



In-Grain

Grain Elevator and Processing Society

The Knowledge Resource for the World of Grain Handling Industry Operations

May 2009
Volume 29, No. 5

www.geaps.com

Mark Your Calendar for Big Events in July

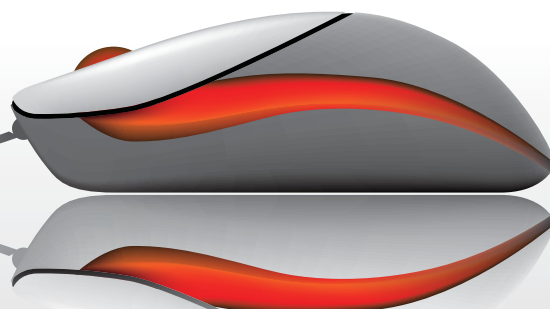


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It's Almost Time To Renew Your GEAPS Membership

Most memberships expire June 30, and if yours is among them, you'll receive an invoice in the mail by the end of May. To remain on board, return the invoice along with your payment.

This year, more than ever, the decision to continue paying dues might require some thought, and we understand. People everywhere are watching their dollars more carefully. You might be asking yourself if renewing your GEAPS membership is worth the cost. It's a fair question to ask before sending your money anywhere, and we encourage you to consider it before renewing your annual membership at GEAPS.

We think it is worth it many times over. In grain operations, there's nothing like GEAPS. We're the unchallenged knowledge resource for this industry.

What do you get for the \$200 renewal fee? Put the question to any long-time member, and you'll quickly find out that the returns far exceed the costs—year after year after year.

Your \$200 yearly dues amount to less than \$.55 per day. For less than the cost of a bag of chips or pack of gum, that buys you tremendous opportunities. They include:

- Educational programs that you can put to use on the job
- Unparalleled networking with industry peers around the globe
- Unrelenting support for facility safety
- Real-world leadership training
- Job-building skills
- Immediate access to reliable technical information
- Big discounts on programs and services
- Lifetime friendships, and
- A lot of fun

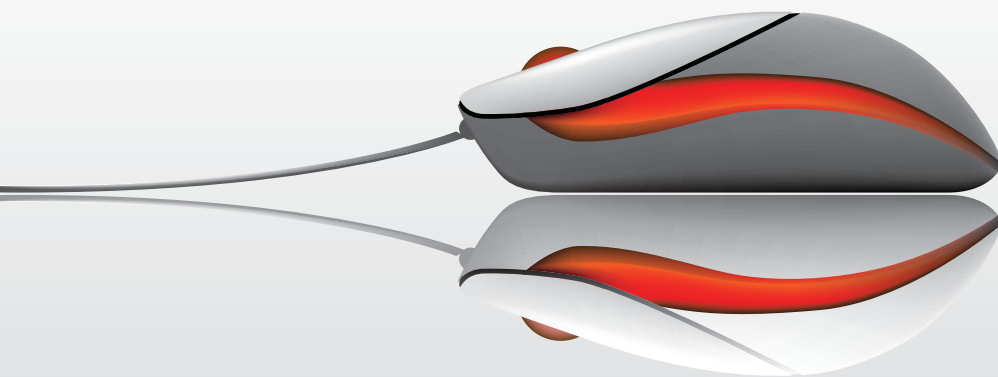
In addition to renewing by mail by sending in your invoice, you can renew online. Just go to the "Join/Renew" button on our Web site's main page (www.geaps.com) to go to the online membership database. It takes about one minute flat.

In the mailing, we've included an offer that could cut your renewal costs to nothing. For every new member that you sponsor, we slice dollars off your fee. If you sponsor four new members by June 30—and send in their applications with your renewal statement—you're home free.

Stay with us. Reap the benefits!

Renew Your Membership

Online



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

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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2009 Leadership Forum Will Continue Discussion of Attracting, Retaining Next Generation of GEAPS Leaders

Last year at the Leadership Forum in Kenner, La., GEAPS leaders began the process of strategically looking forward—to identifying, developing and engaging the next generation of GEAPS volunteer leaders. With the assistance of a focus group comprising young grain company employees, members received answers to questions about finding, educating and retaining successors to lead both the association and the industry as a whole.

This year, GEAPS leaders will gather in Minneapolis, home to the GEAPS office, to pick up where they left off, look back on a year of progress, and evaluate next steps. Members will meet July 8 for the Leadership Forum, the centerpiece of the annual three-day Leadership Conference. The Conference will also feature a workshop and database training for chapter leaders and meetings of the International Board and Membership Committee.

"Last year's Forum gave us a lot to think about," said GEAPS International President Buzz Tourangeau. "Over the past year we've worked hard to engage the next generation and lay a strong foundation for GEAPS' future. This year, we'll measure how far we've come and plan where we go from here. This is an important topic, and one worth revisiting as we move forward."

The Forum will serve primarily as a day-long brainstorming session. Ideas and solutions that emerge will be considered for possible action the next day (July 9) by the International Board.

Registration for the Leadership Conference will open Monday, June 8. Read on to find out about travel reimbursement, hotel reservations and more.

GEAPS Leadership Conference 2009

Dates: July 7 – 9, 2009

7/7 – Membership Committee meeting, MAP Training,
Chapter Leader Workshop, Optional Event
7/8 – Leadership Forum
7/9 – International Board of Directors meeting

Location: Sheraton Bloomington Hotel
7800 Normandale Blvd, Bloomington, MN 55439

Rate: \$89.00 Single/Double plus taxes (rate includes wireless Internet in rooms)

Reservations: (952) 835-7800
<http://www.starwoodmeeting.com/Book/geaps>

Leadership Conference-Membership Meeting

The membership meeting at this year's Leadership Conference will focus on plans and/or changes for the 2009-10 member retention campaign as well as results from the 2008 retention program. The campaign—a collaborative effort between the Membership Committee and the local chapters—is an attempt to retain 2008-2009 members who have not renewed their memberships this year. Chapter officers do the bulk of the work by calling everyone in their chapter who did not renew their memberships, but Membership Committee oversight is essential for the program to work.

