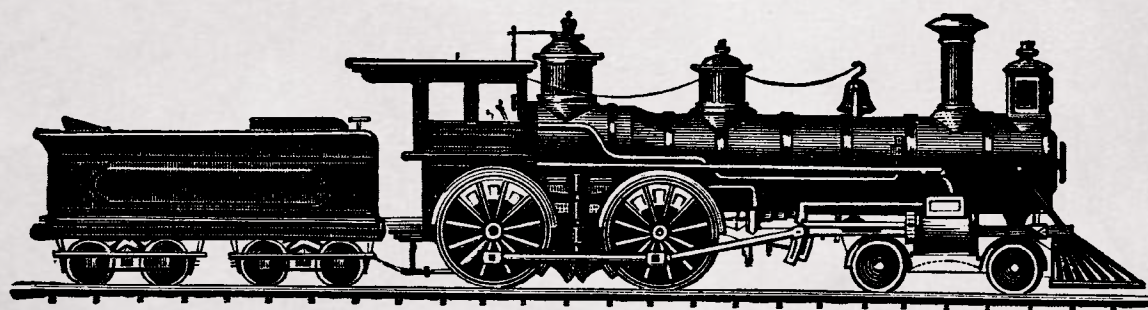




## The 2014 GEAPS LEADERSHIP CONFERENCE



### DESTINATION: CHAPTER SUCCESS



COMPLETE  
CONFERENCE  
DETAILS

...4-8



## Nominate a Deserving Candidate for a GEAPS Award

*Help Someone Get the Recognition They Deserve!*

Each year GEAPS takes time during the Exchange to honor members and grain industry leaders whose commitment and contributions deserve special recognition. Do you know an active member-volunteer who helps GEAPS deliver on its mission or an industry leader who is making a difference for the industry?

If you know someone whose contributions warrant special recognition, let us know by nominating them for a GEAPS award today.

Nominations are due Oct. 20. Recipients will be honored on stage during the President's Banquet at Exchange 2015, next February in St. Louis, Mo.

### International Member of Distinction

The International Member of Distinction award honors GEAPS members who have made outstanding contributions to the organization. Since its inception over 40 years ago, 27 recipients have been recognized. Any GEAPS member — Regular, Associate or Affiliate — may be designated by the International Board as a Member of Distinction. Nominees must meet the following requirements:

- Been a member for at least five of the preceding 10 years
- Exhibited extraordinary service to GEAPS. For example, they have made outstanding contributions through an International committee, played a major role in achieving excellence or innovation in GEAPS programming or positively enhanced the organization's visibility and status in the grain industry.

Recommendations for International Member of Distinction must also be sponsored by an International Board member. If you have a person in mind, contact GEAPS Executive Vice President David Krejci at the GEAPS office (952-928-4640 or david@geaps.com) by Oct. 20. All information will be kept confidential. If the Board member agrees, the name will be submitted to the Board for consideration in November.

### Industry Leader

The Industry Leader award is presented to anyone — GEAPS member or not — who has provided extraordinary service to the grain industry. Qualifications for the honor could include a wide variety of accomplishments, ranging from technological achievements to successful efforts toward the enhancement of industry knowledge, safety, efficiency or even public perception. Nominations must be made through an International Board member. If you have someone in mind, contact a Board member by Oct. 20 and ask them to sponsor your candidate. The Board will review nominations at its November meeting.

### Corbett Award

The Corbett Award, named in honor of John Corbett, former Associates president who passed away in 2006, recognizes outstanding service to GEAPS and is presented by Associate members to Associate members. All GEAPS members and chapters are invited by the GEAPS Associates Board to submit names for nomination. Recipients must be current Associate members who have been members for 10 years or more and have provided exceptional service to benefit GEAPS or its Associate members. Nominations should be submitted by Oct. 20 to Julia Kloehn at the GEAPS office (952-928-4640 or julia@geaps.com).



# GEAPS

Grain Elevator and Processing Society

<http://www.geaps.com>

4248 Park Glen Rd  
Minneapolis MN 55416 USA  
Phone (00-1) 952-928-4640; Fax (00-1) 952-929-1318  
Email [info@geaps.com](mailto:info@geaps.com)



@GEAPInfo



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 and Operations Technology Management
- Facility Operations Management
- Agribusiness Environment and Management Practice
- Human Resources Management
- Property and 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.

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### GEAPS Staff

**David Krejci**

executive vice president, International secretary

**Lindsay Brown**

coordinator, programs and services

**Adrianne Fjerstad**

manager, programs and services

**Brittany Flight**

coordinator, programs and services

**Chuck House**

director, professional development programs

**Amy Jorgensen**

manager, programs and services

**Julia Kloehn**

assistant vice president; manager, component relations

**Betsy Polis**

coordinator, programs and services

**Melissa Serres**

manager, programs and services

**Jason Stones**

manager, creative services and publications

**Ione Terrio**

director, marketing and communications



## 2014 Membership Campaign: Chapter Leaders to Start Calling Lapsed Members

GEAPS' annual Member Retention Campaign is underway. Members who have not yet renewed will be receiving reminder calls from your chapter leaders. Earlier this month the international office sent lists of non-renewed members to chapter leaders along with a link to the Chapter Retention Resources on the GEAPS website. These online resources provide chapter leaders everything they need to contact chapter members whose membership has lapsed and report their results to the GEAPS office.

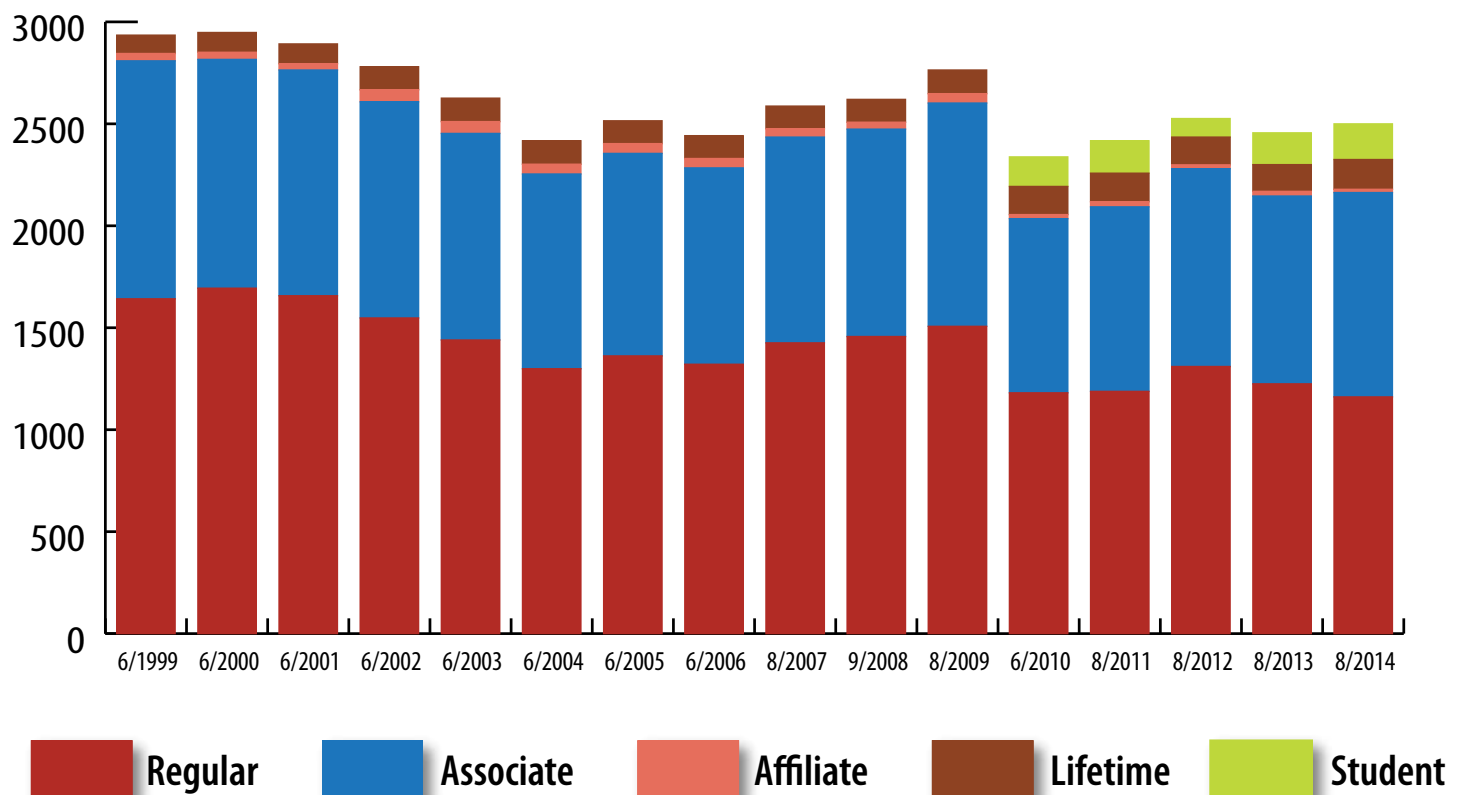
Each chapter is also paired with a Membership Committee liaison. The liaisons are a resource for chapter leaders should they have questions about the retention program or need assistance in any way.

