

DON'T LET THIS BE YOUR LAST EDITION OF *IN-GRAIN*

MEMBERSHIPS EXPIRE JUNE 30



GEAPS
Grain Elevator and Processing Society

**THE BEST PROFESSIONAL
NETWORKING AND EDUCATION
IN THE GRAIN INDUSTRY**



EDUCATION – NETWORKING – FUN







In-Grain

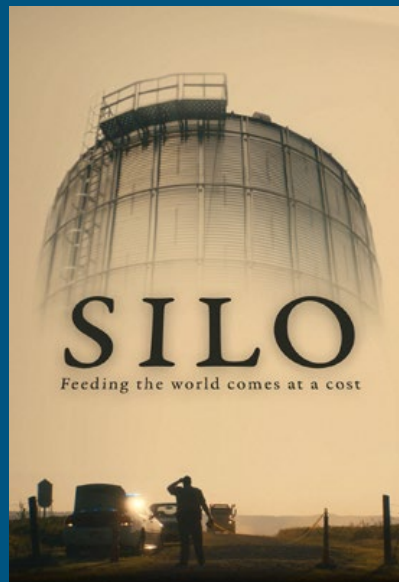
Grain Elevator and Processing Society

The Knowledge Resource for the World of Grain Handling Industry Operations

May/June 2020

Volume 40, No. 3

www.geaps.com



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with GEAPS** *p. 3*

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Part in SILO
Screening** *p. 7*



Let's Stick Together! GEAPS Memberships Expire June 30

Hello GEAPS Members,

It has been an honor to serve as your International Board president. This has been a year like no other, and I hope you and your families are safe and healthy. The COVID-19 pandemic has provided a number of professional hurdles for us to overcome. It has also provided some big tests for GEAPS – including the cancellation of GEAPS Exchange 2020 and the summer leadership conference.

In challenging times like this it is important to stick together and share knowledge and resources to keep our teams safe. We are currently working on a number of exciting programs to bring you online networking and education programs through the end of June and into the future. This year has been challenging, but GEAPS is positioned to come out of it stronger than ever.

I hope you will renew your GEAPS membership for another year. Here are some of the ways I use GEAPS to be a better manager:

- Sharing knowledge through chapter meetings, regional conferences and GEAPS Exchange to help educate the industry.
- Networking with other members to learn how they deal with all types of issues. This is a big benefit – no matter what the situation I am never more than two phone calls from someone who can help.
- Seeing and touching equipment at Exchange. This gives me ideas to bring back to our facility.
- Attending education sessions at Exchange to keep up with the latest trends.

Thank you for being a member of GEAPS. Until we can get back to our normal activities, I hope to see you online!

Sincerely,

Steve Myers, Bunge Milling, *Kansas City Chapter*
GEAPS 2019-2020 International President

In-Grain

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GEAPS' vision is to be *The Knowledge Resource* by providing key information in these "core competencies:"

- **Quality Management**
- **Equipment Management**
- **Systems and Operations Technology Management**
- **Facility Operations Management**
- **Agribusiness Environment and Management Practice**
- **Human Resources Management**
- **Property and Casualty Risk Management**
- **Facilities Maintenance and Design**
- **Process Flow Operations**



GEAPS

Grain Elevator and Processing Society

4800 Olson Memorial Hwy, Suite 150
Golden Valley MN 55422 USA
Phone (763) 999-4300
Email info@geaps.com

<http://www.geaps.com>

GEAPS Staff

Steve Records, *executive director*

Jay Bergland, *continuing education programs leader*

Whitney Bey, *operations services and sales leader*

Adrianne Fjerstad-Miller, *exposition production and sales leader*

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Is Your Business Struggling Because of Social Distancing?



GEAPS Can Bring Your Products to Facilities Around the World

This has been a challenging year for all sectors of the ag industry. If your company is struggling to connect with grain storage and export facilities, GEAPS can help! Take advantage of our print and online advertising programs to get your products in front of the frontline workers who use them and the decision-makers with purchasing power.

PRINT

We distribute the *DirectaSource*, our annual membership directory and buyers' guide, to over 2,500 GEAPS members annually. Display ads and buyers' guide listings are available.

