



SPONSORSHIP SPIRIT

Top Recruiters In 2006 Have Long Record Of Success

The winners of our new-member recruitment contest last year aren't new to the game. They've all been winners and top contenders in previous years, and between them, have added more than 200 people to the GEAPS roster.

Daryl Watts, GEAPS' top recruiter in 2004, won again. Watts, senior field service representative for RCI and a member of the *Greater Iowa Chapter*, signed up 16 new members.

Finishing second in '06 was recruiting champion Mark (Buzz) Tourangeau, area manager of MKC, Walton, Kan., who sponsored 13 new members. Tourangeau, of the *Grain Plains Chapter*, has more than 100 new members to his credit during the past six years.

Rick Krier, who won the contest in 2003 and came in second in 2004, finished third in 2006, with 11 new members. Krier, a member of the *Siouxland Chapter*, is location manager and safety coordinator for Western Iowa Co-op.

Tom Price, GEAPS International President, said the multi-year recruitment totals posted by Watts, Tourangeau and Krier are significant. "There is no question that their efforts have strengthened our organization," he said.

Daryl Watts



Buzz Tourangeau (left) and Rick Krier.



203 Exhibitors
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= The Best Show in the Industry

Complete exhibitor listings and expo hall map — 7-20

Think Big For Exchange '07: A Texas-Sized Venue For Education, Networking, Fun

Exchange 2007 will be unique—and not only because of its world-class expo or its unusually large and ambitious educational program. Among the big differences this year is the venue itself.

Over the past decade, Exchanges have been held largely in big-city downtowns, where you could walk out of the hotel lobby and easily enjoy the dining and entertainment opportunities of Nashville, Minneapolis, Columbus, Vancouver, Phoenix and Kansas City, and so on.

Exchange '07 won't offer that sort of opportunity, because the closest urban centers—Dallas and Ft. Worth—are miles away. But it won't really matter, because the Gaylord Texan Resort & Convention provides its own opportunities—a lot of them. All you have to do is walk outside your hotel room.

(continued on page 2)

Think Big For Exchange '07...

(from page one)

Of course, you don't really need a lot of "extra" things to do at an Exchange. People who attend typically have a lot on their plates as it is. They staff the expo-hall booths, attend or present education programs, help GEAPS shape its future at Board and committee levels, meet clients and exchange information with grain-operations professionals from around the world. The Exchange goes full tilt with planned events for four solid days and nights. Even if you tried you couldn't take part in everything on the schedule.

And yet, Exchange delegates also require great opportunities for extracurricular activities—the extended networking and the fun that are integral parts of the big show. The Gaylord Texan—covered by giant glass atriums—offers them immediately.

In addition to more than 1,500 hotel rooms, dozens of meeting rooms and convention halls, the place includes:

- Six restaurants
- Seven "lounges"
- Retail shopping
- Two swimming pools (one with waterfalls)
- A European-style spa
- A world-class fitness center
- Biking and jogging trails
- A small vineyard
- A marina on a lake
- A brand new lakeside nightclub with multiple bars and nightly entertainment
- Just off site, an 18-hole golf course

In short, to maximize your opportunities at Exchange 2007, stay put and think big, because the Texan has got it covered.

If You Can't Stay: A One-Day Pass To The Exchange May Fit The Bill

If you can't stay for the full, four-day extravaganza, there is another really good option for people interested in attending the GEAPS Exchange: Our one-day passes.

The passes will get you into all Exchange educational sessions and the expo hall for a full day, on either Sunday, Feb. 25, Monday, Feb. 26, or Tuesday, Feb. 27.

Certainly, you'll miss a lot. But you can still catch several hours of educational programs, meet your colleagues, shop the expo hall for the latest in industry products and services, and do some focused networking.

The one-day passes can be purchased on site, or in advance at our website, www.geaps.com. The pre-registration one-day rate is \$245 for members \$370 for non-members. Onsite, the prices rise to \$270/members and \$405/non-members.

The Exchange—GEAPS' 78th annual technical conference and exposition, will be held Gaylord Texan Resort & Convention Center in Grapevine.

For more information about the passes, visit the www.geaps.com or call the GEAPS office at (612)339-4625.

Exchange Workshop To Introduce Tools That Make Job Easier For Chapter Leaders

All chapter leaders are invited to a special workshop Monday, Feb. 26, in conjunction with the GEAPS Exchange in Grapevine, Texas.

The program will focus on ways to make the job of chapter leader easier. The hour-long workshop will be divided into two parts and introduce two useful tools.

The first part will demonstrate the advantages that the new GEAPS online membership database offers (related story, page 21), while the second part will demonstrate how the chapter section of the GEAPS website is a knowledge resource for chapter leaders.

The Chapter Leader Workshop will take place on Monday, Feb. 26 at 4 p.m. in room Texas 1-3 of the Gaylord Texan Hotel, and will last for one hour.



