Grain & Feed Industry Conference

January 12-13, 2011
Embassy Suites on Monterey Bay

An educational program presented by the California Grain & Feed Association

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The Grain & Feed Industry Conference is an annual two-day educational event that is planned and coordinated by the California Grain & Feed Association. The basic purpose of the conference is to provide mill managers and key employees of grain handling and feed manufacturing operations with a unique educational program consisting of both managerial and technical information specific to the industry. Rather than presenting abstract and theoretical concepts, the Grain & Feed Industry Conference emphasizes practical skills and techniques that are of direct and immediate benefit to the participants.

The conference is an extensive educational program. Because many of the participants who attend the GFIC do not attend the CGFA Annual Convention, the conference provides an opportunity to network with others in the industry. The GFIC also gives the association the opportunity to showcase some of the current programs and activities of CGFA. In addition to the educational components, the networking opportunities and the exhibits are important components of the Grain & Feed Industry Conference.

**CONFERENCE SCHEDULE**

**Wednesday, January 12th**

8:00 am – 10:00 am  Would You Watch Out for My Safety?  
A John Drebinger Presentation  
**Achieving Results with Effective Communication and Motivational Skills for a Safe and Productive Workplace.**  
John Drebinger will take you on a fun journey to achieve the confidence and skills needed to deliver a safety message in a way that gets people to understand and take ownership of “WHY” working safely benefits them and their families. The key to his insightful approach is the premise that safety must be a personal value, and that values don’t change when conditions change, even in tough times. John will show you how to share these values with others and give you the skills to be effective leaders. Learn the techniques he uses to help people take personal responsibility for their own safety at work and at home. John will help you raise the expectations, vision, passion, and energy of your workforce and give you the tools to help them acknowledge their own accountability for achieving results in building a more productive workplace with zero injuries to report.  
**Achieving an injury free workplace is about commitment to constant improvement!**

10:00 am – 12:00 Energy Saving Panel of Experts

10:15-10:45 Electric Markets  
**Jim Wasserman, PG&E**  
Jim Wasserman will present information on the PG&E Ag Rates, the current rebate program through PG&E and the energy audits and how to make the most of all these resources.

10:45 – 11:15 Transport Gas and Gas Markets  
**Bruce Hoffarber and Casey Whelan, US Energy**  
The ins and outs of transport gas and the balance on the markets, including supply and demand, where you see the market going short and long term, and hedging tools available (you could compare the flexibility of transport gas versus utility gas when it comes to hedging and forward contracting as well). You use your best judgment as to the specific time allocation.

11:15- 11:35 Energy Audits and Savings  
**Michael Jennings (President) and Kevin Flanagan (VP Business Development), Spectrum Energy Solutions**  
In 2010, the California legislature enacted a partial deregulation of the retail power market and as a result non-residential customers can apply for eligibility to buy their power Direct Access from suppliers other than the utility. Our presentation on Direct Access will include the following topics: eligibility requirements, mechanics of a transaction, risk mitigation strategies, and cost savings examples from Spectrum customers.

12:00 – 1:00 pm Group Luncheon

1:00 pm – 2:00 pm Protein Outlook / Local Markets  
**Joel Karlin, Western Milling LLC**  
Joel will discuss how proteins and grains affect by-products and what folks are using in the production of feed. Joel has been in the feed and grain business for close to 20 years working as an analyst, merchandiser and trader. His area of expertise is supply-demand analysis and price forecasting for the oilseed and feed grain markets and relative value analysis for the various feed ingredients. He also works with clients implementing price risk management strategies on the feed input and milk output.
2:00 pm – 3:00 pm  - Production Principles  
Tim Bornemann, Pathways Consultants  
Lean Production Principles: Whether in manufacturing or service, lean is directed at identifying and eliminating waste and inefficiencies in operations and implementing best practices in the workplace. Lean has its origins in the Toyota Production System. There has been an attempt to extract the underlying concepts of the Toyota Production System and apply it to many other forms of business. This has become known as Lean. However, Lean, as it is now practiced, is based on the assumption that focusing on the elimination of waste will improve productivity and profits. While this may be a sound premise, by itself it is incomplete, and leaves out much that the Toyota Production System has to offer.  

