



In-Grain

Grain Elevator and Processing Society

The Knowledge Resource for the World of Grain Handling Industry Operations

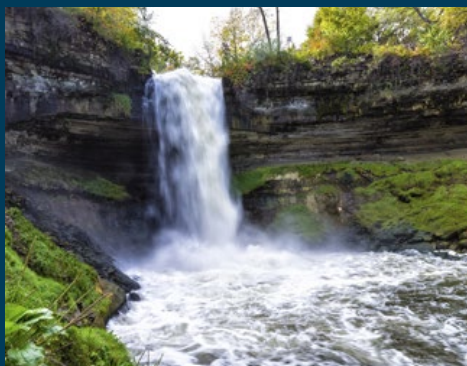
November/December 2019

Volume 39, No. 6

www.geaps.com

THE STATE OF NICE

WELCOMES YOU.



ALSO INSIDE:

Treasurer's Report *p. 3*

GEAPS Foundation Reaches
Endowment Goal *p. 15*

www.geapsexchange.com

GEAPS Executive Update: 90 Days in and Looking to the Future



By: Steve Records

I'd like to thank all of the GEAPS community for the warm welcome during my first 90 days. I am very excited to be a part of this great organization and I know our future is bright. GEAPS has a long successful history of making a difference in the lives of our members. Each of you is an important part of GEAPS, now and in our future. We know your time is limited and in demand from many places. Thank you for the time and energy you put into GEAPS and for your continued membership.

You built GEAPS with the passion and energy of our past leaders and members. We intend to use this foundation to advance GEAPS into an even more impactful organization in the future. As we look to the horizon, we will work to document how we are impacting our members, their companies and the industry in a more defined, measurable way. We believe everyone in the grain industry, and many in the more broadly related ag industry, can benefit from GEAPS' collective knowledge, training and network.

There are many things we are excited about. We're excited that we will have the GEAPS Foundation to support how we look at professional development for our members and the industry at large. We know we can utilize technology to deliver new services and better value for you. We have current and potential partners willing to provide material and content to help you and your companies operate more efficiently. We also know that the environment in which we operate is challenging at the moment, but believe this also creates opportunity for an organization like GEAPS to deliver value and grow.

I am also interested in your feedback. Thank you to everyone who took the time to complete our recent engagement survey, your feedback is crucially important as we embark on strategic planning activities early next year. Please never hesitate to reach out to me, a member of our Board, your chapter leaders, or anyone on the GEAPS staff. We are here to serve you!

In-Grain

Volume 39, No. 6 • Nov./Dec. 2019

In-Grain (ISSN 0746-8008) is published bi-monthly (\$36/year, members; \$48/year, non-members) by the Grain Elevator and Processing Society
4800 Olson Memorial Hwy, Suite 150
Golden Valley MN 55422 USA

Periodicals postage paid at St Paul, MN.
POSTMASTER: Send address change to In-Grain,
4800 Olson Memorial Hwy, Suite 150
Golden Valley MN 55422 USA

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

Kristin Ellsworth, continuing education programs leader

Adrianne Fjerstad-Miller, exposition production and sales leader

Melissa Ferguson, continuing education programs leader

Julia Kloehn, operations and component relations leader,
International secretary

Brittany Labatt, tradeshow services and sales leader

Kristin Miller, strategic marketing leader

Deb Most, member services leader

Betsy Poliss, conference and event services leader

Tom Sedlacek, marketing and communications leader, editor

Kelly Stucki, chapter and operations services leader



GEAPS Reports Solid Financial Position for 2018-2019, Braces For Challenges in Next Fiscal Year



2018-2019 Fiscal Year Treasurer's Report

By: Mark Fedje, General Mills, Minneapolis Chapter

I am pleased to report that GEAPS remains in a solid financial position. We ended our 2018-2019 fiscal year with more assets and fewer liabilities than the previous year. While we ended the year "in the black", it's the closest we have been to a break even budget in years. The 2019 calendar year has been a challenging year for the industry, and I believe we will see that reflected in the 2019-2020 fiscal year.

Revenue

Total revenue for the fiscal year was \$4.03 million, up 3.81 percent over the previous year. Membership dues were down roughly one percent, and made up 19.34 percent of total revenue. The biggest revenue source for our association remains GEAPS Exchange, our international trade show and technical exposition, which accounts for 67 percent of total revenue.

The decrease in membership dues revenue is one of the most concerning trends we have identified in recent years. Five years ago, we had 2,303 paid members (Regular and Associate), at the end of this fiscal year we had 1,927. To help combat this trend, we have frozen membership dues and are looking at ways to update our pricing model, in addition to attracting and retaining more members.

Expenses

Total expenses for the fiscal year were \$4.02 million. We trimmed over \$400,000 in expenses from the previous fiscal year. Our volunteer leaders and GEAPS staff met expectations in managing programs and services.

Strategic Planning for the Future

While we are financially strong at present, we recognize that GEAPS is operating in a challenging environment. We have identified some concerning trends in engagement with our programs that we expect to continue in the near term. As part of our planning for the future, we are considering numerous initiatives to deliver more value as we look to grow GEAPS.

To that end, GEAPS recently donated \$1.24 million to the GEAPS Foundation to complete the initial investment goal of the endowment fund (learn more on page 15). This allows the Foundation to become fully operational, which will provide support for GEAPS Professional Development Programs. That should have a noticeable impact on our financial report at this time next year.

While the next couple years could be challenging financially, we have the resources to withstand any short-term challenges while we continue to grow and evolve into the future.

Give GEAPS Gear as Gifts

As the holidays roll around, there is no better gift for the GEAPS member in your life than embroidered apparel from the GEAPS Marketplace. The online store is your one-stop shop for GEAPS apparel, including hats, shirts, active wear and bags.

Check out the marketplace and stuff the stockings with GEAPS gear this year!

Visit the marketplace at www.geaps.com/marketplace.



Port Authority Embroidered Signature Dry Zone Performance Cap



OGIO Embroidered Big Dome Duffel



Sport-Tek Embroidered Women's SportWick Stretch Jacket





JOIN US IN
Minneapolis!
MARCH 21-24 • 2020

NETWORKING EDUCATION EXPO HALL

Are you Ready for GEAPS Exchange in Minneapolis?



Register online at www.geapsexchange.com

The biggest and best show in the grain industry will come to the upper Midwest in March. Do you know how to prepare for the weather? Do you need some tips on what to see when you are in town? The Host Advisory Council is here to help! These local members help plan social events at the conference, are here to make sure you have a great time.



Host Advisory Council Culinary Recommendations

Looking for a place to eat while you are in Minneapolis?
Here are some of the HAC's favorite restaurants:

Manny's

Fogo de Chao

J.D. Hoyt's

The Freehouse

Murray's

Borough

Smack Shack

Bachelor Farmer

Colita

Butcher & the Boar

Revival

Dakota





Nate Tostenson,
Sales at Applied
Power Products,
Minneapolis Chapter

**How should visitors
dress for Minnesota
in March?**

March is still

considered a winter month and in some cases one of the snowiest months, but don't let that scare you. Downtown has a fantastic skyway system that will get you just about anywhere without going outside in the elements. Dress comfortable with a light coat. For the folks traveling from the south, you may think it's cold but for us locals, you may find us in shorts and t-shirts as we're coming out of the frozen tundra.

What should you see in town?

Paisley Park – the home and recording studio of Prince. Although I've never been, I've heard nothing but great things about this tour. The home is open to the public as a museum and memorial following his death. After the tour, enjoy the nightlife at First Avenue downtown.