The due date for reporting results is Sept. 8. For more information, please contact Amy Jorgensen at [memberservices@geaps.com](mailto:memberservices@geaps.com).

### GEAPS Membership By Type: 1999-2014

Date	Total Roster	Total Paid	Regular	Associate	Lifetime	Affiliate	Student
8/01/14	2,500	2,179	1,161	1,002	146	16	175
8/01/13	2,456	2,169	1,225	921	131	23	156
8/30/12	2,526	2,299	1,310	970	136	19	91
8/30/11	2,417	2,118	1,188	905	140	25	159
6/30/10	2,364	2,081	1,181	854	138	20	145
8/01/09	2,764	2,648	1,507	1,095	116	46	
8/01/08	2,631	2,519	1,457	1,017	112	34	
8/01/07	2,601	2,490	1,426	1,009	111	41	
8/01/06	2,518	2,407	1,358	970	111	49	
6/30/06	2,472	2,360	1,321	963	112	46	
6/30/05	2,550	2,438	1,362	993	112	48	
6/30/04	2,500	2,385	1,299	955	115	48	
6/30/03	2,701	2,586	1,440	1,013	115	58	
6/30/02	2,793	2,667	1,548	1,060	113	59	
6/30/01	2,892	2,795	1,657	1,107	97	31	
6/30/00	2,948	2,854	1,694	1,122	97	35	
6/30/99	2,937	2,845	1,642	1,167	90	36	

### GEAPS Membership Totals: 1999-2014



## Chapter Destination: Success

Chapter leaders from as far as Vancouver, British Columbia and Houston, Texas hopped the train to Minneapolis last month for the 21st Annual GEAPS Leadership Conference. Sixty-eight participants attended the three-day event. "It's like coming home," said *Golden Triangle* leader Kendrick Newsome, Cargill GOSCNA. "Everybody knows my name."

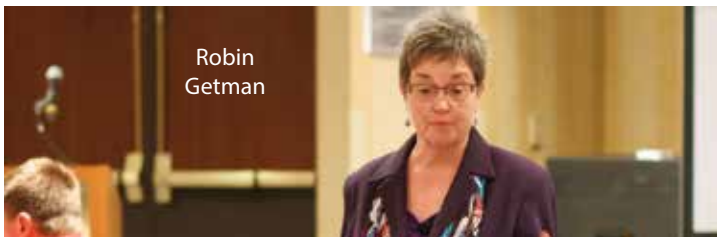
The Leadership Conference excursion included four components.



William  
Pawlucy

### Leadership Workshop

Led by William Pawlucy, president and CEO of Association Options, presentations focused on providing an overview of the GEAPS organization, considerations on how to govern and operate a chapter, as well as ways to provide top notch education to members. Each segment ended with details on the resources GEAPS provides to chapters in each of these areas, some well-known and used regularly, others under-utilized. Attendees received a resource toolkit with tips and advice for running a solid chapter including a president's guide for the first 100 days.



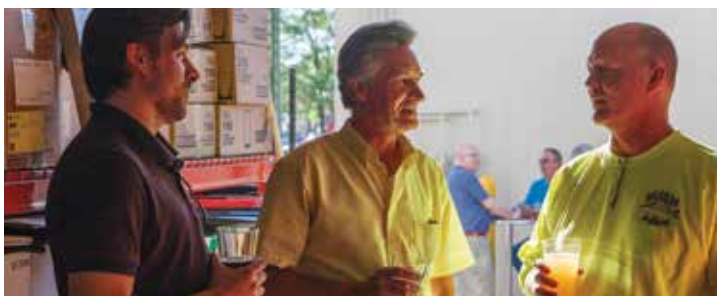
Robin  
Getman

### Motivational Keynote

Attendees had an opportunity to learn about, talk about, and even argue about six stages of personal power in and out of the workplace during Robin Getman's program titled *"Are You Leading from Your Soul?"* This interactive segment moved participants around the room and engaged them in discussion about leadership skills and styles through high-energy group activities. Robin encouraged everyone to "laugh from your toes," "lead from your soul" and "serve from your heart."

### International Board of Directors Meeting

As the first meeting of the new fiscal year, this meeting served as the reset point for committee work plan objectives as well as the launch of five strategic initiatives. See page 6 for more details.



### Brewery Tour

No GEAPS event is complete without a dedicated networking opportunity. See page 8 for details and photos.



### Take-away Ideas as Reported by Attendees

- Reach out to other chapter leaders for information on speakers, topics and other best practices.
- Create a collaborative webpage (using resources like SharePoint or Dropbox). This becomes the electronic warehouse for chapter information. It can be shared with all current leaders and new, incoming leaders.
- Listen to members. Anticipate their "future" needs.
- Create an orientation program for new board leaders. Use orientation webinars provided by the GEAPS international office as a starting point to design a chapter-specific program.
- Create a meeting history archive that includes topics and speakers. The archive could include meeting details such as attendance and notes on the speaker (i.e. would we welcome this speaker back or recommend to another chapter?). The archive will be helpful for planning future meetings to ensure the chapter can offer a variety of meeting topics and not repeat unsuccessful programs.
- Work to create a positive/prestigious image of what it's like to be a chapter leader.
- Consider creating specific policies for how money is handled focusing on:
  - Are refunds issued? When would a refund be issued? Is the refund policy implemented consistently?
  - Would "early-bird pricing" incentivize people to sign up early? Would early sign-ups help in managing food and beverage quantities?
  - Should non-members be charged?
  - What can be done to promote GEAPS membership?
- Survey attendees before they leave the event.
- Promote events early and often.
- Get to know non-attending members better. Try to understand what GEAPS can do for them. Also, learn about the non-members in chapter area? What are their interests and concerns?
- Utilize GEAPS programs-in-a-box for chapter programming (planned) or if a speaker cancels. Also, look at the GEAPS proceedings online — search by year, speaker or topic — to find program ideas and speaker contact information.



## Chapter Leaders Share Insights on Leaders Who Inspire Them

Several Leadership Conference attendees took a few minutes to share their thoughts on leaders who have inspired them and why they seek opportunities like attending the GEAPS Leadership Conference to build their leadership skills.

### *Who has inspired you?*

"I was inspired by my company's CEO Bob Fifield. At a company meeting he spoke about a future world population of over nine billion people and the fact that we have only 30 years to figure out how to feed them. His integrity, compassion and absolute drive to achieve this really inspired me."

**Eric Werth**, Cooperative Producers, *Greater Nebraska*

"I had the benefit of two life changing leaders, my mother, who led by example and instilled the importance of hard work and taking pride in a job well-done; and my youth pastor, who pulled me out of my shy comfort zone and provided opportunities to lead and do the right thing, even if it was the scariest thing in that moment."

**Lyndsay Keller**, Fumigation Service and Supply, *Cornbelt*

"The leader who has inspired me most provided ongoing coaching and was always open to new ideas. Leading with openness and letting those around you find solutions and bring them to you is a sign of a great leader."

**Mike Schuele**, General Mills, Inc., *Kansas City*

"The person who inspired me was a leader who encouraged me to be a leader. He said 'leaders look at themselves before placing blame on others and don't walk around having to say they're the leader; they just are leaders.' This person has been such an influence that his words are often in my thoughts when I make a leadership decision."

**Ryan Cattell**, Viterra Inc., *Vancouver*

### *Why is learning about leadership important to you?*

"I accept my role in leadership every day with gratitude. It is the remembrance of how I got to where I am that moves me to lead others. I approach the annual GEAPS Leadership Conference with two expectations; something remarkable to bring home from it and some light-hearted fun. GEAPS is like family to me and when I leave my family for a few days each July, I can't help but feel like I am going to the reunion."

**Eric Werth**, Cooperative Producers, *Greater Nebraska*

"I believe leadership is important because too few people are willing to step up and take on that responsibility. By getting more people involved and interested in taking on leadership roles, the more ideas and progress we can make!"

**Lyndsay Keller**, Fumigation Service and Supply, *Cornbelt*

"I don't have a desire to be a 'good' leader. My desire is to be open and constantly learning to become a 'great' leader. This requires learning and listening from across all areas."