GEAPS

Grain Elevator and Processing Society

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GEAPS' vision is to be "the knowledge resource" by providing key information in these "core competencies:"

- *Grain Quality Management*
- *Grain-Handling Equipment Management*
- *Handling Systems & Operations Technology Management*
- *Facility Operations Management*
- *Agribusiness Environment & Management Practice*
- *Human Resources Management*
- *Property & Casualty Risk Management*

By providing information relevant to these seven skill sets or knowledge categories, GEAPS aims to meet the needs of grain-industry professionals, and to help them successfully perform their jobs.

In-Grain

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Top Recruiters In 2006...

Price singled out Watts for his work last year.

"I don't know if everyone realizes how much skill is required to recruit as well as Daryl did. It takes a commitment of time, but it takes knowledge, too. You cannot just go out on the street and sign up GEAPS members. You have to know the industry and you have to know where to find people who will benefit from a membership, and then you have to convince them to sign on the dotted line."

Watts said persistence was the key.

"I don't want to sound arrogant, but it's all perseverance," he said. "It's going back and going back to these people, and taking excuses away from them."

Watts won the sponsorship program in 2004, recruiting 25 new members—most as he was organizing the new Northern Iowa Chapter. In 2006, his efforts included drawing in operations people from the numerous new ethanol facilities sprouting up, but also from his extensive knowledge of the grain industry—particularly in Iowa.

"I think I know where every grain elevator in the state is," he said.

Watts there's no shortage of potential members, but that one of GEAPS' biggest problems is retaining people, especially those who never become involved. People who

join just because the boss is paying the dues aren't likely to stick with the organization. But those who are drawn into chapter activities and encouraged to participate are much more likely to stay on board, Watts said.

"I didn't do a very good job of that when I won the contest a few years ago," he said. "This year, I think I did better. I told these guys that they might be part of next month's chapter program, for example, or that maybe we could visit your plant. When they know they can be part of something, it endears them to GEAPS."

Tourangeau said the biggest challenge recruiting is to educate prospective members about the value GEAPS offers.

"There are a lot of people who never heard of it," he said. "They don't know what we are or what do, but when you start talking about what GEAPS offers, then they start getting interested. Just getting that information out is difficult. What really helped was getting them to a meeting."

"That can be difficult," he acknowledged. "You give them the information, you call them, you work on them, you repeatedly ask them if they are coming. It's almost like taking them by the hand. But then you get them there, and they are grateful, especially if you have good topics and good speakers."

23 New-Member Sponsors Win Prizes

Eighty-four GEAPS members sponsored 163 new members in 2006, 27 more than in 2005. The figure is just shy of the five-year average, and constitutes about 36% of all new members who signed up last year.

Twenty-three of the 84 sponsors won prizes for their efforts.

Daryl Watts, who took first place, won a leather jacket or, if he prefers, an internet gift certificate of equal value, plus an internet gift certificate of \$200, plus a watch (or gift certificate of equal value).

Tourangeau, who finished second in the contest, wins the jacket and watch (or gift certificates of equal value) plus a \$100 certificate.

Rick Krier, who placed third, wins the jacket and watch (or certificates of equal value).

Jerry Wolf, CHS, Taylor, N.D., with seven new members to his credit, finished fourth in the contest and wins a leather jacket.

Other leather jacket winners, selected at random from all new-member sponsors last year are:

- **Lisa Ellard**, Saskatchewan Wheat Pool, Thunder Bay, Ont., with six new members to her credit;
- **Larry Jackson**, Agrex, Overland Park, Kan., three new members recruited

- **Dave Healey**, three
- **Steve Cashman**, Cimbria Bratney Co., Des Moines, Iowa, one new member sponsored.

In addition, 15 sponsors selected at random win a GEAP-monogrammed windshirt. They are:

- **Dean Bogner**, Webster Industries, Tiffin, Ohio
- **Tim Campbell**, Cargill, Memphis, Tenn.
- **Ryk De Goey**, SCE Co-op, Sully, Iowa
- **Kevin Heiman**, The Scoular Co., Madrid, Neb.
- **Roy House**, McPherson Concrete Storage Systems, McPherson, Kan.
- **Craig Jakob**, Great Plains Chemicals and Fumigation Services, Stephenville, Texas
- **Ben Lackey**, Riceland Foods, Stuttgart, Ark.
- **Thomas Lee**, Dahaner Sensors & Controls, Minneapolis, Minn.
- **Lloyd Lipska**, Frito-Lay, Inc., Gothenburg, Neb.
- **Bob Marlow**, The Andersons, Delphi, Ind.
- **Steve McGuffin**, London Agricultural Commodities, Thames, Ont.
- **Alvin Mullins**, Riceland Foods, Newport, Ark.
- **Gary Riedlinger**, Farmers Commission Co., Upper Sandusky, Ohio
- **David Siefkes**, South Dakota Wheat Growers, Aberdeen, S.D.
- **Dale Theisen**, Cargill, Inc., East St. Louis, Ill.