ONLINE

Promote your company in the Online Buyers' Guide, an easy way for people to find your company, product or service. The guide is searchable by description and by category of products or services.

Follow Up with New Customers at Exchange 2021

Eventually, social distancing restrictions will be limited and a new normal will emerge. It will be easier and more important than ever to do business face-to-face. Connect with your new customers at Exchange 2021 in Columbus. There are currently almost 300 exhibitors registered for the conference. It's a great opportunity to show off your products.

Tom Runyon, Seedburo Equipment Co, *Great River Chapter*, has been exhibiting at the conference since 1987. "Exchange is the premier exhibit and presentation of equipment in our industry," Runyon said. "There is no other exhibit or trade show that covers all of those areas of grain handling, safety, even HR requirements."

We are all in this together. If you have any questions about how GEAPS can help your business, please drop us a line. Contact sales@geaps.com, or call (763) 999-4300.



3 Ways to Connect

1

All-In Commitments with GEAPS Start at \$3,665

To get the most exposure with GEAPS we recommend you advertise, get a booth and sponsor GEAPS Exchange. You can take part in these flexible programs for as low as \$3,665. Customize each program to meet your needs and budget!

2

AD SALES OPEN IN JUNE!

DirectaSource – Distribution of roughly 2,500 copies.

Online Buyers' Guide – Over 7,000 visits last year!

Log in or create an account at geaps.com/advertising to place your order.

Contact Whitney at (763) 999-4300 with questions or email sales@geaps.com.

3

GEAPS Exchange 2021

Columbus, Ohio, Feb. 20-23

Booth Sales Open Now!

See the Expo Hall at www.geaps.com/Expo21, contact conferences@geaps.com to learn more and reserve a booth.



With In-Person Gatherings Cancelled, GEAPS Brings Networking and Education Online

After cancelling Exchange 2020 in March, GEAPS reached out to members to gauge interest in virtual networking opportunities. A number of members expressed interest in the idea and GEAPS started offering the sessions on Thursdays in May. Each online gathering has a topic to help focus the discussion, starting with grain quality and safety.

Dennis Warf, Central Life Sciences, *Cornbelt* took part to get a pulse on grain quality issues from other areas of the country. He said he learned the challenges regarding grain quality are really the same pretty much everywhere.

“During this time of ‘lockdown’ I have struggled getting the information I can usually get from face-to-face meetings. This really was the next best thing,” Warf said. “It was alarming to hear that some poor quality grain may just go to the landfill. There was good discussion on storage practices and how to manage the carryover crops from 2019 and what actions are needed to protect that crop, especially if it goes to ground bunkers.”

Topics discussed during the first session included the challenges associated with grain that faced planting and harvest flooding, pest issues and determining the right storage types for different locations. To ensure everyone had an opportunity to participate, the first three sessions were limited to 15 attendees. To join the list for the next session, email Deb Most at deb@geaps.com.

Summer Learning Series

Many members rely on the education sessions at GEAPS Exchange and GEAPS Leadership, Education and Networking Workshop to build their skills and stay on top of what is happening in the industry. With those events cancelled this year, GEAPS has scheduled a series of online trainings. These sessions are all FREE and take place at 10 a.m. CST. Replays are available in the Knowledge Resource Center on geaps.com.

May 27

Regulatory Update: OSHA, EPA and COVID-19

Jess McCluer, NGFA

Sponsored by:



June 24

Grain Sampling and Grading

Kevin Donnelly, Kansas State University

Sponsored by:



June 3

Ongoing Impacts from the 2019 Harvest and Early 2020 Crop Forecast

Dr. Charles Hurburgh, Iowa State University, *Greater Iowa*

Sponsored by:



July 1

Alternative and Temporary Grain Storage

David Wernsing, AGI Union Iron and AGI Tramco

Sponsored by:



June 10

Employee Recruitment, Development and Retention

Janelle Thomas, Landus Cooperative

Sponsored by:



July 8

Critical Issues Impacting the Grain Industry

Casey Jones, MKC; Marcus Neal, Interstates; Mervin Rapp, CHS Inc.; Chris Blair, New Coop Inc.

