Last Chance to Register for GEAPS Leadership Education and Networking Workshop  page 3

New Design for GEAPS Website!  page 4
Much like grain facilities, GEAPS is always looking to improve efficiencies. As we move closer to June 30, when memberships expire, GEAPS will be conserving paper and sending fewer letters reminding you to renew. That means that it will be more important than ever for you to renew your membership online. Dues for 2017-2018 will be $350.

The GEAPS website, www.geaps.com will be getting a big upgrade this summer. It will be easier than ever to renew your membership online. You will be able to pay immediately by credit card. You can also update your personal profile, to make sure your contact information is correct in the online Member Directory and the annual print DirectaSource.

Check out some of the new features on pages 4-5 and then head online to renew your membership today!
Don’t Miss the Leadership Workshop!

Time is running out to register for GEAPS’ Leadership, Education and Networking Workshop! Our two-day summer event in the Twin Cities is next month - July 18-19, 2017. Wherever you are in your career – new, or experienced – and whatever your role is in the industry, this event will give you the skills to move your career forward!

Don’t miss this great opportunity to gain new skills and expand your professional network with colleagues from across the country. Visit www.geaps.com for more details and to register online. With a few clicks, you could be taking steps to pursue your next career goals!

Book Your Room
The deadline to reserve rooms in the workshop room block is June 30. The workshop and lodging are both at the Hyatt Regency Bloomington – Minneapolis. Visit www.geaps.com for the link to reserve your room!

Convince Your Boss
You may be asked to justify why you should invest the time and money to attend this workshop. Here are a few tips that might help you demonstrate the return on investment you, your employer and your fellow workers will receive:

- Share how sessions will improve your performance and benefit the organization.
- Provide your supervisor with your conference itinerary.
- Mention the networking. Where else can you find so many industry contacts facing the same issues as your organization? Are there solutions you’re not aware of?
- Focus on what you will specifically bring back to the organization as payback for the investment. You can download a letter for your boss on www.geaps.com!

Networking
Networking is such a big part of this workshop it’s in the title. In addition to sharing ideas with peers during education sessions, there will be an hour-long networking Happy Hour on Tuesday.

Here are some handy networking tips:

- Bring plenty of business cards to share.
- Have your “elevator speech” ready, a few thoughts to share about yourself and your role in the industry.
- Follow up! You will meet new colleagues. After the event, connect with them via email, LinkedIn or with a quick phone call.

Education Sessions
Speakers this year are presenting leadership topics that will provide plenty of ideas to share.

- **Kit Welchlin**, president of Welchlin Communication Strategies, will help you manage tough situations at work.
- **Mary Gillen**, millennial speaker, XYZ University, will help you understand the Millennial perspective.
- **Paul Batz**, CEO and Founder of Good Leadership Enterprises is covering leadership, excellence, positivity and more in the keynote presentation.

If you have a credential from GEAPS and Kansas State University, sessions will count for four-tenths (0.4) of a continuing education unit (CEU).

Remember to Register
Register online at www.geaps.com today!

FREE for GEAPS Members • $249 for non-members
GEAPS recently unveiled a new website that should make it easier to connect with all of our resources, program and services. It retains most of the functions of the old site, and it should be much easier to use!

Here are some highlights of the new site:

**Update Your Profile and Renew Your Membership**
One of the most important features of the new site is the member profile page. Once you sign in at the top of the page, you can select Member Profile under My Account. From here, you can edit your job title, phone number and email address. This information is used in the online Member Directory and in the annual print DirectaSource.

It’s also easier than ever to renew your GEAPS membership. Underneath your name, title and photo on the left hand side, you can click the Renew button, and you will see the balance due and membership period. Click Renew Now and you can renew your membership online with a credit card!

**Member Directory**
You can use the online member directory to search for other members. You can search by name, company, chapter and even country. You must be logged in to the site to use the Member Directory.

**Buyers’ Guide**
The online Buyers’ Guide has received a major upgrade. You can now search by keyword or category. All of the categories used in the DirectaSource are included. Each company that matches your search will include a link to the company’s profile and contact info.

**Signing up for Training and Events**
Whether you are looking to sign up for GEAPS Education and Networking Workshop, or distance education courses, you can almost always find a link to register on the page for that program. If you would like to see all of the available events and training options, you can log in to the site, and select Events from under My Account.
**Chapter Pages**

The main chapter page includes a map of all GEAPS chapters, with links to each chapters’ individual pages. Your chapter’s page will include upcoming meetings and events and chapter leaders.

