



The GRAINLAND *Scoop*

PROUDLY SERVING PRODUCERS SINCE 1903

A Message from Your President

It has been just about a year since Eureka and Minier started talking about merging the two elevators together and I was informed that the president of the board is to write something for a newsletter. First I guess I should give a little information about who I am. My name is Tom Alberts. I am 60 years old and live 6 miles southwest of Emden. I am the third generation to live on this home site. We raise corn and soybeans by means of strip and no till methods. Also I have a full time hobby of working on motorcycles (46 years) and custom painting whatever people can dream up to paint (37 years). My wife's name is Valerie. We have 4 children and 4 grandchildren. We attend a little Bible church called Valley Chapel in Green Valley. I have a great privilege of leading one of the adult classes where we discuss and challenge each other to look and listen to God's sovereign plan for this life we walk through.

In 1988 I was elected to the Emden elevator board and within a year we hired a young Jeff Brooks as our manager. This brought change to the elevator in ways that were needed to provide improved service to its patrons as farming was beginning to revolutionize quickly. Like always these changes raised some questions, but as things improved, patrons realized the need to always be looking for things to improve the elevator. After a few years it got out that Jeff was a pretty good manager and an elevator up in Eureka hired him away from us. So Emden then hired a new manager and after a few years he decided to move on also. It was at this time Emden decided to merge with Minier.

Thru these years I learned that there are a lot of good people who wear both a farmer hat and an elevator hat at the same time, yet the main goal is to make the elevator the best it can be.

As we now enter into this new merged elevator called GRAINLAND, some very good board members got off of these two boards. The new board is made up of a group of men who are committed to the success of this new merger. Many are members of other boards in the communities they live in. They realize that it takes listening, honest discussion, and cooperation to make decisions for the good of the operation. We also have two of the best managers in the business. For some people the thought of merging is difficult. For me, the hardest thing is that I don't know many of the people I am representing. Yet merging is really always going on around us every day. We merge as we drive, get married, have children and grandchildren, and learn to use the latest technology. Could you really live without your cell phone? So much of what we do in our lives involves merging one way or another. Even when we die and move into eternity it will take the gift of merging, but at least we will all have the same Light.

Tom Alberts





Manager's Message

Who would have ever guessed the excitement we have had in the last 12 months? First was courtship, then marriage, a very short honeymoon and bang, the biggest harvest ever. Thank you to all of our patrons for your patience and understanding as GRAINLAND has made this transition. We are very blessed to have employees that are dedicated to the success of the company in serving you, our patrons, and providing the best service possible.

We are continuing to look at bringing more efficiency to GRAINLAND. We have had great success with the upgrades made at our El Paso and Secor facilities. With this in mind I would like to share with you some exciting things that we are doing. The biggest is the expansion project at Emden. Since we are able to get an unlimited supply of natural gas and are in need of increasing dumping capacity, it makes the most sense to start here with facility improvements. More details on what is taking place at Emden can be found later in this newsletter. The improvements in Emden will have an effect on our entire southern region. Armington corn will be transferred to Emden rather than Minier. Armington patrons will not notice any changes in service while Minier patrons should be able to get dumped quicker. We also are continuing to look at cost effective ways to improve our Eureka facility.

We are looking into streamlining our phone system where calls can be routed to any of our employees no matter which

location you call. This will allow us to move people to the locations where they are needed the most at any particular time. Some permanent moves we will be making are to have Jeff Kaeb work out of Minier with Keith, putting our merchandisers in the same office. Andrew Craig will be stepping up to handle more of the grain origination in Eureka. Our Controller, Lynda Trimpe will move to Eureka. With the retirement of Darrel Nobis, John Hood has accepted the position of Southern Grain Operations Manager/Safety and Compliance Coordinator. All of our employees are listed later in this newsletter. To help familiarize you with a great group of dedicated people they are listed by location along with their picture.

Our mission statement says "We at GRAINLAND Cooperative will enhance the profitability of our patron owners by providing a financially sound and progressive company." As this new venture continues to move into the future this statement is always in the back of our minds. GRAINLAND wants to be your #1 elevator of choice in meeting your grain needs and providing the very best service to you. Thank you to our patrons for your business and supporting your cooperative. I hope that you have a great spring planting season that leads to another bumper harvest!

Jeff Brooks



Meet the Staff

Eureka Location



Jeff Brooks
General Manager



Lance Gehlbach
Operations Manager



Lynda Trimpe
Controller



Andrew Craig
Asst. Merchandiser



Lori Miller
Relationship Manager



Joe Beck
Location Manager



Richard Beck
Grain Elevator
'Maintenance
(all locations)



Steve Goff
Elevator Operations

Minier Location



Keith Swigart
Merchandising
Manager



John Hood
South Operations Manager/
Safety & Compliance Coord.



Jeff Kaeb
Merchandiser



Tami Tammeus
Office Manager



Mike Rettke
Elevator Operations



Ben Schneider
Elevator Operations

Secor Location



John Allen
Location Manager

El Paso Location



Josh Thompson
Location Manager

Armington Location



Jon Wise
Location Manager



Amy Lara
Customer Relations

Emden Location



John Hoerbert
Location Manager



Megan Rademaker
Customer Relations



Shawn Payne
Elevator Operations

Happy Retirement Darrel Nobis!