**Mike Schuele**, General Mills, Inc.,  
*Kansas City*

"Leadership is important because often we have to be leaders in our family life, at work, in sports and many other things. To know and understand the qualities and traits of what makes a good leader and how to inspire people to follow is invaluable."

**Ryan Cattell**, Viterra Inc., *Vancouver*

### Leadership Conference Stats

**68** Total attendees  
**33** Associate members  
**33** Regular members  
**20** Chapters represented  
**44** Chapter level leaders  
**29** International level leaders







## Resources Approved to Advance Strategic Initiatives

In addition to the expanded partnership with Kansas State University to offer a Credential in Grain Processing Management, the GEAPS International Board of Directors at their July 23-24 meeting approved resources for implementing five strategic direction priority initiatives.

Members will see execution of the following items, and others, in the coming year:

- Creation of an **international marketing program** to encourage international delegates and exhibitors to attend the Exchange
- Development of an **online market place** where members can purchase GEAPS-branded apparel and items
- Expansion of **CEU-qualified educational programs** used in multiple educational platforms such as webinars and chapters
- Creation of an **online library of templates** and samples for chapter use
- Expansion of the GEAPS/K-State program to include **milling courses** and a Credential in Grain Processing Management

Full implementation will occur over the next three to five years.

This first meeting of the new fiscal year also served as the reset point for all standing committees. Workgroups presented progress reports and the International Board set work-plan objectives that will drive committee work over the coming year.

## Strategic Direction Priority Initiatives

1. To enhance the relevance and value of the **Exchange Expo** as a knowledge resource by expanding the scope and reach of the Expo.

2. To enhance the relevance and value of **membership** through increased member engagement.

3. To enhance the relevance and value of **professional development/continuing education programs** through integration of all PD/CE components at the international and chapter levels.

4. To enhance the relevance and value of the **chapter network** as a critical core component of GEAPS' "brand" by increasing and strengthening chapter leadership development and support services for governance, general operations, program planning, development, production and delivery.

5. To enhance the relevance and value of GEAPS as a knowledge resource for grain and oilseeds **milling and processing** sectors by expanding the scope and reach of GEAPS' professional development programs.

The July 23-24 International Board meeting marked the last meeting for Treasurer **Bill Merritt**, General Mills, who retired Aug. 1. Because of his retirement, Bill is ineligible to continue service as GEAPS treasurer. Bill will remain connected and involved as the GEAPS Foundation treasurer. GEAPS wishes Bill the best of luck in his retirement. Board Chair Mark Fedje, General Mills, has been appointed by International President Jim Jundt to serve as interim treasurer until a successor is named.

Bill Merritt, delivering his Treasurer's Report at the Annual Meeting at Exchange 2014.



# Membership Committee Explores Potential New Membership, Recognition Opportunities

GEAPS' Membership Committee met July 22 prior to the 2014 Leadership Conference. Led by Chair Janice Kantola, Argonics, *Michigan/So. Ontario*, the committee discussed and approved the strategy of raising awareness of GEAPS within the large on-farm storage sector and exploring ways to enhance the Chapter Cup recognition program. Additionally, final details were ironed out for the upcoming 2014 Member Retention Campaign.

## Potential Membership Opportunity – Large On-Farm Storage Sector

At the February meeting in Omaha, Neb., International Past President Jim Voigt spoke to the committee about growth in the large on-farm storage segment of the industry and the increasing need for the types of programs and training GEAPS offers. Committee members agreed and a task group was formed to assess the opportunity by identifying the perceptions to be addressed — members, grain companies, farmers — as well as the opportunities and avenues that GEAPS should explore to reach this audience.

The task group report at the July meet-

ing outlined:

- Both sides may have resistance at first, but the time is right to begin building awareness of GEAPS and the benefits of GEAPS membership with this segment.

- GEAPS educational programs and networking opportunities could help farmers with key issues like spill prevention, hazard monitoring and equipment usage.

- GEAPS members can benefit from adding farmer with large on-farm storage for networking/education and new potential customers.

## Chapter Cup Recognition Program

Within the member engagement component of GEAPS strategic plan, the Membership Committee is tasked with reviewing recognition programs to identify what works and what could be improved.

The committee started with a discussion of the Chapter Cup, which is awarded to the chapter that increased membership and retained the most members the previous year. Given the variations in size and scope of chapters throughout the network, the

outcomes for these two criteria can sometimes be based on fortunate circumstances rather than outstanding activity by the chapter.

The committee agreed to explore criteria that would truly recognize outstanding effort by a chapter.

Several potential ideas were gathered during the meeting and work on the program will continue. Initial ideas included recognizing an exceptional chapter meeting program and using a "best practice" that increased the chapter's success. Program changes to the Chapter Cup would not be implemented until the 2016 award.

## 2014 Member Retention Campaign

The committee discussed the annual Member Retention Campaign, and prepared for its start in early August by choosing which committees they will be a resource for, and asking and answering any questions chapter leaders may have about the process. For more information about the 2014 Member Retention Campaign, please see the article on page 3.



(From left) Membership Committee Chair Janice Kantola, staff liaison Amy Jorgensen and Vice Chair Cheryl Lansink.





## Optional Event at Excelsior Brewing Company

The optional networking event for this year's Leadership Conference was held at the Excelsior Brewing Company. The evening included brewery tours, a taco buffet dinner and live music.



## EDUCATION

### Congratulations, Graduates!

Please join us in recognizing the following individuals for completing a distance education course from GEAPS and Kansas State University. Each student listed below has successfully completed course requirements and earned one continuing education credit, plus a certificate of recognition.

#### GEAPS 541: Developing an Effective Safety Culture at Your Company (June 2014)

Dennis Alexander, CHS Inc  
Robert Beaudry, Canadian Wheat Board  
Arianne Flot, CHS Inc  
Troy Goldner, Kalama Export Co LLC  
Chris Harner, Berkley Agribusiness  
Risk Specialists  
Darrell Harvey, CHS Inc

Nicholas Jackson, University of Illinois  
Matt Kauffman, Key Cooperative  
Djordje Krkljus, Silotrans SRL  
Daniel Myers, Kokomo Grain Co Inc  
Brena Nickels, Great Western Malting Co  
Hatano Paul, Cargill Ltd  
Mervin Rapp, CHS Inc

John Rossman, Kokomo Grain Co Inc  
Jim Rossman, Kokomo Grain Co Inc  
Ian Shumilak, Parrish & Heimbecker Ltd  
Ryan Towne, Green Plains - Bluffton  
Andrew Wagner, Kreamer Feed  
Cory Woywada, Parrish & Heimbecker Ltd

#### GEAPS 551: Materials Handling II (June 2014)

Bill Amend, Tandem Products Inc/Rhino  
Hyde Div  
Chad Chambers, Gavilon LLC  
Dennis Doles, AgriMech Consulting LLC  
Jeff Elwer, EES Companies

Cory Falke, Beachner Grain Inc  
Don Fuller, Growmark Commercial  
Grain Systems  
Nicholas Jackson, University of Illinois  
Daniel Myers, Kokomo Grain Co Inc

Brena Nickels, Great Western Malting Co  
Richard Olver, Parrish & Heimbecker Ltd  
Syd Panzer, Kasa Controls & Automation  
Cory Woywada, Parrish & Heimbecker Ltd

#### GEAPS 544: Preventing Grain Dust Explosions, Land O' Lakes On-Demand Offering (April 2014)

Lacy Baucum  
Greg Beran  
Denise Bradow  
Asher Branecky  
Roger Brock  
Buel Brown  
Preston Bruss  
Tyler Chamberlin  
Doug Cremin  
Dustin Czyns  
Tareak Dahini

Steve Dalton  
David Davis  
Pete Decker  
Lisa Decker  
Greg DeGroot  
Mark Diehm  
Craig Elder  
Joey Foster  
Tim French  
Terrence Hack  
Kimberly Halls

Marc Harm  
David Hawkins  
Jennifer Hines  
Diana Holifield  
John Jackson  
Mike Jorgenson  
Robert Krush  
Andy Linscott  
Michael McClure  
Blake Meyer  
Dan Mix

Ron Moore  
Bruce Myers  
Travis Nelson  
Mike Nolting  
Dustin Northern  
Shea Obermeier  
Bill Pendergrass  
David Ranlett  
Matt Richardson  
Marisa Rose  
Ken Schwarzrock

Martin Smiley  
Brad Starlin  
Derek Swickard  
Jamie Tipton  
Kasey Traub  
Aubry Vanderhoof  
Kelly Ward  
Mike Wilbur  
Bo Wiley  
Tim Williams  
Chris Zinthefer





## GEAPS Enhances Support for Processing Members, Industry with new GEAPS/K-State Credential in Grain Processing Management

GEAPS and Kansas State University (K-State) are expanding their partnership in distance education to offer online courses and a Credential in Grain Processing Management.