How the Member Retention Campaign works:

1. Everybody on the Membership Committee is assigned to oversee the program at one or more chapters.
2. The Membership Committee members call chapter presidents at their assigned chapters to introduce themselves and go over the program.
3. GEAPS will send each chapter president and vice president a list of everyone in their chapter who hasn't renewed, so the calls can be made.
4. The chapter officers call everyone in their chapter who has not renewed.
5. The Membership Committee members stay in touch with their assigned chapters to ensure that the calls are made. It's important to touch base with your chapters throughout the campaign. This is a collaborative effort between the Membership Committee and the chapters!
6. The chapters send us the results, and we follow up whenever appropriate.
7. Staff liaison Amy McGarrigle is available as needed for support.

Travel Reimbursement Funds Available To Chapter Members

GEAPS members designated by their chapters to attend the 2009 Leadership Forum in Minneapolis have the opportunity to have some or all of their travel-related expenses reimbursed via the GEAPS Leadership Development Program.

The Program was created to encourage chapter officers or other chapter leaders to attend both the Chapter Leader Workshop (July 7) and Leadership Forum (July 8) by covering costs associated with travel to the conference location.

The three-hour Chapter Leader Workshop will cover various topics essential to managing and leading your chapter in the most effective and efficient manner possible.

To qualify for the Leadership Development Program reimbursement funding, you must:

1. Be a designated representative of your chapter.
2. Be a paid GEAPS member (Associate or Regular) in good standing.
3. Attend both the Chapter Leader Workshop and the Leadership Forum.
4. Have your employer's approval for the time away from the job.

The Leadership Development Program funding is deducted from a chapter's EPPI money. Up to \$500 maximum can be applied to the cost of travel to the summer Chapter Leader Workshop and Leadership Forum. If the cost of travel is less, only the actual travel is reimbursed. If the cost of travel is more, then the traveler or chapter is responsible for the overage. More than one chapter leader may attend the Chapter Leader meeting and simultaneously use the funding, however, the total amount does not change.

For details, contact Julia Kloehn at GEAPS: (952) 928-4640 or juliak@geaps.com.

Star of the West Milling Co. Plans \$3.7M Expansion at Frankenmuth, Mich. Facility

The Saginaw News - MLive.com

FRANKENMUTH, Mich. — Star of the West Milling Co. is beginning a multi-phase expansion of its Frankenmuth, Mich., facility this month in response to consumer demand for more grain-based foods. Additions will allow for an increase in production to 30,000 bushels a day, or 1.8 million pounds, of 10 to 12 products, including clean wheat, flour bran and wheat germ. Current production is 22,000 bushels, or 1.32 million pounds, per day.

Arthur A. Loeffler, company president for 11 years, said the expansion was necessary because of constant growth in the industry.

"The flour industry was hurt by the Atkins craze," he said, referring to the low-carb, high-fat diet. "But even then we were growing at a 2 to 3 percent rate each year. Last year, it was up 9 percent." Loeffler noted the jump is because

of a bigger demand for whole grain items, including bread and bran cereals.

Gary E. Pickelmann, corporate milling superintendent, said the construction will occur in four stages.

First, three storage bins—two for bran and one for wheat—each measuring 65 feet tall, will go up. A second stage will make room for an 85-foot-tall cleaning house, to prepare wheat for milling. A third component calls for a 25- to 30-foot-tall pre-cleaning area. The fourth stage includes two roller mills, airlock benches and conversion of sieves and sifters inside the existing milling area.

Additions are not new for the company. Star of the West has expanded from one to five mill sites since its inception by the Hubinger family in 1870, including Frankenmuth; Quincy; Ligonier, Ind.; Kent, Ohio; and Churchville, N.Y.

The business also has five elevators in the state. Star of the West also runs bean collection sites in Gera, Reese and Fairgrove and one site in McCanna, N.D.

Star of the West has 51 employees in Frankenmuth and 205 full-time employees company-wide. In 2008, the business totaled \$376 million in sales to 275 customers and was the 15th-largest milling company in the U.S., with a storage capacity of 14 million bushels.

Loeffler, who also serves as Frankenmuth's mayor pro tem, was happy to see the business provide some growth in the community.

"You look at the economy, and notice about all the bad things going on," he said, noting that construction growth in the city had slowed as of late.

"It will be nice to see some growth in the area," he said.

Gavilon Expands Presence In Indiana With Transfer Of Three Facilities

Business Wire

OMAHA, Neb. — Gavilon Grain, LLC and Ceres Solutions, LLP announced this month that the two companies have begun lease negotiations to transfer the operation of three Ceres-owned elevators to Gavilon, with an expected effective date of July 1, 2009, that is subject to change.

The lease arrangement of the elevators,

located in Whitesville, Cherry Grove and Pleasant Ridge, will expand Gavilon's presence in Indiana. Gavilon currently operates seven grain elevators in the state.

"This broader base of grain facilities will increase the strength of Gavilon's grain handling and distribution operations and contribute to its ability to compete more effectively in the Indiana market," said Greg Konsor, vice president and

general manager of Gavilon's grain operations.

Gavilon intends to retain all of the current grain employees at the three facilities, pending the completion of the application and hiring process. In addition, all existing contracts with the elevators will be honored. Konsor said the intention is to create a relatively seamless transition, allowing business activity to continue uninterrupted for the local customer base.

Germany: No Plans for Further Bans on GMOs

Germany's agriculture minister, Ilse Aigner, has said that the country has no plans to further restrict imports of EU-approved genetically modified (GM) food and feed products after banning the growth of a biotech maize last month.

"All things that we import have been approved [at EU level] and we're not going to look at that again," said Aigner.

