



## Renew Your GEAPS Membership by June 30

Most GEAPS memberships expire at the end of this month, and the GEAPS office distributed renewal notices at the end of last month as a reminder. To continue your membership without interruption, return your form to the GEAPS office, along with your payment, by June 30, 2012.

The GEAPS Membership Committee is also asking all members to update their information in the Online Membership Database at [www.geaps.com](http://www.geaps.com), even if you do not plan on renewing this year (although we certainly hope you stay with us!).

We hear year after year from members like you that in the grain operations industry, there's no resource quite like GEAPS for education, professional development and networking. Your \$290 yearly dues amount to less than \$.80 per day—and that spare change can add up in big ways for your career. GEAPS members-only benefits include:

- Exclusive discounts on GEAPS' premier continuing education and professional development opportunities: the GEAPS/K-State distance education program, GEAPS Exchange sessions, and more
- Unparalleled support for facility safety, and original safety education materials
- Real-world leadership training and job-building skills
- Networking opportunities with industry peers around the globe
- Online forums that allow you and your colleagues to share expertise about on-the-job challenges
- Immediate access to our archive of reliable technical information
- Lifetime friendships
- A lot of fun

In last month's membership mailing, we even included an offer that could cut your renewal costs to nothing. For every new member that you sponsor, we slice dollars off your fee. If you sponsor four new members by June 30—and send in their applications when you renew by mail—you're home free.

In addition to renewing by mail by sending in your invoice before June 30, you can now renew online. Just go to the "Join/Renew" button on our website's home page ([www.geaps.com](http://www.geaps.com)) for instructions. It takes about one minute flat.

Renew today to continue reaping the benefits tomorrow!



# GEAPS

Grain Elevator and Processing Society

<http://www.geaps.com>

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@GEAPInfo



GEAPS' vision is to be "the knowledge resource" by providing key information in these "core competencies:"

- Grain Quality Management
- Grain-Handling Equipment Management
- Handling Systems & Operations Technology Management
- Facility Operations Management
- Agribusiness Environment & Management Practice
- Human Resources Management
- Property & Casualty Risk Management

By providing information relevant to these seven skill sets or knowledge categories, GEAPS aims to meet the needs of grain industry professionals and to help them successfully perform their jobs.

## In-Grain

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## Renew and Recruit

Sign up new members with your renewal and receive...

*Dollars off your  
renewal fee!*

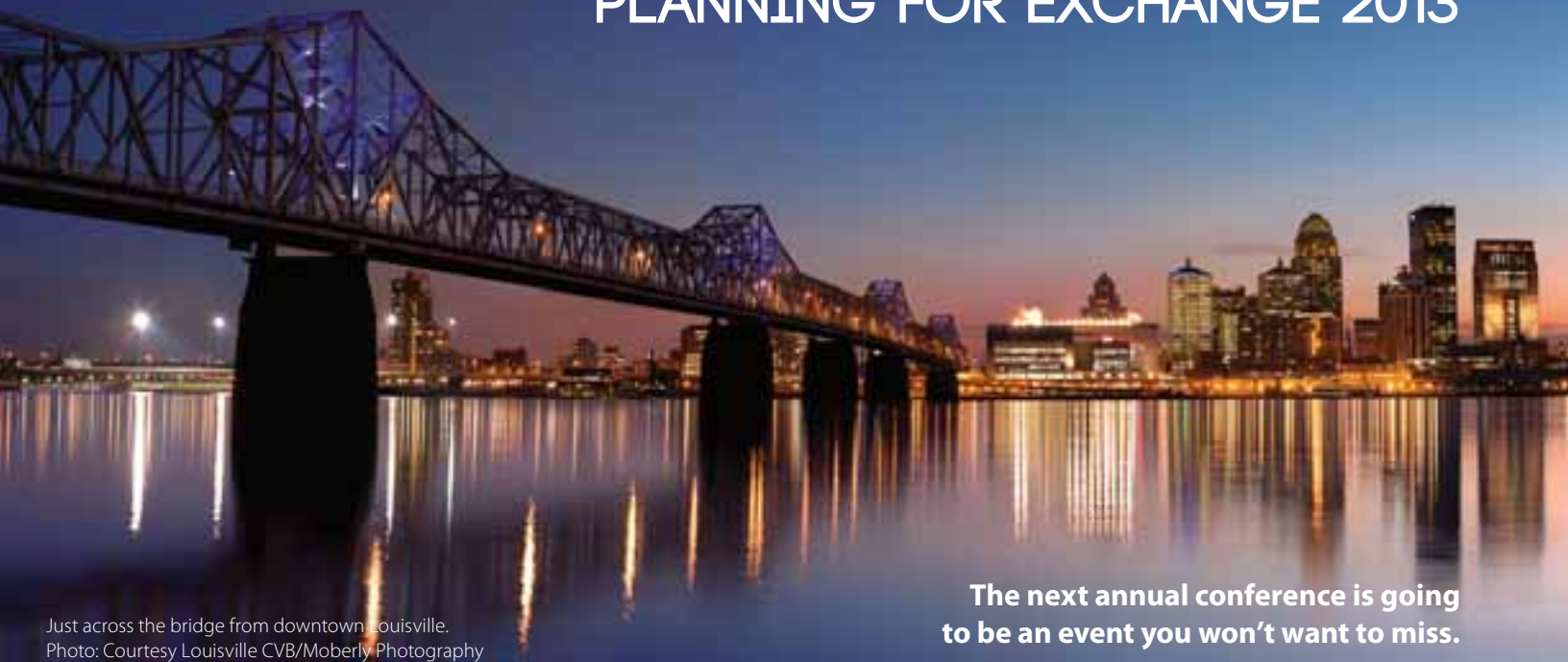
plus

*Climb the ladder in  
the annual member  
recruitment contest  
and improve your  
chances to win some  
great prizes!*





## PLANNING FOR EXCHANGE 2013



Just across the bridge from downtown Louisville.  
Photo: Courtesy Louisville CVB/Moberly Photography

The next annual conference is going to be an event you won't want to miss.

Even though the Exchange is about eight months away, GEAPS is busy preparing for what's shaping up to be another huge conference.

This issue is the first chance to see all the exhibitors on the sold-out, biggest-ever floor plan of Expo 2013. (See pages 4-7.) One glance at the expo hall, packed with exhibitors featuring the latest and greatest the industry has to offer, will convince you that Louisville is the place to be next February.