"We're building on success," said Mark Fedje, General Mills, chairman of GEAPS' International Board. "The expanded partnership allows us to offer the grain processing industry high-quality, focused and practical courses — the hallmark of our current program."

Initially, Fedje said, the expanded program will combine current GEAPS/K-State operations online courses and K-State wheat milling courses, leading to a Credential in Grain Processing Management. New processing courses, specialist credentials and a master's credential will be added later.

"We're confident that grain processing and milling companies will find the courses and the credentials very useful," said Dirk Maier, director of the GEAPS/K-State Distance Education Program. "They'll help train new employees and improve the job skills of existing employees — even up to the veteran levels. They'll also help build a career path for young people and help build qualifications at the entry level." Maier is also director of K-State's IGP Institute.

Current Distance Education Programming Oversight Committee (DEPOC) members and processing industry leaders are meeting in August to discuss the formation of a new committee, similar to DEPOC, which will focus on courses for the processing credential.

All required courses for the processing credential will provide the knowledge and training needed for successful operation of a flour mill or grain processing facility.

### Required Courses for the Credential in Grain Processing Management

IGP 500: Overview of Milling Principles  
 IGP 520: Grain Receiving, Cleaning and Conditioning  
 GEAPS 520: Grain Quality Management  
 IGP 530: Quality Control/Quality Assurance Practices in Flour Milling  
 GEAPS 540: Safety Management for Grain Facilities  
 GEAPS 550: Materials Handling I

"GEAPS is pleased to be expanding our program with K-State. This will enhance support for the "P" or processing component of our membership, and the industry, by providing companies a resource for training current employees and supporting their career advancement," Fedje explained.

Fedje and Maier agreed that expanding the partnership to offer processing courses allows them to more effectively leverage the resources and networks of both organizations to address global grain industry needs. Nearly 2,800 registrants from 30 nations have taken GEAPS/K-State online courses since the program began just eight years ago.



## Master Credential in Grain Operations Management

**Troy Goldner**  
Kalama Export Co LLC

**Matt Kauffman**  
Key Cooperative

**John Rossman**  
Kokomo Grain Co Inc

### First Three Graduates Earn Master Credential from GEAPS/K-State

Three GEAPS members have now finished all four credentialing tracks available from GEAPS and Kansas State University, becoming the first to earn the Masters Credential in Grain Operations Management (MCGOM).

Troy Goldner, Kalama Export Co. LLC (*Columbia River*); Matt Kauffman, Key Cooperative (*Greater Iowa*); and John Rossman, Kokomo Grain Co., Inc. (*Hoosier*) have successfully completed 18 courses to achieve the MCGOM. It encompasses the Credential in Grain Operations Management (CGOM) and Specialist Credentials in Property and Casualty Risk Management, Grain Quality Management and Grain Handling Equipment Management. Six courses are required for the CGOM and four for each specialist track.

*Congratulations to Troy, Matt and John on this remarkable achievement!*

We talked to each graduate recently to learn more about their daily work, what their favorite courses were and what motivated them to pursue the Master Credential.

**GEAPS:** What is your current job, and what are your responsibilities?

**Troy Goldner:** I've been a control room operator at Kalama Export [Kalama, Wash.] for four-and-a-half years. It's a facility on the Columbia River waterway that deals with corn, soybeans, wheat and sorghum. I help unload railcars and barges, blend grain to load onto the ship and with running the plant.

**Matt Kauffman:** I'm a location manager for Key Cooperative [Newton, Iowa] at a

rail terminal location dealing with corn and soybeans. I oversee operations, grain buying, train schedules, blending, maintenance and fill in for grain team members when they're gone. I like loading trains the most.

**John Rossman:** I work as an operations foreman at Kokomo Grain [Winamac, Ind.]. As a foreman, I oversee outside operations, take part in dumping and loading trucks, perform maintenance, oversee the handling facility's safety and work on dryeration and grain quality. I also just became VP of the *Hoosier Chapter*.

**GEAPS:** The Specialist Credentials needed to earn the Master Credential cover property and casualty risk management, grain quality management, and equipment management. How has learning more about each of these topics helped you in your job?

**On property and casualty risk management:**

**Matt:** You want to keep your employees safe so they can have a life outside of work. Building a [safety] culture is important, instead of just following rules because you're told "this is the way it is."

**John:** I'm a facility safety coordinator and a safety committee

member at my company. The safety culture course [GEAPS 541] was helpful, because we're trying to take our safety culture to the next level and make safety a way of life. It was an excellent course.

**On grain quality:**

**Troy:** We're an export elevator. We don't have to deal with the storage or fumigation part of it, so it's important for me to understand what happens before the grain gets here. There are certain grade lines we have to deal with, moisture being one of them. You understand a little better why the grain is the way it is — why things are sour for example.

**Matt:** I enjoy blending grain, but it's nice when we don't have to blend out our own mistakes. Maintaining grain quality is important to save the company money and not take a discount. If we keep the grain in shape, it keeps the location safer because you don't have issues with entrapment. It's good for employee morale to not work through a mess created because of a lack of attention to detail.

**On equipment maintenance:**

**John:** The equipment maintenance courses helped a great deal with terminology, which allows us to better communicate what we're doing with other employees and do better training.

**Troy:** I have a better understanding of



Troy Goldner with his wife Amy, daughter Taylor and son Logan (not pictured: oldest son Tristan). "These guys have been with me through the whole thing and have helped me along! I couldn't have done it without their support."



## Congratulations also to these new Credential earners

### Specialist Credential in Property and Casualty Risk Management

**Troy Goldner**  
Kalama Export Co LLC

**Chris Harner**  
Berkley Agribusiness  
Risk Specialists

**Matt Kauffman**  
Key Cooperative

**Daniel Myers**  
Kokomo Grain Co Inc

**John Rossman**  
Kokomo Grain Co Inc

**Cory Woywada**  
Parrish & Heimbecker Ltd

### Specialist Credential in Grain Handling Equipment Management

**Cory Falke**  
Beachner Grain Inc



Matt Kauffman and his wife, who recently adopted two sons from China. Congratulations!

what I'm working with from the maintenance courses. When stuff shuts down or I'm overloading a belt, I know what's happening. I started taking these classes so I would have a better understanding of what's going on.

**Matt:** Maintenance is important, because it's hard to have a good running operation without it, and that's the basis for your customer service. I can get you in the door, but if I can't get you through in a timely manner it doesn't matter. Equipment not running properly can be dangerous. It's important to maintain your assets, which includes people.

**GEAPS:** Why did you choose to pursue all three Specialist Credentials to earn your Master's Credential?

**Troy:** I'm pretty goal-oriented, and wanted to learn more outside of what I deal with directly. It's always good to know what my safety guys, farmers and maintenance department have to do.

**Matt:** I think long-term it makes you better rounded, to have taken the time and looked in all these areas. Now I can bring a lot more to the table for my company.

**John:** All three [specialist credentials] help me in my current position. Some don't apply on a daily basis, but in some aspect they do relate to what I do. What you learn in the courses benefits your decision-making, and the end result is the product that gets shipped out of here is better. It's beneficial to your company financially.

**GEAPS:** Any favorite courses?

John: The aeration design course [GEAPS 521] was my favorite, because it was so challenging, but it was extremely rewarding once I figured out what I was doing. GEAPS 541: Safety Culture is also right up there.

**Troy:** I really liked a lot of the facility maintenance ones. The FGIS course was great [GEAPS 522: FGIS Grain Inspection Orientation] — I enjoyed learning the history involved and why the inspection industry is the way it is.

**Matt:** The equipment side of it was great, and something I've always enjoyed. The quality management courses as well. A lot of things that you learn on the job, you're just told you're supposed to do them that way without a reason behind it. The courses gave me the science behind it.

**GEAPS:** When you're not taking

courses, what do you like to do in your spare time?

**Matt:** I help on the farm when I can. I like working in my garden, and spending time with my wife and kids. We just adopted two boys from China. Christopher is three-and-a-half and Chase is two.

**John:** My favorite things are golfing, fishing and grilling. I also like antiquing.

**Troy:** I like fishing for steelhead and salmon, watching baseball and spending time with my family. I've been married for 19 years and have three kids, two boys and a girl.

Congratulations again to all three graduates, and thanks for taking the time to talk!

Twenty-one students have now earned the CGOM, with 13 adding on a Specialist Credential. Visit the GEAPS website to learn more about the Credentialing Program and view course descriptions and schedules.



John Rossman enjoying some antiquing, one of his favorite hobbies when not working on GEAPS courses.