"This was just about one maize variety, where we had a study suggesting it was a danger to the environment," she said of Mon-

santo's MON810 maize in interview during a meeting of farm ministers in Italy.

Germany is the sixth country to do so after France, Austria, Hungary, Greece and Luxembourg. Germany's ban on MON 810 maize means farmers will be unable to sow the crop for this summer's harvest.

MON 810 first gained EU approval for growing in 1998 and its license is currently under review for a renewal. The biotech maize so far is the only authorized cultivar within the 27 countries of the European Union.

However, there are a number of approved EU imports of GM products grown outside the EU-27, mostly for use in food and animal feed. Some of those products have also been subject to national bans, which a country may impose under EU law if it can justify scientifically invoking what is known as a "safeguard clause".

"We have a labeling provision in Germany for animal products," Aigner said. "'We do import GM feed stuff but we want to make sure that consumers have choice through that label.'"





*This seminar is part of
the annual GEAPS/NGFA
Operations, Management
& Technology series.*

Operations, Management & Technology: A Seminar Series Offered By GEAPS and NGFA

Grain Quality Management

A Seminar for the Grain, Feed, Milling and Processing Industries

Do you know how to recover from a natural disaster near your facility and protect the value of your stored grain? How to best track your inventory, monitor shipping and prevent theft? What the best strategies are to prevent contamination by mycotoxins along with other commodity quality and safety challenges? Issues like these impact every aspect of the supply chain. From elevator to seller, managing the quality of your stored grain affects the selling price, operating costs, company reputation and more.

In order to address these key grain quality management topics, GEAPS and NGFA are joining forces this summer to present a two-day program featuring the best information available. Grain quality management is important to the successful operation and profitability of the grain, feed and processing industry, and GEAPS and NGFA leaders are quick to highlight the relevancy of the session topics as well as the program's take-home value.

"We choose to focus on grain-quality management every other year because as long as there is a grain industry, this topic is going to be important, relevant and timely," said GEAPS International President Buzz Tourangeau. "We have tapped into the collective resources of GEAPS and the NGFA to put together another knowledgeable faculty and a program filled with the best information available on grain quality management."

NGFA President Kendell Keith stressed what he felt were the immediate benefits of participating. The case-study approach will "both address and prevent grain storage and handling problems," said Keith, "and information on newer handling methods and technology could prove highly useful to keep costs down and minimize losses from grain deterioration."

In addition to the session content, "the 2009 OM&T seminar will also offer the networking and discussion that set these programs apart from the rest," said Tourangeau.

Added Keith: "I encourage you and your employees to take advantage of this incomparable NGFA/GEAPS seminar."

Tuesday-Wednesday, July 28-29, 2009
Marriott St. Louis Airport Hotel



The Program

For more detailed program and faculty information visit the GEAPS Web site at www.geaps.com or the NGFA Web site at www.ngfa.org.

Tuesday, July 28

6:30-7:30 a.m. – Registration

7:30 – 12:30 p.m. – Morning Sessions

Session 1

Contamination, Purity and Salvage

The seminar's first session will focus on grain contamination and safety challenges posed by mycotoxins, how to prevent contamination from occurring, and the role of reconditioning and salvage techniques in the event that quality problems do occur.

Session Chair

Jerry Gibson, Bunge North America

Faculty

Matt Nichols, *Territory Manager, Grain and Milling*, Neogen Corporation
Carrie Maune, *Trilogy Analytical Laboratory*

Session 2

Handling, Storage and Incident Response

The second session will cover best practices for grain handling and storage, such as shrink, binning/blending, and ground piles and temporary storage, as well as methods for preventing and responding to incidents that adversely affect commodity quality or safety.

Session Chair

Jim Mendlik, Hansen-Mueller Co

Faculty

Dr. Charles Hurburgh, Jr, *Professor*, Iowa State University
Robert Marlow, *Regional Operations Manager*, The Andersons

12:30 – 2 p.m. – Lunch with faculty and sponsors

2 – 4:40 p.m. – Afternoon Sessions

Session 3

Deceptive Practices vs. Best Practices: Part 1 of 2

The third session's discussion will focus on ways to protect against theft and deceptive practices, such as sampling and inspection, plus receiving, Shipping and inventory management best practices also will be provided.

Session Chair

Tim Sullivan, West Central

Faculty

Rich Ryan, *Assistant Deputy Director, Corporate Security*, ADM
Ned Bergman, *Warehouse License & Examination Division*,
Kansas City Commodity Office

What's New?

Seminar sponsors are provided this opportunity to present information about innovative equipment, processes or services relevant to the grain quality management issues addressed in the program sessions.

4:40 – 6:30 p.m. – Dinner with the faculty and sponsors

Wednesday, July 29

7 – 8 a.m. – Breakfast with the faculty and sponsors

8 a.m. – Noon – Morning Sessions

Session 3

Deceptive Practices vs. Best Practices: Part 2 of 2

Session 4

What Can I Do?

The fourth session will center around the impacts of natural disaster on grain quality management and outline what steps to take if grain is damaged by flooding.

Session Chair

Dan Mehochko, Louis Dreyfus Corp

Faculty

Gene Schwerts, *President*, West Side Salvage
Mark Whalen, *Commercial Claims Consultant*,
Nationwide Agribusiness Insurance Company

"We choose to focus on grain-quality management every other year because as long as there is a grain industry, this topic is going to be important, relevant and timely. Once again, this year we have tapped into the collective resources of GEAPS and the NGFA to put together another knowledgeable faculty and a program filled with the best information available on grain quality management. The 2009 OM&T seminar will also offer the networking and discussion that set these programs apart from the rest."

— Buzz Tourangeau,
GEAPS International President
2009-2010



Register Early for Discounts!

Register before June 30 for the best rates. Register before July 24 to still get a discount on the onsite prices.

