



Feed&Grain LIVE

**Facility Manager POV:
Preparing for Harvest**

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MKC Grain Harvest Preparation



MKC *Shared growth.
Shared success.*



*Shared growth.
Shared success.*

10,000+
cooperative
member-owners

8,000+ Mid-West
Fertilizer customers

Footprint
stretches across
51 counties

Formed in 1965 through a
merger of
Buhler Cooperative Assn., the
Moundridge Cooperative
Elevator Association and the
Farmers Cooperative Association
in Groveland.

560+
Employees with
MKC, TMA and
Mid-West Fertilizer

34
MKC Locations
25 Mid-West
Fertilizer Locations

Pre-Harvest Safety

- Setting Proper expectation -- explaining the WHY?
 - Full Time verse part -time verse seasonal
 - Train and discuss EAP – make sure we cover site specific
- Training around proper PPE and what is expected
 - Hard Hats, Safety Glasses, Gloves, Side Shields, Goggles, Footwear, Long Sleeves, Hearing Protection
- On-the-job training and mentoring
 - Start Times and expectations of hours
 - Who are your Mentor/Trainers -- what's the expectation for them
 - Customer interaction and service -- “Only a couple times a year our grower/owners get a check”
 - Proper hand signals and communication with trucks, both farmer and commercial
 - Daily toolbox talks and safety meetings
 - Heat stress and management, weather policies, truck traffic

Pre-Harvest Checklist

Maintenance on the facility and grounds

- Checklist for facility: Gear boxes, belts, buckets, probes, lagging, legs, tripper, Hazmon system, dust system, probes and grain dryers
- Checklist for the office: Supplies, printer and ticket paper, water for employees and growers, aflatoxin supplies, kicker calibrated, moisture and protein machines ready and calibrated
- Any new bins, dump pits or traffic areas that need painted -- clear where to go
- How do your locations look, have we sprayed weeds, fixed potholes, picked up trash
- Ground piles laid out with tubes, tarps positioned, sprayed with insecticide

Pre-Harvest Checklist

Is your staff trained?

- Are they certified graders
- Have they been trained on the commodities you will be taking
- Are they familiar with grower accounts and how to add in system
- Hours have been communicated and are aware of lunch and break areas
- Customer service, awareness of hours -- “How late do you need us?”

Pre-Harvest Bin and Bunker Readiness

- Are bins cleaned and swept
- Are your sweep augers set
- Temp Cables tied down
- Aeration fan Inspection
- Make sure the slides work while empty
- Is your sweep auger set to the correct side of sump and grates pulled
- Bins are sprayed down with insecticide

Merchandising plan & grain movement

- Know the plan for your grain -- Meet with your merchandisers
 - What's in the country, what is the condition of the incoming commodity and acres we are expecting. Use your field marketers and seed sales folks
 - Long-term storage or moving it out quickly (Insecticide or not)
 - Identify high-risk bins (No cables, Interstices)
 - What segregation do the merchandisers want to see -- Protein for MKC
 - Segregation Sheet
 - What bins do I have for wet grain; how wet do we want it
 - What bins do I have for protein, off grade, aflatoxin or vomitoxin
 - What bins are my best air, what's my need for them looking ahead
 - Pit assignment – where do my grains go to mitigate risk of mixed grain

Celebrate with your TEAM!!

- Make sure there are always drinks -- Gatorades and water
- Provide healthy snacks -- Wellness committee
- End of year BBQ
- Pizza nights for supper
- Debrief- what could we have done better or what did we did well



MKC

QUESTIONS?

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