We hope you find the new website helpful and easy to use! If you have any questions about the site, or need help logging in, please contact GEAPS at (763) 999-4300 or info@geaps.com.

---

**Recruit New Members to Win GEAPS Pullover, Chance at Noise-Cancelling Headphones**

GEAPS’ Membership Committee recently revamped the prizes for the member recruitment program, giving you a way to drown out the noise of everyday life with a sweet pair of noise cancelling headphones.

Every GEAPS member who recruits a new member in 2017 receives a quarter-zip Sport Tek Sport-Wick Stretch pullover embroidered with the GEAPS logo. In addition, every member you recruit gets you entered into the grand prize drawing for the headphones.

In the past, everyone who recruited a new member would receive a GEAPS sweatshirt. Winners for the annual recruitment contest will be announced at GEAPS Exchange 2018 in Denver.

**COMPLETE PRIZE BREAKDOWN**

- **TOP RECRUITER:** Leather Coat
- **RECRUITERS 2-4:** $100 gift certificate to GEAPS Marketplace
- **10 RANDOM WINNERS:** $100 gift certificate to GEAPS Marketplace
- **GRAND PRIZE DRAWING WINNER:** Noise Cancelling Headphones
Deadline Approaching to Speak at Exchange 2018

Are you an expert in the grain industry? Do you know any excellent speakers who could share their talent with the industry? The Exchange Educational Programming Committee is still looking for experts to present education sessions at GEAPS Exchange 2018 in Denver, Colorado.

Each year GEAPS offers over 40 hours of educational programming designed to build the skills of grain handling and processing professionals of all levels of experience.

You can learn more and submit an application at www.geaps.com. The deadline to submit applications is June 30, 2017.

GEAPS is Looking for Speakers for the Following Topics:

**Grain and oilseed quality management**
- Organics - handling, design changes
- Oilseeds
- Grain cleaning - new equipment
- Ethanol byproducts

**Human resources management**
- How to make your company more attractive to employees, for example, hiring and generational needs
- Identifying/understanding addiction/dealing with addiction/facing employee issues that are highly controversial

**Agri-business environment and management practice**
- Being a good neighbor/community relations

**Equipment management**
- Grain dryer maintenance
- Basic maintenance - predictive maintenance cost savings, why do it, bearings, conveyors, ultrasonics, new technologies, predictive rather than preventative
- Decreasing field maintenance and cost of wear

**Property and casualty risk management**
- Grain theft prevention and company security
- What happens when the fire marshal comes to my site? Who’s in control? Once 911 is there, who’s in charge?

**Facility and process engineering and construction**
- Automation life cycle planning
- How to make flow diagrams

**Facility and process operations management**
- Variable frequency drives
- Facility design considerations for maximum flexibility and throughput
- Contractor selection criteria and managing projects
- Power factor correction
### Speakers volunteer for a variety of reasons.

<table>
<thead>
<tr>
<th>Why did you volunteer to present?</th>
<th>Why should other grain industry experts consider presenting?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tressi Cordaro</strong>&lt;br&gt;attorney at law, Jackson Lewis P.C.</td>
<td><strong>Mont Stuart</strong>&lt;br&gt;mgr, malt oper, MillerCoors</td>
</tr>
<tr>
<td>Speaking at Exchange 2016 provided an opportunity to educate the grain industry about their rights and responsibilities in OSHA inspections. It allowed me to help attendees manage OSHA inspections and hopefully limit their liability. Additionally, presenting provided an opportunity to showcase the services that I can provide as an attorney specializing in workplace safety and health and the services that my law firm can provide employers.</td>
<td>The conference is important to the elevator operations within our company, MillerCoors.</td>
</tr>
<tr>
<td><strong>Don Groover</strong>&lt;br&gt;CIH(ret), CSP, senior vice president, Dekra Insight</td>
<td></td>
</tr>
<tr>
<td>I like the idea of helping others think differently about their role in safety, how to think about their role in creating culture and giving them a few ideas to try once they leave the conference. Anytime I can do so, it benefits the greater community. If one or two people take action as a result I feel like it is a success.</td>
<td></td>
</tr>
</tbody>
</table>

For some of the same reasons noted above, it is a great forum to reach a wide range of grain industry professionals and demonstrate your specific area of expertise. Do so if what you have to share can make a difference. If we can share our experiences, our successes and our failures, we help the whole of the industry. It is a very good forum to meet other grain handling professionals and equipment suppliers.
The Hands-On Training Program continues to take shape, and course instructors have now been selected! Registration is scheduled to open in July. For more information, visit www.geaps.com.