REGISTRATION FORM

Fax completed registration forms to GEAPS @ (952) 929-1318

Membership Status

- ☐ I have an individual GEAPS membership.
- ☐ My company/employer is an NGFA member.
- ☐ I am registering as a non-member.

Before June 30		July 1 – July 24		Onsite	
Member	\$310 <input type="checkbox"/>	Member	\$375 <input type="checkbox"/>	Member	\$450
Non-member	\$510 <input type="checkbox"/>	Non-member	\$575 <input type="checkbox"/>	Non-member	\$650

Please print.

name _____

company _____

mailing _____
address _____

title _____

email _____

phone _____

fax _____

Fees must be paid at the time of registration.

Payment Type: Check ☐ Credit ☐

Payment Amount: US\$ _____

Credit Payment: Am Ex ☐ MC ☐ Visa ☐

Account # _____ Exp. date _____

Name on card (print) _____

Signature _____

"While this course is offered every two years, this year's program may prove extremely timely. A case-study approach to both address and prevent grain storage and handling problems, and information on newer handling methods and technology could prove highly useful to keep costs down and minimize losses from grain deterioration. I encourage you and your employees to take advantage of this incomparable NGFA/GEAPS seminar."

– NGFA President Kendell Keith

For more information about...

- **Seminar program and faculty**, visit the GEAPS Web site at www.geaps.com or the NGFA Web site at www.ngfa.org.
- **Seminar registration**, visit the GEAPS Web site at www.geaps.com or contact Amy McGarrigle, amym@geaps.com;
- **Sponsorship and the trade show**, contact Juli Wagner, juliw@geaps.com;

Fee includes: lunch, reception and buffet dinner on Tuesday, July 28; breakfast on Wednesday, July 29; refreshment breaks both days; and the official seminar workbook.

Cancellation policy: 25% fee charged for all advance cancellations; no refunds for cancellations after July 24; substitutions allowed at the qualifying fee rate (member or non-member rates.)

Hotel reservations: Reduced conference rate of \$111/night (s/d+tax) available at the Marriott St. Louis Airport Hotel. Cutoff date for making hotel reservations is **July 6**. To make a reservation, call the Marriott, 10700 Pear Tree Lane, St. Louis, MO, at (314) 423-9700.



Seminar Sponsorship Opportunities!

Connect With Your Target Market at GEAPS/NGFA Grain Quality Management Seminar

This is your chance to be an official sponsor of our upcoming Operations, Management and Technology seminar, "Grain-Quality Management," and to exhibit at our tabletop trade show. (You do not have to take part in the trade show to be a seminar sponsor.)

The seminar draws an audience of professionals working at grain elevators, feed mills and processing facilities. Sponsoring connects you with a sharply-focused group of people with responsibilities involving grain quality management in a relaxed environment well suited to networking and product discussion.

Connect with industry members in charge of:

- Quality Determination
- Quality Management and Preservation
- Storage Solutions
- Handling Equipment and Systems

To maintain the seminar focus, our sponsor displays will be limited to suppliers of products and services in categories closely related to those noted above, subject to approval by show management. Sponsor exhibit space is limited to fewer than 30 spaces on a first-come, first-reserved basis.

If you're interested in participating in the tabletop show or being a sponsor, please contact Juli Wagner at GEAPS; (952) 928-4640; juliw@geaps.com.

As a sponsor, you have two options:

Be a "Seminar Sponsor": get a listing in the workbook
Become a "Prime-Time Sponsor": exhibit at the tabletop show, plus more

New! for 2009 Prime-Time Sponsors: apply to participate in the "What's New?" product information session

Display Hours

Tuesday, July 28

12:30-2 p.m. — lunch served in display area

To-be-determined break during afternoon sessions

4:40-6:30 p.m. — reception and buffet dinner in display area

Wednesday, July 29

7-8 a.m. — continental breakfast served in display area

To-be-determined break during morning sessions

"WHAT'S NEW?" APPLICATION

NEW this year, OM&T Prime-Time sponsors are invited to also apply to be part of the program with the "What's New?" product pitch session!

Does your company have a new, innovative product or service more people should know about? Apply to take part in the "What's New" information session for the opportunity to speak about your company in front of seminar participants. If chosen, you'll get time in front of the group to discuss your new product or service with to a receptive audience of professionals committed to excellence in their work.

To get full consideration, it's crucial to answer the application form questions clearly and thoroughly. Spell out what your product or service does, in plain language. The product/service must be relevant and innovative to the OM&T seminar audience, and a recent addition to your company. Feel free to attach a separate page or two to make your case. Include drawings or photographs if you like.

All applications are due by June 30 to the GEAPS office, 4248 Park Glen Rd, Minneapolis, MN 55416; Fax (952) 929-1318; E-mail to info@geaps.com. If you have questions, please contact Juli Wagner at (952) 928-4640 or juliw@geaps.com.

"WHAT'S NEW?"

The new product is called (please print):

When was the product launched?

This is its purpose (Please be thorough. Attach sheet if necessary):

Here is what makes it unique:

Here is how it is utilized by the grain industry:

Here is why it is an innovation in the area of grain quality management:

Your name:

Job title:

Company:

Company address:

Phone:

Fax:

E-mail:



SPONSORSHIP OPTIONS

Fax completed form to GEAPS @ (952) 929-1318

Option 1

The tabletop trade show for Prime-Time Sponsors

What you get:

- Exhibit space (tabletop) includes a six-foot draped table, two chairs, electricity
- Complimentary registration (for one), add'l registrations at member rate
- A listing in the official seminar workbook that includes your company name, address and contact information
- Recognition sign at the expo entrance
- Company name and link to your Web site on GEAPS and NGFA Web sites
- Option to pitch your products/services in "What's New?" session

Before June 30

Member \$750 ☐

Non-member \$950 ☐

July 1 and later

Member \$900 ☐

Non-member \$1100 ☐

Option 2

Seminar Sponsor

What you get:

- Company listing in the workbook

Before June 30

Member \$300 ☐

Non-member \$450 ☐

July 1 and later

Member \$360 ☐

Non-member \$540 ☐

Membership Status

☐ I have an individual GEAPS membership.

