solid printed back wall, 2 screened sidewalls and a cover bag
- Your choice of color for canopy & graphics

Pictured below: the Complete Mobile Concession Package - everything you need to start popping like a pro!



Produce perfect kettle corn, batch after batch. Simply add the ingredients, turn on the machine, and dump the corn when it's finished popping.

Kettle Corn Automatic Stirrer

- Covered kettle – no flying kernels
- Lightweight – only 34 pounds
- Hinged access lid for adding ingredients and dumping popped corn
- Easy-fill oil funnel
- Plugs into standard 115 V outlet or can be run on a 12 V battery with an inverter



Products

160 Qt. Popping Machine, Popping Accessories, Support & Free Shipping

Sifting Bin

10x10 Canopy Package

Service/Storage Counter

For more options, accessories and upgrades, visit www.NorthBendOriginals.com

Average Batch Size	8 cups raw corn
Time per batch cycle (approx) *Includes dumping and reloading*	120 seconds
9" x 15" med. bag (4.75 qt) *Sell for $5 or $6*	12 bags/batch
9" x 24" lg. bag (8.75 qt) *Sell for $9 or $10*	6 bags/batch
Medium bags per hour	360
Large bags per hour	180

These figures are based on continuous popping with a hot kettle. Batch time is approximate and allows time for dumping. Bag quantities are based on popping with premium mushroom style popcorn. Other popcorn varieties may



Call or visit www.NorthBendOriginals.com for current pricing

Ingredient Cost Per 8 Cup Batch	
Corn Oil	$2.62
Raw Popcorn Kernels	$2.81
Sugar	$2.71
Salt	**$0.07**
Total Cost For Ingredients	**$8.21**

yield up to 20% less. The sale of a smaller bag can yield higher dollar amounts per hour.

Costs are based on our current local prices at the time of printing.

TESTIMONIALS

We bought our 160 quart kettle, automatic stirrer, and sifter table in 2011. We have been in the Kettle Corn business since then, and are therefore uniquely positioned to speak from experience about your products.

We operate our business 10 months out of the year. **The equipment we bought from you has never failed us, or failed to perform as promised.** Understand, you are talking about 30 months of the equipment being rolled on rough surfaces, being rained on, banged around in our trailer, and just general wear and tear. **The equipment we bought from you continues to be tough and reliable.**

Over the past several years we have met numerous experienced Kettle Corn Vendors, many of whom wished they had bought their equipment from you.

Your company customer support when we began was very supportive, which we wanted to acknowledge.

To prospective Kettle Corn Vendors: There are several equipment companies to choose from. Becoming a KC Vendor is going to be a huge investment in time, effort, and expense. **Our recommendation - The North Bend Kettle Corn Equipment Company** is the company with whom to begin your business venture.

Thank you, and continued success to all of us.
- Matt & Donna, VA

Your equipment worked incredibly well. Not only did it work well, but it was very professional looking and we received compliments all season long.
- Larry, WA

GREAT, I can't imagine going back to the previous machines I've owned.
- Andy, OH

View more testimonials online at www.NorthBendOriginals.com

It was a little over 3 years ago when I bought a kettle from another company. After finding the bigger events I realized the kettle was not big enough; I could not pop corn fast enough to keep up with the lines. I found your site and placed the order for the kettle corn equipment. **I was so pleased with the superior workmanship on everything.** I used the kettle for the first time at a 4th of July fireworks show. Yes, this kettle could keep up with the production demand. **This kettle can produce enough corn to return about $1,300 an hour.** That is with 1 bagger and 2 sellers. Thank you again for how you run your business; you met the need and delivered.

- Todd, FL

On the first weekend out we had two festivals back to back and sold over $7,500 in kettle corn!

- Brian, CA

We got the job at the orchard! Last weekend we made $9,890 after we gave them their 20%!

- Lori, MA

We did a show this weekend; it was unbelievable seeing all those people standing in line! We made over $3,500 for the weekend!