Adopting Lean in an organization means changing our beliefs and our priorities about how our organization is to run. Our approach and implementation of Lean is unlike anything that has been implemented in the past. And the success or failure of Lean implementation is largely dependent to the extent this aspect is appreciated. We believe that the entire organization must participate in support of the core processes that deliver the value for which the customer pays. Tim is President of Lean Training Institute and Pathways Consulting, Inc. He has worked in a variety of areas in industry including production, materials, maintenance, and strategic planning to name a few. By taking an approach that includes the whole organization (and all it’s systems), Tim believes it is possible to capture the magic and the performance of a successful company, regardless of the type of product or service delivered.  

3:00 pm – 3:15 pm  Coffee Break  

3:15 pm – 5:00 pm  - Feed Safety & HACCP Program  
Mike Holcomb, Technical Directions  
Mike will discuss the nuts & bolts of the HACCP program -- the practical (real world) aspects such as how to identify and label the locations of your CCPs in the mill, handwritten documents using ink instead of pencil, how to gather and handle samples etc. Part of the presentation will include the theoretical part of HACCP (e.g. web-based training programs) as well as covering the topics of other grain safety topics such as mycotoxins and Salmonella.  

5:30 pm – 7:00 pm  - Table Top Exhibits & Social Hour  
Sponsoring companies will have display spaces set up with sales literature and representatives available to answer questions and share information.  

7:00 pm - 9:30 pm  Group Dinner & Entertainment  
by Piano Madness  
The Piano Madness Show mixes singing with a wide array of dances, theater, and comedy that gets people excited. There is a large repertoire of thousands of songs and comedy bits to keep people of all ages and walks of life entertained. The audience becomes part of the show which creates a performance that is unique and spontaneous. There is never a dull moment.  

Thursday, January 13th  

8:00 am – 12:00 pm  - Grain Entrapment Prevention  
Flowing grain entrapment can be a preventable incident. The grain entrapment problem can be addressed through the use of appropriately designed storage facilities, proper use of personal protective equipment, implementation of safe work practices and having in place effective emergency response capabilities.  
The second day of the GFIC will be devoted to Grain Entrapment Prevention, including what are we seeing, what does OSHA expect, where is this going in the future, what type of equipment & training do you need at your facility?  
This session will also include:  

8:00 – 9:15 am  - Wayne Bauer with Star of the West Milling Co.  
*Number & type of grain entrapments we are experiencing and why ?.  
*OSHA's position on enforcement  
*Best Mgt. Practices / Consensus Standards  
*New Design Parameters for future construction  

9:15 – 9:45 am  - Dan Wambeke with Scafco  
*What are the standards that steel bin manufacturers are looking at ?  
*Will we see more restraint systems in the future ?  
*How will reclaim systems & sweep augers change in the future ?  

9:45 – 10:00 am  Break  

10:00 – 10:30 am  - Dr. Carol Jones with O.S.U.  
*Design Parameters & thoughts regarding Feed Mills  
*Test data on cofferdams  
*Aspen Lift  
*New training video to be released by OSU in 2011.  

10:30 – 11:15 am  - Bill Harp with Safety and Technical Rescue Association (SATRA)  
*Fall Prevention (vs) Fall Protection  
*Training to meet OSHA's expectations & requirements  
*Emergency Preparedness around grain handling facilities.  
*New training video to be released by SATRA in 2011.  

11:15 – Noon  - Demonstrations on  
• Cofferdam  
• Ropes, knots, hitches, etc.  
• Bin Entry Kits  

A SATRA Certificate of Completion will be distributed at the end of the session.  