☐ Non-member

☐ My company is an NGFA member.

Please print.

Sign up before July 7 to get your company in the official seminar workbook.

Sponsors who apply *after July 7* will not be included in the workbook but in a supplement.

Sponsor cancellations must be received in writing by July 7. There is no refund after July 7.

For more information about...

• Sponsorship and the trade show, contact Juli Wagner, juliw@geaps.com.

• The educational program, seminar registration or seminar policies, visit the GEAPS Web site at www.geaps.com, or contact GEAPS at (952)928-4640 or info@geaps.com.

• Hotel reservations: Reduced conference rate of \$111/night (s/d+tax) available at the Marriott St. Louis Airport Hotel. Cutoff date for making hotel reservations is July 6. To make a reservation, call the Marriott, 10700 Pear Tree Lane, St. Louis, MO, at (314) 423-9700.

name _____

company _____

mailing _____
address _____

title _____

email _____

phone _____

fax _____

Fee must be paid at the time of application.

Payment Type: Check ☐ Credit ☐

Payment Amount: US\$ _____

Credit Payment: Am Ex ☐ MC ☐ Visa ☐

Account # _____ Exp. date _____

Name on card (print) _____

Signature _____



Social Program

Exchange 2009 Social Program: Racecars, A Fun Run, And Three Musical Comedians

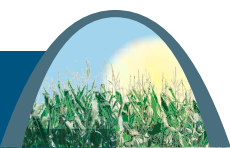
After long days in the Expo Hall and education sessions, Exchange 2009 attendees took the words “kick back and relax” from popular phrase to fine art. Nearly every night—and one morning—in St. Louis, GEAPS members gathered to mix and mingle at one of the events on the program.

On Saturday, attendees and exhibitors alike celebrated their arrival at Exchange 2009 with the annual Get-Acquainted Party. This year’s racing theme had GEAP-ers testing their driving skills on a remote-controlled indoor track and driving simulator games.

Sunday morning, the early birds in the group made their way to the streets of downtown St. Louis for the Fun Run and Walk. And at the end of the day, attendees, guests and exhibitors mingled in the Expo Hall at the welcome reception and enjoyed some music, food and fun with familiar faces and new friends.

The social calendar wrapped up Tuesday evening with the President’s Reception and Banquet and Club GEAPS. After the speeches and steak, banquet diners enjoyed an hour-long custom performance by the Musical Comedians. The night ended at Club GEAPS with a dessert buffet, conversation and live music, the perfect way to wind down after another record-setting Exchange.





Fun Run

President's Banquet



Ron Feingold



Kier



Michael Mack



Mack and his
"Faces of Rock" act



Kier with help from
an Exchange guest



EPC to Plan Education Program, Pods at May Meeting

GEAPS' Educational Programming Committee will be in Minneapolis May 28 to begin preparing for Exchange 2010. The EPC develops the Exchange educational program from the ground up, starting at a May meeting every year.

The first step this year will be to sort through more than 135 suggestions for session topics that members and others have provided to the committee. The suggestions vary widely, but focus mostly on key issues relating to grain operations and related fields.

"We have a lot of work to do, but we come into the May meeting with one major goal," said EPC Chair Kathy Reading, Seedburo Equipment Co, *Cornbelt Chapter*. "We've got to select the topics that we'll pursue for the Exchange. Once we have that accomplished, we go out and find the best speakers available."

The EPC will also continue planning for equipment-related educational sessions, the curtailed-off "pods," in the Exchange Expo Hall. At Exchange 2010, set for Feb. 20-23 in Wichita, the pods will feature dust-control equipment, allowing participants up-close, hands-on learning opportunities. EPC Vice Chair Ken Schmenk, The Andersons, *Seaway*, has taken the lead organizing the pod program.

The GEAPS Exchange education program is the largest in the grain industry. Next year, it's likely to cover more than 30 hours and include more than 50 expert speakers from around the world. The EPC organizes every facet of the program.

Reading said having veterans on the committee makes the job easier. "Turnover on the Committee is inevitable, so we have some new people every year. But we also have



Staff liaison Chuck House, EPC Chair Kathy Reading and Vice Chair Ken Schmenck discuss the task at hand at an Educational Programming Committee meeting at Exchange 2009 in St. Louis.

a really strong group of veterans who have gone through the process several times," she said. "Putting together an educational program of this size can be a pain, but when you have a great group of people working closely together, it is also gratifying and a lot of fun."

The EPC this year consists of 25 volunteers. In addition to Reading and Schmenk, they are: Joe Allen, KFSA; Chris Blair, West Central; Mike Brown, Consolidated Grain & Barge; Bruce Callaway, WL Port-Land Systems, Inc; Eric Clements, Topflight Grain; Deb Good, Brock Grain Systems; Gene Haldorson, Van Sickle,

Allen & Assoc; Kurt Hasty, Consolidated Grain & Barge; Joe Hochstettler, Blanchard Valley Farmers Cooperative; Jim Jundt, Pacific Ethanol; John Lee, Illinois Grain & Feed Assn; Bill Lyster, Ag Partners LLC; Bill Merritt, General Mills; Dave Powers, RCI; Barb Quandt, West Central; Mike Ravenstein, The Scoular Co; John Rossol, Canadian Grain Commission; Paul Schreck, Nationwide Agribusiness; Robert Taylor, Cargill; Allan Tedrow, Bratney Companies; Gary Vaughn, Union Iron Works; Dale Vinsand, PMI; and Ed Zdrojewski, Grain Journal.