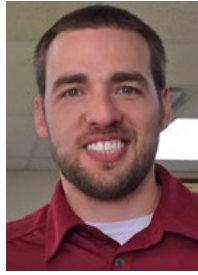
John Schmidt,
Territory Manager
at Pearson Arnold
Technologies,
Minneapolis

**How should visitors
dress for Minnesota
in March?**

Long sleeves, pack a jacket and hat.

What should you see in town?

Paisley Park is worth seeing in Chanhassen as is the World's Largest Ball of Twine in Darwin.



Chad Wolf,
Marketing Manager at
Mass Flow Sourcing,
Minneapolis

**How should visitors
dress for Minnesota
in March?**

Dress in layers. The

hottest recorded temp for March was 83 F. and the coldest was -32 F. Hope for the best, plan for the worst!

What should you see in town?

If it is warm, Minnehaha Falls. If it is cold, the Mall of America.



Andrew Merkins,
Business
Development
Manager at Ibberson,
Minneapolis

**How should visitors
dress for Minnesota
in March?**

Bring a hat and mittens and golf clubs too – just in case. You never know what you might be able to do one morning and in 12 hours it's completely different.

What should you see in town?

I agree with John and Angela... Mall of America and Paisley Park are worth the time.



Angela Field,
General Manager
at Applied Power
Products, *Minneapolis*

**How should visitors
dress for Minnesota
in March?**

Dress in layers and

if you're going to be outside, remember to keep your hands and ears warm.

What should you see in town?

The Mall of America is a must-see!



Brian Utoft, PE,
Sr. Associate/Sr.
Processing Engineer,
VAA LLC, *Minneapolis*

**How should visitors
dress for Minnesota
in March?**

Layers are key for

dressing in March. Also, it could be pretty slushy out so some decent weather proof shoes or boots are important.

What should you see in town?

Minneapolis has a great brewery and distillery scene. I recommend checking out some places around town- Northeast, Fulton and Surly.





**GEAPS
EXCHANGE**

Sponsors

PLATINUM



GOLD



SILVER

The Essmueller Co
Kasa Controls & Automation
PMI Nebraska LLC
RW Mercer Co
Todd & Sargent Inc
VAA LLC



BRONZE

4B Components Ltd
Cleveland Vibrator Co
Feed & Grain Magazine
Frisbie Construction Co Inc
Schlagel Inc

CRYSTAL

Calhoun Super Structure
Cleveland Gear Co
Control Stuff Inc
Degesch America Inc

Flexco
Linak US Inc
MKC
Specialty Industries Inc

TSGC Inc dba Tri-States Grain
Conditioning Inc
Younglove Construction LLC

List as of Nov. 25, 2019



How Far Will Your Sponsorship Reach?

All Sponsors

\$500 +



1,500 views
in the registration
catalog



5,000 monthly
views in *In-Grain*

EXPECTING

20



COUNTRIES

OVER

3,000



ATTENDEES

Upgrade to Gold

\$4,500+



102,000
Visits to Website

Exclusively for Diamond

\$20,000+



104,913
email recipients across
10 promotional emails

QUESTIONS?

Contact Brittany Labatt
at GEAPS:
sponsorship@geaps.com
or
(763) 999-4300

Expo Pods, Entrapment Rescue Demo Included with Expo Admission

GEAPS Exchange features nearly 40 hours of education, including two types of interactive sessions in the Expo Hall. Expo Pods and the grain entrapment rescue demo are both included with admission to the Expo Hall – which is FREE for GEAPS members.

Expo Pods feature small group presentations on confined space solutions. They take place in curtained-off sections of the Hall, and allow for interaction with the presenters.

The grain entrapment rescue demo gives you a look at proper rescue techniques for grain entrapment. The demonstration takes place in a trailer from Oklahoma State University, and was one of the highlights in the Expo Hall last year.

To learn more and to register, visit geapsexchange.com/education.

2020 Expo Pod Schedule “Confined Space Entrapment”

Monday, March 23, 10:30-11:15 a.m.

Understanding OSHA Regulations

Joe Mylnek, Safety Made Simple

Understanding Confined Space Permits

Beth Locken, Agtegra

Grain Quality Management

Scott Chant, Safe-Grain

Permit Required vs Non-Permit Required

Dr. Carol Jones, Oklahoma State

Monday, March 23, 1:45-2:30 p.m.

Confined Space Entry Tools

Confined Space Atmospheric Monitoring
Mark McQuillan, M&M Specialty Services

Confined Space Entry Equipment

Jeff Decker, Decker Consulting

Grain Entrapment Rescue Tubes

Bill Harp, Satra

Tuesday, March 24, 10:30-11:15 a.m.

Confined Space Entry Equipment

Jeff Decker, Decker Consulting

Grain Entrapment Rescue Tubes

Bill Harp, Satra

Confined Space Training Requirements

Beth Locken, Agtegra

Grain Bin Entry Roles and Accountability

Jack Volz, Parthenon

Grain Entrapment Rescue Demo Schedule

Monday, March 23, 1:45-2:30 p.m.

Tuesday, March 24, 10:30-11:15 a.m.



EXCHANGE 2020 SOCIAL EVENTS



**SATURDAY
AFTERNOON**



**Is this your first
time attending
Exchange?**



NO



**Are you coming from
outside the U.S.?**

NO



Get-Acquainted Party
Saturday, March 21, 7-11 p.m.



Fun Run/Walk
Sunday, March 22, 6 a.m.

WHEN ARE YOU ARRIVING?



SUNDAY



Welcome Reception
Sunday, March 22, 4-6 p.m.

YES



Stop by the Minneapolis Mixer
Saturday, March 21, 5:30-6:30 p.m.



YES

Are you ready for more fun?

NO



**Get some rest,
the Expo Hall
opens tomorrow!**

**Do You Like
to Run?**

YES

NO



**Education
starts
Sunday
morning!**





WEDNESDAY MORNING



President's Reception and Banquet

Tuesday, March 24, 5-8:30 p.m.



Interested in learning about more about the malting industry?



NO



YES



Post-Conference Tour Rahr Malting

Wednesday, March 25
9 a.m.-1 p.m.



I'LL BE GONE BY TUESDAY AFTERNOON



See you in Columbus!

GEAPS Exchange 2021
Feb. 20-23, 2021
Greater Columbus Convention Center

What Do I Get with My Registration?

Full Conference Registration - \$915 for GEAPS Members

Admission to the Expo Hall
• Sunday-Tuesday

Education

- Opening Workshop
- Idea Exchange
- Concurrent Education Sessions
- Closing Workshop
- Expo Pods on confined spaces
- Grain entrapment rescue demo

Social Events

- Get-Acquainted Party
- President's Banquet

Expo + One Day Education \$340 for GEAPS members

Admission to the Expo Hall
• Sunday-Tuesday

Education

- All the programs on the day of your choice

Expo Only – FREE for GEAPS Members

Admission to the Expo Hall
• Sunday-Tuesday

Education in the Expo Hall

- Expo Pods on confined spaces
- Grain entrapment rescue demo

Ticket Upgrades – Available for any non-full registration

- Get-Acquainted Party - \$110 before Feb. 20
- President's Banquet - \$110 before Feb. 20

Register by Feb. 20 to get the best rates!



Exhibitors Lining Up for Exchange 2020

Over 340 exhibitors have already signed up for booths in Minneapolis! View a floor plan of the expo online at www.geaps.com/Expo20. Register by Feb. 20 to get the best rates!