But the Exchange isn't just about the expo hall. Attendees come for the valuable educational program to learn about the issues important to agribusiness professionals in today's industry. The Educational Programming Committee (EPC) continues its work year-round to plan the best program for Exchange attendees. At a meeting at GEAPS headquarters in Minneapolis, Minn., on June 6, the EPC considered several issues, including:

- Welcoming new Educational Programming Committee members
  - **Barb Grove**, Farmway Cooperative
  - **Tarry Ham**, Consolidated Grain & Barge
  - **Lance Lamars**, Cargill
  - **Cheryl Lansink**, Comco
- Review of Exchange 2012 educational session evaluation results
- Consider Exchange 2013 schedule
- Review educational session topic suggestions for Exchange 2013
- The topic for Exchange 2013 Opening Workshop
- Discussion of how to extend benefits of Exchange education sessions to those who are not able to attend
- The Grain Operations Certificate Standards and how this may affect the Exchange education program



The Educational Programming Committee meeting in Minneapolis, Minn., on June 6.



## EXPO 2013 — Exhibiting Companies

Here are all 294 companies signed up to exhibit at Exchange 2013. Clearly, the success of this year's conference in Minneapolis has already led to great anticipation for Louisville. Exhibitors reserved their booth locations during booth sales at Exchange 2012 and sold out the floor plan before the conference was over. Never before has next year's exhibit hall sold out during Exchange onsite booth sales. Expo 2013 has already broken records, and the show doesn't start for eight months! The 294 companies below beats the number of exhibiting companies for Minneapolis, 276.

- |                                     |   |                                       |
|-------------------------------------|---|---------------------------------------|
| 105 Association                     | CAMCORP Inc                                 | Faithful+Gould                        |
| 4B Components Ltd                   | Cardinal Professional Products              | Fall Protection Systems Corp          |
| Abel Mfg Co Inc                     | Carter Day/Jacobson                         | Feed & Grain Magazine                 |
| Accu-Steel Cover Buildings          | CEEC Inc                                    | Fenwal Protection Systems Inc         |
| Action Pest Control                 | Central Life Sciences                       | Fike                                  |
| Adams Building Contractors Inc      | Central States Enterprises LLC              | Flexco                                |
| AGRA Industries Inc                 | Charm Sciences Inc                          | Food Protection Alliance              |
| AGRI-associates Inc                 | Chief Agri Industrial Div                   | FOSS North America Inc                |
| AgriDry LLC                         | Christianson Systems Inc                    | Frisbie Construction Co Inc           |
| Agrilogistics Inc                   | CL Smith Industrial Co                      | Fumigation Service & Supply           |
| AgVision Agribusiness Software      | Clear Creek & Associates Inc                | Gamet Manufacturing                   |
| AIRLANCO                            | ClearSpan Fabric Structures                 | Gates Corporation                     |
| AIRMATIC Inc                        | CMC Industrial Electronics                  | General Rubber & Plastics             |
| Alberici Constructors               | Comco                                       | Graber Construction Inc               |
| Alimak Hek Inc                      | CompuWeigh Corp                             | Grain Belt Supply Co                  |
| Allatoona Machinery Co              | Control Chief Corporation                   | GrainWatch LLC                        |
| Allied Locke Industries             | Control Stuff Inc                           | Greystone Construction Co             |
| All-State Industries Inc            | Cornbelt/Macon                              | Grossman & Associates Inc             |
| Andco Actuators                     | CorrPak Bulk Packaging Systems              | GSF Inc                               |
| Applied Power Products              | CPM Beta Raven                              | GSI Group LLC                         |
| Argonics                            | Crippen Northland Superior Supply           | GVS Ltd                               |
| The Arnold Company                  | Crown Iron Works                            | Halverson Co                          |
| ArrowCorp Inc                       | CST Storage (Columbian - Weaver Reclaimers) | Hanson Silo Co                        |
| ASI Industrial                      | C-TEC AG                                    | Harris Companies                      |
| ASM Engineering                     | Cultura Technologies Inc                    | Hetronic USA                          |
| Bailey-Parks Urethane Inc           | Custom Agri Systems Inc                     | Hi Roller Conveyors                   |
| Baldor/DODGE/Reliance               | Custom Concrete Specialists (CCS Group LLC) | Hoffmann Inc                          |
| Balfour Beatty Rail Inc             | Custom Service Crane Inc                    | Hogenson Construction Co              |
| Banner Engineering                  | Cytec Industries Inc                        | Honeyville Metal Inc                  |
| BarnesCo Inc                        | dbc SMARTsoftware                           | Hotstart                              |
| Batterton Waterproofing/C TEC AG    | DCL   | Hulcher Services Inc                  |
| Bayer CropScience                   | Degesch America Inc                         | Hutchinson/Mayrath                    |
| Behlen Mfg Co                       | Delux Mfg Co                                | Imperial Systems Inc                  |
| Best Sorting                        | DICKEY-john Corp                            | Industrial Automation Engineering Inc |
| Bindicator/Kistler Morse            | Dickson Chemical Co Inc                     | The Industrial Fumigant Company LLC   |
| BinMaster                           | Diesel Locomotive Co                        | Industrial Magnetics Inc              |
| BM&M Screening Solutions            | Dome Technology                             | Integra Plastics Inc                  |
| Borton LC                           | Donaldson Torit                             | Interstates Companies                 |
| Boss Industries (Deakin Electric)   | Douglas Products & Packaging                | Intersystems                          |
| Bratney Companies                   | Draeger Safety Inc                          | J&D Construction Inc                  |
| Brock Grain Systems                 | Drake Inc                                   | J&M Industries                        |
| Bruins Instruments                  | EBM Construction                            | Johnson System Inc                    |
| BS&B Pressure Safety Management LLC | Edward J Heck & Sons Co                     | Kahler Automation Corp                |
| Bühler Inc                          | Electro-Sensors Inc                         | Kasa Controls                         |
| Bulk Ag Innovations                 | Elevator Services & Storage Inc             | KC Supply Co Inc                      |
| Bunting Magnetics Co                | Emerson Power Transmission                  | The Kelly Group                       |
| Buresh Building Systems Inc         | EnviroLogix Inc                             | Kepler Weber Group                    |
| Calbrandt Inc                       | Essmueller Company                          | Kice Industries Inc                   |
| Caldwell                            |   | Kings Valley Industries Inc           |
| Calumet Penreco LLC                 |   | Krech Ojard & Associates              |



## Learn More about Expo 2013 Exhibitors Online

All Expo 2013 exhibiting companies have a listing on the GEAPS Online Buyers' Guide. Listings contain contact information, like address, phone, email and website links, as well as product/service descriptions or lists of keywords. Go to the Exchange Expo page (<http://www.geaps.com/exchange/expo.cfm>) for an alphabetical list of 2013 exhibitors with a link to each companies online listing. Or use the Search box on the top right of any page on the site to find exhibitors by company or product/service keyword.