GEAPS Forms Online Education Workgroup, Explores On-Demand Classes

GEAPS last month established a volunteer workgroup aimed at laying the groundwork for a major new initiative that would eventually offer educational programming online. The small, temporary workgroup will help set a course of action for this exciting new development in GEAPS education.

"To fulfill our role as 'the knowledge resource' for this industry, it is very clear that we need to expand online educational services" said Buzz Tourangeau, GEAPS International president. "To make it work, we really need input from our members."

The group will address issues such as whether and how GEAPS should produce

webinars, post courses on the Web site, or offer similar educational programs that people could access online. The workgroup will develop an outline of an online program, determine its scope and purpose, and investigate how it might collaborate with GEAPS' existing education programs.

Later this summer, the workgroup will make recommendations to the International Board at GEAPS' Leadership Conference in July, and when finished, disband. If needed, a new "Online Education Oversight Committee" would then be formed to carry out the work group's vision.



New Members

Welcome these new members who joined GEAPS recently.

Cherokee Strip

Paul Erger

Cornbelt

Roy Truax

Gateway

Rick Hyde

sponsored by Scott Chant

Garrett Wedekemper

Great Plains

Shane DeSelms

Tom Lechtenberg

sponsored by Van Buchanan

Wade Spencer

sponsored by Van Buchanan

Tracy Spencer

sponsored by Van Buchanan

Greater Iowa

Joel Ahrendsen

Aaron Anderson

sponsored by Shawn Cogdill

Shane Beck

Ryan Borchering

Ken Brennan

Jess Cavin

sponsored by Devin Mogler

Janelle Jamison

sponsored by Devin Mogler

Mitchell Montag

sponsored by Devin Mogler

Tyler Schmidt

sponsored by Shawn Cogdill

Kansas City

Greg Gosling

sponsored by Larry Jackson

Mid-America

Martin Jensen

Matthew McCune

sponsored by Lane Chaney

North Iowa

Lloyd Graves

sponsored by Daryl Watts

Rory Knudtson

sponsored by Daryl Watts

Seaway

Rick Koons

sponsored by Barb Quandt

ABOUT MEMBERS

Dale Vinsand Named Vice President of PMI Iowa LLC

GEAPS Associate Member Dale Vinsand, of the *Greater Iowa Chapter*, has been appointed as vice president of PMI Iowa LLC.

Vinsand has been Sales Manager of PMI Iowa's Millwright Division since June 2007. PMI has a long history in the bulk material handling, processing and agricultural industries, with more than 26 years of millwright experience and 17 years in welding, fabrication and industrial maintenance.

Gary Sondgeroth, President of PMI Iowa, welcomed Dale to PMI's Executive Team. "I have worked with Dale for four years. He offers PMI Iowa and our customers a strong drive for

service and success," said Sondgeroth, also a member of the *GEAPS Greater Iowa Chapter*.

Prior to joining PMI, Vinsand worked for Farmers Cooperative of Farnhamville and Cargill Animal Nutrition.

In his new role of vice president, Vinsand will be responsible for leading PMI Iowa's Millwright Division, offering design services, new construction, plant renovation, equipment installation, emergency repairs and on-going maintenance for virtually any manufacturing and industrial application. "I look forward to continuing to supply our customers with a high level of quality and service," said Vinsand.



Dale Vinsand

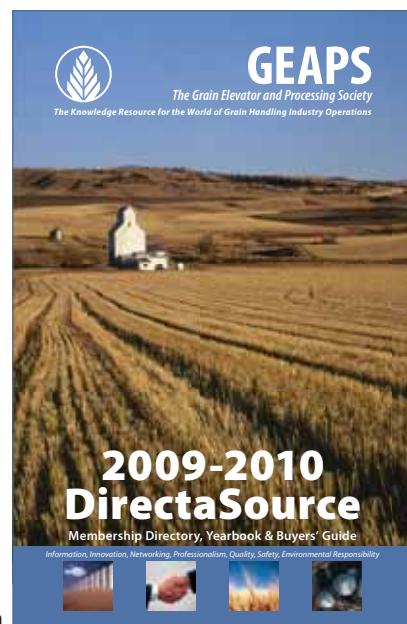
New 2009-2010 DirectaSource On the Way

The new 2009-2010 *DirectaSource* is currently at the printer and should be arriving as soon as possible in your mailbox.

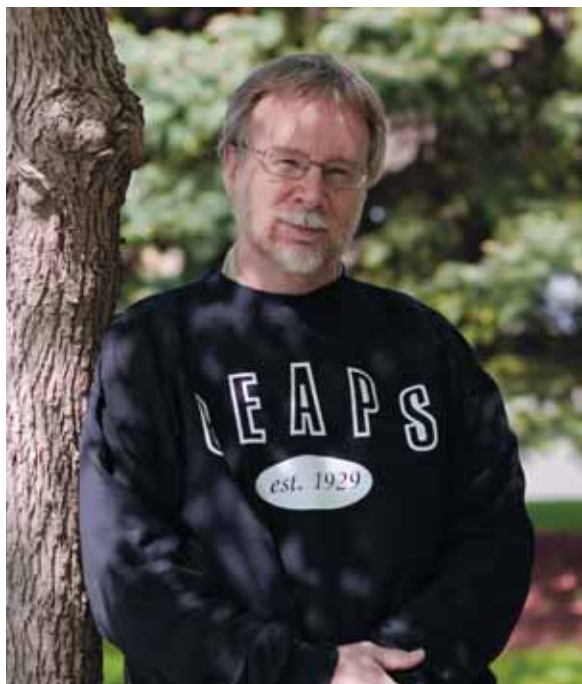
The *DirectaSource* usually comes out before or just about the time of the Exchange. While this year's edition is a bit behind schedule due to the challenges of creating the new GEAPS.com, the next edition should come out at the traditional time around Exchange 2010 in Wichita, Kan.