360 Rail Services
 4B Components Ltd
 ABB Motors and Mechanical Inc
 Abel Mfg Co Inc
 ACS Valves
 ADF Engineering
 Ag Express Electronics
 AGI
 AGI SureTrack
 AGRA Industries Inc
 Agrico Sales Inc
 AgriMech Consulting LLC
 AGRI-SEARCH
 AgriSphere
 AgTrax
 AgVision
 AIRMATIC Inc
 Alimak
 Allan Enterprises Sandblast & Painting
 All-State Belting
 Allstate Tower Inc
 American Association of Grain Inspection
 & Weighing Agencies
 American Engineering Testing
 American Hoist & Manlift Inc
 Ameritrack Rail
 AMI Consulting Engineers PA
 Andco Actuators
 Anderson Engineering
 Apex Painting
 Applied Power Products
 APTIM
 Arch Environmental Equipment Inc
 Argonics
 Arnold Company
 ArrowCorp Inc
 ASC Machine Tools Inc
 ASI Industrial
 ASM Engineering
 ASME
 Avery Weigh-Tronix
 Bailey-Parks Urethane

BarnesCo Inc
 Batterton Waterproofing
 Behlen Mfg Co
 BinMaster Level Controls
 Bird Control Group
 Bird-B-Gone
 Birmingham Rail & Locomotive Co Inc
 Bliss Industries LLC
 BlueLevel Technologies Inc
 BM&M Screening Solutions Ltd
 Borton LC
 Boss Products LLC
 Boss Railcar Movers
 Brandt Industries Canada Ltd
 Bratney Companies
 Brock Grain Systems
 BRUKS Siwertell
 BS&B Pressure Safety Mgmt LLC
 Bühler Inc
 Bulk Conveyors Inc
 Buresh Building Systems Inc
 Cablevey Conveyors
 Calbrandt Inc
 Calhoun Super Structure
 CAMCORP, Inc.
 Cardinal Scale Mfg Co
 Carter Day/Jacobson
 Cattron
 CCS Group, LLC
 CEN-OK Services LLC
 Central Life Sciences
 Central States Enterprises LLC
 Central States Hydroseal
 Charm Sciences Inc
 Chief Agri
 CL Smith Industrial Co
 Clear Creek & Associates Inc
 Cleveland Gear Co
 Cleveland Vibrator Co
 Comco
 CompuWeigh Corp
 Conductix Wampfler

Continental Construction
 Control Chief Corporation
 Control Stuff Inc
 Controlled Environments Group LLC
 Corn Belt Testing Inc
 The Country Grain Elevator
 Historical Society
 CPM- Beta Raven/Crown Iron Works
 CR Manufacturing
 Crippen Northland Superior Supply Co
 CRM Systems, Inc.
 Crown Appraisals Inc
 Cultura Technologies
 C-TEC AG
 C-TEC Mechanical
 Custom Agri Systems Inc
 CV Technology
 DCL
 Decker Consulting & Investigations Inc
 Degesch America Inc
 DEKRA
 Delux Mfg Co
 Diesel Locomotive Co
 Dome Technology
 Donaldson Co Inc
 Douglas Products & Packaging
 Drake Inc
 Easy Automation Inc
 EBM Construction
 EBM Mfg
 Ecolab
 EDG Inc
 Edward J Heck & Sons Co
 Egan Co
 Electro-Sensors Inc
 Elevator Services & Storage Inc
 Emerson
 Empire Ag
 Engineering System Solutions
 EnviroLogix Inc
 ERIKS North America
 The Essmuller Co

Extron Company
 Fairbanks Scales
 Faithful+Gould
 Feed & Grain Magazine
 Fenner Dunlop Americas
 Flexco
 FOSS
 FrigorTec LP
 Frisbie Construction Co Inc
 Fumigation Service & Supply Inc
 Gamet Mfg
 Gas Equipment Company
 General Rubber & Plastics
 Generatica SA
 Geopier Foundation Co
 Golfetto Sangati
 Graber Construction Inc
 Grain Belt Supply Co
 Grain Handler USA
 Grain Journal
 Green Future Inc
 Greene Galvanized Stairs
 Greystone Construction Co
 GSI
 HafcoVac
 Halverson Co
 Hanson Silo Co
 Harris Companies Inc
 Hayes & Stolz Industrial Mfg Co
 Helitech Civil Construction Division
 Heyl & Patterson Equipment
 Hoffmann Inc
 Hogenson Construction Co
 Honeyville Metal Inc
 Hubbell Killark
 Hulcher Services Inc
 Hupp Electric Motors
 HySafe
 Ibberson
 IBT Industrial Solutions
 IEP Technologies
 Imperial Systems Inc



The Industrial Fumigant Co LLC
 Industrial Magnetics Inc
 Inland Tarp & Liner
 Interstates
 iRely LLC
 J&D Construction Inc
 J.A. King
 J.F. Brennan Company Inc.
 Jackson Industrial Construction
 Jasper Engineering & Equipment Co
 JIE USA Inc
 JMI Covers LLC
 Kahler Automation Corp
 Kar-Tech Inc
 Kasa Controls & Automation
 KBM Industrial Services Inc
 KC Supply Co Inc
 Keen Project Solutions LLC
 Keller
 Kelley Construction Inc
 The Kelly Group
 Kice Industries Inc
 Knobelsdorff Enterprises
 Koehl Enterprises
 Krech Ojard & Associates
 Laidig Systems Inc
 Lang Construction Group
 Larson Engineering Inc
 LAW IBERICA INC
 LCDM
 Legacy Building Solutions
 LeMar Industries
 Liftco Manlift
 Linak US Inc
 LMM (Law-Marot-Milpro)
 Lowry Mfg Co
 Luff Industries Ltd
 M&M Specialty Services LLC
 Macon Construction
 Magik Kleener Sales Inc
 Magnum Systems
 MalJohn Co
 Marcus Construction
 Marsh & McLennan Agency
 Mathews Co
 Matrix PDM Engineering
 Matrix Technologies, Inc.
 Maxi-Lift Inc
 McCormick Construction Co
 McPherson Concrete Storage Systems Inc
 Mechanical & Ceramic Solutions

MEGA Dryers
 Meridian Manufacturing
 Metro Contract Services Corp
 Metso
 Meyer & Sons Service
 Meyer Roofing & Sheet Metal Inc
 Mid-Continent Industries Inc
 Mid-States Material Handling & Fabrication Inc
 Mid-States Millwright & Builders
 Midwest Paint Service Inc
 Milling and Grain
 MKD Electric
 Moeller Engineering LLC
 Mole Master Services Corp
 Monitor Technologies LLC
 Morillon SAS
 Musselman & Hall Contractors LLC
 Mustang Equipment LLC
 Nabrico
 Nebraska Grain and Feed Association
 NECO Solutions
 Neuero Industrietechnik
 NEXTTEQ LLC
 Nightstick
 NORD Gear Corporation
 Nordstrong Equipment Ltd
 Norstar Industries Ltd
 Northern Strands Group of Companies
 Openlink Agtech
 OPI-Integris USA
 Opticom Technologies Inc
 Pacific Northwest Grain & Feed Assn
 Painters USA Inc
 Penreco/Calumet
 Pepper Maintenance
 Perten Instruments Inc
 PMI Iowa LLC
 PMI Nebraska LLC
 Pneumat Systems Inc
 Prairie Land Millwright Services Inc
 Prater Industries Inc
 Precia Molen, N.A.
 Precision Pulley and Idler (PPI)
 Premier Components Inc
 Process and Storage Solutions
 Propane Education and Research Council
 Puritan Magnetics Inc
 Q-Sage Inc
 Rapat Corp
 Raven Industries