**Bob Marlow, retired, Hoosier Chapter**
Marlow is a 46 year veteran of the grain industry, having worked in various capacities during his career with The Andersons. He has extensive experience in equipment selection and installation, facility maintenance and project management. Bob is an instructor on both the grain elevator equipment and grain dryer modules at Grain Elevator Manager school at Kansas State University.

**Jeff Schwab, GSI**
Schwab is an established grain and feed industry veteran with a combined 42 years of experience in various roles, including engineering, sales and field troubleshooting work with three different grain industry equipment manufacturers. He has been the lead material handling instructor at GSI’s Service and Sales Schools for both farm and commercial material handling products. Jeff currently teaches 5 – 10 courses for dealers per year.

**Dr. Carlos Campabadal, Kansas State University, Great Plains**
Dr. Campabadal is a program specialist in grain storage, quality management and processing and feed manufacturing for the International Grains Program at K-State. He coordinates the Spanish-speaking outreach program, and handles teaching and research responsibilities at K-State’s Department of Grain Science & Industry. Carlos works as a consultant in grain handling, quality and storage and in feed manufacturing in Latin America, Southeast Asia and North Africa.

**Chris Harner, MCGOM, Berkley Agribusiness Risk Specialists, Seaway**
As part of the Home Office Technical Specialist staff, Harner manages and monitors consulting services to worker’s compensation insureds. He conducts surveys specializing in ergonomic/industrial hygiene fields and training sessions. He also implements service plans dealing with safety fields such as machine guarding, administrative controls such as LOTO or CSE, accident investigation and first aid fields.

**Charles Gubser, Baldor**
Gubser has been in the bulk material handling industry for almost 20 years. He has been with Baldor-Dodge in Torque-Arm product marketing for the last 13 years. He conducts numerous customer and corporate training sessions and works closely with engineering and manufacturing on new product launches.

**Ed LaPreze, Pepper Maintenance, Kansas City**
LaPreze joined Pepper Maintenance® in 2002 and is currently the director of sales and marketing for North America. He was previously the lead man in Murphy Family Farms Nevada Missouri feed mill for 10 years, where he was responsible for the daily operation, automation and electrical systems. LaPreze has obtained certifications as a Level 2 Thermographer, Category 2 Vibration Analyst, Precision Alignment / Field Balancing Analyst and Certified Maintenance and Reliability Technician (CMRT).

If you are interested in supporting the HOT Program, GEAPS and K-State are still looking for financial donations. For more information or to make a donation, contact Jay Bergland with GEAPS at (763) 999-4300 or jay@geaps.com.

---

**HOT Program Donors**
The following manufactures and vendors have graciously contributed to the HOT program:

**5 STAR**
- GSI Group LLC
- Sukup Manufacturing Co.

**4 STAR**
- RNC Material Handling Equipment
- Lambton Conveyor Ltd

**3 STAR**
- 4B Components Ltd.

**1 STAR**
- Safe-Grain/Maxi-Tronic
- CMC Industrial Electronics

**Other Donations**
- Grain Journal
- Screw Conveyor Corp
NGFA and Grain Journal introduce CONVEY17 – a new operations and regulatory compliance conference

Registration is open for the National Grain and Feed Association’s (NGFA) and Grain Journal magazine’s CONVEY17, a newly redesigned operations and regulatory compliance conference and trade show for the grain handling, processing, milling and feed industries.

CONVEY17, a successor to the former NGFA-Grain Journal Safety Conference, will focus annually on key regulatory compliance, safety and operational issues that are vital to facility managers and their key employees. A significant focus of CONVEY17 will be on the Trump administration’s regulatory philosophy and policy changes affecting the Occupational Safety and Health Administration and Environmental Protection Agency. Key operations issues affecting the industry and prudent safety practices to maintain safe and operationally efficient facility operations also will be addressed. Several breakout sessions, structured in a way that allows attendees to customize their experience around three tracks – Safety, Grain Quality, and Operations – also offer the opportunity to earn Continuing Education Credits (pending approval by Kansas State University KSU).