Laidig Systems Inc  
Laird Technologies  
The Lakeland Companies  
Lambton Conveyor Ltd  
Larson Engineering  
Legacy Building Solutions  
Liftco LLC  
LMM (Law-Marot-Milpro)  
LUDECA Inc  
M&M Specialty Services LLC  
Mac Process  
Mack Robotics  
Magik Kleener Sales Inc  
Magnetic Products Inc  
Maljohn Co Ltd  
Mapcon Technologies Inc  
Marcus Construction  
Martin Engineering  
Masaba Mining Equipment  
Mathews Co  
Maxi-Lift/Dura-Buket  
McCormick Construction Co  
McPherson Concrete Storage Systems Inc  
Mechanical & Ceramic Solutions  
MEGA Dryers  
Meridian Manufacturing Group  
Meyer Roofing & Sheet Metal Inc  
MFS/York/Stormor/Brownie Systems  
Micada  
Midwest Paint Service Inc  
Moeller Engineering LLC  
Mole Master Services Corp  
Monitor Technologies LLC  
NAB Automation Inc  
National Railway Equipment Co  
Nationwide Agribusiness Insurance Co  
Neogen Corp  
New Century Ag Recruiters  
NEXTTEQ LLC  
Nordstrong Equipment Ltd  
Norstar Industries  
Northern Resource Consulting Inc  
NPK Construction Equipment Inc  
Nu-Hy Inc  
Ocean Optics/Tecnocientifica SA  
OPI-integris  
Orkin Canada  
Pepper Maintenance Systems  
Perten Instruments  
Pestcon Systems Inc

Pit Express  
PMI LLC  
Pneumat Systems Inc  
Premier Components Inc  
Premier Fabrication Inc  
Probe A Load Inc  
Process and Storage Solutions  
QED Dryer Sales Mfg Inc  
Q-Sage Inc  
R&R Contracting Inc  
RailWorks  
Rapat Corporation  
RBH Mill & Elevator  
RCI - Safety  
Rebsco Inc  
Rembe Inc  
Rentokil North America Pest Control  
Rexnord Industries  
Rich Connell AGRI-SEARCH Inc  
Rig-A-Lite AZZ/RAL  
Rigid Lifelines  
Riley Equipment Inc  
River Consulting LLC  
RL Painting & Mfg Inc  
RN Fabrications Inc  
Rolfes @ Boone  
Romer Labs Inc  
Rotex Global LLC  
Rotork  
Safe-Grain/Maxi-Tronic Inc  
SCAFCO Grain Systems  
Schlagel Inc  
Schumacher Elevator Co  
Screw Conveyor Corp  
Seedburo Equipment Co  
Select Equipment Co Inc  
SEW-Eurodrive  
Shore Measuring Systems  
Shuttlewagon Inc  
Sidney Mfg Co  
Siemens Industry Inc  
Sioux Rubber & Urethane  
Sioux Steel Co  
SKANDIA-ELEVATOR AB  
Slatercom - WCD  
SM Associates Construction LLC  
SMI & Hydraulics Inc  
SMICO Mfg Co Inc  
Southern Systems Inc  
Specialty Industries Inc

Springland Mfg  
Stewart & Stevenson - Rail King  
Structural Restoration Inc  
Sudenga Industries Inc  
Sukup Manufacturing Co  
Superior Manufacturing LLC  
Sweet Mfg Co  
Tandem Products Inc/Rhino Hyde® Div  
Tank Connection  
Tapco Inc  
TE Ibberson Co  
Temputech Inc  
Thern Inc  
TMSA - Tecnologia Em Movimentação SA  
Todd & Sargent Inc  
Tom-Cin Metals Inc  
TOPS Inc  
Tornum AB  
Toshiba Intl Corp  
Trackmobile LLC  
Tramco Inc  
Transco Industries  
Triple/S Dynamics Inc  
Tritech Fall Protection  
TSGC Inc (dba Tri-States Grain Conditioning Inc)  
Union Iron Works  
United Phosphorus Inc (UPI)  
Univar USA Inc  
US Grain Storage Systems Inc  
VAA LLC  
Valley View / K&D Agri-Systems  
VEGA Americas Inc  
Vertical Software  
VICAM, A Waters Business  
Video Surveillance Solutions  
Vigen Construction Inc  
Vortex Valves North America, a div of Salina Vortex Corp  
Warrior Mfg LLC  
Wear-Concepts Inc  
The Weitz Company  
West Side Salvage Inc  
Westeel  
Westrup Inc  
WL Port-Land Systems Inc  
Woofter Construction & Irrigation Inc  
Younglove Construction LLC

(as of 6/8/2012)





## Expo 2013 Sells Out at Exchange 2012!

There will be more booths in Louisville than the Exchange has ever had—508 to be exact. When all was said and done, 508 booth spaces were sold to 294 companies.

GEAPS has enjoyed a string of sold-out expo halls, and the trend is more exhibitors and more booths, as illustrated in the chart below. While the trend lines show the numbers going up, what they don't show is demand. While both 2010 and 2011 total booth counts were less than 2009, both of those shows sold-out and had waiting lists of potential exhibitors interested in getting in the hall. Were it not for the limited convention center capacities, the number of exhibitors could have been higher.

GEAPS reserves space for future Exchange locations years in advance, and leadership is working to accommodate the growing demand for booth space to the benefit of both Exchange attendees and exhibitors.