The *DirectaSource* remains valuable as a yearbook of membership and leadership recognition, as well as a resource for industry programs and services provided by *DirectaSource* advertisers. GEAPS members enjoy the convenience of having the *DirectaSource* on hand whenever they need to find a member or look through the Buyers' Guide and now with the launch of the new GEAPS Web site, members also have access to all the same information online. The online membership database contains the most current information about GEAPS members, and all the companies who advertise in the *DirectaSource* are just a search box away on the online version of the Buyers' Guide.

When you get the new edition of the *DirectaSource*, be sure to check out the revamped Chapter Officers section as well browse through the listings of all the volunteers who have helped in leadership positions on both the local and international levels.



Cover photo courtesy Bruce Selyem; www.grainelevatorphotos.com



Membership Committee Announces New Chapter-Level Recruitment Prize

If you are an active chapter member who has recruited at least one new member since July 1, 2008, you are eligible for a brand-new GEAPS sweatshirt, in a brand-new design. You should have received notification from the GEAPS office by May 8, 2009, if you were eligible for a prize. Your chapter leaders were also notified, so check with your leaders or Amy McGarrigle of the GEAPS staff to find out more.

Contest rules:

All GEAPS chapters are eligible to receive 10-12 free GEAPS sweatshirts (up to a \$200 value) as a way to encourage membership recruitment and reward your members. Chapters are welcome to purchase additional sweatshirts if necessary.

- The sweatshirts must be used as rewards for members of your chapter who have recruited new members.
 - Individual recruiters are eligible to receive no more than one sweatshirt per dues year (July 1-June 30).
 - Sweatshirts are typically shipped to a chapter leader for dispensation at chapter meetings.
- That's it! It's a great way for all chapters to publicly express their appreciation for someone who signs up one or more new chapter members.

The new GEAPS sweatshirts, pictured here on manager of professional development Chuck House, are available in both hunter green and black.

Annual GEAPS/IAOM Great Lakes Regional Conference: Lucky Number 13 In Indiana

From April 15-17, 156 attendees participated in the Great Lakes Regional Conference at the Potawatomi Inn in Pokagon State Park near Angola, Ind. The conference was planned jointly by the *Hoosier, Michigan/Southern Ontario*, and *Seaway* GEAPS chapters and two districts of the International Association of Operative Millers (IAOM).

A Chapter Leader Workshop was held on Wednesday evening. Thirteen chapter leaders were in attendance and discussed the following topics: leadership succession, utilizing a chapter brochure, new board member orientation, joint meetings and the 2010 Regional Conference.

The Conference kicked off Thursday with an opening session by Prof. Rawle Hollingsworth, Michigan State University, on "The Acre Initiative & Progress Toward Agri-Centric Resource Expansion."

Additional sessions consisted of maintenance pods featuring Arc Flash/New Electrical Standards and Bearings & Speed Reducers and educational sessions on topics including Contractor Safety, Ethanol Update, Employee Handbook, Dealing with Troubled Employees, Dryer Optimization, Regulatory Update, Effective Safety Programs, Premium Efficient Motors, and Energy Audits.

In addition to these professional development opportunities, attendees experienced two Great Lakes Regional staple social events: Thursday's Gong Show and Bingo Party.

The 14th Annual Regional Conference will be held April 7-9, 2010.



Eli Troyer of AgriDry LLC speaks at the 2009 Great Lakes Regional Conference while Walter Paxson, Elevator Services and Storage Inc looks on.

Correction

In the March 2009 *In-Grain*, the article listing the 2008 Safety Awards winners incorrectly identified the Bunge North America facility in Decatur, Ind., as being located in Decatur, Ill. We regret the error.



Cherokee Strip

The *Cherokee Strip Chapter* held its April meeting on the 6th at La Salsa Restaurant in Enid, Okla. Eleven members and guests were in attendance for a presentation and discussion on engulfment and grain fires.

Great Plains

The *Great Plains Chapter* held its April meeting on the 13th at the KFSA in Hutchinson, Kan. Thirteen members and guests were in attendance to listen to Major Dave Young of the United States Air Force speak on the topic of Disaster Planning. The presentation focused on the need for organizations to have disaster preparedness plans/continuity of operations procedures in order to continue to perform essential functions in the event of a disaster. The chapter also discussed the annual golf tournament, the scholarship program, the job opportunities program to be initiated with KSU, GEAPS Exchange 2010 in Wichita and more ideas for tours/meeting places.

Greater Nebraska

The *Greater Nebraska Chapter* held its April meeting on the 21st at the Case New Holland Facility in Grand Island, Neb. Fourteen members and guests were in attendance for a tour of the Case New Holland Plant. A social hour and meal followed at the Howard Johnson in Grand Island.

Kansas City

The *Kansas City Chapter* held its April meeting on the 7th at the Argosy Casino in Riverside, Mo. Thirty-four members and guests were in attendance for Associate's Pitch Night and Officer Elections.

Michigan/S. Ontario

The *Michigan/S. Ontario Chapter* met on April 17th at the conclusion of the 13th Annual Great Lakes Regional Conference in Angola, Ind. Nine members were in attendance for a business meeting. Topics discussed included: new members, plans to sponsor bin entry/tech rescue classes this summer, upcoming June board orientation and education presenta-

tions, August plans for meeting in Ontario, and the joint meeting with the *Seaway Chapter* at Cabela's.

Mid-America

The *Mid-America Chapter* held its April meeting on the 15th at the Union Pacific Harriman Center in Omaha, Neb. Twenty-two members and guests were in attendance for a tour of the Harriman Visitor Center. Mark Penney, Shuttle Coordinator, UPRR gave a presentation that included UP history and current logistics and operations. The chapter then held a short business meeting at the Upstream Brewery to discuss an event change and announce the election process.