Sponsored by:



June 17

Equipment Maintenance: Keep Your Motor Running

Nick Hastings, WEG Electric Corp

Sponsored by:



July 15

Where Grain Quality and Safety Meet

Bob Marlow, Operations Professional Services; Dr. Klein Llelehi, Purdue University; Dr. Dirk Maier, Iowa State University; Tim Sullivan, Grain Industry Consultant

Sponsored by:



online resources

If you are looking to learn more about the industry without traveling to training, GEAPS has a huge variety of materials available for members.

DISTANCE EDUCATION

Have a Plan for Your Career Path? Get a Free Course!

GEAPS and Kansas State University are excited to announce an expanded discount for online training - buy five courses and get a sixth offering for free! After announcing a bundled price for their joint credential program last month, GEAPS and Kansas State University have expanded the discount to cover any courses from the Distance Education Program.

The discount is good for any course scheduled in 2020 and 2021. Each course takes approximately 10 hours to complete. The bundled price is \$3,500 for GEAPS members and \$4,525 for non-members. The free course is a \$700 savings for GEAPS members and \$965 savings for non-members. All five courses must be paid for at once, there is no credit for previously purchased courses.

To learn more and sign up, email Melissa Fergusson at Melissa@geaps.com or visit geaps.com/bundle.

WEBINARS

Aeration Management and Control Decisions

Presenter: Dr. Carol Jones, Oklahoma State University

Tuesday, June 23, 2 p.m. CST

There are several factors that impact a manager's decision about when to run aeration fans. Grain quality preservation is a primary factor. However, energy cost and availability, equipment functionality, weather conditions, employee management, marketing, fumigation schedules and inventory control are other factors to consider. This webinar will discuss the decision process involved in determining the right aeration plan for your facility.

Dr. Jones is one of only a few grain storage engineers in the United States. Her research and extension program focuses on methods to keep grain and seed in the best quality possible. She has lectured in 10 different countries including the Middle East, Europe and South America. Her dielectric sensing research has resulted in methods used for quality assessment and insect identification. Her lab is currently focused on new and unique force modeling techniques and will lead to new safety equipment and methods for determining storage structure viability.





Safety Week Draws Thousands Together, Builds Safety Cultures



April 13-17 was Stand-Up 4 Grain Safety Week, a joint program put together by GEAPS, the National Grain and Feed Association (NGFA), OSHA and the Grain Handling Safety Council. The event brought safety resources to thousands of our peers in the industry.

Over two thousand people visited standup4grainsafety.org during the weeklong event. The kick-off day, originally planned as an in-person event, included COVID-19 content and a short documentary from the makers of SILO. Daily webinars also drew 300-500 attendees per live session.

Central Valley Ag participated daily across all locations. Members of their safety committee researched different topics and sent a daily email to all employees. According to Wes O'Bannon, vice president of operations, *Great Plains Chapter*, the company had to adjust from having large group meetings to smaller, more intimate discussions at locations.



"Safety is the most important item on each day's to-do list," O'Bannon said. "We work in an inherently dangerous occupation. We are trying to reinforce a safety culture that looks out for each other and does the right thing even when no one is looking."

O'Bannon noted how the stand-up builds on his company's existing safety plan and how it is valuable for both new and seasoned employees. He was one of 41 people to formally recognize their company's participation.

The first Stand-Up 4 Grain Safety Week began as an initiative between OSHA Region 7 and the *Great Plains Chapter* in 2017. The following year OSHA and NGFA entered into a National Alliance Agreement. Through this Alliance, the organizations coordinated the Stand Up for Grain Safety week, bringing in support from GEAPS and other leading organizations. In 2019 the Alliance sought partners to plan and organize the event. GEAPS and the Grain Handling Safety Council (GHSC) joined the team to coordinate, plan and participate in Stand Up Week. The enhanced activities, resources, outreach and promotion efforts resulted in an 18.4 percent increase in industry participation.