We would like to thank Darrel for his years of service and wish him the best of luck!



Contact Information

Corporate Office (Minier)

101 N Main Ave
Minier IL, 61759
Phone: (309) 392-2424

Eureka Office (Cruger)

927 County Highway 3
Eureka, IL 61530
Phone: (309) 467-2355

Emden Office

314 North Street,
Emden, IL 62635
Phone: (217) 376-3405

Secor Office

Phone: (309) 744-2218

El Paso Office

Phone: (309) 527-5501

Armington Office

Phone: (309) 392-2811

Email: grainland@gmail.com

Reminder!

Please call your Local Office to make sure we have an Email Address for you.



In The Works!

What a whirlwind the last year has been! It was about one year ago merger talk between Minier Coop and GRAINLAND Cooperative first started. A year later the merger complete, “change” seems to be the word of the year. Since the merger on August 1, we have had to learn a new computer system, deal with the biggest harvest ever at Emden and learn to work with a lot of new employees all on the fly. Just when we thought things might slow down a little, a new project at Emden is in the works.

This project starts with a new 4 inch natural gas line being installed. We are connecting to a different Ameren supply line. This connection allows us to increase drying capacity at Emden. We are installing a 10,000 bph Zimmerman dryer. This addition will take us to about 16,000 bph drying capacity at Emden.

To feed these dryers we are adding 3 new dump pits. Two of these pits will feed 2 new 20,000 bph legs. One pit will continue to feed the 15,000 bph leg we are currently using. A third 20,000 bph dry leg will be constructed to take corn away from the new dryer. To keep the dryers running we are

also adding 4 bins. A new 105' diameter bin will be put up for additional storage. Two 60' diameter bins plus a hopper bottom bin will be added for wet holding capacity. All these bins will give us a combined added storage of 1.2 million bushels.

We will also be constructing a new office with an inbound and outbound scale. All this construction will be on property we own north of the current facility. Even with all this construction we will still have room for future expansion. The property would allow us to potentially build 3 more 105' diameter bins which would hold another 2.25 Million bushels. If this expansion occurs the plans would allow adding another 7,000 bph dryer.

This project should greatly improve traffic flow and congestion during harvest. All traffic will be entering and exiting from 600th avenue on the north end of the property by the railroad crossing. Our year of “change” will allow us to serve you our customers this year and for years to come.

John Hoerbert

Current Merchandising Picture

What can we look for in grain markets as we move forward from mid-February? We know our 2014 crop size (big), expected usage (pretty good), and this leaves projected ending stocks very comfortable in both corn and soybeans. We know the South American crop is pretty decent too. In the world we have plenty of competition for our products and the strong dollar makes our products look expensive versus other exporters. So what are we to think about?

February is the month we determine next year's crop insurance price. We are almost $\frac{1}{2}$ way through the month and December futures have been roughly \$4.10 to \$4.15. We will have to have some big surprise to get very far away from that for the whole month.

The big unknowns will turn to our new crop. How many acres will we plant and what will the spring summer weather be like? Earlier this winter the thinking was that more bean acres would be planted. That was when the bean/corn ratio was about 2.5 to 1 in favor of beans. Since that time the ratio has gone to under 2.3 to 1. This has caused traders and analysts to change their thoughts back toward acres more similar to last year. We will have to wait and see what you do but my experience tells me it takes a lot to get producers in our area to change very much.