Reef Industries
 REMBE Inc
 Rexnord Industries
 Rice Lake Weighing Systems
 Richmond Engineering Works
 Riley Equipment
 RL Painting & Mfg Inc
 RN-Conveyance Company Inc
 Rolfes @ Boone
 Romer Labs Inc
 Rotex Global LLC
 Safe-Grain/Maxi-Tronic Inc
 Safety Made Simple Inc
 Satake USA Inc
 SCAFCO Grain Systems
 Schenck Process
 Schlagel Inc
 Schumacher Elevator Co
 Schust
 Scott Equipment Company
 Scotwood Industries Inc
 Screw Conveyor Corporation
 Seedburo Equipment Co
 SEW-Eurodrive
 Shuttlewagon, Inc.
 Sidney Mfg Co
 Siemens Industry Inc
 Sioux Steel Co
 Slatercom - WCD
 S-M Enterprises Inc
 SMA LLC
 Soles Enterprises Inc
 Solvay
 Specialty Industries Inc
 Springfield Plastics Inc
 Springland Mfg
 SSI Consulting LLC
 St Louis Screw & Bolt
 Stedman Machine Company
 Stewart & Stevenson - Rail King
 Structural Restoration Inc
 Sturtevant Inc
 Subsurface Constructors Inc
 Sudenga Industries Inc
 Sukup Mfg Co
 Sun Magnetic Sys-Tech Co Ltd
 Superior Grain Equipment
 Superior Industries
 Superior Lidgerwood Mundy
 Superior Scales
 Sweet Manufacturing Co

Tam Systems
 Tandem Products Inc/Rhino Hyde® Div
 Tapco Inc
 Telesense Inc
 Thompson Innovation
 Thorstad Construction Co Inc
 The Timken Corporation
 TMI Coatings Inc
 TMSA - Tecnologia Em Movimentação SA
 Todd & Sargent Inc
 Tom-Cin Metals Inc
 Trackmobile LLC
 Triple/S Dynamics
 Trittech Fall Protection Systems Inc
 TSGC Inc dba Tri-States Grain Conditioning Inc
 Tundra Mechanical & Millwrighting
 Ultra Fiberglass Systems
 Universal Industries Inc
 UPL
 USDA-AMS-FGIS
 Utility Pipeline Ltd.
 VAA LLC
 Vector Construction
 VEGA Americas Inc
 Vertical Software Inc
 Vibrafloor
 Vigen Construction Inc
 Vortex
 Walinga Inc
 Warrior Mfg LLC
 Wear-Concepts Inc
 WEG Electric Corp
 The Weitz Company
 Wellman Solutions LLC
 WEM Automation, LLC
 Wenck
 West Side Salvage Inc
 Western Ag
 Wintech International LLC
 WL Port-Land Systems Inc
 Woofter Construction & Irrigation Inc
 World Grain Magazine (Sosland Publishing)
 Yale Mechanical
 Younglove Construction LLC

* List as of November 12, 2019



Interested in a booth for Minneapolis?
Call GEAPS' sales team today at (763) 999-4300,
or email conferences@geaps.com.



Step Up and Help Shape GEAPS' Future

Are you looking to build valuable leadership skills? Do you know an outstanding member who would like to get more involved in the organization? GEAPS needs your help finding members to fill three director positions on the International Board, the elected office of International second vice president and four director positions on the Associates Board.

As a board member, you will be involved in setting direction and priorities for advancing development of GEAPS programs and services. Among your responsibilities, you will have a role in determining future professional development programs and providing direction and oversight for Exchange planning and production. Terms for both boards are three-year commitments.

GEAPS needs your knowledge and expertise to help develop tools to deliver on its mission to be *The Knowledge Resource*. There are many reasons why leaders volunteer their time and energy. Many find it personally and professionally rewarding, while others use it as a tool to give something back to the industry.

Build Leadership and Communication Skills

Many companies support their employees serving on non-profit boards because it helps you build valuable leadership skills. As a board member, you will learn strategic planning tactics and gain experience in building consensus. These skills can be extremely important for future facility managers, and some companies don't have the means to provide this experience internally.

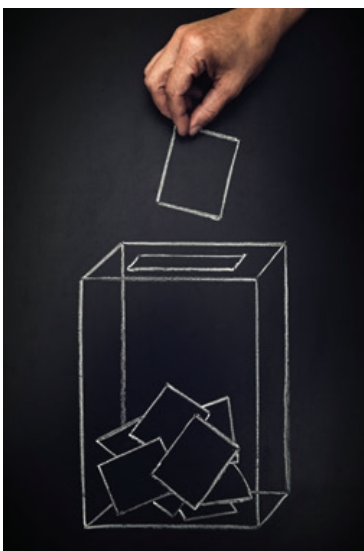


Expand Your Professional Network

Serving on a board is a great way to make new connections that will help you both personally and professionally. You'll engage with peers from all avenues of the grain industry. You will make friendships that can span your entire career, while also making valuable contacts that can help when your facility or company needs a solution for a problem.

Nominations are due by Jan. 13, 2020. Elections take place in the spring. Candidate nomination forms are available on the GEAPS website. For more information or to discuss your interest in these leadership opportunities contact the GEAPS office at (763) 999-4300 to talk with Executive Director Steve Records regarding International Board leadership and with Adrienne Fjerstad-Miller about the Associates Board.

Nominate a new leader today at geaps.com/nominations



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 their time and out-of-pocket expenses to actively serve as board leaders.
- Complete nomination criteria can be found on the separate nomination forms.





Educational Highlight

How GEAPS Members Create Courses and Sessions

In order to make sure education programs reflect current best practices and standards from across the industry, GEAPS relies on our members' expertise to create sessions and programs. GEAPS members identify relevant topics and work with GEAPS staff to identify experts and refine presentations.

Exchange Education

The Exchange Educational Programming Committee (EPC) plans all of the education sessions for GEAPS Exchange each year. Here's how sessions come together:

- Call for proposals opens for Idea Exchange, Expo Pods and concurrent education sessions in the spring.
- Once the call for proposals closes, EPC members grade submissions.
- The group selects some of the best and most relevant topics for the Opening and Closing workshops.
- During a July meeting, the EPC selects topics based on grades and group conversation.
- If there are particularly hot, in-demand or timely topics in the industry, the committee may seek out additional speakers.
- Once the EPC selects sessions, committee members recruit and develop speakers, ensuring that deadlines are met and that speakers have a good experience.
- For 2020, the Expo Pod theme is 'confined spaces'. The EPC picks the topics for the Pods several years in advance and works to match education to the theme.

If you are interested in volunteering on the Exchange education programming committee, contact Kristin Ellsworth at kris@geaps.com.



GEAPS/K-State Distance Education Program, Experiential Learning and Other Programs

Other education programs fall under the domain of the Continuing Education Program Oversight Committee (CEPOC). This committee serves a variety of roles with course and program development within GEAPS. They generate concepts and ideas for new products, vet programs to ensure they meet industry standards and serve as a workforce to help find subject matter experts.

Distance Education Program Courses

For new course development, the CEPOC helps identify needs or themes to address. Then they establish a task force to help define course goals, develop curriculum and create the pedagogy - how it's taught. The task force helps find, recruit and recommend subject matter experts to help develop the course.

For a course update or overhaul, a task force starts with a thorough review of curriculum to ensure it's current and still a best practice in the field. From there, they help find and recommend subject matter experts to develop content.

The CEPOC is also involved with Experiential Learning programs: Hands-On Training (HOT) Program and Grain Elevator Managers (GEM) Course. They provided the original idea for the HOT Program and are involved with major overhauls and updates as needed.

The CEPOC welcomes any GEAPS members who would like to help develop education and training products and services that the industry needs. To learn more or to volunteer, contact Jay Bergland at jay@geaps.com.



Get Your Managers Up to Grade with Grain Elevator Managers Course

It takes a wide range of skills to manage grain storage or processing facilities. If you have new managers at your plant, or are looking to groom promising employees for leadership positions, take advantage of the Grain Elevator Managers Course.

This four-day course is a great way to learn how to manage people, maintain grain quality and keep equipment running.