- Bonnie, MD

$8,500 in sales for a sales period of about 6 hours.

- Mike, TX

My husband was VERY impressed with the quality and workmanship of the equipment (he works in the hearth industry and is very familiar with gas appliances). You all are a wonderful blessing and a pleasure to work with!

- Lauran, VT

We have wrapped up our 7 weeks of festival, about 250,000 people and about $30,000 in sales.

- Dennis & 'Berta, MN

FAQS & BUSINESS TIPS

What is "NSF" and is it necessary?

The NSF (National Sanitation Foundation) is a quality assurance agency that approves equipment to be safe because it meets certain standards of design, operation, and materials of construction. Many health codes across the country require this certification on food equipment used to prepare foods served to the public. Walk into any restaurant kitchen and you'll see NSF stickers everywhere – it's a must. While mobile food service operations generally have less stringent guidelines than a permanent restaurant, more and more health departments are requiring NSF certification on ALL food service equipment – mobile or permanent. It is also worth noting that we've seen events themselves require NSF certified equipment – whether or not the county health department requires it.

North Bend Kettle Corn has maintained our certification since 2004. NSF performs annual, unannounced audits at our manufacturing facility to ensure compliance with their standards.

NOTE: Any company that is advertising their equipment to be "tested and certified NSF compliant" is NOT actually NSF certified. It is just a way of misleading people into thinking they are buying NSF certified equipment.

Why is the NBO pilot system safer?

Here's how it works: from the safety valve, there are two gas lines – one to the main burner, and one to the pilot burner. First, the pilot flame is lit while the operator presses a safety "release" button. When the thermocouple senses heat from its pilot flame, it will then allow gas to flow to the main burner. Because of the constant pilot flame, the burner can be lit simply by using the ON/OFF handle.

Bottom line, our machine's gas system will not threaten your safety, nor that of your staff or the public. Our systems utilize proper safety measures to ensure your equipment can pass fire marshal inspection.

Is kettle size/capacity important?

The kettle's capacity is important; however, the diameter, depth and shape of the kettle are even MORE important. The depth of the kettle should be deep enough to keep large batches of corn in the kettle as they pop (as you stir, the corn goes up the sides of the kettle), yet shallow enough that you can easily stir. A kettle with a spherical shaped bottom (like our 160 quart kettle) creates the best heat/flame distribution and allows for easier stirring.

Our kettle has an actual volume capacity of 160 quarts. In fact, we were the first to manufacture a 160 quart kettle corn popping machine. There are some manufacturers who advertise a 160 quart capacity on their kettle, but in reality the capacity is much less than that. It is unknown whether this is a deliberate act of deception or simply ignorance. As the old saying goes, "you get what you pay for."

You may see 80 quart machines on the market. These actually utilize commercial mixing bowls intended for use with a commercial mixer. These bowls are cheap, narrow, deep, and do not have a smooth bottom, making for awkward stirring.

Is the sifting bin necessary?

The short answer is yes.

We often sell equipment to vendors who had older machines, and are used to scooping their corn from a copper kettle or plastic bins. Every one of them has been delighted with the sifting bin – no more bending over, no more messing with multiple plastic bins, no more old maids, and no more waiting on corn to cool so you can bag it. The sifting bin is at just the right height for baggers, yet works perfectly with the height of the machine. Our popping machine is set at an ideal height for hand-popping, and the unique cut-out on one end of the sifting bin allows the popper to dump directly into it. The sifting bin is designed for efficiency and is necessary for a good operation.

FAQS & BUSINESS TIPS (CONT.)

Why is "oven design" so important?

In your search for kettle corn equipment, you've probably seen several designs on the market. The first appears to be a homemade, basic, open frame. These machines are as simple as it gets: no sides, no lid – just a kettle held up by an angle iron or tubular steel frame with a burner mounted underneath. These types of units are the least efficient and definitely the hottest to operate. Wind can attack the flame from any direction, causing inconsistent flame patterns and sometimes actually blowing out the flame. These units do not trap essential heat, compromising batch time.