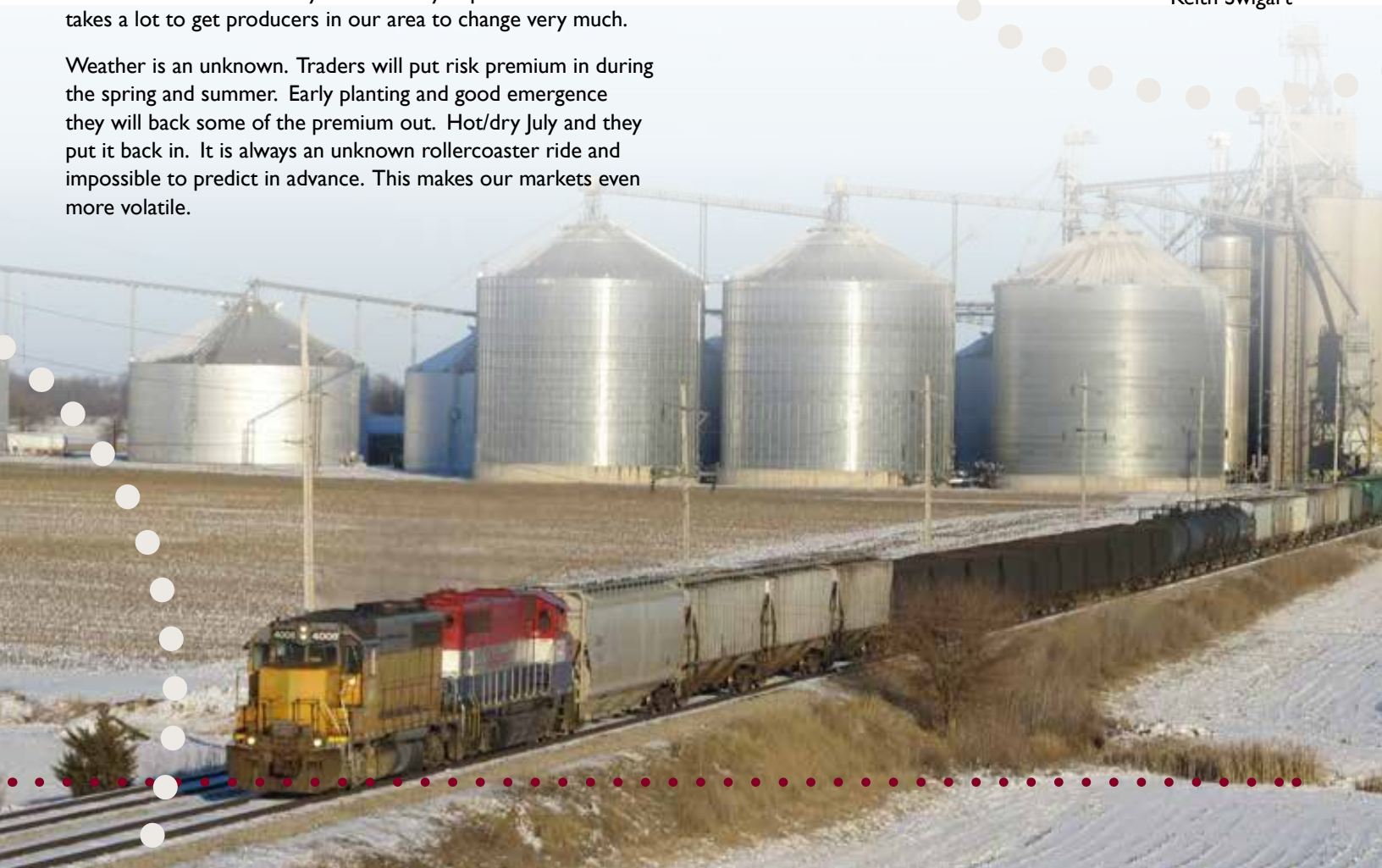
Weather is an unknown. Traders will put risk premium in during the spring and summer. Early planting and good emergence they will back some of the premium out. Hot/dry July and they put it back in. It is always an unknown rollercoaster ride and impossible to predict in advance. This makes our markets even more volatile.

Are corn and soybeans too cheap or are maybe our inputs too expensive? Land in 2014 was down 3% according to the Chicago Federal Reserve Report. What does this mean for cash rents? Crude oil down a lot and we have seen fuel come down. Natural gas is down so eventually nitrogen fertilizer should reflect that. I even heard a report that seed corn prices on some varieties were being reduced.

What does this all mean? Agriculture has always been cyclical. This is why our fathers and grandfathers were always so careful with their expenditures. I think we are in one of those down cycles. If we have good weather it may last for several years. According to my old economics professor, "The cure for low prices, is low prices." Low prices find more users for our product. It also forces some of our higher cost producers to get out of the corn/bean business. When do producers in Kansas and the Dakota's go back to more pasture or go back to more wheat?

As always in marketing, more questions than answers. Be frugal with your expenditures and carefully evaluate your market risks.

Keith Swigart





GRAINLAND Cooperative

101 N. Main Ave.
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<FIRST NAME> <LAST NAME>
<ADDRESS1>
<ADDRESS2>
<CITY>, <ST> <ZIP>



Available to You!

GRAINLAND now has many programs and options for you to take advantage of! Contact your local grain office with any questions about the following.

Direct Deposit —

- GRAINLAND has direct deposit available for the convenience of our patrons.
- Easy to sign up for and makes receiving money from your sales quick and effortless.
- You will receive your money one business day after the direct deposit has been made.
- No more worries about when you will receive your check due to mail delays, or extra trips to town to deposit your check.

Offers to Sell — We accept offers to sell at any time!

- Price targets can be reached if you are not able to monitor the markets
- Take advantage of short lived rallies when you have your offer in.
- Any price amount and bushel quantity can be offered.
- Offers can be used to price cash, storage, or new crop delivery grain.
- Offer to sell may be cancelled by seller anytime providing notice has been received by buyer prior to offer being filled.
- Offers can be made in person, on the phone, or by E-Mail
- E-Mail offers will not be valid until confirmed

Price Later (Delayed Pricing/DP) Program —

- This program offers the customer a discounted drying and storage rate!
- A price later contract allows the producer to establish a final pricing at a later date.
- Payment is made in full when grain is priced.
- Upon delivery, title of the grain passes to the buyer.
- A price later contract will be issued after delivery is complete. It must be signed and returned immediately

Text Messaging Options —

- Be kept in the loop from day to day with our notifications that are automatically sent out daily
- Receive daily market bids by location to keep up to date with markets, these are sent out @ 10:00am, 12:30pm, and 5:30pm
- Receive hours of operation at each location during harvest.
- Receive important news updates and closings