



## February 2019 Minnesota Grain & Feed Association Newsletter

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### The Countdown Is On - Make Plans to Attend the 112th Annual MGFA Convention and Industry Trade Show

We are only a couple short weeks away from the Minnesota Grain and Feed Association's 112th Annual Industry Convention and Trade Show, scheduled for Monday-Wednesday, March 4-6, 2019 at the DoubleTree by Hilton Hotel, Bloomington. The MGFA staff has been working hard to finalize details for this event so that all attendees & exhibitors have an incredible time in Bloomington! This is THE premier

association networking event, bringing together several hundred grain elevator and feed mill managers, owners, co-op elevator farmer directors and spouses for two days of exceptional educational programming and social networking. If you haven't registered yet, we encourage you to check out the [Convention Agenda & Registration form](#), as well as the [Pre-Convention Tour](#) information. Send in your registration form today!

This year's agenda offers some excellent speakers covering some very pertinent topics – leadership development, a focus on co-op director duties and responsibilities in light of the Ashby Farmers Elevator continuing saga, emerging grain trade technology and nurturing your collaborative team. We will also hear from the new MN Commissioner of Agriculture Thom Petersen and much more. The industry trade show has 80 firms exhibiting their industry specific products and services, offering you a great opportunity to see what's new as well as what you didn't know you needed! The convention also offers excellent networking opportunities with your industry friends and colleagues, in the sessions, during the pre-convention tour (see attached tour flyer), in the trade show, for wives during the spouse luncheon and at the evening hospitality suites both Monday and Tuesday evening. Last but not least, you are invited to join us as we honor the career of MGFA Executive Director Bob Zelenka, who will be retiring following an illustrious 38 year career of service to this industry. Please make plans today to attend and be sure to share convention information with your other employees, board members and spouses. We hope to see you there!

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### **Make Your Convention Hotel Reservations – Reservation Cut-off Date is Today**

The Bloomington DoubleTree by Hilton Hotel, site of the MGFA 112th annual convention and industry trade show, is accepting lodging reservations. You can use this simple link to make your reservation(s): [https://doubletree.hilton.com/en/dt/groups/personalized/M/MSPBSDT-MGF-20190301/index.jhtml?WT.mc\\_id=POG](https://doubletree.hilton.com/en/dt/groups/personalized/M/MSPBSDT-MGF-20190301/index.jhtml?WT.mc_id=POG).

You may also make reservations over the phone by calling 952-835-7800, using the group code MGF. The negotiated room rate for the convention is \$110/night. We would encourage members to consider a Monday, March 4 arrival and Wednesday, March 6 departure, to take full advantage of the wide variety of presentations, networking opportunities, exhibitors in the trade show, firms hosting hospitality suites (both nights), as well as the pre-convention tour, ladies luncheon, silent auction and other events taking place at the "Grain Convention". Your added participation would certainly be appreciated and guaranteed to provide a great return on investment. **The reservation cut-off date is today, Wednesday, February 13.**

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### **112th Annual Meeting Notice – Minnesota Grain and Feed Association**

The 112th Annual Meeting of the Minnesota Grain and Feed Association will be held on Tuesday, March 5 at 9:30 a.m. at the DoubleTree by Hilton Hotel, Bloomington. Members will review the association fiscal year-end statement, hear from association leadership and staff, act on resolutions brought before the group and have the opportunity to vote on three (3) board of director positions due to expire at the meeting.

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### **Sign Up Today for the MGFA Grain Grading Schools**

The Minnesota Grain and Feed Association hosts two grain grading schools each spring for those needing to brush up on their grading skills or for newly hired employees. Our schools are conducted by licensed grain inspectors in a practical, hands-on manner. The first grain grading school is scheduled for Tuesday, April 2 at Jackpot Junction Casino & Hotel, Morton. This school will focus on the grading of corn and soybeans. Our second school is scheduled for Thursday, April 4 at the Bigwood Event Center in Fergus Falls. This school will cover the grading of all three major grains – corn, soybeans and wheat. Each school will start at 9:00 AM and conclude by 3:00 PM with lunch included. Proper use of grading equipment will be demonstrated and each participant will receive a participation certificate.