### Total Booths/Exhibiting Companies



**NEW RECORDS!!**  
**Most Exhibitors – 294**  
*Previous – 276 (Minneapolis, 2012)*  
**Most Booths – 508**  
*Previous – 453 (Minneapolis, 2012)*

(as of 6/8/2012)

**EXPO  
ED POD**

105 Assn	Douglas
	Superior
EBM	

## LOUNGE

General Rubber	GSI	Westrup	PMI				
Halverson							
J&M							
Wear Concepts							
Graber							
Rentokil				Hanson	West Side	Nationwide	Thern
CPM Beta Raven				Rotork	Premier Fab		
Bulk Ag				Norstar	Southern	NPK	
Micada				Johnson	Skandia	Schumacher	
R&R					M&M		
Vertical		Younglove					

Drake	Sukup	QED	Calumet Penreco		
BarnesCo					
Dome					
Grain Watch				Buresh	VEGA
Kahler				Caldwell	Custom Agri
J&D				Rembe	Pit Express
Tritech				Banner	
				Donaldson Torit	Brock

## LOUNGE

**EXPO  
ED POD**

BS&B	Lakeland
Hetronic	
MAC	

Shuttlewagon
--------------

Allatona	Magnetic
Diesel	Probe
4B	

## EXPO ED POD

Slatercom	Balfour Beatty
Trackmobile	

Westeel
---------

ASM	Ocean Optics
Rail King	

## EXPO ED POD

Pneumat	TMSA
Kings Valley	Gates
Bühler	

4B	
Toshiba	Argonics
RN Fabrications	
Airanco	Emerson
Screw Conveyor	

## LOUNGE

Chief	
Imperial	Larson
Nu-Hy	AgVision
Grossman	RL Painting
Harris	Cytec
Abel	
Carter Day	

Sudenga	TSGC
Sioux Steel	
Frisbie	Clear Span
Union Iron	

500

400

300

200

100

Springland	Baldor
Ind'l Auto	DICKEY -john
RailWorks	Todd & Sargent
All-State	

Bindicator	Pestcon
Tandem	

## CENTER LOUNGE

Riley Lemar	
Sioux Steel	
SMI	DCL
Comco	Moeller
WL Port-Land	Midwest Paint

Majohn	Bayer
CMC	Ind'l Fumigant
Premier Comp	Laidig
Tank	Flexco
Combelt/Macon	Marcus
Sweet	Scafcro
Laird	CAMCORP

RBH	Rolfes@ Boone
FOSS	Schlagel
Kice	Integra
Dickson	Hotstart
Fall Protection	Rexnord

United Phosph	GSF
McPherson	Maxi-Lift
Hulcher	
AccuSteel	
CompuWeigh	

Seedburo	Agri- assocS
	Bruins
Behlen	

Monitor	Triple/S
Nat'l Railway	
AGRA	Sidney

Tapco	Tomum
Specialty Industries	SEW Eurodrive
Essmueller	

Intersystems	
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Andco	Structural Restoration
Heck & Sons	Control Stuff
Univar	
BM&M	AIRMATIC
KC Supply	
Bailey Parks	River
Batterton	

Intergrain	
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dbc	Arnold
Martin	Ind'l Magnetics
Mech & Ceramic	Q-Sage
Arrow	
OPI	Central Life
PMI	Mole Master

Rapat	TE Ibberson
Grain Belt	Shore

Calbrandt
LUDECA
Woofter
Kelly
Action Pest
Northern Resource
SMICO
Mapcon
GVS

Rich Connell
Vortex
Kasa
Adams
Cardinal
Siemens
Hutch/ Mayrath
AgriDry
MFS/ York
Pepper

## ENTRANCE

## Conference At-A-Glance

**Tuesday, July 17**

Membership Committee Meeting  
10 a.m.–noon

**The Challenges of Leadership**

1–5 p.m.  
Bowling, Billiards, Networking (optional)  
6 p.m.

**Wednesday, July 18**

**Creating Successful Volunteers**  
8 a.m.–noon

**The Best Year GEAPS  
(and Your Chapter) Ever Had**

1 p.m.–3:30 p.m.

**Thursday, July 19**

International Board of Directors Meeting  
7 a.m.–4 p.m.

Registration: *Free*  
Register online at [www.geaps.com](http://www.geaps.com).

Location: Ramada Mall of America  
2300 East American Blvd  
Bloomington, MN 55425

Reservations: (952) 854-3411 or  
(800) 272-6232 (group code "CGEPS")  
or online [www.ramadamo.com](http://www.ramadamo.com)  
(enter code "GEAPS2012")

Rate: \$95.00 Single/Double plus taxes (rate  
includes wireless Internet in rooms)

# 2012 GEAPS LEADERSHIP CONFERENCE

MINNEAPOLIS, MINNESOTA  
JULY 17-19



## Bowling, Billiards, and Networking

Looking for some fun and excitement after a day of "leaderly" learning? Join us at Sky Deck Sports Grille & Lanes at the Mall of America for food, fun, bowling, and billiards. Food, beverages and games will be provided. The Sky Deck Sports Grille & Lanes is located on the 4th Floor of the Mall of America on the east side of the building.

Date: Tuesday, July 17th

Time: 6–9 p.m.

Cost: \$55 (includes bowling, billiards, assorted food stations and two beverage tickets)

Transportation: The Ramada Inn Mall of America (site of the Leadership Conference) is located across the parking lot from the mall. You may either walk to the mall or take the complimentary shuttle from the Ramada.





# Gain Leadership Skills for Career, Life, GEAPS

At the 2012 Leadership Conference, July 17-19, GEAPS will help members develop skills that make them better leaders, and more successful in their professional, community and personal lives. This is your opportunity to be all you can be and achieve your full potential.

The conference will help give you the abilities and the confidence to lead in a volunteer environment—skills that employers can really recognize. A recent *Wall Street Journal* article stated that “Three to five years of volunteer work can provide management experience most corporations couldn’t provide over 20 years, if it came at all.” In other words, learning to lead successfully in a volunteer environment can quickly give you skills you can use in your career. You will work with other GEAPS leaders and members to share solutions to challenges not only within the organization, but also on the job. You will also develop the skills needed to implement those solutions in the most effective manner.

## Who Will Lead the Leaders?

Recognized worldwide as one of the leaders in volunteer leadership and membership development, Mark Levin, CAE, CSP, will facilitate two content-filled days of leadership training. Mark’s book, *The Gift of Leadership* (one of four books he has written for association leaders) has been used by organizations worldwide to help volunteer leaders be more effective in their roles.



Mark Levine

## Session I – The Challenges of Leadership (July 17 p.m.)

In this opening session you will identify the biggest leadership challenges facing chapter and International leaders, and will determine what information and skills you need to meet these challenges. Then you will participate in a multifaceted training and discussion program designed to help you master the most critical leadership skills, such as team building, adaptability, effective communications, problem solving and decision-making.