## EDUCATIONAL WEBINAR SERIES

**GRAIN**  
**JOURNAL**



### Management Basics Webinars Provide Preview of New GEAPS/K-State Course

This September, GEAPS and *Grain Journal* magazine will host two free webinars presented by Jim Voigt, JFV Solutions Inc., based on the new GEAPS/Kansas State University distance education course, **GEAPS 501: Management Basics for Grain Facility Supervisors**. The one-hour webinars will take place Sept. 11 and 30 at 2 p.m. CDT.

#### Webinar 1 – Sept. 11

Harvest is either underway, or soon will be, and you are responsible for accounting and caring for millions of dollars' worth of inventory. Do you have a plan for how you are going to protect these assets?

This webinar provides an overview of operational accounting and inventory management activities and how having sound practices in these areas positively impacts your bottom line. Topics include:

- An introduction to operational grain accounting practices looking at collecting raw data, source documentation, report generation and analysis
- An examination of inventory management activities such as obtaining weights and grades, drying, aeration, fumigation, blending, handling, and theft/fraud prevention

#### Webinar 2 – Sept. 30

You just finished up the month or your fiscal year. How do you know if you have run an efficient operation and met management's goals?

This webinar provides an overview of the management practices associated with the operational budgeting process and capital project management.

Topics include:

- The importance of an annual operating budget and how to go about creating one
- Discussions on goal setting and planning
- How to analyze actual performance against goals
- A general overview of project management with a focus on the roles of the project manager and support team, and the importance of strong communication and networking



Jim Voigt is recently retired from the Archer Daniels Midland Company where in his 28-year career he held various positions, including director of manufacturing for ADM Feeds, vice-president of operations and engineering for the domestic and international grain handling facilities and co-founder of ADM's continuous improvement team.

Jim is a Lifetime member and past International president of GEAPS 2001-2002. Jim is a graduate of California Polytechnic State University (Cal Poly) with a degree in Agricultural Business Management.

JFV Solutions Inc. provides working solutions to challenges facing grain and bulk commodity handling facilities.

Over 38 years of operational experience blended with continuous improvement management concepts allows JFV Solutions to assist you in improving the performance of your operations.

Jim can be reached at [jfvsolutions@hotmail.com](mailto:jfvsolutions@hotmail.com).

Webinar registration is now open. To register for Webinar 1, go to <http://bit.ly/1sC8olz>.

For Webinar 2 registration, go to <http://bit.ly/1pHI9gp>.

The webinars are free. Participants will need high-speed internet availability. For questions contact Greg Sullivan at *Grain Journal* at (800) 728-7511.

For more information about GEAPS 501 or the GEAPS/K-State Distance Education Program, contact Chuck House at [chuck@geaps.com](mailto:chuck@geaps.com) or (952) 928-4640.





## Share Your Innovation with over 2,000 Industry Peers

Have you developed a new idea or product in the past year that promotes safety and efficiency in the grain industry? Submit your innovation for a chance to be showcased at the annual Idea Exchange, next February at Exchange 2015 in St. Louis.

As one of the most popular events of the conference education program, the Idea Exchange is a chance to present your new technology or unique approach to a large audience of industry peers. Speakers will also have their innovations featured on the GEAPS website,

in the GEAPS newsletter and other industry publications, and receive a complimentary three-day conference registration.

The program is divided into two segments:

### For Regular Members

The first segment called "Why Don't They? ... I Did!" features ideas that grain operations managers and workers put into practice to improve safety or efficiency at their own facilities.

### For Associate Members

The second segment called "What's New?" includes new products and services developed for grain operations during the past year. This is a great way to gain extra recognition for your company.

If you think your innovation qualifies, complete the form below by Sept. 30. Submissions can be sent to [lindsay@geaps.com](mailto:lindsay@geaps.com) or mailed to 4248 Park Glen Rd., Minneapolis, MN 55416. Questions? Please contact Lindsay Brown at (952) 928-4640.

## Exchange 2015 Idea Exchange Application

Name:		Job title:	
Company:		GEAPS member? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Company address:			
Phone:	Fax:	Email:	

### APPLYING FOR

☐ **What's New?**

*(for Associate members, industry suppliers)*

☐ **Why Don't They...I Did!**

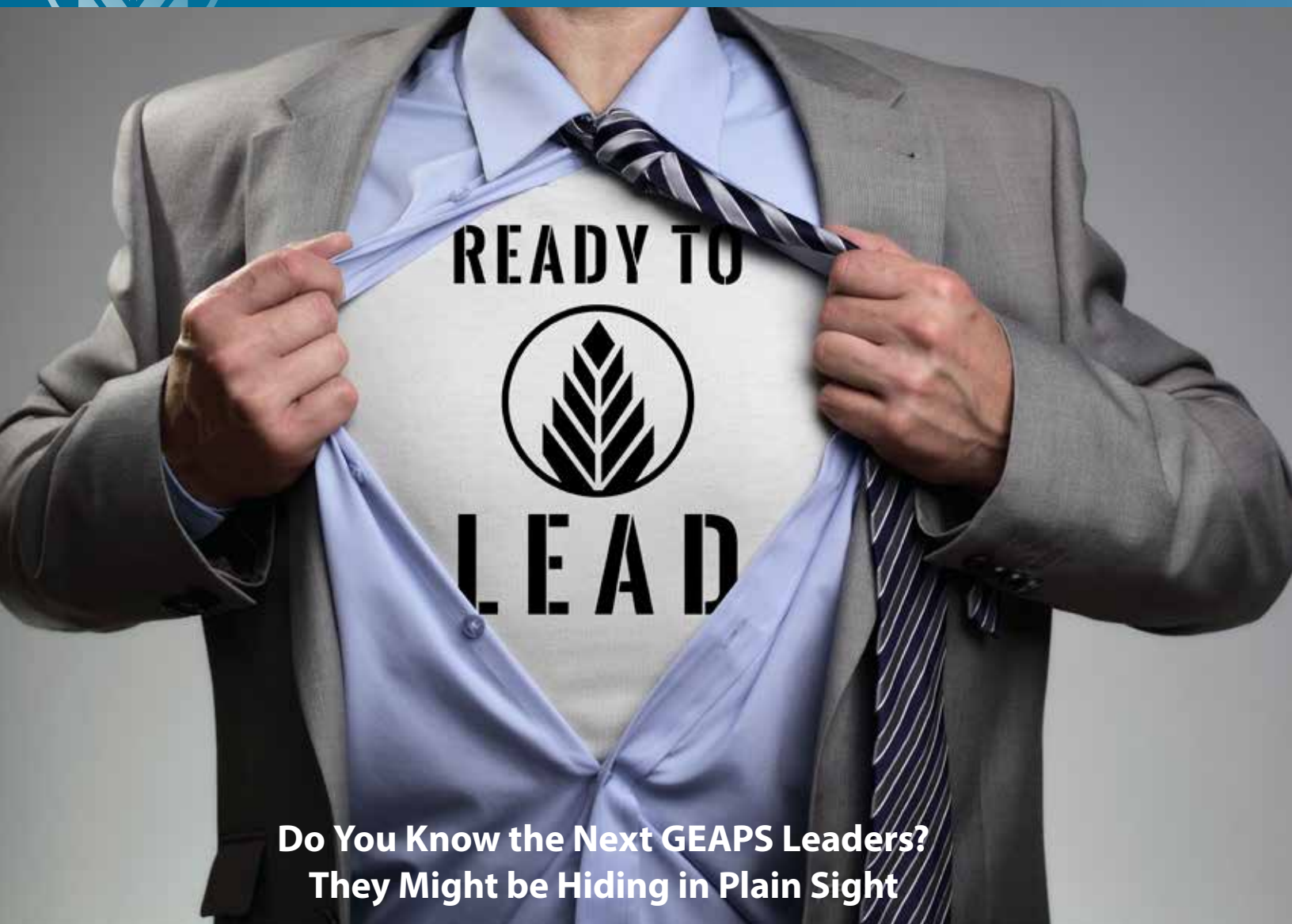
*(for Regular members, operations professionals)*

### SESSION DETAILS

Title of idea or product:	Date of first use or product launch:
What is its purpose (Please be thorough. Attach sheet if necessary)?	
What makes it innovative or unique?	
How it is utilized by the grain industry?	
Does it improve safety/efficiency?	

Send this application to Lindsay Brown: [lindsay@geaps.com](mailto:lindsay@geaps.com); Fax (952) 929-1318; 4248 Park Glen Rd., Minneapolis, MN 55416

# CALL FOR NOMINATIONS



## Do You Know the Next GEAPS Leaders? They Might be Hiding in Plain Sight

GEAPS needs your help in finding the next slate of nominees for three positions on the International Board of Directors, the position of International 2nd vice president and four positions on the Associates Board of Directors. These positions will become open at the GEAPS 2015 Annual Meeting to be held in conjunction with Exchange 2015 in St. Louis, Mo., Feb. 21-24.