**Thank you to everyone who participated in Stand Up 4 Safety Week.
Check out all the resources on standup4grainsafety.org**



Virtual SILO Screening Depicts Danger Inside Grain Bins

GEAPS held an online screening of SILO for members on Saturday, May 16. Over 150 members watched the film and took part in a half-hour safety panel discussion. Speaking on the panel were Dr. Carol Jones, Oklahoma State University; Jess McCluer, NGFA; Butch Hendrix, Kokomo Grain; and Samuel Goldberg, SILO producer.

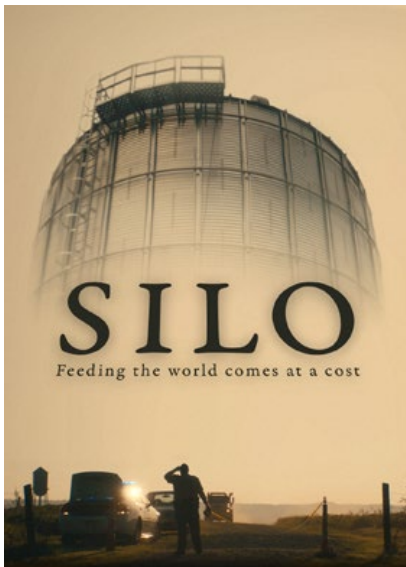
Some of the topics included:

- How a movie like this can start a safety discussion tailored to specific locations.
- The difficulty of standardizing emergency responses when every bin is different.
- The importance of rotating emergency responders in an entrapment.
- Why you need a grain assessment before entering a bin.

Five members won free grain tubes for local first responders:

- **April Hope-Wareham**, TEMCO - Cargill/CHS, *Columbia River*
- **Tim Sullivan**, Landus, *Greater Iowa*
- **Kevin Fry**, Matrix PDM Engineering, *Gulf South*
- **Corey Hopkins**, DEKRA, *Greater Iowa*
- **Andrew Kotzur**, Kotzur, *Australia*

The free screening was presented in partnership with the National Grain and Feed Association Foundation and Turtle Plastics donated the grain tubes.



Share SILO with Your Peers

If you are interested in sharing the movie with your community, you can host a screening at a chapter or company event.

“Safety is everyone’s job.” said Steve Records, GEAPS Executive Director. “This film is a great tool to start a discussion with company leaders and the community about how dangerous bin entry can be. We believe GEAPS, and especially our local chapters, can be instrumental in fostering safety conversations locally, with our companies and the farmers and producers that navigate these risks each day.”

To set up a viewing of SILO, contact Records at steve@geaps.com.

About the Film

Inspired by true events, SILO follows a harrowing day in an American farm town. Disaster strikes when teenager Cody Rose is entrapped in a 50-foot-tall grain bin. When the corn turns to quicksand, family, neighbors and first responders must put aside their differences to rescue Cody from drowning in the crop that has sustained their community for generations.



Dr. Carol Jones, Oklahoma State University



Jess McCluer, NGFA



Butch Hendrix, Kokomo Grain



Samuel Goldberg, SILO producer





★ ★ ★

MEMBER PROFILE

★ ★ ★

Marcus
Hammond

Chapter and Committees:

Secretary of *Mid-Atlantic Chapter*

Position and Company:

General Manager of the Milford Grain Co. Inc.

Years with Company:

8 years

Years in Industry:

8 years

Past Positions:

Elevator/Grain Operator

Family:

I have been married to my beautiful wife, Jennifer, since April 2014. We have eight lovely children; Christian (15), Andrea (10), Gabriel (8), Tori (7), Caroline (5), Francis (3), Jonathan (2), and Matthew (3 months). Right after our one year wedding anniversary my wife gave birth to Caroline and we were given the opportunity to help out her sister. We were blessed with being able to raise her three children under our roof (Christian, Andrea and Gabriel). As time has gone on they are no longer our niece and nephews anymore but are our sons and daughter. We also have chickens, chicks, turkeys, a cat and a dog; and the kids are planning on getting goats in the near future.

Education:

Business Management Associate Degree from Delaware Technical Community College

Interesting or unique fact about your facility/company:

Milford Grain Co. Inc. was started back in 1974 by a small group of farmers in the area as a Co-op to help get a better price for their product after harvest. Some of the original stock members back in the 1970s still own shares in the facility today, as they have handed them down to the second and third generations. The facility currently has 37 different shareholders, three of them being large corporations on the Delmarva Peninsula.