Another model you may have seen is a glorified version of the above; it has three sides attached to the open frame. This is better, but still far from ideal. Wind still finds its way to the open side, causing havoc to the burner flame. Without a lid, both of these units are unbearably hot to operate. Heat always rises, first onto your arms and then into your face. Bottom line: no lid=HOT and inefficient.

North Bend has taken our experience and knowledge and created the perfect popping machine. The gap between the unit and the floor is directly proportionally sized to the amount of combustion air needed to fuel the burner, yet small enough to keep out drafts. The side vent was purposefully designed and correctly sized to emit the flue gases of the burner, and specifically located so wind will not affect your burner flame. So, there you have it – an efficient, comfortable-to-operate machine.

Is it hard to learn to pop kettle corn?

You may have heard that making kettle corn requires extensive training, secret recipes, and hours of experience to cook the perfect batch. That may be, but the very first batch of corn we popped in our kettle corn machine was absolutely AWESOME! We sat there looking at each other with wide eyes and full mouths…WE made THIS? If you follow our kettle corn recipe and simple popping instructions (each machine comes with a training guide and DVD), you'll be confidently making perfect kettle corn after a few batches. The slightly sweet, slightly salty taste is addicting, and it's incredibly rewarding when customers tell you it's the best they've ever tasted.

What are the best events for my kettle corn operation?

Anywhere there are people! Watch the Entertainment section of your newspaper; if there's a crowd, they'll be hungry – be there! Be creative; think outside the box. Here are a few ideas to get you started:

- Fairs
- School events
- Outdoor concerts
- Rodeos
- Busy intersection or gas stations
- Craft shows
- Car shows / drive-ins
- Fruit & vegetable markets
- Music festivals
- Auctions
- Farmers' markets
- High school football games

FAQS & BUSINESS TIPS (CONT.)

What ingredients do I need and where do I find them?

Popcorn

Mushroom style popcorn is ideal for the kettle corn business. Unlike butterfly popcorn, mushroom kernels pop into large, round, ball shapes and hold up well to stirring and bagging. Our favorite popcorn (by far!) is "Magic Mushroom" by ConAgra Foods. It is readily available through various distributors; an online search for "Magic Mushroom popcorn" will give you options. We highly recommend using this popcorn. The expansion rate is incredible; each 50 pound bag will yield $75 more product than other mushroom varieties we've tried.

Some vendors use the "Caramel & Sweet" mushroom variety from Weaver Popcorn (www.PopWeaver.com). Or, try the Monster Mushroom popcorn by Gold Medal (www.GMPopcorn.com).

Oil

We highly recommend and use 100% pure corn oil. It has great flavor and is cost-effective. Another big advantage – corn oil has a much higher flash point than other oils. This reduces the amount of smoke, and also lowers the risk of a flash oil fire. Oil can be purchased in bulk at Sam's Club, Walmart, or your local food wholesaler.

Sugar

Granulated cane sugar can be purchased in bulk at Sam's Club, Walmart, or other food wholesalers.

Salt

Salt can be purchased at Sam's Club, Walmart, or any grocery.

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INCORPORATED 2002

In the spring of 2002, as we searched for our own kettle corn equipment, we quickly discovered there was a need for professional kettle corn equipment at a fair price. With many years of experience in the metal fabrication industry, we knew we could meet that demand. That was the beginning of our kettle corn adventure!

Since then, we've helped hundreds of families start successful kettle corn businesses. Our customers can be found in all 50 states, and in 20 countries on 5 continents. We've made so many friends and we still love to pop (& eat!) kettle corn ourselves.

We look forward to helping you launch your own successful kettle corn business.

BBB ACCREDITED BUSINESS

BBB Rating: A+

Member since 2003



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