GEAPS future success depends on your involvement. Identifying and recruiting well-qualified future leaders is critical to ensuring GEAPS remains a strong, member-driven association. It's a win-win situation — not only does GEAPS benefit from dedicated and enthusiastic leaders, but serving as an industry leader at GEAPS' International level on either the International or Associates Board offers the professional benefit of real-world leadership training on a global scale. If you or someone you know has demonstrated an interest in serving and shown exceptional commitment to GEAPS, do not hesitate to submit a candidate recommendation today.

Nominations are due Oct. 20, with elections taking place in the winter. Prospective candidate forms are available on the GEAPS website. For more information or to discuss your interest in these leadership opportunities contact the GEAPS office at (952) 928-4640 to talk with Executive Vice President David Krejci regarding International Board leadership, or Component Relations Manager Julia Kloehn about the Associates Board.

### 2014-2015 International Board Nominations Committee

**Chair, Mark Fedje**, General Mills, *Minneapolis Chapter*  
**Ron Digby**, Legacy Farmers Cooperative, *Seaway*  
**Barb Grove**, Farmway Cooperative Inc, *Great Plains*  
**David Hoffman**, Ag Producers Cooperative, *Tri-State*  
**Rick Krier**, Western Iowa Cooperative, *Siouxland*  
**Bill Lyster**, Ag Partners, *Greater Iowa*  
**Marcus Neal**, Lansing Trade Group, *Kansas City*  
**Kendrick Newsome**, Cargill GOSCNA, *Golden Triangle*  
**Robert Taylor**, Cargill Inc, *Minneapolis*  
**Buzz Tourangeau**, Tate & Lyle Grain Co, *Cornbelt*  
**David Krejci**, GEAPS staff liaison

### 2014-2015 Associates Board Nominations Committee

**Chair, Scott Chant**, Safe-Grain/Maxi-Tronic Inc, *Seaway*  
**Rick Fifer**, 4B Components Ltd, *Cornbelt*  
**Bob Klare**, River Consulting, *Gulf South*  
**Cheryl Lansink**, Comco Mfg, *Siouxland*  
**Jeff Roumph**, WD Patterson Co Inc, *Kansas City*  
**Daryl Watts**, RCI Safety, *North Iowa*  
**Julia Kloehn**, GEAPS staff liaison



## International Board

Current International directors whose terms end next February with the Annual Meeting are:

- **Steve Myers**, Bunge Milling, *Kansas City*
- **Barb Quandt**, West Central, *Greater Iowa*
- **Robert Taylor**, Cargill Inc., *Minneapolis*

Incumbent Regular member directors who will continue to serve on the International Board are:

- **Jacob Elder**, Purdue AgriBusiness, *Mid-Atlantic*
- **Barb Grove**, Farmway Cooperative Inc., *Great Plains*
- **David Marr**, Michigan Agricultural Commodities, *Michigan/So. Ontario*
- **Kris Smelser**, MillerCoors, *Intermountain*
- **Mark Tourangeau**, Tate & Lyle Grain Inc., *Cornbelt*
- **Tom Winkel**, MaxYield Cooperative, *North Iowa*

## International 2nd Vice President

At least one candidate must be nominated for the office of International 2nd vice president. The person elected automatically moves up the succession ladder, serving as 2016-2017 1st vice president, 2017-2018 president and the 2018-2019 Board chair. Candidates for this position must have served at least one full year in the past five years as an International Board director or officer. They must also be able to serve as a member of the Executive Committee for 2015-2019.

Incumbent officers who will succeed to the next higher executive office are:

- International President **Jim Jundt**, Pacific Ethanol Columbia LLC, *Inland Empire*, as International Board chair
- 1st Vice President **Matthew Kerrigan**, Bunge North America, *Gulf South*, as president
- 2nd Vice President **Marcus Neal**, Lansing Trade Group, *Kansas City*, as 1st vice president

## Associates Board

Four director seats will be open on the Associates Board. Current directors whose terms expire in February are as follows. All four may run for re-election, but they must be nominated to do so:

- **Ross Carlson**, Chief Agri-Industrial Div., *Minneapolis*
- **Janice Kantola**, Argonics, *Michigan/So. Ontario*
- **Kent Mellen**, BM&M Screening Solutions, *Minneapolis*
- **Greg Van Sickle**, TSGC, *North Iowa*

Incumbent Associates Board directors who will continue to serve are:

- **Rick Fifer**, 4B Components Ltd., *Cornbelt*
- **Cheryl Lansink**, Comco Mfg., *Siouxland*
- **Colin McClure**, PMI Nebraska LLC, *Greater Nebraska*
- **Todd Morey**, AIRLANCO, *Kansas City*
- **Wade Spencer**, Maxi-Lift Inc., *Great Plains*
- **Daryl Watts**, RCI Safety, *North Iowa*
- **Ed Zdrojewski**, Grain Journal, *Cornbelt*
- **Darren Zink**, Brock Grain Systems, *Hoosier*

Incumbent Associates Board officers who will continue to serve for 2015-2016 are:

- **Bob Klare**, River Consulting, *Gulf South*, as Associates Board immediate past president
- **Jeff Routhph**, WD Patterson Co. Inc., *Kansas City*, as Associates Board president
- **Colin McClure**, PMI Nebraska Inc., *Greater Nebraska*, as Associates Board vice president

### Did you know?

Associate members are represented on the International Board. While not elected, all officer positions on the Associates Board, president, vice president and secretary also serve on the International Board. The Associates Board president also serves on the International Executive Committee.



## Nomination Information

- Any GEAPS member may submit nominations for the International Board while only Associate members may submit candidate recommendations for the Associates Board.

- Only Regular members are elected to the International Board and only Associate members may serve on the Associates Board.

- Nominees to the International Board of Directors and Associates Board of Directors must be willing to invest time and out-of-pocket expenses.

- Complete nomination criteria can be found on the nomination forms available online.



# 2014-2015 CHAPTER OFFICERS

## Canadian Prairies

*Vice President* **Mark Metcalfe**, Nexeed Inc  
*Secretary* **Rahulan Sethupathy**, Cargill Ltd  
*Treasurer* **Tim Robertson**, EMW Industrial  
*Past President* **Matthew Bueckert**, Viterra Inc  
*Membership Committee Chair*  
**Bob Fryza**, Richardson International Ltd  
*Director* **Gordon Braun**, Parrish & Heimbecker Ltd

## Columbia River

*President* **Nickolas Toms**, Kalama Export Co LLC  
*Vice President* **Lisa Conner**, Leewens Corp  
*Secretary/Treasurer* **William Lawrenson**, Deseret Grain Storage  
*Past President* **Jerry Kiekow**, Kalama Export Co LLC  
*Past President* **Tony Salgado**, Columbia Grain Inc

## Cornbelt

*President* **John Hood**, Minier Cooperative Grain Co  
*Vice President* **Pete Mueller**, Fumigation Service & Supply  
*Secretary* **Bob Rasmus**,  
Growmark Commercial Grain Systems  
*Treasurer* **Kristina Richardson**,  
Grain & Feed Assn of Illinois  
*Director* **John Lee**, Grain & Feed Assn of Illinois  
*Director* **Chuck Miller**, Stanford Grain Co  
*Director* **Carl Sellmyer**, AgRail LLC  
*Director* **Ed Zdrojewski**, Grain Journal

## Gateway

*Vice President* **Rick Bauwens**, Bunge North America  
*Secretary/Treasurer* **Deborah Good**, Brock Grain Systems

## Golden Triangle

*Vice President* **Dominic Hull**, Cargill GOSCNA  
*Director* **Matt Baranowski**, Cargill Inc

## Great Plains

*President* **Steve Reed**, Kasa Controls & Automation  
*Secretary* **Barbara Grove**, Farmway Cooperative Inc  
*Treasurer* **Ward Stockamp**,  
Central State Enterprises LLC  
*Past President* **Wes O'Bannon**, Farmway Cooperative Inc  
*Director* **Gary Kearn**, The Scoular Co

## Great River

*President* **Jason Boyles**, NORD Gear Corp  
*Vice President* **Matt Docker**,  
Tri-States Millwright & Crane Service Ltd  
*Secretary/Treasurer* **Bill Salyers**, CGB Twomey Group

## Greater Iowa

*President* **Kevin Danner**, West Central  
*Vice President* **Drew Ahrold**, Arthur J Gallagher  
*Treasurer* **Mike Blum**, West Central  
*Past President* **Mark Gaunt**, Key Cooperative  
*Past President* **Kevin Miles**, Rolfes @ Boone  
*Past President* **Arthur Moeller**, Moeller Engineering LLC