Biggest influence on your career:

When I think of the biggest influence on my career I would have to say no matter what career I chose it would have to be my father and Jesus Christ. Those two people taught me by example and parables how to be a man of integrity, with wisdom, confidence, leadership, courage and strength as my core values.

That being said, the biggest influence on the career in Agriculture would have to be a handful of people. CP King and Dave Wilkins (two members of the Board of Directors here at Milford Grain Co.) have helped to guide and show me how to not only lead a company but to lead a Co-op. We help the local farmers and put food on my employee's tables and mine - which has to be a lot of food, eight kids can eat!



How has GEAPS helped your leadership skills?

A couple different GEAPS members have helped me with my leadership skills by giving me information or guidance. A great example was in the spring of 2019 during wheat harvest, I ran out of test kits for Vomitoxin levels. Since I had met Scott Brittingham through GEAPS and I knew he was also testing wheat at his elevator, I called and asked if he had any kits to spare. Scott had more than enough to let me borrow and helped guide me on how to use those kits. Scott showed me that being a leader does not mean to just guide and help those in your company but to give a helping hand and guidance to anyone in need, especially in our industry.

What are three of your favorite memories from GEAPS?

First of my three favorite memories from GEAPS was Exchange 2018 in Denver, Colorado. It was my first Exchange and everyone was very welcoming no matter what chapter they came from. I gained some good contacts through networking, had some remarkable food and dining experiences, and also learned new facts about the grain industry through the workshops, exhibits, Expo Pods, extracurricular activities and education sessions.

The second favorite memory from GEAPS was the white elephant gift exchange held by the Mid-Atlantic Chapter annually. My wife and I had a great time hanging out with other couples from the chapter exchanging gifts, enjoying excellent appetizers and dinner and treating each other to a few drinks.

My third favorite memory from GEAPS was two tours that were held by the chapter in 2018 and 2019. The tour of Proximity Malt in 2018 was one of the largest chapter turnouts in our history. The tour was very educational and helped people on the Eastern Shore to better understand the processing needed to malt barley, wheat, rye, etc. The tour of Painted Stave facility in 2019 was really unique by displaying on a small scale how local distilleries still flourish with great tasting spirits.



What is the best advice you have received from another GEAPS member?

The best advice I have received from a GEAPS member was, "Always do what is right, because we can't live without farmers, but remember you will never hear one say that they've made money this year."

What is one industry-wide trend affecting your company right now?

How are you reacting to it?

The biggest industry-wide trend affecting my company and every company in the world right at this moment is COVID-19. I have made decisions, along with the Board of Directors to make sure our company does not close its doors during this pandemic. At the same time, we have to keep my employees and truck drivers that are hauling out of this facility as safe as possible. We have been supplying corn to the feed mills on the Delmarva Peninsula for chicken feed; barley shipping out west so companies can continue to make soups, stews and some brands of dog food; wheat shipping to the flour mills in Pennsylvania so they can continue to produce flour; soy beans to the local crushing facilities so they can make soy meal for the chickens and oil to be used for cooking; and also supplying feed to our local dairy and beef cattle farmers. Safety first!

What is something unique about the grain industry in your region?

In the Mid-Atlantic Region one interesting thing about the grain industry is that a majority of the corn grown in this area is not grown for ethanol production but for feed.



NGFA and Grain Journal's CONVEY '20 Open for GEAPS Members

Conference Moves Online July 28-31

The CONVEY '20 Virtual Conference will be held online July 28-31, 2020, due to the COVID-19 pandemic. The conference will consist of four daily webinars covering grain operations and safety.

Jess McCluer, vice president – safety and regulatory affairs, NGFA, noted, “We will leverage a virtual setting to deliver Washington-based expertise on regulatory matters, on-the-ground knowledge of grain handling facility operations issues and myriad safety training resources – including videos and Safety Tips Sheets from ngfa.org/safety – to grain handling, feed, processing and milling facility operators and workers. CONVEY '20 will serve as a great way to reiterate the dedication to safety and health that guides our members' operations.”

Steve Records, GEAPS executive director, noted the value of online trainings in the current climate.