16 members sponsored

Daryl Watts

13 members sponsored

Buzz Tourangeau

11 members sponsored

Rick Krier

7 members sponsored

Jerry Wolf

6 members sponsored

Lisa Ellard

5 members sponsored

Ryk De Goey

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Rick White

Timothy Wright

Moving To The Front End Of The Cow: Researcher Optimistic About Extracting Methane From Distillers Grains

Des Moines Register

Patrick Hirl, an engineer with Muscatine-based Stanley Consultants, believes he's figured out a way to make ethanol manufacturing more energy-efficient by unlocking additional energy already contained in corn plants.

Hirl, who has applied for a patent on his invention, came at the process from a different angle than most ethanol researchers.

He had tried for years to devise a cost-effective way to retrieve methane gas from farm manure. He finally gave up when he realized that the digestive systems of farm animals were so efficient that the amount of gas left in their waste would not produce a minimum return on investment of 12 to 15 percent, which Hirl believed was needed to make the effort a commercial success.

By comparison, he said, his new process should produce a return on investment of 20 to 30 percent, which should make it attractive to ethanol producers.

Hirl got to where he is today by, in effect, moving from the back end of the cow to the front. Instead of trying to pull methane gas from animal waste, he's now collecting it from distillers grain, which is a byproduct of making ethanol from corn.

Hirl is optimistic that his new process for refining distillers grain to produce methane gas will be successful for two reasons.

First, there's more methane gas in the distillers grain before it enters a cow than there is after it has passed through the animal's

digestive system.

Second, manure-based methane gas was used to produce electricity, which had to be sold to a utility or some other power user to make it profitable. The methane gas produced from distillers grain can be easily routed back as an energy source into ethanol manufacturing, eliminating the need to find a customer for the energy.

For years, Hirl said, one of the knocks against ethanol was that it takes a lot of energy to produce the fuel. Now, he said, by using more of the corn plant, his process will dramatically reduce the amount of outside energy needed to make ethanol.

Hirl's process "seems reasonable," said Robert Brown, director of the biorenewables program at Iowa State University. Brown said ethanol producers are recovering the distillers grain for its value as animal feed.

"I could see a scenario where it makes sense to not try to recover the feed value," Brown said.

Some experts worry that the rapidly increasing number of ethanol plants could flood the market with more distillers grain than Iowa's livestock industry needs.

"There has been a lot of research on alternative markets for the byproducts of ethanol plants," Brown said.

The process proposed by Hirl to recover methane gas from distillers grain is unusual, Brown said, because "usually you see anaerobic digestion coming in after the distillers grain has gone through the cattle."

Hirl projects his process could produce 89 percent of the energy needed to operate an ethanol plant. Some of the energy would come in the form of steam, which is valuable for the ethanol manufacturing process, and some would be in the form of methane gas, which would be used to drive a turbine that generates electricity.

Two new byproducts from Hirl's process would be ammonia, which could be used to make fertilizer, and what he described as a "soil amendment," or dirt-like substance.

To determine how successful his proposal might be in the marketplace, Hirl created an economic model.

A workshop about the boom in ethanol production, including a discussion about distillers grains, is scheduled for Sunday, Feb. 25, at the GEAPS Exchange in Grapevine, Texas

The Ethanol Boom: Challenges and Opportunities in Grain Operations

Sunday, February 25, 7:00 – 11:00 am

See page 9 for details.

Directive Increases White House Control Over Regulatory Policies

New York Times

WASHINGTON, DC — President Bush has signed a directive that gives the White House much greater control over the rules and policy statements that the government develops to protect public health, safety, the environment, civil rights and privacy.

In an executive order published in the Federal Register, Bush said that each agency must have a regulatory policy office run by a political appointee, to supervise the development of rules and documents providing guidance to regulated industries. The White House will thus have a gatekeeper in each agency to analyze the costs and the benefits of new rules and to make sure the agencies carry out the

president's priorities.

This strengthens the hand of the White House in shaping rules that have, in the past, often been generated by civil servants and scientific experts. It suggests that the administration still has ways to exert its power after the takeover of Congress by the Democrats.

The White House said the executive order was not meant to rein in any one agency. But business executives and consumer advocates said the administration was particularly concerned about rules and guidance issued by the Environmental Protection Agency and the Occupational Safety and Health Administration.

In an interview on Monday, Jeffrey A. Rosen, general counsel at the White House

Office of Management and Budget, said, "This is a classic good-government measure that will make federal agencies more open and accountable."

Business groups welcomed the executive order, saying it had the potential to reduce what they saw as the burden of federal regulations. This burden is of great concern to many groups, including small businesses, that have given strong political and financial backing to Bush.

Consumer, labor and environmental groups denounced the executive order, saying it gave too much control to the White House and would hinder agencies' efforts to protect the public.



Grain Shortages Predicted In China; Imports, Higher Prices May Follow

Xinhua Economic News Service via World Grain

BEIJING — China faces the possibility of a 4.8-million-ton grain shortage in 2010, almost 9 percent of the country's grain consumption, according to the Study Times, a newspaper affiliated to the Party School of the Central Committee of the Communist Party of China.

If the prediction is accurate, the country will significantly undershoot its grain security target according to which domestic supplies must make up 95 percent of needs.