Marcus Neal, director of facility operations at Lansing Trade Group, LLC, and GEAPS International president, is featured in one of these sessions.

This year’s conference, to be conducted July 24-26 at the Westin Kansas City Hotel at Crown Center in Kansas City, Missouri, also will include the Assistant Secretary of Labor for Occupational Safety and Health, as well as several sessions on specific OSHA regulations and interactive sessions covering inspections.

In addition to opportunities to engage with industry leaders about emergency preparedness, automation and employee retention, CONVEY17 also will cover best practices on how to comply with the most far-reaching law to hit the feed industry – the Food Safety Modernization Act.

CONVEY17 includes a 75-exhibitor trade show, which offers ample time to explore the latest product offerings and meet with colleagues. Registration for CONVEY17 is available online at www.convey17.com.

Build Your Skills with Free Webinars

In July, GEAPS and Grain Journal magazine present a webinar on connecting with rescue workers originally scheduled for March 22. If you registered for the webinar previously, there is no need to register for the new date. For more information on upcoming webinars, visit www.geaps.com/webinars.

**J U L Y**

**Wednesday, July 12, 2017, 2 p.m.**

**Rescue Workers and the Grain Industry: Learning to Communicate, Educate and Coordinate**

Jason Holland, faculty fire science instructor, Hutchinson Community College

Do you know who can help protect and save lives at your facility? Determine the capabilities of local emergency response agencies before a crisis occurs. Learn how to be proactive in communicating, educating and coordinating with responders. This session will review Holland’s presentation from GEAPS Exchange 2017.

**In addition, the following webinars will be available in the coming months:**

**A U G U S T**

**Arc Flash: So you thought your Motor Control Center was safe?**

Terry Keenan, CHST, Corporate Safety Director, McC Inc

Tuesday, August 22, 2017, 2 p.m.

**S E P T E M B E R**

**GEAPS 546: Grain Bin Fires Course Introduction**

Speaker to be announced

Tuesday, Sept. 12, 10 a.m.

**O C T O B E R**

**Energy Management: Making Financial Savings a Reality**

Syd Panzer, Prod Mgr, Konnection a division of Kasa Companies

Wednesday, October 11, 2017, 10 a.m.

**N O V E M B E R**

**Conveyor Belt Splicing Best Practices**

Kevin Finnegan, Mech Fastener Applications Specialist, Flexco

Wednesday, November 15, 2017, 10 a.m.

New Course on Process Flow Diagrams Available in July

GEAPS and Kansas State University are offering four courses through their award-winning Distance Education Program in July. These online courses run from **July 17 – Aug. 18**, and registration closes Tuesday, July 11.

**GEAPS 500: Introduction to Grain Handling Operations**<br>**CE: Credential in Grain Operations Management**<br>This course serves as an introduction to the key purposes, equipment and processes of grain-handling facilities with an emphasis on safety. Rick Gregg, Providence Grain Solutions, *Non-Chapter*, took the course in 2015.

“I was very interested in seeing what topics would be covered and how much detail would be provided in an introductory course,” Gregg said. “I found it to be very thorough and sufficient for orientating new recruits. I now have a resource I can recommend for new staff to participate in. It has freed me up, knowing that we have a reliable training option for new employees.”

**GEAPS 510: Grain Facilities Planning and Design I**<br>**CE: Credential in Grain Operations Management**<br>This course covers the key factors and information needed to build new facilities or modernize existing structures. Lectures cover facility types and capacities, storage structures, equipment, layouts and site selection. At the end of the course, participants will lay out a simple facility.

Jeff Malek, CGOM, Rahr Malting Co, *Minneapolis*, took the course in April 2015 to work towards a credential.

“I have always had an interest in how grain facilities are designed,” Malek said. “I also thought it could help me learn different ways we could improve our facilities. The information from this course has helped me tremendously. It has allowed me to make better decisions on what should or could be changed to make our facility more efficient.”