The GEM course is available **Jan. 21-24, 2020** and **May 5-8, 2020**. It costs \$670 for GEAPS members and \$1,000 for non-members. Learn more and register at www.geaps.com/practice.



Course Instructor Interview: Greg Lehmann

Can you give us an overview of your career?

I started working grain elevators at the age of 16, my parents had to sign a waiver. This was at the Portis Elevator of Midway Cooperative. Brad Roadhouse was the manager and still is. After graduation I moved to Phillipsburg, Kansas. I worked for Rangeland Co-op there for a short time before following a friend to Abilene, Kansas, where I worked for DeBruce Grain. This is where my interest in maintenance really took off and I learned most of the tricks of the trade. From there I moved closer back home to Concordia, Kansas, where I currently work for Concordia Terminal. I did leave here for two years to work back home for Central Plains Co-op.

How long have you been working with K-State as an instructor?

I have been with K-State for three years now and loving every minute of it.

What elements of your professional career do you share in lessons?

I share my experiences from things that did go right to the ones that didn't, and most pertain to what we are talking about or teaching.

What will participants take away from the Grain Elevator Managers course?

Besides getting valuable information on how to fix or troubleshoot problems in their facility, they will take away knowledge and a better understanding of how to manage and/or work with other people who they might not have otherwise.

GEM Course Instructors

Carlos Campabadal, Kansas State University

Kevin Donnelly, Kansas State University

Bob Marlow, Retired, The Andersons Inc.

Greg Lehmann, Concordia Terminal

Tom Phillips, Kansas State University

Kaliramesh Siliveru, Kansas State University

GEM Course Topics

Aeration/Fumigation Workshop

Aeration

Case Scenario – Group Exercises

Equipment Maintenance

Flour Mill Tour/HOT Equipment (temperature cables, mycotoxin analysis)

Grain Drying

Grain Elevator Safety

Grain Fumigation Grain Quality Characteristics

Grain Quality Management Part I: Storage Practices/Pest Control

Grain Quality Management Part II: Molds and Mycotoxins

Grain Receiving and Shipping

Inventory Management

Operation Costs

Personnel Management

Psychometrics and Equilibria

Temporary Storage Options



GEAPS Foundation Reaches \$4 Million Endowment Goal

Investment proceeds to support GEAPS professional development programs

The Grain Elevator and Processing Society (GEAPS) Foundation has reached its endowment goal of \$4 million. Investment income from the endowment fund will provide funding for new and existing professional development programs from GEAPS.

Mark Fedje, General Mills Inc., GEAPS Foundation board chair, has been a GEAPS member for more than 30 years, and is proud of how the industry came together to fund the endowment.

"Our endowment goal was reached through the generous support of both corporate partners and individuals," Fedje said. "It shows the commitment the industry has to providing standardized training opportunities to help grain handling and processing professionals to work as safely and efficiently as possible."

In all 16 companies and over 50 individuals made contributions to the fund. A complete list of corporate donors and individual contributions from 2019-2020 are available on the Foundation website.

GEAPS Foundation Executive Director Steve Records notes that the timing for reaching the endowment goals fits in well with GEAPS' strategic planning process.

"We are currently going through strategic planning to determine what professional development looks like for our industry today and in the future," Records said. "Knowing that these funds will be available, we can continue refining our existing programs and creating new opportunities to fit the needs of our members and the industry at large."

GEAPS current education programs include:

- GEAPS/Kansas State University Distance Education Program
- Nearly 40 hours of training at GEAPS Exchange
- Hands-On Training Program
- Grain Elevator Managers Course
- GEAPS Leadership, Education and Networking Workshop
- GEAPS/Grain Journal Webinar series

The GEAPS Foundation was established by GEAPS in 2011 as a mechanism to secure a stable and predictable funding stream to support GEAPS' training for grain handling and processing industry operations professionals.

All of GEAPS' educational programs are open to anyone, GEAPS members receive discounts on registration.

Corporate Donors

LEGACY



PLATINUM



GOLD

Grain Journal
Seedbuero
Younglove

SILVER

4B Components Limited
The Andersons
Brock
Cargill
Parrish & Heimbecker
PMI Nebraska LLC
Ibberson
West Central

BRONZE

Schlagel, Inc.
Todd & Sargent
GEAPS Associate
Members

GEAPS Foundation 2019-2020 Board of Directors

Chair: Mark Fedje, General Mills, Minneapolis, Minnesota

President: Bill Lyster, [retired Lyster Consulting], Calumet, Iowa

Secretary: Robert Taylor, Cargill, Minneapolis, Minnesota

Treasurer: Bill Merritt, [retired, General Mills], Ramsey, Minnesota

Executive Director: Steve Records, GEAPS

Tom DiGiorgio, [retired, The Scoular Company], Omaha, Nebraska

Roger Fray, AgWest Commodities, Ralston, Iowa

Regan Heaton, SCAFCO Grain Systems, Spokane, Washington

Jeff Jones, MKC, Newton, Kansas

Bob Klare, EDG Inc, Metarie, Louisiana

Cheryl Lansink, Comco, George, Iowa

Vince Marze, WL Port-Land Systems Inc, Pittsburgh, Pennsylvania

Steve Myers, Bunge Milling, Atchison, Kansas

Marcus Neal, Interstates, Louisburg, Kansas

George Vis, AGI, Winnipeg, Manitoba

Darren Zink, Tuthill Transfer Systems, Fort Wayne, Indiana

*The Grain Elevator and Processing Society (GEAPS) Foundation
has reached its endowment goal of \$4 million.*



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 510: Grain Facilities Planning and Design I

Guy Aby, Iowa State University
Javan Davis, Parrish & Heimbecker Ltd
Jon Gustad, Sioux Steel Co
Ma. Cristine Concepc Ignacio, Iowa State University

Michael O'Connor, Parrish & Heimbecker Ltd
Carlos Rodriguez, Parrish & Heimbecker Ltd
Dean Sansome, Parrish & Heimbecker Ltd
Brenden Sherrow, Viterra
Daniel Starr, SMA LLC

Neil Storch, Custom Agri Systems Inc
Joshua Thorkildsen, Parrish & Heimbecker Ltd
Mercedes Waldner, Viterra
Alex Wiwcharuk, Richardson International Ltd

GEAPS 520: Grain Quality Management

Evan Anderson, Viterra
Paul Conlon, Parrish & Heimbecker Ltd
John Davis, Parrish & Heimbecker Ltd
Paul DeBussac, Parrish & Heimbecker Ltd
Dean Glessing, Parrish & Heimbecker Ltd
Jim Goodlaxson, Heartland Co-op

Ma. Cristine Concepc Ignacio, Iowa State University
Susan Kelso, Hansen-Mueller Co
Chase MacDonald, Parrish & Heimbecker Ltd
Matt Moore, ADM
Ana Salvatierra-Rojas, University of Hohenheim

Dean Sansome, Parrish & Heimbecker Ltd
Joshua Thorkildsen, Parrish & Heimbecker Ltd
Danny Woloshyn, Parrish & Heimbecker Ltd

GEAPS 524: Grain Drying

Tina Barrett, Parrish & Heimbecker Ltd

Valerie LeVasseur, Cargill Inc

Ana Salvatierra-Rojas, University of Hohenheim

GEAPS 620: Grain Receiving, Cleaning and Conditioning

Michel Leroux, Nordstrong Equipment Ltd

Dave MacDonald, Parrish & Heimbecker Ltd

Randy Tinker, Nationwide Agribusiness Insurance Co



Credential
in Grain Operations Management

GEAPS | KANSAS STATE UNIVERSITY

HEREBY RECOGNIZE

Jordan Classen, Cargill Inc
Daryl McCharles, Parrish & Heimbecker Ltd



Specialist Credential
Property and Casualty Risk Management

GEAPS | KANSAS STATE UNIVERSITY

HEREBY RECOGNIZE

Jay Bergland, GEAPS
Oscar Cuellar, Richardson International Ltd




Specialist Credential
in Grain Quality Management

GEAPS | KANSAS STATE UNIVERSITY

HEREBY RECOGNIZE

Dennis Doles, AgriMech Consulting LLC
Dirk Koster, Parrish & Heimbecker Ltd
Randy Tinker, Nationwide Agribusiness Insurance Co

Recognize Great Service to GEAPS

Nominations Open for GEAPS Three Highest Honors

International Member of Distinction

This honor is for GEAPS members who have made extraordinary contributions to the organization. Any member qualifies, as long as they have been a member for five of the last 10 years.