The supply of domestic grain will be insufficient for the next 15 years, making the

country increasingly reliant on imports and putting upward pressure on grain prices, said the report.

It is difficult for China to raise grain output because arable land shrank from 131 million hectares in 1996 to 123 million hectares in 2005 and the trend is hard to reverse.

Grain prices on the domestic market will be affected by fluctuations on the international market as China continues to be a net importer of grain. Trade in grain has grown rapidly since the country entered the World Trade Organization.

Rising grain prices are creating a knock-on effect for other prices. Food, in which grain is a key component, represents a third of China's consumer price index (CPI).

Last year, grain prices grew one percent in January, 3.7 percent in October and 4.7 percent in November when the CPI jumped 1.9 percent, the highest rise of the year.

But it is not all bad news. The report claims that higher grain prices will be tempered by a seven-year record high grain output of 490 billion kilograms in 2006, not to mention the 50 billion kilograms of grain reserves, said the report.

GEAPS Exchange Meeting Schedule

The following meetings will be held at Exchange 2007. All of the meetings are open to members and Exchange delegates.

Saturday, Feb. 24

International Board of Directors

8-11:30 a.m., Convention Center, San Antonio 1-2

Kevin Danner, West Central, 2006-2007 Board Chair

Agenda Features: Committee, council and work group activity reports; International Board 2007 election report; Allied industry association strategic alliance initiatives report; Interim financial reports

Chapter Resource Committee/Database Training

1-5 p.m., CC Dallas 6

Jay Tuggle, T&W Construction Inc., chair

Agenda Features: Review of International Board Objectives; 2006-2007 CRC Roster; Chapter Leader Workshop at Exchange 2007; Training in GEAPS member-records database; Fall Calling Campaign Review & Spring Calling Campaign Goals; New Committee Initiatives

Educational Programming Committee Speaker/Moderator Orientation

1-3 p.m., CC Dallas 5

Pat Greer, Agricore United, chair

Agenda Features: Review status of 2007 educational sessions and schedule; Review and endorse 2007-08 Purpose and Objectives and Program of Activity; Discuss EPC membership, roster; Schedule meetings for 2007

GEAPS/NGFA Joint Technical Committee Safety, Health & Environmental Quality

1-3:45 p.m., CC San Antonio 1-2

Mark Daniels, CHS Inc, chair

Agenda Features: Grain Dust Fire & Explosion Hazard Recognition and Control Project – Production planning and program development review/update; Iowa DNR Air Quality Construc-

tion Permits – Status, direction and recommendations of the Agribusiness Assn. of Iowa subcommittees; US Environmental Protection Agency – Spill Prevention, Control and Countermeasure Final Rule, Application of New Source Performance Standards, recordkeeping and reporting requirements for “temporary” grain storage structures; National Fire Protection Association – NFPA 61 (Prevention of Fires and Dust Explosions in Agricultural and Food Processing Facilities); NFPA 68 – Venting of Deflagrations; NFPA 70 – National Electrical Code; Rolling-Stock Fall Protection – Status, direction and emerging issues review/update

GEAPS-Purdue Distance Education Program Oversight Committee

3-5 p.m., CC San Antonio 5

Mike Kiel, The Andersons, chair

Agenda/Features: Review of Quality Grain Management course; Review of courses in development, scheduling; Discussion of possible collaboration by other associations

Membership Committee

3-5 p.m., CC San Antonio 3

Mark Fedje, General Mills, chair

Agenda Features: Review current membership statistics; Discuss meeting plans for 2007; Discuss new recruitment and retention programs

GEAPS/NGFA Joint Technical Committee Grain Grades & Weights

4-5 p.m., CC San Antonio 4

Tim Paurus, CHS Inc, chair

Agenda Features: Current/emerging US federal regulatory issues: Export port 3rd-party inspection and weighing services under USDA GIPSA/FGIS supervision; USDA APHIS kernal bunt regulations update; USDA GIPSA/FGIS Advisory Committee recommendations; GEAPS/NGFA information, education and training initiatives Operations Management & Technology 2007 seminar

Monday, Feb. 26

GEAPS Associates Board and Membership Meeting

7:30-10 a.m., CC San Antonio 4-6

Rob Schutte, United Oil, chair

2007-2008 Associates Board President

Agenda Features: Associates Board President's annual report; Associates Board director 2007 election report; International Board report; Associates 2006-07 Board committee reports; Associates 2007-08 Board Secretary election; Associates 2006-07 Board leadership appointments

Wednesday, Feb. 28

Educational Programming Committee

7:30- 8:30 a.m., GH Appaloosa 1

Pat Greer, Agricore United, chair

Agenda Features: Assessment of Exchange educational program including Exchange Workshop, Idea Exchange, regular sessions and general session; Discussion of ways to solicit ideas and topics for Exchange 2008 ed program; Review of EPC roster

International Board of Directors

9 a.m.- noon, GH, Appaloosa 2

Tom Price, West Central, 2007-2008 Board Chair

Agenda Features: Strategic issues and priorities for 2007-08; International 2007-08 board leader appointments; International committee and council reports; Intl President 2007-08 committee and council leader appointments

GEAPS/SATRA Bin Entry Technical Rescue Education Steering Committee

7:30-9 a.m., GH, Mustang 1

Wayne Bauer, Star of the West Milling, chair

Agenda Features: Review of courses planned for 2007; Discussion of future course content and format



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Many GEAPS exhibitors are also GEAPS *DirectaSource* advertisers. These companies are designated **TEAM Players**, or **Total Exhibiting Advertising Marketers**. You can identify them at the Exchange by the hot orange TEAM ribbons on their badges. Look them up in the 2007-2008 edition of GEAPS *DirectaSource*.