**GEAPS 550: Materials Handling I**<br>**CE: Credential in Grain Operations Management**<br>This course is the first in a three-part series and focuses on the properties and flow characteristics of grains and other dry bulk materials. Students will be able to determine various material characteristics and their effect on the selection and sizing of bins, spouting and screw conveyors. George Alexopoulos took the course in 2015 to learn more about the design aspects of grain handling and storage equipment.

“This information helps me as a mechanical design engineer especially in the area of chute and hopper design,” Alexopoulos said. “I have definitely benefited from my studies and consult the course material whenever I need to refresh my memory. I feel that the course was well worth every cent.”

**GEAPS 610: Interpretation of Process Flow Diagrams**<br>This brand new course focuses on interpretation, use and creation of process-flow diagrams, especially in grain-handling and grain-processing facilities. It will discuss the purposes, benefits and limitations of flow diagrams, and then investigate how diagrams depict processes in facilities devoted to grain-handling, feed processing, grain dry milling and wet-process separation. At the end of the course, students will be required to develop their own relatively simple flow chart.

Courses are open to anyone, even if they are not a GEAPS member or a student enrolled at K-State. For more information about the courses or to register, please visit [www.geaps.com](http://www.geaps.com), contact Katya Morrell at katya@geaps.com or call (763) 999-4300.
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**
- Stephen Andreanopoulos, Purdue University
- Mark Ansel, Louis Dreyfus Commodities
- Kevin Brian, Mountaire Farms Inc
- Jonathan Crone, Parrish & Heimbecker Ltd
- Marc Decker, Mountaire Farms Inc
- Bradley Dimmick, Parrish & Heimbecker Ltd
- Sean Farrell
- Braidy Fehr, Parrish & Heimbecker Ltd
- Alan Hanratty, Parrish & Heimbecker Ltd
- Jon Hendry, The Haskins Co
- Randall Hillebrandt, Louis Dreyfus Commodities
- Joseph Olivier, Louis Dreyfus Commodities
- Chad Pearson, CHS Inc
- Jason Pinion, Louis Dreyfus Commodities
- James Porter, Mountaire Farms Inc
- Jason Portwood, CHS Inc
- Brett Reeves, Louis Dreyfus Commodities
- Achint Sanghi, Weaver Popcorn
- Joe Schoolmeesters
- Shawn Vanhove, VAA LLC

**GEAPS 540: Entry Level Safety**
- Randy Abraugh, Farmers Grain Terminal Inc
- Jaydon Adair, Parrish & Heimbecker Ltd
- Stephen Andreanopoulos, Purdue University
- Morgan Buhs, Parrish & Heimbecker Ltd
- Garret Davis, Parrish & Heimbecker Ltd
- Mark Emery, CHS Inc
- Joel Hawbake, Purdue University
- Matthew King, Farmers Grain Terminal Inc
- Jason Kuehn, CHS Inc
- Anthony Kulbacki, The Scoular Co
- Dwayne Lalkowski, Parrish & Heimbecker Ltd
- Shane Martin, Louis Dreyfus Commodities
- Daniel Miller, Riceland Foods Inc
- Jacob Miller, Purdue University
- Mike Morgan, Columbia Export Terminal LLC
- Joe Paul, EGT LLC
- Roger Pilloud, Parrish & Heimbecker Ltd
- Mitch Raasch, Cooperative Producers
- Randy Tinker, Nationwide Agribusiness Insurance Co
- Jacob Wessel, Bunge Milling

**GEAPS 544: Preventing and Responding to Grain Dust Explosions**
- Jenese Bowles, Louis Dreyfus Commodities
- Mary Carper, Zeeland Farm Services Inc
- Wesley Chang, Iowa State University
- Dale Clark, Intermountain Farmers Assoc
- David Noel, The Scoular Co
- Randy Tinker, Nationwide Agribusiness Insurance Co