## Greater Nebraska

*President* **Eric Werth**, Cooperative Producers  
*Vice President* **David Schmit**, Cargill AgHorizons  
*Secretary/Treasurer* **Dave Healey**, Agrex Inc  
*Past President* **Neal McInturf**, Ag Valley Cooperative  
*Director* **Mike Cox**, Interstates Companies  
*Associates Vice President*  
**Dustin Drake**, Drake Inc  
**Mark Hueftle**, Cooperative Producers  
*Director*

## Gulf South

*President* **Danny Caillouet**, Bunge North America  
*Vice President* **Curtis Livingston**,  
Louis Dreyfus Commodities  
*Secretary* **Bob Klare**, River Consulting  
*Director* **Jordan Garcia**, Zen-Noh Grain Corp  
*Director* **Philip Kelly**, Louis Dreyfus Commodities  
*Director* **Lance Lamers**, Cargill GOSCNA  
*Director* **Charles LeBoeuf**, Zen-Noh Grain Corp  
*Director* **Ronald Orsi**, Alston Equipment Co  
*Director* **Mervin Rapp**, CHS Inc

## Hoosier

*President* **Gil Garcia**, CMC Industrial Electronics  
*Vice President* **John Rossman**, Kokomo Grain Co Inc  
*Secretary* **Doug McClure**, Action Pest Control  
*Treasurer* **Daniel Myers**, Kokomo Grain Co Inc  
*Past President* **Darren Zink**, Brock Grain Systems  
*Director* **Tim Atchison**, The Andersons Inc  
*Director* **Lindsay Keller**, Fumigation Service & Supply  
*Director* **Bill Klee**, Co-Alliance LLP  
*Director* **Tim Weaver**, Kokomo Grain Co Inc

## Inland Empire

*President* **Don McKenzie**, Louis Dreyfus Commodities  
*Vice President* **Steven McClintock**, Tri-Cities Grain

## Intermountain

*President* **Blaine Hall**, Intermountain Farmers Assoc  
*Vice President* **Tyson Preslar**, The Scoular Co  
*Secretary/Treasurer* **Charles Ady**, Deseret Grain Storage  
*Director* **Scott Campbell**, Centennial Grain LLC  
*Director* **Michael Erickson**, The McGregor Co  
*Director* **Sheldon Mayne**, The Scoular Co  
*Director* **Shaun Parkinson**,  
Valley Wide Cooperative Inc.

## Kansas City

*President* **Tim Kramer**, Bunge North America  
*1st Vice President* **Marcus Neal**, Lansing Trade Group  
*2nd Vice President* **Mike Schuele**, General Mills Inc  
*Secretary/Treasurer* **Tom Pruess**,  
RBH Mill & Elevator a Lewis Goetz Co  
*Director* **Chris Clements**, Steinlite Corp  
*Director* **Mark McQuillan**, M&M Specialty Services LLC  
*Director* **Todd Morey**, AIRLANCO  
*Past President* **Steve Myers**, Bunge Milling  
*Director* **Jeff Roupnh**, WD Patterson Co Inc



## Michigan/So. Ontario

<i>President</i>	<b>Mark Mueller,</b> Agri-Business Insurance Services
<i>Vice President</i>	<b>Jason Galbraith,</b> Maljohn Company
<i>Secretary</i>	<b>Janice Kantola,</b> Argonics
<i>Treasurer</i>	<b>Jeff Trudell,</b> Star of the West Milling Co
<i>Director</i>	<b>Shawn Dunn,</b> Cooperative Elevator Co
<i>Director</i>	<b>Brad Geers,</b> Michigan Agricultural Commodities
<i>Director</i>	<b>Bob Spencer,</b> London Agricultural Commodities

## Mid-America

<i>President</i>	<b>Douglas Brown,</b> AGP Grain Mktg Inc
<i>Secretary/Treasurer</i>	<b>Andrew Heck,</b> Edward J Heck & Sons Co
<i>Director</i>	<b>Mike Ireland,</b> The Scoular Co
<i>Director</i>	<b>Ryan McKinney,</b> Ardent Mills
<i>Director</i>	<b>Brad Perry,</b> The Scoular Co
<i>Director</i>	<b>John Suarez,</b> Red Giant Oil Co

## Mid-Atlantic

<i>President</i>	<b>Reggie White,</b> RN Conveyance Co Inc
<i>Secretary</i>	<b>Jacob Elder,</b> Perdue AgriBusiness
<i>Treasurer</i>	<b>R Scott Brittingham,</b> Mountaire Farms Inc
<i>Past President</i>	<b>John Stainbrook,</b> Mountaire Farms Inc
<i>Director</i>	<b>Raymond Brittingham,</b> Mountaire Farms Inc
<i>Director</i>	<b>Vance Callaway,</b> Perdue AgriBusiness
<i>Director</i>	<b>Timothy Heim,</b> Fairbanks Scales
<i>Director</i>	<b>Bill Jefferson,</b> Messick & Gray Inc

## Mid-South

<i>President</i>	<b>Chuck Ledbetter,</b> The Scoular Co
<i>1st Vice President</i>	<b>Robin Wilson,</b> Riceland Foods Inc
<i>2nd Vice President</i>	<b>Perry Nettles,</b> Food Protection Services
<i>Secretary/Treasurer</i>	<b>Ben Lackey,</b> Riceland Foods Inc
<i>Director</i>	<b>Terry Grubbs,</b> The Scoular Co
<i>Director</i>	<b>Jeff Madden,</b> Riceland Foods Inc
<i>Director</i>	<b>Daniel Mayer,</b> Riceland Foods Inc
<i>Director</i>	<b>Alvin Mullins,</b> Riceland Foods Inc
<i>Director</i>	<b>Jonathan Nance,</b> TEC Electric
<i>Director</i>	<b>Terry Poole,</b> Valley View Bearing & Supply

## Minneapolis

<i>President</i>	<b>William Pickell,</b> The Lakeland Companies
<i>1st Vice President</i>	<b>Randy Hansen,</b> General Mills Inc
<i>2nd Vice President</i>	<b>Brian Utoft,</b> VAA LLC
<i>Secretary</i>	<b>Bill Amend,</b> Tandem Products Inc/Rhino Hyde Div
<i>Treasurer</i>	<b>Jason Grahek,</b> The Lakeland Companies
<i>Chair</i>	<b>Robert Horvat,</b> Cargill Inc
<i>Director</i>	<b>Bob Reis,</b> CMC Industrial Electronics

## North Iowa

<i>President</i>	<b>Dean Holland,</b> Stataline Cooperative
<i>Vice President</i>	<b>Rich Bishop,</b> Viafield
<i>Secretary</i>	<b>Wade Nasheim,</b> Buersh Building Systems Inc
<i>Past President</i>	<b>Scott Helland,</b> Gavilon LLC
<i>Director</i>	<b>Lynn Ostendorf,</b> Gold-Eagle Cooperative
<i>Director</i>	<b>Kevin Walker,</b> Farmers Cooperative Elevator

## Oregon Trail

<i>President</i>	<b>Rob Herbers,</b> The Scoular Co
<i>Vice President</i>	<b>Nathan Raymond,</b> The Scoular Co
<i>Secretary/Treasurer</i>	<b>Blake Mackey,</b> The Scoular Co
<i>Director</i>	<b>Jim Calvin,</b> Frenchman Valley Farmers Cooperative
<i>Director</i>	<b>Laurie Schmitt,</b> The Scoular Co

## Seaway

<i>President</i>	<b>Rickie Donald,</b> The Andersons Inc
<i>Vice President</i>	<b>Ronald Digby,</b> Legacy Farmers Cooperative
<i>Secretary/Treasurer</i>	<b>Cheryl Storch,</b> Custom Agri Systems Inc
<i>Past President</i>	<b>Jeffrey Hahn,</b> FGDI a Division of Agrex
<i>Director</i>	<b>Bill Kale,</b> The Andersons Inc
<i>Director</i>	<b>Steve Peters,</b> Steve Peters Co
<i>Director</i>	<b>Ryan Warner,</b> Deseret Grain Storage

## Siouxland

<i>President</i>	<b>Daniel Winkowitsch,</b> TSGC Inc dba Tri-States Grain Conditioning Inc
<i>Vice President</i>	<b>Mike Friis,</b> Western Iowa Cooperative
<i>Secretary/Treasurer</i>	<b>Sue Boland,</b> FAC - Farmers Cooperative Elevator Co
<i>Past President</i>	<b>Gene Modder,</b> Sudenga Industries Inc
<i>Director</i>	<b>Jeany Hesse,</b> Integra Plastics Inc
<i>Director</i>	<b>Rick Krier,</b> Western Iowa Cooperative