Mark your calendars for this opportunity to enhance your employee's training! Space is limited for each school, so we encourage early registration. The cost for the school is \$90/person for MGFA member firms. The non-member charge is \$100/person. The cost includes training materials, training personnel time, breaks and lunch. [Click here for the registration form.](#)

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### **Attend the 2019 Regulatory Compliance Seminar Sponsored by MGFA, NGFA, NDGDA & SDGFA**

The MGFA is teaming up with the National Grain & Feed Association, the North Dakota Grain Dealers Association and the South Dakota Grain & Feed Association to offer a safety focused Regulatory Compliance Seminar on Wednesday, March 27 in Fargo, ND. The seminar will address OSHA, FDA and EPA issues impacting the grain, feed and processing industry and be led by NGFA staff – Jess McCluer, VP of Safety & Regulatory Affairs and Jim Seibert, Manager of Regulatory Affairs, Education & Training. This will be a full day of education that should not be missed! The cost is \$100 for members and \$125 for non-members. To view the full agenda & the registration form, [click here](#). To register, complete the attached form and return with your payment to NDGDA or you can register online at [www.ndgda.org](http://www.ndgda.org). Early registration is encouraged to reserve your seat.

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### **MDA Schedules Upcoming Anhydrous Ammonia (NH3) Inspection & Compliance Workshops**

The Minnesota Department of Agriculture has released their [schedule of upcoming Anhydrous Ammonia Inspection & Compliance Workshops](#) to take place around the State in mid-to-late March. These workshops are targeted toward anyone who uses, maintains or operates anhydrous ammonia bulk storage and/or equipment, including farmers, agricultural chemical facility employees, managers, safety officers, insurance agents and emergency responders. The workshops are free to attend but they do request pre-registration as space is limited. To register, email your name, address and phone number to [Adreanne.Johnson@state.mn.us](mailto:Adreanne.Johnson@state.mn.us). For questions, contact Jane Boerboom, MDA Facility Management Supervisor at 651-201-6540 or [jane.boerboom@state.mn.us](mailto:jane.boerboom@state.mn.us).

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### **Submit Your Member News Items for the Spring Edition of MGFA's Mill & Elevator News Magazine**

The MGFA member magazine *Mill & Elevator News* is published twice a year (Spring & Fall) and the MGFA Staff is looking for your member news to include in the upcoming Spring edition. We are now accepting stories about new managers / new employees, new construction or expansion projects at your facility, mergers or consolidations, milestones/anniversary, industry recognition/awards or any other news worthy items you'd like to share. Please send us an email at [info@mgfa.org](mailto:info@mgfa.org) with your news items by **March 8, 2019** for inclusion in the Spring magazine.

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### **Member News**

## AFIA, Feedstuffs Name Famo Feeds as 2018 Feed Facility of the Year

ATLANTA, Ga. – Feb. 13, 2019 – The American Feed Industry Association and Feedstuffs congratulate Famo Feeds of Freeport, Minn., for being named the 2018 Feed Facility of the Year (FFY). Gary Huddleston, AFIA's director of feed manufacturing and regulatory affairs, announced that the family-owned feed company won the award during AFIA's Feed Production Education Program, held today at the International Production & Processing Expo, happening this week in Atlanta, Ga.



"Famo Feeds was selected as our winner because they do a fantastic job of serving the needs of their customers, while investing in a new plant and continuing to spend money on improvements," said Huddleston. "Famo Feeds is a family-owned business, the first ever to win this award, and I think that shows in how they treat their customers."

The FFY award recognizes overall excellence in feed manufacturing operations, from the company's commitment to safety, quality and regulatory compliance to employee development to overall operating efficiencies. To date, only 33 facilities have received this esteemed industry award.

