

The Grainland Scoop

Proudly Serving Producers Since 1903

Train Time

In 2018, GRAINLAND added additional railroad siding that allows 120 cars to be placed and loaded at one time. In the last few months, our employees have been working vigorously to safely ship corn and soybeans. Since January, over 1,000 railcars have been loaded out of our Eureka facility.



A Message From The President Change

It seems lately all I can think about is how things are changing in the world and in my life every moment. Some say it's because we are always growing older. Others say we can get information faster because of technology. Still, the bottom line is that things are changing, whether the changes are good, bad, or ugly. Some we can control, some we can't but they still affect our lives. I can't help but think about how change is affecting the people of Ukraine, yet it is so exciting to see the people of Poland and the rest of the world coming to help them. Maybe change is good if it brings out the best in humanity, but in this case, it is affecting all of us in some way.

In the last newsletter, I wrote about the change the Eureka elevator was going through a big transition and now the El Paso elevator is getting an upgrade, with a new bean pit, office, leg, and scales. Hopefully, this change will speed up delivery times. Another big change is the retirement of Manager Jeff Brooks, with Jeff Kaeb stepping into the role of the Manager of GRAINLAND Cooperative.

The war in Ukraine has caused chaos in the energy sector creating higher prices for natural gas, propane, and diesel fuel all affecting the bottom line of the elevator. You already know what I am going to say, we might have to raise rates. There is also the ongoing problem of getting newly qualified help to keep the everyday operations of the elevator going. Don't forget to give all the regular employees a big thank you when you see them.

So change will probably be a part of our lives, yet maybe the challenge is to somehow see the beauty in the changes we face, looking for the opportunities to bring out the good in each other, and who knows maybe we will be better for it, there is a day coming when the change will be huge, and it will all be good because of what happened on Easter.

-Tom Alberts



My Last General Manager Comments

Thirty-nine years ago, I began my career in the grain business at East Lincoln Farmers Grain in October of 1983. This was one month after I married my wife, Geri. Six years later, my first job as a General Manager was at Emden Farmers Grain Company. On March 15, 1996, I became General Manager of Farmers Grain Cooperative of Eureka. Here it is, 26 years later and it is time for me to move to the next phase in my life.

I have truly enjoyed my time here. I have always treated this company as my own business in the decisions that were made. I believe if one has ownership, they will do the job to the best of their ability. I have been blessed to have had a great group of employees that have shown this same principle. Their talent and dedication will carry on.

It has been a joy to work with and get to know all our patrons over the years. I have had the privilege of working with 3 to 4 generations of families. As I think of the patrons that have passed on, and the young ones that have taken their places on the farm, I have mixed emotions of sadness and joy. I will miss seeing and talking to you.

There have been a lot of changes over the last 26 years. First was the merger of Farmers Grain of Eureka and Secor Elevator Company in 1999 to form GRAINLAND Cooperative. Then in 2014, Minier Cooperative Grain merged into GRAINLAND Cooperative. Prior to this, Emden Farmers Grain had merged into Minier Cooperative. I was thrilled to be working with the same customers that I first started with as a General Manager in Emden.

We have invested a lot of money updating facilities and adding storage over the years. One thing Phil Kenney, former manager of Farmers Grain of Eureka said to me as I took over from him in 1996, was to keep paying good patronage. I think you can say that I followed his advice. My goal was to always serve our patrons to the best of my ability and to improve the facilities that were left in my care.

Thank you for allowing me to serve you. It has been a pleasure to work with all the members who have served on the Board of Directors. A big thank you to all my employees who helped make GRAINLAND Cooperative a success. Please join me in welcoming Jeff Kaeb as the new General Manager. I think your Board of Directors has made an excellent decision for the future of GRAINLAND Cooperative.



Welcoming Our New General Manager Jeff Kaeb

I started my career at GRAINLAND Cooperative in March of 2008 at the Eureka office. I was fresh out of college and eager to learn. I struggled to decide where I should work after college. I can confidently say that I chose the right place at GRAINLAND Cooperative. There have been many changes in my life over the past 14 years. In 2015, I moved to the Minier office following the merger of Minier Coop and GRAINLAND Cooperative. It gave me the chance to become familiar with our southern customers and facilities. Keith Swigart retired in June 2017, after a long and prosperous career in the grain business. His retirement allowed me to take full control of our merchandising program. This has proven to be an invaluable experience.

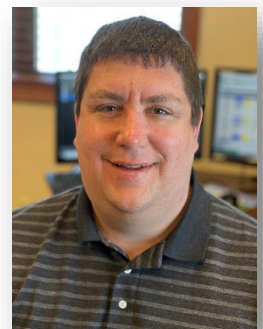
In 2018, I married my best friend, Elizabeth. Since then, we have been blessed with two amazing children, Kinley (3 years) and Kaden (7 months). We are looking forward to having the opportunity to move out of our house in town and into the farmhouse where I grew up. I am excited for the chance to raise our kids in a country setting.

On July 1st, I will be experiencing another exciting change. I have been given the opportunity by your Board of Directors to serve as the General Manager of GRAINLAND Cooperative. I am looking forward to carrying on the successes of this company and leading it into the future. The Board of Directors and Jeff Brooks have done a fantastic job of improving and maintaining our facilities, all while sustaining profitability. GRAINLAND has invested heavily in upgrades to the elevator pits, dryers, legs, and rail load out equipment. This forward thinking has allowed us to receive your grain at harvest in a timely manner. It has opened markets where we were not able to utilize before. GRAINLAND can now connect to all seven major rail lines out of our Eureka facility, allowing us to reach Mexico and Canada in addition to all areas of the USA.