## Session II – Creating Successful Volunteers (July 18 a.m.)

Leadership is about more than just developing your own skills and capabilities—it’s also about developing a leadership team that can continue to help the organization grow and prosper. During this session you will discuss a step-by-step approach to building a leadership team. The discussion will include: identifying the “right” people; the best ways to recruit new leaders; leadership orientation and training; getting everyone going in the same direction; giving appropriate recognitions; and leaving a legacy of leadership.

## Session III – The Best Year GEAPS (and Your Chapter) Ever Had (July 18 p.m.)

No organization can be successful by just collecting ideas and suggestions. There has to be a well-designed, easy-to-implement, who-is-going-to-do-all-this-work plan of action to serve as the basis for the next program year (and beyond). In this final session you will design a path to success that is customized to the needs of your respective chapters or GEAPS leadership positions. The result: a take-away tool that actually gets used, not just reviewed.

## Professional Development at No Charge!

Employers might expect to invest big money for their employees to receive quality leadership training that GEAPS provides for free. There is no cost to attend the Leadership Conference. GEAPS is serious about building strategies for success, but there will be some fun involved, too. You are invited to join other GEAPers at the Sky Deck Sports Grille & Lanes at the Mall of America on Tuesday evening for food, fun, bowling and billiards. A nominal fee is charged for this optional event.

## Who Should Attend

Everyone! You don’t have to be a GEAPS leader to attend. You don’t even have to consider yourself a leader to attend. Maybe you manage people in your day-job. Maybe you serve on a church board. Maybe you volunteer at your child’s school. Maybe you help out in your community in other ways. It all counts! You ARE a leader and this professional development opportunity allows you to increase the value you bring to these organizations and GEAPS. If you want to be part of a dynamic effort to grow GEAPS’ pool of future leaders or add value to your company or community, you are the ideal candidate to attend.

Know someone who would like to attend but is not a GEAPS member? That’s OK! Prospective members are welcome, too...and did we mention this training is free? (All attendees must register online.)

## Ideal Location

The conference is being held at the Ramada Mall of America, which is only two miles from the Minneapolis/St. Paul International Airport and across the street from Mall of America. See page 8 for hotel information.

GEAPS is committed to creating successful leaders, in the association and in the industry. At this July’s Leadership Conference, that’s just what we’ll be doing. We look forward to seeing you there.



## The New Edition of the *DirectaSource* is Here

The new edition of the *DirectaSource*—your GEAPS membership directory, yearbook and buyers' guide—should have arrived in your mailbox. The new edition is our biggest *DirectaSource* ever—over 400 pages and almost 40 pages more than the previous edition. (Don't drop it on your foot.)

Past the fabulous cover photo (courtesy of EGT, LLC—see below), here's a snapshot of what you'll find inside.

### ABOUT GEAPS

History, bylaws, information about member services, past Exchange locations, etc.

### LEADERSHIP

This edition serves as a yearbook to recognize 2011-2012 leadership: International, Associates and chapters.

### YEARBOOK

A look back to 2011: Elections, the Exchange in Portland, award winners, the Leadership Conference and other highlights from 2011 *In-Grains*.

### MEMBERSHIP

The directory is a snapshot of current GEAPS membership, listing members as of April 19, 2012, alphabetically, by chapter and by company.

### ALLIED ASSOCIATIONS

Listings of other industry-related associations.

### DISTANCE EDUCATION COURSES

Descriptions of all the courses currently offered by GEAPS and KSU.

### DISPLAY ADS AND

### BUYERS GUIDE LISTINGS

A comprehensive buyers' guide, indexed by product/service categories, as well as an alphabetical index of display advertisers. See all the 2012-2013 advertisers on the following pages.

### DOWNLOAD A DIGITAL COPY

Go to this issue's index in the *In-Grain* section of the GEAPS website to download a complete digital copy (PDF-44MB) of the new edition. Keep it on your PC, tablet or smartphone for convenient access.

### EGT, LLC Longview, Washington

EGT, LLC's facility in Longview, Wash., is the first export grain terminal built in the United States in over twenty-five years. This state-of-the-art facility redefines the boundaries of Pacific Northwest grain exports with its higher speed, greater flexibility, and superior efficiency. EGT's facility handles corn, wheat, soybeans, soybean meal, and DDGs. The elevator has provisions for both barge and rail intake with the ability to accommodate six 110-car shuttle trains at any given time without decoupling the locomotives. State-of-the-art equipment such as two-layer wheat cleaners, robotic shuttle car gate openers, and specially-designed storage bins to promote product flow for soybean meal and DDGs contributes to heightened efficiency. The automated weight system is the first of its kind in the state of Washington; and the facility is located on the Columbia River, which has recently been dredged to 43 feet to accommodate Panamax vessels. EGT's commitment to environmental friendliness is emphasized by the facility's cutting-edge design.

EGT Longview was designed, built and operated by a long list of dedicated GEAPS members.

EGT, LLC is a joint venture between Bunge North America, ITOCHU International Inc., and South Korea-based STX Pan Ocean.

## 2012-2013 DirectaSource Cover Photo

Thanks to EGT, LLC for providing the  
image for the new edition.







## 2012-2013

# DirectaSource Advertisers

*Show your support for these companies who support GEAPS!*

This publication would not be possible without the generous support of *DirectaSource* advertisers. The following pages recognize those companies who can be found on the specified directory pages, or you can visit their websites for more information.

## TEAM Players

These companies take advantage of all the exposure their partnerships with GEAPS can offer them by both advertising in the *DirectaSource* and exhibiting at Exchange 2012. By purchasing both a display ad in our directory and buyers' guide, and booth space at the Exchange, they provide GEAPS with valuable support. Thank you, TEAM Players!

...pages 12-18

## Display Ad Advertisers

These companies appear on full- or half-page ads that appear throughout the *DirectaSource*. They also have listings in the "yellow pages" of the Buyers' Guide and are indexed in a special "Display Advertisers" section in the back of the book.

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## Buyers' Guide Advertisers

These companies have listings in the Buyers' Guide "yellow pages," indexed by category/products and services.