Providers of products, equipment and services for grain processors and handlers gather together once a year to create an international marketplace of the industry.

This is it.

GEAPS Exchange exhibitors are listed alphabetically on the following pages. Use these listings for addresses, phone and fax numbers, email addresses and other contact information. A map of the Expo Hall is on pages 12-13.

These listings also identify four special groups of exhibitors, with icons in the left margin (see left).



EXCHANGE 2007 EXHIBITORS

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rgergatz@arrowcorp.com; www.arrowcorp.com
Rick Gergatz
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Atlas Metal Works Inc 742



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(214)741-4788; Fax (214)741-4780
atlasmetalworks@airmail.net; www.atlasmetalworks.com
James Storey

BDM Millwrights Inc..... 1010

148 Cathcart Street, Blenheim, ON N0P 1A0 Canada
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brian.maw@bdmmillwrights.com; www.bdmmillwrights.com
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Behlen Mfg Co 731



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kirk.nelson@behlenmfg.com; www.behlenmfg.com
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Bequisa – Bernardo Quimica SA..... 544

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São Vicente, SP 11346-300 Brazil
(55-13)3565-1223; Fax (55-13)3406-1412
moacyr.rodriques@bequisa.com.br; www.bequisa.com.br
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Bindicator/Kistler Morse..... 909



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Chuck Burleigh
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Jim Barnes
"Manufacturers of grain storage, handling, conditioning and dust suppression systems."

Brooks Seals..... 132

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www.brookseals.com
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Buhler Inc422, 424

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Mark Larson
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Lounge

Expo POD
"Hazard Monitoring Sensors"

Monday, Feb. 26
10³⁰-11¹⁵ / 1¹⁵-2⁰⁰

Tuesday, Feb. 27
10¹⁵-11⁰⁰



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Sunday
February 25

11¹⁵ am - 2⁴⁵ pm

Monday
February 26

10¹⁵ am - 2³⁰ pm

Tuesday
February 27

9⁴⁵ am - 1⁴⁵ pm

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Stuart Martin

Heck, Edward J & Sons Co..... 434

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Law Marot 133

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LeMar Industries 118, 120

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Stewart & Stevenson Rail King.....535, 537, 634, 636

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Education

Professionals From 8 Countries Take Part In GEAPS-Purdue Course

Approximately 50 grain-operations professionals from eight countries were set to complete work this month in the latest GEAPS-Purdue distance learning course. The five-week program, "Quality Grain Management," or GEAPS 520, began Jan. 15.

The course sold out in a matter of weeks, and may be re-offered some time this year, due to apparent demand. GEAPS volunteers heading the Distance Education Program Oversight Committee will meet Feb. 24 at the GEAPS Exchange to consider what courses to offer next.

GEAPS 520 covers key topics in quality grain management, including: quality factors of value-added grains and oilseeds; moisture-content; grain sampling and quality standards; quality-assured grains from production through delivery; air properties; equilibrium

moisture content and airflow; fan selection, sizing and operating strategies; grain storability, molds and mycotoxins; insect pests and insect-pest control; and SLAM-based quality grain management.

In the GEAPS-Purdue distance-learning program, course "textbooks" are CDs that are mailed to students, who link together through a dedicated class website supervised by Purdue. The site contains the course syllabus, a networking component that enables discussion between students and faculty, and online quizzes.

Students are expected to progress through the classes together, but can study or take quizzes any time of the day or night. No travel is required.

GEAPS members are entitled to sizable registration-fee discounts.



GEAPS, National Grain & Feed Association Preparing To Launch Preventive-Maintenance 'Knowledgebase' For Members

GEAPS and the National Grain & Feed Assn. are preparing to launch a helpful new website on preventive maintenance in the grain and feed industries.

The site, to be available soon to members of both organizations, will include information about:

- How to establish and maintain a preventive-maintenance program
- Guidance on regulatory and consensus standard requirements (federal or national) specifically related to grain/

feed equipment and physical facilities that should be included in a preventive-maintenance program

- Generic inspection and lubrication recommendations for grain and feed facilities and equipment
- General information on automated systems to manage and document maintenance activities, and
- Information on advanced or emerging maintenance techniques.

GEAPS and the NGFA recently sent e-mail

requests inviting industry equipment and service suppliers to contribute content for the "knowledgebase." Most of the information in the website will come from companies or individuals in the feed and grain industries.