Mid-Atlantic

The *Mid-Atlantic Chapter* held its April meeting on the 14th in Chesapeake, Va. A group left from Delmarva in the morning and arrived at the Perdue Chesapeake Export Facility by early afternoon. The meeting consisted of a facility tour, social hour, dinner, business meeting, membership milestone pins presentation and speaker presentation. Terry Mohl and Jerry Underwood from the Perdue Export Team spoke about the challenges involving exports. Terry covered different challenges including working with the Virginia Dept. of Agriculture and logistics. Jerry Underwood briefly covered the challenges and grades required for export grading.

Oregon Trail

The *Oregon Trail Chapter* held its April meeting on the 22nd at the Moose Lodge in Ogallala, Neb. Fourteen members and guests were present. The chapter enjoyed three separate presentations. Kevin Miles from Rolfes Aeration, Boone, Iowa, presented information on the concept of aeration and aeration system design. The presentation included static pressure charts, moisture content and correlating CFM air delivery, types of aeration and proper uses, and seasonal maintenance programs. Allan Schmidt from Ag Dryer Services, INC, Elm Creek Neb., discussed grain dryer systems, check list and services programs. Daron

Larson from Emerson Power Transmission, Wahoo, Neb., gave a presentation on Bearings Myths and Misconceptions. The presentation included information on bearing failures, preventative maintenance and proper applications.

Siouxland

The *Siouxland Chapter* held its April meeting on the 9th at the Marina Inn in Sioux City, Iowa. Twenty-seven members and guests were in attendance to listen to Gary Hanna, Siouxland Scale, speak on the topic of Scale Maintenance.

Thunder Bay

A total of 58 members, guests and suppliers attended the second running of the *Thunder Bay Chapter's* GEAPS Supplier's Night Expo on April 16th at the Da Vinci Centre in Thunder Bay, Ontario. Fourteen suppliers set up booths displaying their products and services. Members and guests were treated to presentations given by five suppliers including the Key Note presentation on Bearings Myths and Misconceptions by Larry Thurier of Emerson Power Transmission. A moment of silence was observed in honor of retired member Lorne Richard, who recently passed away.

Twin Ports

The *Twin Ports Chapter* held its April meeting on the 15th at the Hammond Steak House in Superior, Wis. Thirteen members and guests were in attendance to listen to Rhett Simpson-Sales, CL Smith Indus, speak on the topic of Benefits of Ceramic Lining. The chapter also discussed nominations for May elections, shipping season opening, the June golf outing, and Wisconsin ship ballast water rules and issues.

Vancouver

The *Vancouver Chapter* held its April meeting on the 21st at the Cheers Restaurant in North Vancouver, British Columbia. Twenty-one members and guests were in attendance for the Texas Hold'em Tournament.

It's Not Too Late!

Sign Up Now for a Chapter Leader Webinar

Did you miss the last chapter leader workshop at the GEAPS Exchange? Consider joining your fellow GEAPS chapter leaders in a virtual chapter leader workshop: a webinar! This spring's topic is "Chapter Communication" and will explore ideas and considerations for communicating with your fellow officers and directors as well as communicating with your members through effective meeting notices and announcements.

This webinar is open to any current or up-and-coming chapter leader. There is no fee to attend—all you need is 40 minutes, a computer with an Internet connection, and a

phone. This webinar presentation will be offered on the following dates:

- Wednesday, May 27, 2 p.m. Central
- Thursday May 28, 2 p.m. Central
- Tuesday June 2, 10 a.m. Central
- Friday June 5, 10 a.m. Central

Please RSVP to Julia Kloehn at juliak@geaps.com with the date/time you would like to participate and login/call-in details will be forwarded to you. We hope you will consider participating, or if your schedule doesn't allow it, please consider asking one of your fellow officers or directors to take part.



Publications Mail Agreement Number: 41508543

CALENDAR

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

chapters		
Canadian Prairies June 10 Golf Outing, Southside Golf Course, Winnipeg, MB, time: TBA	Mid-America May 19 Elections & Facility Tour: InterSystems, InterSystems, Omaha, NE, 11:30 a.m.	Tri-State May Golf Outing, Commanche Trails, Amarillo, TX, 8 a.m.. date TBA
Cornbelt June Golf Outing, Oak Terrace Golf Club, Pana, IL, noon	Minneapolis June 9 Golf Outing, Owatonna Country Club, Owatonna, MN, time: TBA	Twin Ports May 20 Elections, Hammond Steak House, Superior, WI, 5:30 p.m. June 24 Golf Outing w/Evening Dinner at Hammond Steak House, golf location and time: TBA
Gateway June 17 Golf Outing, location and time: TBA	Oregon Trail May 20 Fumigation & Rail Car Safety, Poppe Enterprises & NKC Railroad, Moose Lodge, Ogallala, NE, 5:30 p.m. June 12 Golf Outing, Gothenburg, NE, location and time: TBA	Vancouver June 4 Annual General Meeting & Golf Tournament, Westwood Plateau, Coquitiam, BC, 12:30 p.m.
Greater Iowa June Golf Outing, Carroll Country Club, Carroll, IA, date and time: TBA	Seaway June 9 Golf Outing, Golfer's Club, Herrod, OH, 8 a.m.	
Greater Nebraska June Golf Outing, Wild Horse, Gothenburg, NE, noon, date: TBA	Thunder Bay May 21 Chapter Elections & Presentation of Anniversary Pins, Da Vinci Center, Thunder Bay, ON, 6:30 p.m. July 16 Golf Outing, Fort William Country Club, Thunder Bay, ON, time: TBA	
Michigan/So. Ontario June 3 Board Orientation & Planning Meeting, BBQ & Golf, Timbers Golf Course, Frankenmuth, MI, time: TBA June 19-20 Bin Entry/Tech Rescue Training, Frankenmuth Fire Hall, Frankenmuth, MI, 1 p.m. June 29-30 Bin Entry/Tech Rescue Training, Frankenmuth Fire Hall, Frankenmuth, MI, 1 p.m.		