...page 19



# 2012 TEAM Players

## 4B Components Ltd

www.go4b.com  
page 68



## Adams Building Contractors Inc

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## Andco Actuators

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## Baldwin Supply Co

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## Banner Engineering

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## BinMaster

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## Borton LC

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## Bratney Companies

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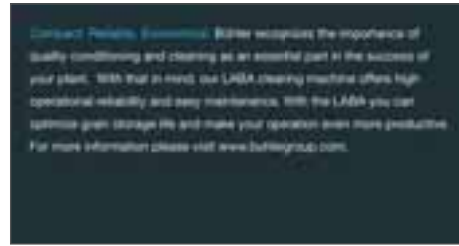
## Brock Grain Systems

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## Bühler Inc

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## Bunting Magnetics Co

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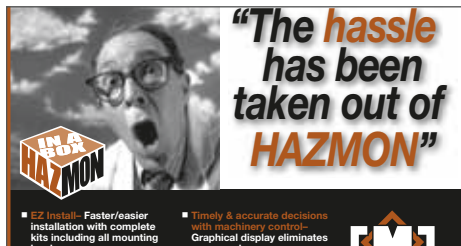
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Our editorial direction is squarely focused on how to make your business more successful in today's fast-paced operating environment.  
That's why 15,700 thought leaders like you rely on FEED & GRAIN to unravel the mysteries behind the complex issues shaping our industry and, in turn, produce content that educates, illuminates and inspires.

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**Experienced** | *adj.* 1. having had much experience, as in a particular occupation or activity 2. having learned from experience; made wise, competent, etc. by experience  
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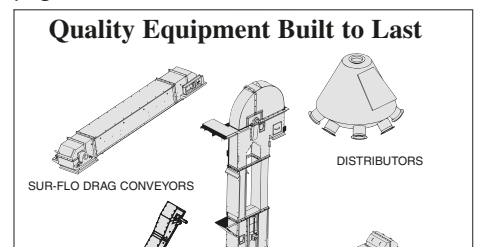
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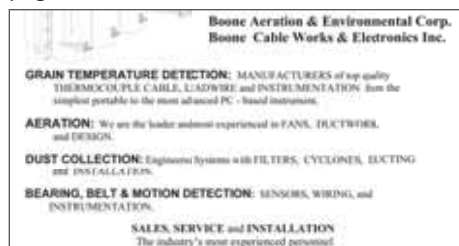
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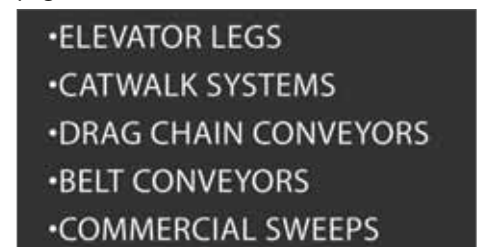
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## All GEAPS Distance Education Courses Currently Available On-Demand

The GEAPS/Kansas State University distance education program will soon be taking a summer break, but companies interested in individual courses can still participate—pretty much whenever they want. All they need to do is provide GEAPS with two week's notice and sign up 10 or more participants. The distance education curriculum includes 15 courses, all designed specifically for people in grain operations and related professions.

Currently, two courses are under way —“Grain Entrapment” and “Aeration System Design.” When they end in June, the distance education calendar of scheduled courses shuts down until September. The schedule resumes with “Material Handling I” and “Introduction to Grain Operations.” The last two courses for 2012 begin Nov. 5. They are “Hiring and Retaining Good Employees” and “FGIS Grain Inspection Orientation,” a repeat course that focuses on U.S. grain inspection and marketing system. If you are interested in a course on demand for your employees, contact Chuck House, GEAPS manager of professional development, at [chuck@geaps.com](mailto:chuck@geaps.com) or (952) 928-4686.



## 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, from K-State.

### GEAPS 525 – Management of Insect Pests in Stored Grain

Beth Cagle, Louis Dreyfus Commodities  
 Joel Castillo, Louis Dreyfus Commodities  
 Santiago Cervantes, Louis Dreyfus Commodities  
 Wilkes East, Louis Dreyfus Commodities  
 Blaine Hall, Intermountain Farmers Assoc  
 Chris Jones, Louis Dreyfus Commodities  
 Curtis Livingston, Louis Dreyfus Commodities  
 Lucas McDonald, Purdue University  
 Mark Myers, Brock Grain Systems  
 Daniel Myers, Kokomo Grain Co Inc  
 Rebecca Osborne, Purdue University  
 Leonardo Pozzobon, Corporacion Ensyla CA  
 Steve Riesgraf, Riverland Ag Corp  
 Robert Seger, Louis Dreyfus Commodities  
 Carl Tundo, Lesiolo Grain Handlers Ltd  
 Ryan Warner, Deseret Grain Storage  
 Anthony Wartenbe, Andale Farmers Cooperative  
 Demetris Yiasoumis, Cyprus Grain Commission

### GEAPS 540 – Safety Management of Grain and Processing Facilities

Roy Baker, Louis Dreyfus Commodities  
 Dale Card, JD Heiskell & Co  
 Joshua Cunningham, Louis Dreyfus Commodities  
 Wilkes East, Louis Dreyfus Commodities  
 John Farrar, Purdue University  
 Evan Guckien, Purdue University  
 Lee Harris, Louis Dreyfus Commodities  
 Dale Jacobson, Rahr Malting Co  
 Dave Kommes, Ritzville Warehouse Co  
 Dick McClure, Heartland Cooperative  
 Lucas McDonald, Purdue University  
 Harvey Meyer, Louis Dreyfus Commodities  
 Rebecca Osborne, Purdue University  
 Cody Uhrig, Crossroads Cooperative  
 Brandon Wheeler, Louis Dreyfus Commodities

### GEAPS 530 – Quality Management Systems for Bulk Materials Handling Operations

Melanie Aanonson, NEW Cooperative Inc  
 Bernadette Abadía, INTA  
 Catherine Bouchard, Cargill Inc  
 Brian Larson, JD Heiskell & Co  
 Rebecca Osborne, Purdue University  
 Leonardo Pozzobon, Corporacion Ensyla CA  
 Nathan Riggs, The Scoular Co  
 Chad Rosebrook, Blanchard Valley Farmers Cooperative  
 Jim Spector, Farmway Cooperative Inc

### GEAPS 542 – Electrical Safety for Grain and Processing Facilities

Nicholas Boyce, Purdue University  
 Adam Dykstra, CHS Inc  
 David Edwards, Farmway Cooperative Inc  
 Barbara Grove, Farmway Cooperative Inc  
 Tim Koch, Riverland Ag Corp  
 Jason Kuehn, CHS Inc  
 Chuck Kunisch, Michigan Agricultural Commodities  
 Leo Muhlenkamp, Purdue University  
 Steve Myers, Bunge Milling  
 Rebecca Osborne, Purdue University  
 Leonardo Pozzobon, Corporacion Ensyla CA  
 Gary Rains, The Scoular Co  
 Heath Roker, Kasa Controls  
 Keith Simonson, Riverland Ag Corp





## Join Us on the Social Media Bandwagon!



After nearly a year in existence, GEAPS' group on LinkedIn, the social networking site for professionals, has surpassed 500 members. It is the most active of GEAPS' social media sites, but GEAPS' Facebook page, which has a new, more exciting look, and Twitter site are adding members weekly if not daily. GEAPS' social media efforts are focused on promotions and outreach to members who are active on social media.