Companies or individuals are requested to submit material by Feb. 23 to David Krejci, GEAPS Executive Vice President, at david@geaps.com; or David Fairfield, director of feed services, NGFA at dfairfield@ngfa.org.

For more information, contact GEAPS at info@geaps.com; (612)339-4625; or Fairfield of NGFA at (712)243-4035.



Exchange Forums To Discuss Key Regulatory Issues

Two special forums tackling current regulatory issues in grain operations will be offered Feb. 27 at Exchange 2007 in Grapevine, Texas. Both were planned and organized by joint committees of GEAPS and the National Grain & Feed Assn.

The first forum—Grain Grades & Weights—will feature:

➔ “Food and Feed Safety”—regulatory oversight by USDA’s Animal Plant Health Inspection Service (APHIS). The program, to be led by Thomas C. O’Connor, National Trade Director for Grain Programs, Plant Protection & Quarantine, APHIS, will feature discussions about Karnal bunt management in the U.S., and Phytosanitary certification of grain-export containers, including a regulatory overview, information about jurisdiction, and considerations for grain-export operations.

➔ “Official Inspection of U.S. Grain Exports to Mexico,” to be led by David R. Shipman, Deputy Administrator, Grain Inspection, Packers & Stockyards Administration, USDA. The discussion will provide a regulatory overview of rail and vessel inspections, including jurisdiction and grain-export operations considerations.

The Grain Grades & Weights Forum, to be held Tuesday, Feb. 27, from 8:45-9:45 a.m., was developed by the GEAPS/NGFA Joint Committee on Grain Grades & Weights.

The second forum, Safety, Health, Environmental Quality & Facility Security, will focus on incident management, and will provide:

➔ An overview of confined spaces and grain-storage facility incident experience;
 ➔ An overview of risk exposure and management, and
 ➔ Incident management—OSHA reporting (rights and responsibilities) and the Workers Compensation Administration—rights and responsibilities.

Julie Bell, territory manager at RCI, Winterset, Iowa, will be the discussion leader. The Safety, Health, Environmental Quality & Facility Security Forum, produced by a GEAPS-NGFA joint committee of the same name, will be held Feb. 27, from 2-3 p.m.

Both of the forums will be held in the Texas 1-3 Room of the Gaylord Convention Center.



Thomas O'Connor



David Shipman



Julie Bell

Training In Use Of GEAPS Database Set For Chapter Officers At Exchange

Chapter officers attending the Exchange in Texas Feb. 24-27 will have a great opportunity to get hands-on training in our new online member-records database. Because participation will be limited, we’re asking the leaders to let us know in advance whether they want to take part.

The database—called the MAP—is a new, easy-to-use and versatile tool for managing chapter records and events. The database permits all members to update and correct their own member records, but chapter officers who gain “chapter-leader” access can do a lot more. For example, they will be able to:

- Create online registration for a chapter event or outing (such as a mini-conference or a golf outing)
- View, update and printing a chapter’s roster whenever it’s convenient
- Create and send electronic surveys to chapter members

“This new system will greatly enhance and simplify member management and communication, said John Tuttle, secretary of the *Greater Iowa Chapter*. Tuttle, who participated in a training seminar held recently near Minneapolis, said the process was easy and efficient.

To get chapter-leader access, at least one chapter officer must take the formal training, which takes about three hours. Then, all other officers of that chapter will have access—with the understanding that the person who took the training initially will help show the other officers how the system works.

The seminar is scheduled for Saturday, Feb. 24, from 2-5 p.m., immediately after a meeting of the Chapter Resource Committee. Participants should bring a laptop with a wireless internet card. Chapter officers who do not have the equipment will be provided with it, but they must let GEAPS know in advance.

There is no cost to attend, but there



will be space for only six individual chapter leaders—one per chapter. Three spots have already been reserved, leaving space for only three additional participants. Advance notice is required. If you reply after the seminar is already full, you will be placed on a waiting list.

To sign up, or for more information about the laptops, contact Darren Grahsl of the GEAPS staff (612-339-4625; darren@geaps.com).

If you will not be able to participate in the training at the Exchange, there will be at least one other opportunity during 2007.

GEAPS Now Accepting Applications For Grain-Operations, Language Scholarships

HAROLD REESE MEMORIAL SCHOLARSHIP APPLICATION FORM

The Harold Reese Memorial Scholarship is intended to promote interest in the study of grain-handling operations for career purposes. Any person interested studying grain-handling operations in a post-secondary program may apply. Applicants need not be GEAPS members. Any amounts allocated will be paid directly to the accredited educational institution, for tuition and books only. The application is due by May 2, 2007 at GEAPS, 301 4th Ave. S., PO Box 15026, Minneapolis, Minn. 55415-0026. It may also be e-mailed to chouse@geaps.com; or faxed to (612)339-4644.

Name: _____

Address: _____

Phone: _____ email: _____

Employer (if applicable): _____

Name of school providing instruction: _____

Name, title and phone of advisor at institution: _____

Description of courses to be taken: _____
(use separate sheet if necessary)

Date studies will commence: _____

Percent of college financing provided by you or your family: _____

Your educational background: _____
(use separate sheet if necessary)

On separate sheet, please describe why you are interested in pursuing a grain-handling/operations career, and what your professional goals are. Also please describe any grain industry or related work experience that you may have, as well as your outside interests and activities.