Famo Feeds is an animal nutrition business that manufactures and markets a full-line of livestock and poultry feeds. Serving a customer base in the Upper Midwest, the company is focused on the dairy and beef sectors but also offers feed products for horses, gamebirds, chicks, rabbits and more.

There are many factors that helped Famo Feeds achieve the FFY award, including its uniqueness as a small family-owned business. For a smaller facility, Famo Feeds does an excellent job of complying with regulations in the feed industry, especially the Food Safety Modernization Act. The company maintains a strong food safety plan and is constantly monitoring its operations to ensure quality standards are met. The facility maintains certifications in hazard analysis and critical control points, Facility Certified Institute-Restricted Use Protein Products and Safe Feed/Safe Food.

Famo Feeds prioritizes customer service, while taking the time and money to invest back into the company. Their philosophy is that the constant flow of new challenges in the agricultural sector represents new opportunities, which they are eager and ready to seize.

In the last few years, the company has made a number of improvements and upgrades to the plant, including adding a new automation system, rebuilding a pellet mill and mixer and upgrading a boiler. The new Repete FLX automation system has allowed Famo Feeds to increase its production efficiency while at the same time improving its working environment.

As a family business, Famo Feeds treats its dealers and producer clientele like family. The staff takes pride in the quality of their products and programs, the strength of their team, and the collective impact they make in the industry.

AFIA has conducted the FFY program since 1985, and is recognized as a first-class benchmarking program for the animal food industry, awarding top-performing facilities in four categories: commercial dry livestock, integrator, liquid feed and premix. From those, the FFY award is selected. More information on the FFY program, as well as a list of past winners, can be found on AFIA's website.

AFIA recognized the category winners earlier this month and honored them with plaques at today's Feed Production Education program. Famo Feeds topped the commercial dry livestock feed category; Koch Foods of Morton, Miss., won the integrator category; Quality Liquid Feeds of Clovis, N.M., won the liquid feed plant category; and Trouw Nutrition of Highland, Ill., won the premix manufacturing plant category.

AFIA would also like to recognize the semi-finalists of each program category: including Kent Nutrition Group of Marshall, Mo., ADM Nutrition of Cordele, Ga., and Kent Nutrition Group of Columbus, Neb., for the

commercial dry livestock feed category; Trouw Nutrition of Neosho, Mo., Animix of Juneau, Wis., and Bellstra Milling of Demotte, Ind., in the premix category; Sanderson Farms of Oakwood, Texas, Wayne Farms of Newton, Ala., and Sanderson Farms of Collins, Miss., for the integrator category; and Performix Nutrition Systems of Nampa, Idaho, for the liquid feed plant category.

### **Job Opportunity - CEO - General Manager**

LOCATION: West Central Minnesota

Glacial Plains Cooperative  
Main Office: Murdock, MN.

Murdock is located 18 miles from Willmar (population 20,000) and 12 miles from Benson (population 3,400). For additional information on the Cooperative go to [www.glacialplains.com](http://www.glacialplains.com). For community and area information go to: [www.bensonareachamber.com](http://www.bensonareachamber.com) or [www.lincolnmarketing.us/portfolio-item/swift-county-mn/](http://www.lincolnmarketing.us/portfolio-item/swift-county-mn/). For area attractions go to [www.prairiewaters.com](http://www.prairiewaters.com).

**COMPANY HIGHLIGHTS:** The board of Directors of this very financially sound \$150 million Cooperative headquartered in Murdock, MN is seeking a replacement for their retiring CEO-GM. Products and Services include: Grain, Agronomy, Feed, Seed, Petroleum, Propane, TBA & auto shop and Convenience Store, The Cooperative operates facilities & services in eight communities including Murdock, Benson, DeGraff, Kerkhoven, Milan, Clontarf, Sunburg and Appleton. The company's Grain handle is 20,195,000 bushels with a 110 car unit train loader in Murdock, a 25 car loader in Milan, plus truck facilities in three locations. They operate 3 Agronomy service centers: a 24,000 ton plant (3-4 years old) on the BNSF in Murdock, plus two 5,000 ton plants – Clontarf & Benson. One feed manufacturing plant in DeGraff, Propane, Petroleum, C-store & Auto Shop in Benson; they use CHS-RFD for bulk fuel delivery.