When you join us online you will be able to network with other GEAPS members, receive live updates on upcoming events, distance education courses and Exchange, and provide suggestions for future programming.

We invite you to engage with us and your fellow members on LinkedIn ([www.linkedin.com](http://www.linkedin.com)), Facebook ([www.facebook.com](http://www.facebook.com)) and Twitter ([www.twitter.com/geapsinfo](http://www.twitter.com/geapsinfo)).

On LinkedIn, join the GEAPS group. This is the place to go to ask questions of fellow members, and provide tips and techniques. Lots of engaging discussions happening right now!

On Facebook, "Like" the GEAPS page. This will ensure that GEAPS updates make it into your News Feed. Be on the lookout for exclusive tidbits, interesting news, upcoming events and much more!

On Twitter, follow "@GEAPSinfo" and you'll receive all of our tweets. This way, you can stay up to date on the most recent information and ask any questions that you may have in a casual environment.

## New Members

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

### Canadian Prairies

Charles Gould  
*recruited by Kevin Mason*  
Allan Grettum  
*recruited by Jim Mc Kerchar*  
Randy Page  
Ian Shumilak  
*recruited by Jim Mc Kerchar*

### Cornbelt

Ashley Bishop  
Anthony Pezold  
*recruited by Bob Rasmus*

### Golden Triangle

John George  
*recruited by James McCarthy*  
Kendrick Newsome

### Great River

Andrew Vislisel  
*recruited by Bonnie Bland*  
Okee Walker  
*recruited by Bonnie Bland*

### Greater Iowa

Brian Carroll  
John Nieland  
Doug Rummelhart  
*recruited by Don Kester*

### Hoosier

Reed Schneider

### Kansas City

John Erker  
Wyatt Ross

### Michigan/So. Ontario

Deni Spencer

### Mid-Atlantic

James Banfill  
Marshall Ellsworth  
*recruited by Leroy Davis*

### Mid-South

Hugh Hamilton

### Minneapolis

Randy Honeck  
*recruited by Bill Pickell*  
Dale Jacobson  
*recruited by Tim Dircks*  
Patrick Stadick

### Non-Chapter

David Bennett  
Charles Fitzwater  
*recruited by Craig Jakob*  
Krish Iyer  
Michael Moore  
*recruited by David Jones*

### North Iowa

Jack Ruiter

### Oregon Trail

Lane Chaney  
*recruited by John Dale*

### Seaway

Holly Cotter  
*recruited by Kevin Berger*  
Russell Gibson  
*recruited by Keith Van Hoose*

### Vancouver

Dan Burneski  
Michael Paul  
*recruited by Tom Monnens*



## Lifetime Membership: Easy to Nominate, Benefits for Life

How do members become Lifetime members? The easiest way is through nomination. Chapter leaders may nominate any chapter member to become a Lifetime member if they meet the following criteria:

- Have been a GEAPS member for more than 15 years
- Was a GEAPS member for at least five consecutive years in the past 10 years
- Are retired

Another way to become a Lifetime member is through service as either an Associates or International president. All past presidents at the International level automatically receive Lifetime member status.

What does a Lifetime member receive?

All the GEAPS member benefits, such as discounted rates on distance education courses, *In-Grain*, etc., as well as a complimentary three-day registration and a base guest registration at the Exchange.



### Lifetime Members Still Contribute

They may be (mostly) retired, but Lifetime members still continue to participate in GEAPS, in addition to leading by example through their years of service. Lifetime member Larry Jackson (above at Exchange 2012) still hosts the popular Idea Exchange session at the GEAPS Exchange.

## ABOUT MEMBERS

### Ball Chosen Milling Operative of the Year by IAOM

Ken Ball of Star of the West Milling Co. was recently named the 2012 Milling Operative of the Year during the International Association of Operative Millers (IAOM) 116th Annual Conference and Expo in Spokane, Wash., U.S. Ball joined GEAPS in 2003 and is a member of the *Michigan/Southern Ontario Chapter*.

The 27th annual award, presented by World Grain's sister publication *Milling & Baking News*, is given to a practicing milling operative who has made the most significant contribution to the progress of his plant, his company and the industry from an operating point of view. A \$1,500 scholarship is established in the winner's name at Kansas State University in Manhattan and will be given to a deserving student in the Department of Grain Science and Industry.

## Who's in Charge Around Here?

*By Bob Klare, River Consulting, Gulf South Secretary*



Robert Klare

Most GEAPS chapters have recently held and reported elections for their officers and board. Volunteer leaders are the face of your chapter, and their service plays a large part in its success. Now might be a good time to reflect on your chapter's nomination and election process, and consider if you are doing the things that will help your chapter thrive.

When you are identifying candidates for nomination to leadership roles, it is important to remember to be inclusive. It's human nature for boards to perpetuate themselves by selecting their replacements from their own membership segment. Fight that temptation, and take some time to consider nominees from a wide variety of members. Leaders that represent a wide range of members, positions, and companies have a big advantage in building and maintaining a strong chapter. Some important considerations for a prospective volunteer officer or board member are:

- Do they demonstrate a willingness and ability to devote the necessary time to the position?
- Do they put the interests of the organization ahead of their personal interests?



- When they have had the opportunity to act in a leadership role, have they shown that they will be productive, instead of acting as a figurehead?
- Do they work and play well with others? Do they negotiate and compromise?
- Finally, are they really leaders, and will your chapter be stronger after their tenure is over?

The time spent identifying and nominating individuals that meet these criteria will be well worth it, and your chapter will be stronger for it.





## **Cherokee Strip**

The *Cherokee Strip Chapter* held its April meeting on the 26th at the OSU Fire Protection & Safety Facility in Stillwater, Okla. There were 13 members and guests in attendance to hear Andrew McBride, consultant, State OSHA, speak on *OSHA—Industry Location Audits*. The chapter also installed a new secretary/treasurer. Attendees received updates on monitor usage, bin rescue training, emergency action plans, and driving defensively during harvest months.