GEAPS is now accepting applications for two scholarships programs available to agribusiness professionals.

One of the scholarships, for the study of grain-handling operations, recognizes the contributions of former International President Harold Reese. The other, for the study of foreign languages, is named in honor of former International President Henry Kaufmann.

For both Reese and Kaufmann Scholarships, funds will be paid directly to the academic institution with the stipulation that they be used only for tuition and books.

Applications for calendar year 2007 must be completed and submitted by May 2.

For more information, contact Chuck House at the GEAPS office, (612)339-4625; chouse@geaps.com

The Harold Reese Memorial Scholarship

Reese Scholarships are intended to promote interest in the study of grain-handling operations for career purposes.

The Reese scholarship will offer scholarships to selected applicants pursuing post-secondary programs in grain-handling operations. Both GEAPS members and non-members are welcome to apply.

Reese, who worked for 25 years at Bunge Corp., was GEAPS president in 1995-96. In 1998, he was named a "Member of Distinction," GEAPS' highest honor for members.

Applications for the scholarship this year are due at the GEAPS office by May 2. GEAPS Executive Committee will review the applications and award scholarships based on qualifications.

The Henry H. Kaufmann Memorial Scholarship

The purpose of the Kaufmann scholarship is career enhancement, and funds will be awarded only to full-time agribusiness professionals who want to study a language other than their native one. The scholarships will apply to tuition, books and fees only, at accredited institutions. Students at non-U.S. institutions may apply, but only if their college or university's language program is formally affiliated with an accredited U.S. school.

Selection criteria may include the candidate's commitment to career goals, the case made by the candidate for the proposed course of study and an endorsing letter by the candidate's supervisor. Non-GEAPS members are welcome to apply.

Kaufmann was GEAPS International president in 1975-76 and treasurer for four years thereafter. In 1973, he was named "Member of Distinction."

In conjunction with his widow, Mrs. Marianne Kaufmann, GEAPS will review applications and determine scholarship amounts, based on monies available and individual qualifications.

Applications are available from GEAPS, and at request from Mrs. Kaufmann at Scholarships@mn.rr.com.

HENRY H. KAUFMANN MEMORIAL SCHOLARSHIP APPLICATION FORM

The purpose of the Kaufmann Memorial Scholarship is to provide tuition aid to full-time agribusiness professionals who wish to study a foreign language to enhance their careers. The aid may also cover the costs of books required for the language course. Scholarship applications for the 2006 calendar year will be accepted through May 2, 2007.

Name: _____

Address: _____

Employer: _____

Employer's address: _____

Length of service with employer: _____ Position: _____

Language to be studied: _____ Amount of funding requested: _____

Name of school or institution providing instruction: _____

Date studies will commence: _____

In up to 200 words, on a separate paper, please describe your business career to date and explain why you feel that the knowledge of a second language would help you achieve your career goals.

Applications should be mailed to GEAPS, 301 4th Ave. S., PO Box 15026, Minneapolis, Minn. 55415-0026. It may also be e-mailed to chouse@geaps.com; or faxed to (612)339-4644.



Canadian Prairies

The *Canadian Prairies Chapter* held its January meeting on the 15th at the Norwood Hotel in Winnipeg, Man. Twenty-seven members and guests were in attendance to listen to various "What's New" presentations.

Columbia River

The *Columbia River Chapter* held its January meeting on the 10th at the Seafarers Center in Vancouver, Wash. Seventeen members and guests were in attendance to listen to Rob Rich of Shaver Transportation speak on the topic of barge transportation.

Cornbelt

The *Cornbelt Chapter* held its January meeting on the 10th at the Doubletree Inn in Bloomington, Ill. Thirty-two members and guests were in attendance to listen to Dave Allen of Rich Connell Agri Search speak on the topic of personnel hiring and employment.

Great Plains

The *Great Plains Chapter* held its January meeting on the 8th at the Kansas Farmers

Service Association in Hutchinson, Kan. Forty-two members and guests were in attendance to listen to Amanda Cooper with KFSa speak on the topic of understanding generations in the workplace.

Hoosier

The *Hoosier Chapter* held its January meeting on the 16th at the The Andersons Clymers Ethanol facility in Logansport, Ind. Thirty-five members and guests were in attendance to tour the ethanol facility in Logansport.

Minneapolis

The *Minneapolis Chapter* held its January meeting on the 3rd at the Holiday Inn in Bloomington, Minn. Sixty-two members and guests were in attendance to listen to Greg Warinica of Crown Iron speak on the topic of bio-diesel.

North Iowa

The *North Iowa Chapter* held its January meeting on the 30th at the North Iowa Area Community College in Mason City, Iowa. Twenty-three members and guests were in

attendance to listen to Greg van Sickle of Tri-States Grain Conditioning speak on the topic of proper grain storage.