Industry Leader

This award is presented to anyone—GEAPS member or not—who has provided extraordinary service to the grain operations industry.

Corbett Award

This award recognizes outstanding service to GEAPS by an Associate member. This award is open to anyone who has been an Associate member for at least the last 10 years.

Nominate candidates online at www.geaps.com/industry. Recipients are recognized during the President's Banquet at Exchange 2020.

Nominations are due by Tuesday, Dec. 31



*Andrew Merkins, Chairman Minneapolis Board,
Lorraine Lego, Vancouver Secretary / Treasurer and
Keith Lien, Vancouver Chapter President*

Recognize Outstanding Chapter Members

Chapter Member of Distinction Award

This award recognize volunteers who have made notable efforts in leadership or service to their chapter.

Membership Pin Program

Recognize members who reach milestones for consecutive years of membership. Chapters can order the five, 10, 15 and 20 year pins for members. GEAPS International Office awards the 25-year (silver), 40-year (bronze) and 50-year (gold) pins and mails them directly to the member.

To learn more about the Chapter Member of Distinction and Membership Pin programs, contact Kelly Stucki at kelly@geaps.com.

GEAPS Safety Awards

It's important to recognize all the hard work that goes into keeping your workers safe. GEAPS recognizes companies who participate in the Safety Awards Program for reaching two standards of excellence: going the entire year without any lost time accidents or injuries, or going the entire year without a recordable incident.

Companies that successfully complete the program are recognized on GEAPS' website, in *In-Grain* and at GEAPS Exchange. You will also receive a plaque for your facility. For more information or to register contact Deb Most with GEAPS at deb@geaps.com.




Chapter and committees:

Minneapolis Chapter Board Associate and Exchange 2020 Host Advisory Committee

Family:

My wife, Shelby, and I have two cats, Ari and Piper, and a Standard Poodle named Kato. They keep us active, especially Kato. He is a year and a half and has no shortage of energy! My in-laws recently relocated to Minnesota from Florida to be near Shelby and me. Our immediate family is now all within 65 miles. It is nice having everyone close.

Years with company: 6

Years in Industry: 6

Interesting or unique fact about your facility/company:

We are a small but mighty company. Our specialty is quick-turnaround and exceptional service. If you need something quickly, we have the contacts and ability to make it happen.

Past positions:

After college I spent a year selling cars and then spent a year traveling the East Coast doing promotional marketing for Verizon Wireless. Both were great experiences that helped shape who I have become. I have really enjoyed my time in the grain industry and see myself staying in the industry for the long haul.



MEMBER PROFILE



Chad Wolf

*Marketing Manager at
Mass Flow Sourcing*

Education:

Bachelors of Science in Marketing and a minor in Automotive Engineering from Minnesota State University, Mankato (we are very proud of Adam Thielen, Minnesota Viking who graduated from Minnesota State University, Mankato!)

Biggest influence on your career:

Growing up, my dad owned a Snap-On Tools franchise. This steered me into sales and the desire to be a business owner.

I have also had great mentors throughout my career. The best has been my current manager, Donna Moraz (also a GEAPS member). She has fostered my abilities and encouraged me to excel.

How has GEAPS helped your leadership skills?

The trainings offered by GEAPS have been exceptional, especially the GEAPS Leadership Conferences. Last year I joined the GEAPS Host Advisory Council, where we have been working as a team to plan events happening at Exchange, including the Get-Acquainted Party, companion tours and the President's Banquet. This year I was asked to join the Minneapolis Chapter board, which will be an exciting way to test out the skills I have learned and allow me to develop new leadership skills.

What are three of your favorite memories from GEAPS?

My first Exchange in Omaha in 2014. The tradeshow floor was huge and overwhelming! But, the people were all great and it was a blast meeting a lot of customers that I had dealt with by phone and email, but never had a chance to meet in person until that gathering.

I have been helping with the golf outings for our Minneapolis chapter the last few years. I am not a golfer, but I really enjoy the atmosphere and the socializing of the events.

I started attending the GEAPS Leadership, Education, and Networking Workshop a few years ago. It is a great event that brings many people together from the industry and is very thought provoking. I highly recommend it.

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

“Always say yes” – Andrew Merkins

Andrew is never afraid of an opportunity to volunteer; he is an example of the saying “you get out what you put in.” Being involved is a lot more rewarding than sitting on the sidelines.

What is one industry-wide trend affecting your company right now? How are you reacting to it?

This year has been especially trying for the grain industry. We continue to work hard to help our customers in whatever way we can, whether by trying to find them cost effective solutions for equipment or rushing out parts for breakdowns.

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

Minnesota is a major hub for the industry. Minneapolis is known as the Mill City and held the title of “Flour Milling Capital of the World” for half of a century. Check out the Mill City Museum while in town for Exchange to learn more, it is very interesting!



Shelby, Kato and Chad

Recruit New Members to win a Google Home Portal Plus

GEAPS is a valuable knowledge resource because of the expertise and experience that our members bring to the organization. Nobody knows more about the benefits of membership than you, and we want to reward you for sharing GEAPS with your peers.

There are two membership recruitment contests. Anyone who recruits a new member gets a GEAPS sweatshirt, and every time you recruit a member you get an entry for the grand prize – Google Home Portal Plus! Ten additional winners in the drawing will win \$100 gift certificates to the GEAPS Marketplace.

GEAPS also recognizes the most effective recruiter over the calendar year. Whoever recruits the most members will receive a leather coat, and the next two top recruiters will also win \$100 gift certificates to the GEAPS Marketplace.

In order to continue growing and expanding avenues for knowledge sharing, it will always be important for GEAPS members to recruit new members. The recruitment contest ends Dec. 31. Winners are recognized during the President’s Banquet, Tuesday March 24, at GEAPS Exchange 2020.



Recruitment Contest Leaders

R. Scott Brittingham, Mountaire Farms Inc, *Mid-Atlantic* - 9

Barbara Grove, Central Valley Ag Cooperative, *Great Plains* - 5

Denis Tetrault, FWS Group of Companies, *Canadian Prairies* - 3



The **Great Plains chapter** met Sept. 19 at Kansas State Bulk Solids Innovation Center in Salina, Kansas. The 30 members and guests toured the center and then heard a presentation by Guy Allen, KSU Int'l Grain Program, on the current grain market trends.

The **Greater Iowa chapter** met Sept. 18 at the CNH Industrial Ag Information Center in Nevada, Iowa. Dr. Charlie Hurburgh, Iowa State University, spoke to 27 members and guests on the 2019 crop outlook for Iowa. This meeting also piloted a live webinar option. The webinar was attended by more than 40 members and had no technical issues. The chapter will host another online meeting in November with a live broadcast.



The **Gulf South chapter** met Sept. 19 at Frenier Landing in LaPlace, Louisiana. Sponsored by Cargill, the evening included a presentation on employee engagement by Erin Perry from the LSU Hospital System. Faculty and students from the LSU Department of Agriculture attended. In addition to introducing the recipient of this year's Gulf South Chapter scholarship, chapter president Roy Baker revealed that the Gulf South Board of Directors has agreed to fund an endowed scholarship at LSU over the course of the next five years. After that point, the GEAPS Gulf South Chapter Scholarship will be fully funded, and will provide a scholarship every year in perpetuity.