The cooperative is governed by a nine person board of directors. Eighty five full time employees, plus 10-20 part-time employees provide excellent service to the member patrons. A full line of employee benefits including a defined benefit retirement plan, a 401K plan and profit sharing is offered to employees.

**REQUIREMENTS:** Preferred candidates will have a minimum of 10 years management level experience in Grain operations and Ag Business. Must have a background in grain merchandising, storage and shipment. Prefer experience with Agronomy operations; experience in other products handled helpful. Must possess excellent communication and leadership skills with a thorough understanding of finance, operational controls and planning.

**APPLICATION DEADLINE:** March 1, 2019. To apply, send resume plus 3 references to:

Lee Uldbjerg: [uldbjergconsulting@gmail.com](mailto:uldbjergconsulting@gmail.com) 320-894-5351 and,  
Larry Wojchik: [lewojchik@gmail.com](mailto:lewojchik@gmail.com) 715-781-2906

### **Newfolden Co-op Elevator Hires New General Manager**

Jeremy Solvik was recently named as the new General Manager at Newfolden Co-op Elevator Assn. Jeremy was previously employed at CHS – Northwest Grain in Warren, MN. He will be taking over for Clyde Fering, who has been Newfolden's general manager for 24 years. Clyde is retiring and his last day is February 28. Congratulations to Clyde on his retirement and to Jeremy on the new job!

### **Secretary Perdue Invited To Deliver Opening Keynote at AgVantage Software Customer Executive Conference in Washington, D.C.**

U.S. Secretary of Agriculture Sonny Perdue will present the Opening Keynote at AgVantage Software's Customer Executive Conference on February 18, 2019 at the Willard InterContinental Hotel in Washington, D.C. The conference theme is "Great Leaders – Great Teams".

AgVantage Software is an employee-owned company based in Rochester, MN. We have been providing software and hardware for country grain elevators, agronomy, energy, and other agribusinesses since 1976.

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## **MGFA Offers Complete Insurance Coverage Options Through Associated Benefits and Risk Consulting**

The Minnesota Grain and Feed Association has been in an alliance with Associated Benefits and Risk Consulting for a couple years now and we've seen a growing level of interest in their complete insurance product line. They offer members a very competitive insurance package alternative to the few that exist in our industry. We want to encourage members to take a look at what they can offer you and your firm. Associated Benefits and Risk Consulting is a premier employee benefits, business insurance and HR consulting agency based in Wisconsin, Minnesota and Illinois, with over 350 colleagues promoting and supporting their product line. In these times of tight margins and low commodity prices, you own it to yourself and your firm to shop and compare insurances coverages. Our contact is Mike Korf at [Mike.Korf@associatedbrc.com](mailto:Mike.Korf@associatedbrc.com). Drop Mike an e-mail to see what he can do for you!

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## **MGFA Asks Members to Consider Placing Your Grain Bonds Through the Association**

The Minnesota Grain and Feed Association, through its in-house (MGFA) insurance agency, has been providing grain warehouse, grain buyer and deferred payment (surety) bonds for country grain elevators for over 80 years. It is important to note that 100% of the agency commission is retained by the association and returned to MGFA members in the form of legislative and regulatory representation, timely industry information and pertinent industry education. You are already paying a premium to some agent and underwriter somewhere, so why not consider getting your Federal and/or State grain bonds through YOUR association!

We certainly appreciate the additional financial support this bond program provides for the (your) Association, especially in these times of continued consolidation. It is simple to separate your surety bond coverage from your other insurance coverages or to change agencies if necessary. In addition, bonds are continuous (in-force until cancelled) so they can be changed at any time during the license year. To receive a quote from us, simply contact the MGFA office at 651-454-8212 or e-mail us at [info@mgfa.org](mailto:info@mgfa.org). Thanks for the consideration of another way to support the Minnesota Grain and Feed Association!

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