Seaway

The *Seaway Chapter* held its January meeting on the 16th at Cabela's in Dundee, Mich. Eighty-two members and guests were in attendance for a joint chapter meeting with the Michigan/So. Ontario on emergency preparedness.

Siouxland

The *Siouxland Chapter* held its January meeting on the 20th at the Marina Inn in South Sioux City, Neb. Thirty-two members and guests were in attendance for the chapter's annual Christmas party.

Twin Ports

The *Twin Ports Chapter* held its January meeting on the 17th at the Hammond Steak House in Superior, Wis. Fifteen members and guests were in attendance to listen to Jim Sharrow of the Port of Duluth speak on the topic of the great ships initiative.



New Members

Canadian Prairies

Gene Busse
sponsored by Mark Schell
Daren Coswell
sponsored by Mark Schell
Rick Spetz
sponsored by Mark Schell

Cornbelt

Jeremy Bauer
Jeffrey Locander
William Rowe
sponsored by Brock Casteel

Gateway

Ryan Unverfehrt
sponsored by Ron Albers

Golden Triangle

James Storey
Michael Hauber
David Bertram

Greater Iowa

Jason Owen

Greater Nebraska

Richard Meyers
sponsored by Steve Ginter

Kansas City

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Steve Long
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Michigan/So. Ontario

Tim Theeuwes
sponsored by Doug Lopshire
Clifford Vennix
sponsored by Wayne Bauer

Mid-Atlantic

Joseph Garber
sponsored by Mark Daniels

Mid-South

Sammy Speaks
sponsored by Ben Lackey

Minneapolis

John Wellman

Non-Chapter

Andrew Bondarenko
Richard Wann

Seaway

David Thayer
John Wentworth

Michigan-So. Ontario, Seaway Chapters Hold Joint Meeting

Wayne Bauer (right) safety director at Star of the West Milling, addresses a group of people attending a joint meeting of the *Michigan-Southern Ontario* and *Seaway* chapters Jan. 16 at Cabelas in Dundee, Mich. The full-day program, which drew 82, included a panel of speakers covering topics such as emergency action plans, grain-security plans, business-continuity plans, incident command systems, OSHA regulations, and typical disasters experienced in the agriculture industry. The bottom line: It was suggested that fewer than 35 percent of all ag-related facilities actually have a workable emergency-action plan—one that is tested and reviewed annually. According to Bauer, a joint meeting of the two chapters is likely to become an annual event, and will be held near the Michigan-Ohio border every January. — Photo by Ian Siertsema



Calendar

The most extensive and up-to-date calendar can be found at the GEAPS website.

chapters	
Columbia River	North Iowa
March 14 Chapter Meeting, 11:30am, Seafarers Center, Vancouver, WA	April 17 Facility Tour, 6pm, IA, facility & city: TBA
Cornbelt	Oregon Trail
February Ladies' Night, IL, time, facility & city: TBA	March 27 Chapter Meeting: Gear Boxes & Motors, 6pm, On Broadway Restaurant, Imperial, NE
March 13 Chapter Meeting with GFAI, DoubleTree Hotel, Bloomington, IL, time: TBA	Seaway
April Spring Tour, IL, time, facility & city: TBA	April 11-13 Great Lakes Regional Conference, Potawatomi Inn, Angola, IN
Great Plains	Thunder Bay
April Chapter Meeting: Applicators' License Renewal Program, KS, time, facility & city: TBA	March 22 Associates' Presentations, 6:30pm, DaVinci Centre, Thunder Bay, ON
Greater Nebraska	April 26 Chapter Meeting, 6:30pm, DaVinci Centre, Thunder Bay, ON
March 13 Chapter Meeting: 10hr OSHA, Howard Johnson, Grand Island, NE, time: TBA	Tri-State
April 17 Golf Outing, NE, time, facility & city: TBA	March 8 Chapter Meeting: BNSF, 6:30pm, Dyer's BBQ, Amarillo, TX
Hoosier	April 12 Facility Tour, Hereford, TX, time & facility: TBA
April 11-13 Great Lakes Regional Conference, Potawatomi Inn, Angola, IN	Twin Ports
Kansas City	February 17 Chapter Meeting, Barkers Island, Superior, WI
March 20 Chapter Meeting, time, facility, city & state: TBA	March 21 Chapter Meeting, Hammond Steak House, Superior, WI
Michigan/So. Ontario	April 18 Chapter Meeting, Hammond Steak House, Superior, WI
April 11-13 Great Lakes Regional Conference, Potawatomi Inn, Angola, IN	Vancouver
Mid-South	April 18 Chapter Meeting, Cheers Restaurant, North Vancouver, BC, time: TBA
April 27 Fishing Tournament, 5:30am, Hughes Grain, Hughes, AR	Wild Goose
Minneapolis	March 27 Chapter Meeting, 7pm, CWGG, Coulee City, WA
April 4 Chapter Meeting, 12pm, Clarion Hotel, Bloomington, MN	April 24 Chapter Meeting, 7pm, CWGG, Coulee City, WA