**GEAPS 552: Materials Handling III**
- Jay Bergland, GEAPS
- Joel Castillo, Louis Dreyfus Commodities
- Santiago Cervantes, Louis Dreyfus Commodities
- Curtis Cornelsen, Norstar Ind
- Jason Crumly, Ag Growth International (AGI)
- Matthew Dewitt, Louis Dreyfus Commodities
- Shelley Gager, Baldor Electric Co
- Hunter Guerra, Louis Dreyfus Commodities, Beaumont Export Elevator
- Jared Hoffman, Kansas State University
- Chris Jones, Louis Dreyfus Commodities
- Anthony Kulbacki, The Scoular Co
- Curtis Livingston, Louis Dreyfus Commodities
- Harvey Meyer, Louis Dreyfus Commodities
- Nick Morara, Louis Dreyfus Commodities
- Chantelle Paul, Louis Dreyfus Commodities
- Jakob Ponder, Louis Dreyfus Commodities
- Patrick John, Prudencio
- Ashley Reschny, Parrish & Heimbecker Ltd
- Bryce Roberts, Kansas State University
- Robert Rooney, Louis Dreyfus Commodities
- Mike Rubey, Kansas State University
- Robert Seger, Louis Dreyfus Commodities
- James Steward, United Grain Corp
- Demetris Yiasoumis, Cyprus Grain Commission

**GEAPS 554: Grain Elevator Equipment Maintenance I**
- Mike Ames, Michigan Agricultural Commodities
- Jay Bergland, GEAPS
- R Scott Brittingham, Mountaire Farms Inc
- Tanner Denton, MillerCoors
- Duane Ertman, VitaPlus Corp
- Roberto Gomez, Ardent Mills
- Dustin Hagen, Agrocorp Processing Ltd
- Randall Hillebrandt, Louis Dreyfus Commodities
- Jason Hunsaker, The DeLong Co Inc
- Anthony Ingram, Louis Dreyfus Commodities
- Douglas Johnson, Louis Dreyfus Commodities
- Anthony Kulbacki, The Scoular Co
- Dustin McEvoy, Lambton Conveyor Ltd
- Michael McGhee, Louis Dreyfus Commodities
- David McKerchar, Parrish & Heimbecker Ltd
- Ralph Nafegar, Louis Dreyfus Commodities
- Joseph Olivier, Louis Dreyfus Commodities
- Jason Pinion, Louis Dreyfus Commodities
- Brett Reeves, Louis Dreyfus Commodities
- Ashley Reschny, Parrish & Heimbecker Ltd
- James Steward, United Grain Corp
- Hobart Stutt, River Valley Cooperative
- Matt Wight, Louis Dreyfus Commodities
- Demetris Yiasoumis, Cyprus Grain Commission

---

**Credential in Grain Operations Management**
- James Porter
  - Mountaire Farms Inc, Mid-Atlantic Chapter
MEMBERS

MEMBER PROFILE

Eric Kelley

Chapter and committees:
Tri-State Chapter
Associate Board of Directors
Exchange Educational Programming Committee
Past International Board of Directors

Family: Kiley Kelley (Daughter), Eastin Kelley (Son)

Position and Company: Sales Manager for JMI Covers LLC

Years with company: 4

Years in Industry: 24

Interesting or unique fact about your facility/company: Our company started out recycling coffee bean bags in 1973 and grew into one of the largest seafood packaging companies in Louisiana. From there we have added many other styles of covers including containment covers for bridges and water towers, athletic field covers, landfill covers and caps, as well as custom grain covers in a state of the art facility.

Past positions: Operations Assistant for Attebury Grain – DeBruce Grain – Lead Operator

Education: West Texas A&M

Biggest influence on your career: I would say Bill Arroyo was the biggest influence on my career. I started with him when I was just a kid without much experience and he continued to push me to succeed. He mentored me to be a leader and gave me the tools to make it to where I am today.

How has GEAPS helped your leadership skills? It has allowed me to meet many industry leaders. Through conversations while volunteering on boards and committees you learn how others deal with similar issues, giving you a broader horizon to pull solutions from.

What are three of your favorite memories from GEAPS?
- My first Exchange in 2006 was quite an experience, from the vendors to the education. There was so much to see and learn. From that day I started to become more involved in GEAPS beyond the local level.
- GEAPS Exchange 2015 was my first year on the EPC and to see the efforts of all of the people involved in putting together quality education sessions finally pay off was an amazing feeling.
- GEAPS Exchange 2014 was my first time to sit on the vendor side of the organization. I now have had the privilege to sit on both International boards and have made many friends and learned invaluable knowledge.

What is the best advice you have received from another GEAPS member? I was nudged to run for the International board by Mr. Fedje. He told me the best part about GEAPS is the people, and to meet as many as you can.