There will be many challenges ahead as we move forward. As with any challenge GRAINLAND has faced, we will navigate through each one of them and come out stronger than we were before.

We have an exceptional group of employees that take pride and ownership in the work they do for our customers, and for that I am grateful. We will be losing 80+ years of experience with Jeff Brooks and Lori Miller retiring in June, but I am confident that we will pick up right where they left off. Feel free to reach out to me, or any of our employees with questions, concerns, or comments that you may have.

I would like to thank the Board of Directors for giving me the opportunity to manage this great company. My family and I could not be more excited! I feel GRAINLAND Cooperative is well prepared to succeed long into the future.



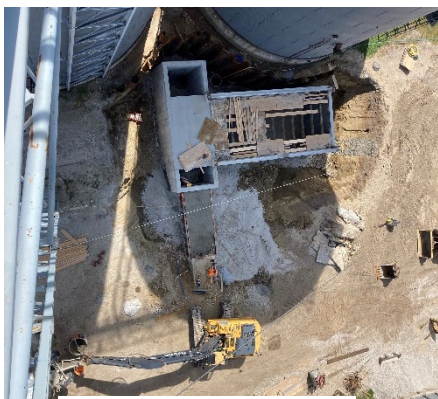


El Paso and Armington Updates

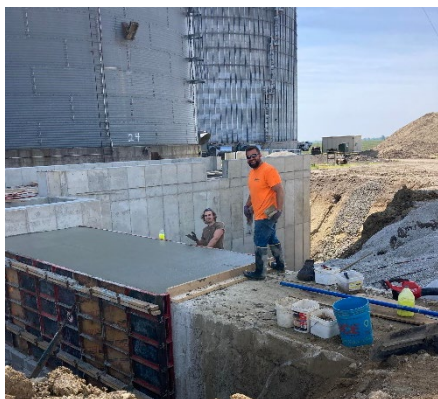
Driving past our El Paso facility you can see big changes that started in January. New projects that are currently underway include a new scale house, shop, double scales, new probe, and a new bean pit. We are excited about this improvement to our El Paso location!

The new pit will have a 20,000 BPH receiving leg that will be dedicated to beans. The length of the pit will allow a semi or double wagons to be unloaded without having to move forward. The size of our new scale house and shop will be 25ft by 45ft.

Last fall you may have noticed some changes to our Armington facility. We have installed a bean pit with a 15,000 BPH leg. This improvement was made to alleviate any congestion that has caused lines in the past. At GRAINLAND, we understand that our customers want a fast and smooth harvest. It's our objective with these improvements that we will fulfill your needs for an efficient harvest. We look forward to implementing these upgrades for you this upcoming harvest. GRAINLAND Cooperative wishes our patrons a safe summer and a bountiful harvest!



El Paso new bean pit



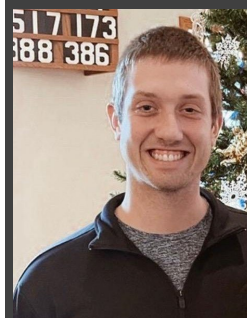
El Paso new conveyor tunnel



El Paso new office foot print

Employee Spotlight

Steve Weihmeir



Hello my name is Steve Weihmeir. I have been with GRAINLAND Cooperative since the summer of 2018, after graduating from Illinois State University. I spent two years as the Superintendent of the Secor facility. In the winter of 2020 I transferred to Emden, as the Superintendent. In my spare time, I volunteer as a First Responder on the Hopedale Rescue Squad. I enjoy spending time on our family farm with my Dad. It has been a rewarding experience at GRAINLAND and look forward to many more years to come.

Amber Schiffbauer



Hello Everyone, I am Amber Schiffbauer, the Grain Originator in Eureka. I came to GRAINLAND Cooperative in June 2021, after graduating from Kansas State University. I am no stranger to the grain industry as my family farms and runs cattle in Tonica. I have loved the time I have spent here and especially getting to know all of our customers. I am looking forward to another great year, and wish everyone a successful planting and harvest for 2022!

Whats the Story Lori?

This will be the final chapter of my story with GRAINLAND Cooperative. I have decided to retire after 40 years in the Ag industry on June 30th. It feels like the years have flown by! I will certainly miss so many people that have given me the privilege to serve them and be a part of their farming operations. I have enjoyed seeing the generations of families and knowing the history of how they became involved in farming. My fondest memory is of harvest time. It was always an exciting time with the crops coming in, the crisp autumn air and beautiful sunsets. In the office, we had the scent of freshly made coffee and popcorn. It was always fun to visit with the customers and their helpers that we may only see during harvest time.

The greatest takeaway from my experience at GRAINLAND is the friendship of many wonderful customers and talented co-workers who have accompanied me on this incredible 40-year journey. I will cherish the memories we made and treasure your friendship always. I especially would like to thank my loving family Tom, Gina, and Matt for their support of my career and for understanding the events that I may have missed due to my work schedule. They have been my saving grace, and I could not have done this job without their support.

I look forward to what the next chapter of my life will bring. My goal for retirement is to enjoy spending more time with my six incredible grandkids, travel with my family and friends, and enjoy the freedom to do whatever life holds for me!



"Go confidently in the direction of your dreams, live the life you imagined."



P.O. Box 650
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Congratulations to Jeff and Lori on their retirement!

**Please join us Friday, June 17th
at the Eureka office for an
open house 11am to 2pm**