“We are all discovering a new normal for our businesses. With social distancing not going anyway any time soon, virtual events like this are an important resource,” Records said. “CONVEY '20 is one of many ways our members can connect online. It will be a great venue to learn ways to keep your team safe.”

CONVEY '20 will be available on your computer, tablet, or smartphone. The organizations will announce topics and speakers for the four webinars in June. Registration also opens in June at www.convey20.com.



Volunteer Leaders Make GEAPS Grow

Thank You Board, Chapter and Committee Volunteers!

GEAPS is a member-driven organization. We couldn't provide networking and education programs without the time and dedication of our volunteer leaders. From the International Board to chapter leaders and committee volunteers, GEAPS would like to extend a big THANK YOU to everyone who volunteers on the following committees and councils:

- International Board of Directors
- Associates Board of Directors
- Chapter Resource Committee
- Continuing Education Program Oversight Committee
- Educational Programming Committee
- Membership Committee
- Exchange Host Advisory Council
- Chapter Leader Advisory Support and Information Council



Please take a moment to send an email or text to thank your chapter leaders for their efforts over the last year. To see the complete list of all of these leaders, visit geaps.com/thanks. If you would like to be more involved in GEAPS, contact Whitney Bey at whitney@geaps.com.



New Members

Welcome these new members who joined GEAPS recently.
Italics denote Student Members.

Canadian Prairies

Mike Myers, Cargill Aghorizons Canada,
recruited by Robert Taylor

Cornbelt

Ryan Carter, Advanced Drainage
Systems, Inc

Kent Lambert, Farm City Elevator Inc

Great Plains

Chris Koerperich, Woolfter Construction
& Irrigation Inc

Great River

Matthew Severance, Landmar Services
Cooperative

Greater Iowa

Kayla Walls, Iowa State University,
recruited by Gretchen Mosher

Gulf South

Benjamin Gallant, Consolidated Grain
and Barge Co

Gary McDermott, MS Benbow
and Associates

Inland Empire

Kia Test, Clemson University

Mid-Atlantic

Jillian Capaldo, Mountaire Farms
of Delaware Inc, *recruited by R.
Scott Brittingham*

Mark DekSantro, UPL

Brian Franklin, Mountaire Farms
of Delaware Inc, *recruited by R.
Scott Brittingham*

Gerson Garcia-Ramirez, Mountaire
Farms of Delaware Inc, *recruited by R.
Scott Brittingham*

Scott Hevner, Mountaire Farms
of Delaware Inc, *recruited by R.
Scott Brittingham*

Minneapolis

Luke Fellows, Park
Construction Company

Non-Chapter

Samuel Adeleke, Flour Mills of Nigeria
Plc, *recruited by Gboyega Ajiboye*

Chris Corvello, Degesch America Inc

North Iowa

Michael Wedemeier, Five
Star Cooperative

Thunder Bay

Kyle Donylyk, Richardson International
Ltd

Upcoming Board and Committee Meetings

DATE	TITLE	CITY	STATE/PROV.
July 15, 2020	GEAPS International Board of Directors Meeting	Virtual	
July 22, 2020	GEAPS International Annual Meeting	Virtual	
Aug. 20, 2020	GEAPS Continuing Education Programs Oversight Committee	Virtual	
Sept. 9, 2020	GEAPS Associates Board of Directors Meeting	Bloomington	MN
Dec. 1, 2020	GEAPS/K-State Hands-On Training	Manhattan	KS
Feb. 20, 2021	GEAPS Continuing Education Programs Oversight Committee	Columbus	OH
Aug. 19, 2021	GEAPS Continuing Education Programs Oversight Committee	TBD	
Mar. 26, 2022	GEAPS Continuing Education Programs Oversight Committee	Kansas City	MO
Aug. 25, 2022	GEAPS Continuing Education Programs Oversight Committee	TBD	



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

C H A P T E R S

CANADIAN PRAIRIES

June 2, 2020

Annual Golf Tournament

Facility: TBA

Winnipeg, MB

GULF SOUTH

June 26, 2020

Please join us for the

Gulf South chapter's

Annual Golf Event!

Registration begins

at 10:30 a.m. with

tee off at noon.