12:00 pm / 1:00 pm  - Conference Conclusion  
Group Lunch Buffet
OTHER CONFERENCE INFORMATION

TABLE TOPS  This year the social hour will be held in the exhibitor’s hall. Sponsoring companies will have display spaces set up with sales literature and representatives available to answer questions and share information. The exhibit hall will be open on Wednesday evening from 5:30 pm until 7:00 pm.

GROUP DINNER:  The group will enjoy a fabulous dinner followed by the piano talents of John Crampton from Piano Madness.

REGISTRATION  Registration forms need to be completed and returned to the CGFA office no later than January 6, 2011. Please be advised that due to guarantees and commitments that CGFA must make to the hotel, full registration refunds can only be made prior to January 6, 2011.

STUDENT SPONSORSHIP MEMORIAL  This special fund established in memory of John Gonsalves will continue sponsoring student attendance at the GFIC ~ something John felt strongly about as a GFIC committee member. If you would like to contribute to the memorial fund there is a line item on the registration form.

LADIES DAY OUT - SPOUSE PROGRAM  For those of you who will be bringing your spouse we have put together a downtown Carmel group activity. There will be a shuttle bus to take a group for shopping and a luncheon on Wednesday from 9:30 am until 3:00 pm. Please indicate on the registration form if your spouse would be interested in joining the group. The only cost will be for lunch @ $25.00 per person.

GOLF Anyone!  If you are interested in golfing after the GFIC with a group of industry folks please call the office. We are going out to the golf course in Pacific Grove from 1:00 pm / 5:30 pm on Thursday afternoon.

EMBASSY SUITES HOTEL  The Embassy Suites Hotel gives you more than just a room. Each room at the Embassy Suites has a separate bedroom and a full size sofa bed. The room rate includes a full breakfast and at the end of the day a complimentary manager’s reception, including mixed drinks, beer, wine, and soft drinks. The Embassy Suites on Monterey Bay is located on the beautiful Monterey Peninsula, two blocks from the beach, at the intersection of Canyon Del Rey and Del Monte Boulevard.

A group block of rooms has been reserved for the California Grain & Feed Association GFIC participants at a rate of $137.00 per night; single/double occupancy. Please call the hotel directly at (800) 559-4308 or (831) 393-1115. The Embassy Suites is located at 1441 Canyon Del Rey, Seaside, CA 93955. www.embassymonterey.com.

IMPORTANT!!!  Hotel reservations must be made by December 19, 2010 in order to receive the group rate. Our CGFA personalized group web page address is:


Group Name:  2011 Grain & Feed Industry Conference
Group Code:  GFI
Check-in:  11-JAN-2011
Check-out:  14-JAN-2011
Hotel Name:  Embassy Suites Monterey Bay - Seaside
Hotel Address:  1441 Canyon Del Rey  
Seaside, California 93955
Phone Number:  831-393-1115

Call the CGFA office with questions (916) 441-2272 or email Donna Boggs at dboggs@cgfa.org

2011 Grain & Feed Industry Conference Planning Committee

Our thanks to the following CGFA members and their companies for the generous gift of their time and expertise:

Frank Garczynski ~ Chair, Agro Pomace
Brian Alves, P & F Metals
Barney Barnes, Arizona Grain Inc.
Chris Benevedes, Ridley Block Operations
Mike Bianchi, Modesto Milling
Casey Callaghan, Cal Poly State University
Grant Garland, Bar ALE, Inc.
Geoff Holland, NuWest Milling
Mike Janich, Pacific Agri Sales
Pat McKenna, Golden State Feed & Grain
Dennis Miller, Vogel Sales Engineering
Dave Newton, Associated Feed
Tom Pasek, Shaggy Dog Solutions
John Schroeder, Interstate Packaging Group
John Silva, TPI
Don Sneddon, Evonik Degussa Corp.
Robert Swaggerty, Pacific Agri Sales
Doc Weston, California Pellet Mill
Ken Zeman, Harris Feeding Co.

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