## Thunder Bay

<i>President</i>	<b>Ryan Fay,</b> Richardson International Ltd
<i>Vice President</i>	<b>Jennifer Bennett,</b> Lakehead Shipping Co Ltd
<i>Secretary/Treasurer</i>	<b>Jordan George,</b> GIM Mechanical Sales & Service Ltd
<i>Past President</i>	<b>Tony Pavletic,</b> Viterra Inc

## Tri-State

<i>President</i>	<b>David Hoffman,</b> Sunray Cooperative
<i>Vice President</i>	<b>Kevin Woodroof,</b> Attebury Grain LLC
<i>Secretary/Treasurer</i>	<b>Marty Stipe,</b> Sunray Cooperative

## Twin Ports

<i>President</i>	<b>Dan DeWitt,</b> General Mills Inc
<i>Vice President</i>	<b>Andrew Waldbillig,</b> General Mills Inc
<i>Secretary/Treasurer</i>	<b>Nick Patterson,</b> Marine Tech LLC

## Vancouver

<i>President</i>	<b>Ryan Cattell,</b> Viterra Inc
<i>Vice President</i>	<b>Mark MacKenzie,</b> Alliance Grain Co
<i>Secretary/Treasurer</i>	<b>Janice Ross,</b> Viterra Inc

## Groce Receives Lifetime Achievement Award from U.S. Grains Council

Larry Groce, Groce & Associates LLC, *Greater Iowa*, was recently recognized by the U.S. Grains Council with its Lifetime Achievement Award. Groce was honored for his more than 40 years of commitment and service to American agriculture. During his time with the Council Groce wore many hats, several of them in leadership roles.



Larry Groce, pictured here enjoying the Get-Acquainted Party at Exchange 2014.



### New Members

#### *Canadian Prairies*

**Richard Lemoine, LMM**  
*recruited by Luc Carriere*  
**Patrick Prudencio**

#### *Columbia Rivers*

**Stacy Worden, Streimer Sheet Metal Works Inc**

#### *Cornbelt*

**Larry Ackerman, Topflight Grain**  
*recruited by Eric Clements*  
**Jackie Warren, Topflight Grain**  
*recruited by Eric Clements*  
**Andy Parsons, Topflight Grain**  
*recruited by Eric Clements*  
**Matt Nesbitt, Nesbitt Construction Co Inc**

#### *Great Plains*

**David Clark, The Scoular Co**  
*recruited by Jeff Brooks*

#### *Great River*

**Sean Smith, CGB Enterprises Inc**  
*recruited by Ethan Taube*

#### *Greater Iowa*

**Ryan Moorman, Rolfes @ Boone**  
*recruited by Kevin Miles*

#### *Greater Nebraska*

**Keith Wilt, AGP Grain Marketing Inc**

#### *Inland Empire*

**Scott Long, The Scoular Co**  
*recruited by Tyson Preslar*

#### *Intermountain*

**Anthony Walker, The Scoular Co**  
*recruited by Tyson Preslar*  
**Jerrold Martineau, The Scoular Co**  
*recruited by Tyson Preslar*  
**Dale Damron, Western Seeds Inc**  
*recruited by Michael Erickson*

#### *Michigan/So. Ontario*

**Jacob Everdeen, Premier Components Inc**  
*recruited by Janice Kantola*  
**Chris Hubberstey, Dryer Moisture Systems Inc**  
*recruited by Wolfgang Seltner*

#### *Mid-South*

**Adam Shea, Riceland Foods Inc Soybean Terminal**  
*recruited by Daniel Mayer*  
**Jimmy Brumley, Riceland Foods Inc/ Newport**  
*recruited by Daniel Mayer*  
**Justin Jones, Riceland Foods Inc/ McGehee**  
*recruited by Ben Lackey*  
**David Caldwell, Riceland Foods Inc/ Fair Oaks**  
*recruited by Ben Lackey*  
**Randy Seabaugh, Riceland Foods Inc/ Hickory Ridge**  
*recruited by Allen Tennyson*

*Welcome these new members who joined GEAPS recently.  
Italics indicate new Student members.*

#### *Minneapolis*

**Matt Steffens, NORD Gear Corp**  
*recruited by Jason Boyles*  
**Joey Johnson, VAA LLC**  
*recruited by David Olheiser*  
**Marty Kiner, Siemens Industry Inc**

#### *Non-Chapter*

**Mark Ecton, Hetronic USA**  
**Gary Hueser, IBT Inc**  
*recruited by Joe Altenhofen*

#### *Seaway*

**Jim Archer, Trupointe Cooperative**  
**John Calgie, Calgie Electric**  
*recruited by Rickie Donald*  
**Dan Bruck, OPI-integriss**  
*recruited by David Berry*

#### *Siouxland*

**Kalli Weber, Iowa State University**

#### *Vancouver*

**Blair Wilson, Coast Automation Inc**

### Newly Appointed Lifetime Member

**Carl Wargel**  
*nominated by Gateway leadership*







## Cornbelt and Hoosier

The *Cornbelt* and *Hoosier* chapters came together for a golf outing July 9 in Covington, Ind. Twenty-six members and guests attended with 13 hole-sponsors. It was a beautiful Midwest summer day, and all enjoyed the outing, which was concluded with dinner at The Beef House.

## Networking — What is That?

By Tom Runyon

We often promote a GEAPS chapter meeting as a great opportunity to “network,” like it is something that just happens by attending. Networking is very much a verb and requires some direct involvement, but can be extremely rewarding. Some people think of networking as a real task, yet it is supposed to be friendly, useful and genuine. It is not a problem when we’re with people we know, but in a professional setting, networking sounds very “businesslike.” It does NOT need to be that way.

Here are a few ideas that may be helpful to you as you take full advantage of your chapter meetings, social activities or outside tours:

**Networking should not be selfish, it should be an effort to help others.** It is always good if you gain some benefit yourself, but the real goal should be to get to know the other members, understand their challenges at work, make an attempt to know the individual on a personal level and most importantly: **listen**. The more you understand another member, the more you may find that you share a common issue or work-related challenge to overcome. The goal is to establish a relationship that develops over time and includes a sharing of ideas.

**Knowing the right people will outweigh knowing the most people.** People who attend a GEAPS chapter meeting are already the **right** people. They are involved in a common industry with similar, work related problems. By attending a meeting, these individuals are already separating themselves as members that want to get involved, share information, get to know others, and help where possible. The search for the **right** group has already been taken care of. Now it is up to you to establish a relationship with the members.

**Keep your expectations low.** Networking is a long-term process; don’t expect a “debt” to be paid back, some “return” or “he owes me something because I shared with him.” It is about the volunteering of your experience and knowledge. A “return” **will** develop, but it will come from another member who is providing you with insight and assistance to solve your problems.

**Don’t expect networking to just happen by itself.** Networking requires active involvement. There will be some “knowledge osmosis” involved in just attending a chapter meeting and sitting through the education session, but the true benefit comes from assisting another member as they relate to the topic. Provide your insight to the challenges of a job task and share the solution that you found. Networking should be and requires us to be creative and proactive.

**Email networking might be easy, but NOT a good substitute.** In these days of texting and emails, it is quite easy to fall into the trap of justifying a lack of participation because you saw some valuable information in a newsletter, publication or article. There is NO good substitute for a “face-to-face” meeting to share experiences, get to know the individual to better relate to their challenges and solutions. Email can be filtered and ignored by the recipient. At a chapter meeting, you are one-on-one with each member and can discuss very specific issues of the day, find out about the solution which they might have worked through to complete the task or achieve success. I don’t think you get all that in just an email message or bulletin about a particular issue.

In summary, this is how I view networking:

- Listening and sharing are more important than expecting a return
- One “right” contact is better than a list of names
- It is about giving, rather than expecting to receive
- Active involvement is expected and required
- Face-to-face really does matter

See you at the next chapter meeting!

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Tom Runyon, right, shows off his networking skills at the Get-Acquainted Party at Exchange 2014.



# CALENDAR

An extensive and up-to-date calendar can be found on the GEAPS website.

chapters	
<b>Gateway</b>	<b>Seaway</b>
<b>September 9</b> Bin Rescue Tube Demo, Okawville Fire Dept, Okawville, Okawville, IL, 1 p.m.	<b>September 9</b> Active Shooter A.L.I.C.E. Training, The Anderson’s Facility, Maumee, OH, 10 a.m.
<b>Mid-South</b>	<b>Vancouver</b>
<b>November 20</b> Chapter Meeting, Stuttgart, AR, Topic, Time and Location TBD	<b>September 14</b> Toivo Makila Memorial Golf Tournament, Westwood Plateau Golf and Country Club, Coquitlam, BC, 1 p.m.
<b>North Iowa</b>	
<b>September 10</b> New ANSI Standard, Bonanza Steak House, Mason City, IA, Noon	
<b>November 19</b> Structural Failure of Concrete Silos, Bonanza Steak House, Mason City, IA, Noon	