Grand Ridge Country Club

Luling, LA

MID-ATLANTIC

July 16, 2020

Golf Outing

Heritage Shores

Bridgeville, DE

August 11, 2020

Annual Crab Feast

Suicide Bridge Restaurant

Hurlock, MD

MID-SOUTH

June 5, 2020

Annual Golf Tournament

The Ridge Pointe Country Club

Jonesboro, AR

Join GEAPS Annual Meeting Online

With GEAPS Leadership, Education and Networking Workshop cancelled due to COVID-19, our annual meeting will take place online July 22, from 2-3 p.m. Central. All members are invited to attend.

Proposed Agenda

- President's Welcome
- Treasurer's Update
- Leadership Transition
- Strategic Plan Review
- Bylaws review/amendment

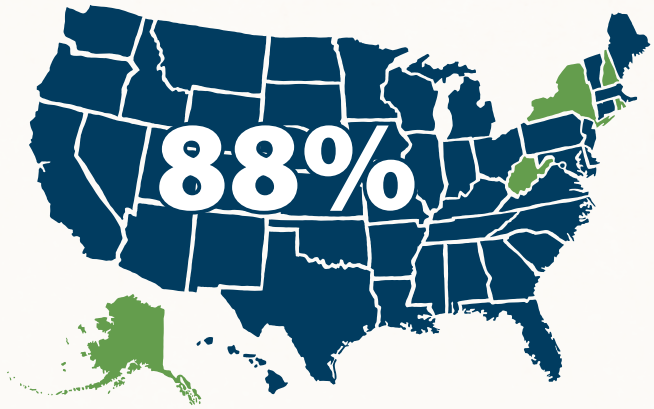


We hope to see you in July!

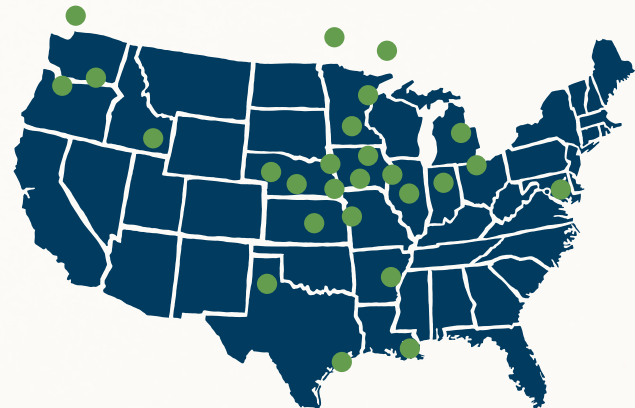
July 22 • 2-3 p.m. Central



88% of United States Have Members



26 Chapters in North America



Canadian Prairies, Winnipeg, MB

Columbia River, Portland, OR

Cornbelt, Decatur, IL

Golden Triangle, Houston, TX

Great Plains, Hutchinson, KS

Great River, Davenport, IA

Greater Iowa, Ames, IA

Greater Nebraska, Kearney, NE

Gulf South, New Orleans, LA

Hoosier, Delphi, IN

Inland Empire, Kennewick, WA

Intermountain, Pocatello, ID

Kansas City, Kansas City, MO

Mich./So. Ont., Frankenmuth, MI

Mid-America, Omaha, NE

Mid-Atlantic, Salisbury, MD

Mid-South, Stuttgart, AR

Minneapolis, Minneapolis, MN

North Iowa, Mason City, IA

Oregon Trail, Ogallala, NE

Seaway, Toledo, OH

Siouxland, Sioux City, IA

Thunder Bay, Thunder Bay, ON

Tri-State, Amarillo, TX

Twin Ports, Duluth, MN

Vancouver, Vancouver, BC

GEAPS *In-Grain* is printed on paper stock sourced through eco-friendly paper manufacturers.

Your GEAPS Membership Provides:

- Bi-monthly editions of *In-Grain*
- *DirectaSource*, annual member directory and Buyers' Guide
- Volunteer leadership opportunities
- Discounts on education programs
- Free admission to the Expo Hall at GEAPS Exchange
- Online education and networking programs

Renew today at www.geaps.com