What is one industry-wide trend affecting your company right now? How are you reacting to it?
The growth of temporary storage due to big harvests and companies carrying grain from year to year is what is driving my company right now. We are excited to bring new products to the market to help protect the products in temporary storage piles. We offer patented strapping systems and many other accessories to make the dreadful covering of piles safer and easier for the end user.
Introduce Yourself To Someone New

by Gil Garcia, CMC Industrial Electronics, Hoosier Chapter

Like you, I attend my fair share of GEAPS meetings and feel comfortable in my exclusive group of friends. I also make a point to step out of my comfort zone to introduce myself to new members and attendees at chapter meetings. I always introduce myself and try to make them feel welcome.

Introducing yourself to someone new at a meeting is the most effective way to capture the attention of participants, engage them in conversation and drive productive collaboration. Whether you are an Associate or Regular GEAPS member, we are all in the people business.

There are a few things you can consider to start a conversation and help make someone new feel comfortable with your chapter:

• Your introduction should encourage them to engage with you.
• Describe your business, and ask about theirs.
• Explain your role in GEAPS, and ask what value they hope to get out of the meeting.

Once you have the conversation started, look for a way to add value. You can provide details of upcoming meetings, point out other key members in leadership or review the meeting agenda.

It’s important to ask questions and listen. The best connections never come from speaking, they come from listening. You can get tremendous value out of your GEAPS membership by connecting with new faces, building new relationships and exploring common ground. You might even discover hidden connections between you and someone new.

You want your new friend to come away from the conversation feeling good about their investment of time and energy. With every interaction we have with people, there are takeaways we can get in opinion and perspectives.

It’s important to ask questions and listen. The best connections never come from speaking, they come from listening.
The Canadian Prairies chapter met May 9 at the Canadian Museum for Human Rights in Winnipeg, Manitoba. This was the chapter’s annual general meeting and 50 members attended.

The Cornbelt chapter met May 16 at Swinger’s Grille in Normal, Illinois. This was the chapter’s annual planning meeting and 10 members and guests attended. The chapter gave updates on their golf outing, scholarships, finances and how to integrate former Gateway members.

The Greater Iowa chapter met May 23 at the Ag Information Center in Nevada, Iowa. Dr. Dirk Maier, Iowa State University, talked to 32 members and five guests about summer grain storage concerns and how to prevent loss due to mold, insects, shrink and utility waste.

The Greater Nebraska chapter met May 9 at the Chicken Coop in Grand Island, Nebraska. Jason Crumly and Mike Merema, AGI, spoke to 12 members and three guests about grain probes and temporary storage. The chapter also discussed their upcoming elections, taking place on Survey Monkey this year.

The Michigan/So. Ontario chapter met Jan. 17 at Cabela’s in Dundee, Michigan. A total of 85 members and 15 guests attended as Jennifer Clark, Denson MBA senior occupational safety consultant, spoke on safety. Clark discussed common safety violations in the industry and attributes that MIOSH look for when recognizing a company for their programs. The Michigan State Police also talked about updates on regulations, specifically proper lighting considerations. Finally, Patrick Nellenbauch and Jeff Trudell, Star of the West, presented contractor safety training.

The Michigan/So. Ontario chapter met April 6 at the Potowatomi Inn in Angola, Indiana. The 15 members went over the chapter’s financials and voted in a new President, Shawn Dunn, Cooperative Elevator Co. They also talked about their upcoming social events and scholarships. The chapter plans to donate money to a bin entry class in August.

The Mid-Atlantic chapter met May 9 at Adam’s Grille in Fruitland, Maryland. Tim Hankinson, Hankinson Marketing, spoke to 19 members and eight guests about Dust Free Loading. The chapter also held elections, awarded membership longevity pins to Tim Hankinson and Reggie White and discussed their annual crab feast.

The Mid-South chapter met May 12 at Bear Creek in Marianna, Arkansas. This was the chapter’s annual fishing tournament; a total of 18 members and four guests participated. The chapter also discussed the Bunge plant tour they went on in April.

The Minneapolis chapter met May 17 at Surly Brewery in Minneapolis, Minnesota. This was the chapter’s annual meeting. The 85 members and 10 guests enjoyed a tour of the brewery followed by chapter elections and updates on their summer golf event and scholarships.