The **Gulf South chapter** met Oct. 17 at Cypress Lakes Country Club in Destrehan, Louisiana. More than 110 members and guests attended the annual Associate's Night. More than 30 associate members set up table top displays and provided dozens of door prizes. Those who attended enjoyed a delicious dinner and saw the latest offerings from companies that provide goods and services to their export facilities.

The **Hoosier chapter** met Sept. 27 at Steel Dynamics in Columbia City, Indiana. The 15 members and guests toured the facility and learned about the structural steel-making process for many steel beams and railroad rails used in the grain industry. They also discussed the competitive advantage steel offers as well as the new steel products that make construction more efficient and reliable.

The **Hoosier chapter** met Oct. 8 at Back Forty Sporting Clays in Bourbon, Indiana. Six members joined together for an afternoon of sporting clays and networking.



The **Inland Empire chapter** met Oct. 10 at Old Country Restaurant in Kennewick, Washington. This was a planning meeting for the year and five members attended. The chapter is working to get another meeting set up post-harvest.

The **Minneapolis chapter** met Oct. 2 at the Holiday Inn in Bloomington, Minnesota. Kevin Baumgard, US Army Corps of Engineers, spoke to 39 members and guests about the importance of locks in the grain industry. They discussed how the corps of engineers benefits the grain industry as



well as where the money comes from to perform upgrades and regular maintenance as well as shut downs. Today, Baumgard explained, we are 38 percent lower and it is because of the amount of rain that the Midwest has had.

The **North Iowa chapter** met Aug. 22 at Highland Park Golf Course in Mason City, Iowa for their annual golf tournament. The winning foursome were (left to right) Steve Ginter, Robert Weiner, Daryl Watts, Tom Winkel and Dean Holland. The chapter also discussed ways to increase membership including collecting feedback on what would benefit potential members.

The **Siouxland chapter** met Oct. 2 at Interstates in Sioux Center, Iowa. The 20 members and guests enjoyed a tour of Interstates and their new office. They walked through the panel shop and pre-fabrication area as well as the training facility. Following the tour Interstates employees came out and demonstrated their new 3D devices that are used for engineering projects.

The **Vancouver chapter** met Sept. 18 at the Westwood Plateau Golf and Country Club in Coquitlam, British Columbia. This was the chapter's annual Toivo Makila Memorial Golf Tournament and more than 120 members and guests attended. Andrew Merkins, TE Ibberson, from the *Minneapolis Chapter* attended the event and discussed his role in GEAPS Exchange Education. After the golf tournament, all attendees were treated to a buffet dinner.

The **Vancouver chapter** met Oct. 16 at the Atrium Inn in Vancouver, British Columbia. Dale Thulin, Port Metro Vancouver, spoke to 21 members and guests about infrastructure improvements and the supply chain visibility program. The chapter also discussed the success of their golf tournament as well as details for the 2020 event.



Upcoming GEAPS, *Grain Journal* Webinars

GEAPS and *Grain Journal* offer free monthly webinars on a variety of topics. Learn more and register at www.geaps.com/webinars.

JANUARY

Top Hazards in the Grain Industry: Serious Injury and Fatality Prevention

Joe Mlynek, Partner and Content Expert,
Safety Made Simple, Inc.

Tuesday, Jan. 14, 10 a.m.

FEBRUARY

Are You Doing Enough to Reduce Injuries from Belt Conveyors?

Jerad Heitzler, FOUNDATIONS™ Manager,
Martin Engineering

Thursday, Feb. 20, 10 a.m.





Greater Iowa Chapter Live-Streams Meetings to Engage Remote/Non-Chapter Members

by **Matthew Schmitt**, PE, CGOM, CGPM, Keen Project Solutions,
Greater Iowa Chapter

Over the last couple years, the Membership and Chapter Resource committees have been talking about how GEAPS and chapters can better engage remote members. Our chapter live-streamed our last meeting to see if we could attract chapter members who don't usually attend our meetings, as well as remote and non-chapter members.

In Iowa, GEAPS members are lucky that there is a chapter within a one or two hour drive. A lot of GEAPS members have to travel much farther if they want to attend their local chapter meetings. One of GEAPS' primary goals is to educate members. Hopefully, live streaming meetings will help GEAPS continue to achieve that goal and also draw new members.

During a recent conversation with GEAPS Executive Director Steve Records, we discussed webinars and how people are choosing to learn and take in educational content. I personally believe that more targeted networking events and larger education events are needed to attract people to in-person meetings.

Getting the live webinar planned was a fairly simple process. The chapter needed to contact the presenter for their approval and verify the venue would work. GEAPS staff took care of setting up the webinar online and provided a basic list of requirements for the venue. They also attended the meeting to help with setting up the equipment and starting the webinar.

To broadcast the meeting we needed to have a good internet connection, a video camera and a microphone. The presenter also needed to be comfortable and ideally experienced with giving webinar presentations. They would also need to have a good PowerPoint presentation. GEAPS provided the video camera and microphone. The venue that we hold most of our meetings at already had a good internet connection.

Dr. Charles Hurburgh, Iowa State University, was the presenter for the webinar. He is a very experienced presenter and has been a great resource for our chapter. He was a great fit for our first live-streamed meeting. If you use the new Speakers' Bureau in the Chapter Leader Resources section of the GEAPS website, I'm sure you will also be able to find polished speakers in your region.

To help spread the word, the webinar invitation was sent out to all *Greater Iowa* chapter members, all leaders of other chapters and the Membership and the Chapter Resource committees. The live webinar had 40 people attend. GEAPS staff was able to provide our chapter with the list of participants on the webinar so we could see if members that regularly attend meetings were choosing to just watch the webinar. After our chapter officers reviewed the list, we determined that this was not the case.

Our chapter will also live-stream Dr. Dirk Maier's, Iowa State University, presentation "Aeration and Grain Quality", on Nov. 19. GEAPS staff will be providing the equipment and assisting with streaming the webinar. Our chapter does have concerns that live streaming our chapter presentations could lead to lower meeting attendance. We plan to review the list of webinar participants after each webinar to help make informed decisions on how the webinars are affecting meeting attendance.

This is the last live webinar the chapter has planned for this year and we will discuss having future live webinars at our next planning meeting. I look forward to hear how other chapters are using technology to reach a broader audience as well!

C
O
C
H
A
P
T
E
R
N
E
R

GEAPS' Coolest Show

Jan. 8-9, 2020

Multiple Speakers

Victoria Inn & Convention Center

Winnipeg, Manitoba

Great Lakes Regional Conference

Feb. 26-28, 2020

Kalahari Resort

Sandusky, Ohio

GEAPS Chapter Leader Workshop

Monday, March 23, 3:15 p.m.