## **Golden Triangle**

On October 20th, 2011, the *Golden Triangle Chapter* held a golf tournament and meeting. A total of 67 people were in attendance, comprised of members, contractors and vendors that serve the industry in the local area. A chapter meeting was held immediately following the tournament.

The *Golden Triangle Chapter* held its January meeting on January 19th. Bill Lyster, then GEAPS first vice president, was the guest speaker. Lyster updated the members on GEAPS topics and initiatives. A total of 19 were in attendance.

## **Great River**

The *Great River Chapter* held its March meeting on the 29th at the Mississippi Lock & Dam Tour in Rock Island, Ill. Four members and guests were in attendance to tour the Rock Island Arsenal Island Lock & Dam and the Iron Pivot Bridge, which is the oldest pivot bridge still functional across the Mississippi with rail, vehicle and foot traffic allowed.

## **Greater Nebraska**

The *Greater Nebraska Chapter* held its April meeting on the 20th at the Nucor Steel Plant in Norfolk, Neb. Fourteen members and guests were in attendance. The group held chapter elections and then toured the Nucor Steel Plant, led by Mark Eichberger, Nucor supervisor.

## **Gulf South**

The *Gulf South Chapter* held its Golf Outing on April 13th at the Ormond Country Club in Destrehan, La.

Over 150 members and guests enjoyed great weather and perfect playing conditions. The annual event is organized and coordinated by ADM Grain.

## **Inland Empire**

The *Inland Empire Chapter* held its March meeting on the 15th at the Red Lion Inn in Kennewick, Wash. Six members and guests attended to listen to Steve McClintock, president, Tri-Cities Grain, speak on the recent GEAPS Exchange in Minneapolis.

## **Kansas City**

The *Kansas City Chapter* held its April meeting on the 17th at the Ray-Carroll Grain Growers in Carrollton, Mo. Fifty-two members and guests listened to representatives from Kansas City Power & Light Co. speak on the topic of electrical safety and downed lines. The KC Chapter invited members and the general public to view the dangers of working around live power, using their training vehicle to show what to watch out for when live wires hit the ground. Ray-Carroll Grain supplied the lunch menu, followed by the demonstration, and ending with a tour of their ethanol plant.

The *Kansas City Chapter* held its Annual Gassich Classic Golf Tournament on May 1st at Shirkey's Golf Course in Richmond, Mo. with 28 members participating. The election of officers was reviewed. The new officers and board will meet in June to plan next year's agenda.

## **Michigan/Southern Ontario**

The *Michigan/Southern Ontario Chapter* held its March meeting on the 30th at the Potawatomi Inn in Angola, Ind. Twelve members and guests were in attendance. The chapter discussed changes in bylaws, and will have changes ready for the June board meeting.

## **Mid-America**

The *Mid-America Chapter* held its May meeting on the 10th at the Lucky Bucket Brewery in La Vista, Neb. Twelve members and guests were in attendance. A business meeting was followed by a facility tour to further study grain processing.

## **Mid-Atlantic**

The *Mid-Atlantic Chapter* held its May meeting on the 8th at the Heritage Shores Clubhouse in Bridgeville, Del. There were 26 members and guests in attendance to listen to Mike Claussen, Rhino Hyde, speak on *Liners and Their Application*. Greg Rowe was recognized for his years of service to the International Board.

## **Siouxland**

The *Siouxland Chapter* held its January meeting on the 19th at Pizza Ranch in Sioux Falls, S.D. There were 23 members and guests in attendance to hear five speakers talk about what their company has to offer. Speakers were Bruce Chartier, Toshiba; Jeany Hesse, Integra Plastics; Jaron Vande Hoef, Interstates; Larry Stubbe, Sioux Steel; and Cheryl Lansink, Comco Products.

## **Snake River**

The *Snake River Chapter* held its February meeting on the 10th at The Davenport Hotel in Spokane, Wash. Five members and guests heard Cole Craven speak on WISHA activity.

## **Thunder Bay**

The *Thunder Bay Chapter* held its October meeting on October 27th, 2011, at Tony & Adam's Restaurant in Thunder Bay, Ontario. Thirty-seven members and guests were in attendance to listen to Tony Pecchia, Thunder Bay Hydro, speak on the topic of "saving on energy" for business. He discussed how local elevators could benefit from participating in the demand response program through an aggregator.

The *Thunder Bay Chapter* held its Chapter Holiday Reception on December 21st, 2011 at Tony & Adam's Restaurant in Thunder Bay, Ontario. There were 35 members and guests in attendance for the annual gathering. The event was generously supported by the following associates and suppliers: G.I.M. Mechanical, The Thunder Bay Port Authority, Nova-Pro, Nu-Tech Metals, Thunder Bay Tug Services, Intertek and Digital Engineering.

The *Thunder Bay Chapter* held its February meeting on the 23rd at Tony & Adam's Restaurant in Thunder Bay, Ontario. The 21 members and guests in attendance to heard Rob McKeown, Domcor Health & Safety, speak on confined spaces. Rob provided an interesting presentation on the regulations and training requirements for working in confined spaces.

## **Vancouver**

The *Vancouver Chapter* held its April meeting and Poker Tournament on the 26th at Cheers Restaurant in North Vancouver, B.C., with 22 members and guests in attendance.



# CALENDAR

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

## chapters

### **Cornbelt**

**June 15** Grain Bin Rescue Training Course, Top Flight Grain, Cisco, IL, 8 a.m. - Noon

### **Michigan/So. Ontario**

**June 18** Bin Entry/Tech Rescue, Variety Grain Entrapment Prevention / OSHA / SATRA, Sullivan's Black Forest Restaurant, Frankenmuth, MI, 8 a.m.

**August 21** Meeting Topic, Location and Time TBD

### **Mid-Atlantic**

**July 20** Golf Outing, Shawnee Country Club, Milford, DE, Time TBD

**August 14** Bill Lyster, GEAPS International President, Suicide Bridge Restaurant, Hurlock, MD, 6 p.m.

### **North Iowa**

**July 20** Golf and Professional Networking, Pleasant Valley Golf Club, Thornton, IA, Noon

### **Seaway**

**June 15** Golf Outing, Colonial Golf Club, Harrod, OH, 8 a.m.

### **Thunder Bay**

**July 12** Golf Tournament, Fort William Country Club, Thunder Bay, ON, Noon