The Seaway chapter met May 9 at Star of the West mill in Willard, Ohio. A total of 27 members and two guests enjoyed a tour of the new flour mill followed by a business meeting. The chapter held elections and watched presentations on safety initiatives in Michigan and throughout the Midwest.
Welcome these new members who joined GEAPS recently. Italics denote Student Members.

**New Members**

**Columbia River**
- Andrew Almquist, Kalama Export Co LLC, recruited by Troy Goldner

**Canadian Prairies**
- Curtis Starkell, GSI

**Cornbelt**
- Lucas Allen, The Scoular Co
- Jim Copher, The DeLong Co Inc, recruited by Scott Butram
- Jon Nieman, Midwest Foundation

**Gulf South**
- Cody Binder, Alston Equipment Co, recruited by Philip Kelly

**Greater Iowa**
- Ben Aschenbrenner, Ag Partners LLC, recruited by Mason Cady
- Eric Schnack, PMI Iowa LLC, recruited by Gary Sondgeroth
- Richa Sharma, Iowa State University, recruited by Dr. Charles Hurburgh
- Jamie Wood, Ag Partners LLC, recruited by Mason Cady

**Greater Nebraska**
- Leo Robinson, C-TEC Mechanical, recruited by Mark Baird
- Justin Scamehorn, C-TEC Mechanical, recruited by Mark Baird

**Great Plains**
- Brad Hanf, Worthington Industries
- James Miller, Trece Inc, recruited by Perry Nettles

**Hoosier**
- Aaron Maple, Kokomo Grain Co Inc, recruited by Butch Hendrix
- Andrew Zeller, Allied Mechanical Services, recruited by Austin Carpenter

**Intermountain**
- Paul Neibaur, Thresher Artisan Wheat, recruited by Joe Mlynk

**Kansas City**
- Mike McDowell, Brock Grain Systems

**Mid-Atlantic**
- Grant Kennedy, GSI, recruited by R Scott Brittingham

**Mid-South**
- Bubba Shannon, Graber Construction Inc

**Minneapolis**
- Kevin Boeder, Smart Grain Solutions LLC
- Todd Ellefson, GEECO, recruited by Greg Oberle
- Rodie Jelleberg, Superior Grain Equipment, recruited by Randy Coffee

**Ryan Reichert**, SMA LLC
- **Joan Steiner**, Superior Grain Equipment, recruited by Randy Coffee

**Non-Chapter**
- Matt Hanson, Maxi-Lift Inc
- Paul Koenig, Precision Pulley and Idler (PPI)
- Parker Maloney, Kansas State University
- James Mckellar, Bunge North America, recruited by Matt Rucker
- Danny Peterson, Argonics, Inc.

**Seaway**
- Christopher Smith, Sweet Manufacturing Co, recruited by Alicia Sweet Hupp
- Jordan Wray, The Andersons Inc, recruited by Ken Schmenk

**Siouxland**
- Eric Moerman, Interstates Companies

**Twin Ports**
- Mike Nikstad, MARS/Conveyor Belt Svc Co
- Paul Radiig, Plunkett’s Pest Control Services, recruited by Andrew Waldbillig

**New Lifetime Member**
- Ben Lackey, Mid-South
An extensive and up-to-date calendar can be found on the GEAPS website.

<table>
<thead>
<tr>
<th>CHAPTERS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GREAT PLAINS</strong></td>
</tr>
<tr>
<td><strong>August 14, 2017</strong></td>
</tr>
<tr>
<td>Golf Outing</td>
</tr>
<tr>
<td>10 a.m.</td>
</tr>
<tr>
<td>Sandcreek Station</td>
</tr>
<tr>
<td>Newton, KS</td>
</tr>
</tbody>
</table>

| **MID-ATLANTIC** |
| **August 8, 2017** |
| Crab Feast |
| 6 p.m. |
| Suicide Bridge Restaurant |
| Hurlock, MD |

| **KANSAS CITY** |
| **August 24, 2017** |
| Trap Shoot and BBQ |
| 5 p.m. |
| Botoroff Trap Range |
| Lancaster, KS |

| **NORTH IOWA** |
| **August 18, 2017** |
| Golf outing and professional networking |
| 9:30 a.m. |
| Highland Park Golf Course |
| Mason City, IA |

| **THUNDER BAY** |
| **July 6, 2017** |
| Annual Golf Tournament |
| Noon |
| Fort William Country Club |
| Thunder Bay, ON |