Planning a Successful Regional Conference

Exchange 2020

Minneapolis, MN



New Members

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

Canadian Prairies

- Sean Beattie**, DyMark Industries Inc.,
recruited by Tim Robertson
- Martin Bima**, FWS Group of Companies
- Keith Gerrits**, AECOM, *recruited by Matthew Bueckert*
- Kevin Hughes**, Falcon Shuttle Rail
- Warren Kitzul**, Credence Construction Ltd
- Ryan Matheson**, Belterra Corp.,
recruited by Andrew Knapp
- Blaine Murray**, G3
- Gary Smith**, WSP Canada Group Ltd.,
recruited by Robert Ewanchuk

Columbia River

- William Graham**, Ecolab
- Kevin Hendrickson**, Temco, *recruited by Jori Prince*
- Ben Nelson**, Columbia Grain Export Terminal, *recruited by Randy Cartmill*
- Nick Wright**, EGT LLC, *recruited by Matthew Kerrigan*

Cornbelt

- Sven Bonde**, MH Equipment

Gulf South

- Jonathan Howell**, Cargill GOSCNA,
recruited by Jeremy Seyfert
- Bradley Manko**, Energy Sales & Service, LLC

Greater Iowa

- Thomas Green**, Flint Hills Resources, LLC

Great Plains

- Michael Kempke**, The Cooperative Grain and Supply Company

Inland Empire

- Freya Jensen**, Industrial Systems & Fabrication, *recruited by Regan Heaton*

Intermountain

- Lee Andersen**, Ririe Grain & Feed Co-op

Kansas City

- Tyler Morerod**, Magnum Systems, Inc

Mid-America

- Bikash Shrestha**, Green Plains Inc

Mid-Atlantic

- Eric Branham**, Eastern Lift Truck, *recruited by R. Scott Brittingham*
- Lawrence Martin**
- Jeremy Messick**, Power Trans Inc, *recruited by R. Scott Brittingham*

Mid-South

- Frank Garczynski**, Koch Foods
- Jeremy Lee**, GM Lawrence & Co, *recruited by Mason Cady*

Minneapolis

- Jen Baggenstoss**, Donaldson Co Inc, *recruited by Karilyn Smith*
- Russ Kaehler**, Siemens Industry Inc
- Brandon Sneen**, Port Cargill/East

Michigan/So Ontario

- Brian Joyce**, Plastruct Polyzone
- Carla Trone**, Petro-Canada Lubricants

Non-chapter

- Jon Alliss**, Flint Hills Resources, LLC
- Brandon Benson**, Pipeline Foods
- Ted Jarosz**, Chemcoaters LLC
- Eric Koch**, Bird Control Group
- Ryan Kuhl**, Northern Plains Grain Inspection Service, Inc
- Dawn Severs**, A-Lert Construction/ Roofing a Division of Centurion Ind

Seaway

- Andrew Bubp**, AGI, *recruited by Alicia Sweet Hupp*
- Martin Irving**, LJ Irving Demolition

Vancouver

- Syed Baqar**, FWS Group of Companies

Upcoming Board and Committee Meetings

DATE	TITLE	CITY	STATE/PROV.
Jan. 15, 2020	International Executive Committee Meeting	Minneapolis	MN
Jan. 16, 2020	International Strategic Planning Committee Meeting	Minneapolis	MN
Jan. 17, 2020	International Board of Directors Meeting	Minneapolis	MN
Jan. 31, 2020	Chapter Resource Committee Meeting	Conference Call	
Feb. 19, 2020	Educational Programming Committee Meeting	Conference Call	
Mar. 21, 2020	Educational Programming Committee Meeting	Minneapolis	MN
Mar. 21, 2020	Membership Committee Meeting	Minneapolis	MN
Mar. 21, 2020	Chapter Resource Committee Meeting	Minneapolis	MN
Mar. 21, 2020	Continuing Education Programs Oversight Committee	Minneapolis	MN
Mar. 25, 2020	International Board of Directors Meeting	Minneapolis	MN



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

CALENDAR

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

CHAPTERS

CANADIAN PRAIRIES

January 8, 2020
2020 Coolest Show
Victoria Inn &
Convention Centre
7 a.m.
Winnipeg, MB

CORNBELT

January 14, 2020
Project Planning
Asmark Center
11 a.m.
Bloomington, IL

March 10, 2020
Joint GFAI/GEAPS Meeting
Asmark Center
8 a.m.
Bloomington, IL

GREAT RIVER

January 16, 2020
Round table discussion
Iowa Machine Shed
11 a.m.
Davenport, IA

April 9, 2020
Lock and Dam Tour
Lock and Dam 16
10 a.m.
Rock Island, IL

May 28, 2020
Chapter Elections
Iowa Machine Shed
11 a.m.
Davenport, IL

GREATER NEBRASKA

January 14, 2020
Ozone Generator
Chicken Coop
6 p.m.
Grand Island, NE

March 10, 2020
Electrical Maintenance
Chicken Coop
6 p.m.
Grand Island, NE

April 14, 2020
Program In A Box
Chicken Coop
6 p.m.
Grand Island, NE

May 12, 2020
Team Event
Sleuth Escape Rooms
4 p.m.
Kearney, NE

HOOSIER

December 8, 2019
Safety
Andersons Grain
Noon
Delphi, IN

February 26, 2020
2020 Great Lakes
Regional Conference
Kalahari Resort
8 a.m.
Sandusky, OH

May 29, 2020
Annual Scholarship Golf
Outing and Meeting
Chippendale Golf Course
11 a.m.
Kokomo, IN

KANSAS CITY

December 14, 2019
Annual Spouses'
Appreciation Night
New Theater Restaurant
5:15 p.m.
Overland Park, KS

February 4, 2020
North Central
Regional Conference
speaker presentation
Bass Pro Shop
3 p.m.
Independence, MO

MICHIGAN/ SO ONTARIO

February 26, 2020
2020 Great Lakes
Regional Conference
Kalahari Resort
8 a.m.
Sandusky, OH

MID-AMERICA

December 12, 2019
Workplace Violence
Famous Dave's
11:30 a.m.
Omaha, NE

MID-ATLANTIC

December 3, 2019
Christmas Social
Heritage Shores
6 p.m.
Bridgeville, DE

MID-ATLANTIC

January 7, 2020
Grain Quality and
Aeration of Grain Bins
and Ground Piles
Adam's Grille
6 p.m.
Fruitland, MD

February 4, 2020
Feed Milling - Current Issues
Heritage Shores
6 p.m.
Bridgeville, DE

March 3, 2020
OSHA Stand up for Safety
and Ladder Regulations
Adam's Grille
6 p.m.
Fruitland, MD

May 5, 2020
Dust Collection Systems
Heritage Shores
6 p.m.
Bridgeville, DE

July 9, 2020
Golf Outing
Heritage Shores
11:30 a.m.
Bridgeville, DE

August 11, 2020
Annual Crab Feast
Suicide Bridge Restaurant
6 p.m.
Hurlock, MD

MID-SOUTH

February 6, 2020
Annual Conference and
Equipment Expo
Brinkley Convention Center
8 a.m.
Brinkley, AR

MINNEAPOLIS

December 4, 2019
Best Practices in
Dust Collection
Donaldson Co
Noon
Bloomington, MN

January 8, 2020
Product Show
Dan Patch American Legion
1 p.m.
Savage, MN

April 1, 2020
Data Analytics
Holiday Inn
Noon
Bloomington, MN

June 1, 2020
Spring Golf Event
Keller Golf Club
Noon
St Paul, MN

SEAWAY

February 26, 2020
2020 Great Lakes
Regional Conference
Kalahari Resort
8 a.m.
Sandusky, OH

THUNDER BAY

December 13, 2019
Chapter Holiday Reception
Red Lion Smokehouse
5:30 p.m.
Thunder Bay, ON

TWIN PORTS

December 18, 2019
Holiday Social
Hammond Steakhouse
5:30 p.m.
Superior, WI

January 15, 2020
Winch Systems
Earth Rider Brewery
5:30 p.m.
Superior, WI

February 8, 2020
Annual Ladies Night
Barker's Island
7 p.m.
Superior, WI

March 18, 2020
Port Update
Hammond Steakhouse
5:30 p.m.
Superior, WI

April 15, 2020
Year End Review
Hammond Steakhouse
5:30 p.m.
Superior, WI

May 20, 2020
Annual Elections
Hammond Steakhouse
5:30 p.m.
Superior, WI