



QUALITY GRAIN SERVICES

PROVIDING YOU WITH THE BEST

ISSUE 10, SPRING 2011

QGS NEWS

Throughout the winter months Quality Grain Services experienced and overcame many challenges. Many of our obstacles stemmed from the river floods that occurred before harvest even began. Here at QGS we deliver a lot of the grain in the fall directly to the river terminals, and a normal round trip usually takes about two hours. However, last fall there were times when a run would take our trucks almost seven hours to complete. To help prevent this from occurring in the future we have invested in two more hauling trucks, bringing the total number of trucks in the QGS fleet to eight. In addition to this expansion, we are also working on a few construction projects to contribute to a better season next year.

Some statistics from last harvest: while we didn't find a need to dry any soybeans, we still managed to dry 1,300,000 bushels of corn. The average moisture for the season was 18.5%, which was a considerable amount less than the 25% we averaged the previous year. Test weights were excellent as well- it has been a long time since we have seen the 60 lb corn test weight that we saw this year.

Our new dumping pit worked quite nicely for the season and added to a noticeably improved quality of grain. As expected, the new pit also allowed customers to dump trucks much faster. We did need to build a large pile of corn this year and we estimate there were about 500,000 bushels of corn on the pile when we finished. Once again, the pile was built and later delivered without much difficulty and worked out quite nicely.

One last thing that we would like to mention is that QGS is no longer going to be offering haying services. We haven't found enough demand to keep the haying equipment on hand. However, we would like to thank everyone who has taken advantage of this service in the past and hope this doesn't negatively impact our customers in the future.



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WANT TO HEAR A WORD FROM THE OWNER?

QGS OWNER, JEFF KLAUSTERMEIER, HAS A FEW REFLECTIONS TO SHARE ABOUT THE LAST HARVEST SEASON AND WOULD LIKE TO EXPRESS HIS GRATITUDE FOR YOUR BUSINESS! CHECK OUT THE [NEWS FROM JEFF](#) SECTION FOR ALL THE DETAILS.

READ MORE ON PAGE 3...



QGS ONLINE



OFFICE REMODEL

The newest project around the facilities is a remodel and expansion of the Quality Grain Services office space.

Yet again, we'd like to comment on how great it is to see all of the traffic on QualityGrainServices.com! Remember, we are constantly keeping the website's information and headlines up-to-date, and the best place for you to find the most recent QGS details is on our website.

Although there are few renovations planned for QGS Online at the moment, our red news headline is being updated often and should definitely be able to help you out if you have questions about dumping availability or facility hours. When fall harvest season comes around we will definitely continue to make sure there are daily updates to this information to

best serve you!

As our planned summer construction projects around the Quality Grain Services' facilities continue to unfold, we will be providing photographs online. Be sure to check the photos out to see and learn about all our new improvements.

As usual, don't forget to leave us your comments and questions on the Contact Page of the website- we always love hearing your thoughts and clearing up any confusion you may have! If you have suggestions for new features or content you'd like to see added to the website feel free to send us an e-mail as well. Your opinions and ideas about our website are very important to us, and we are very excited to continue developing this important tool for our customers.



SHOP PROGRESS

This 70 by 160 foot shop has seen much progress since last fall! Now equipped with a heated floor, the space will provide QGS with the necessary space to work on all of our equipment.

CONSTRUCTION PLANS

Quality Grain Services has several new and exciting construction projects planned for the summer of 2011. As usual, this is prime time for expansion and updates around the facilities; so read on to hear about all the new features we plan to develop.

The shop is progressing quite well and will be completed by next fall, in time for harvest season. While this construction will not affect our customers much, the end result will definitely be appreciated by QGS employees. Check out the picture to the left to see how the building is shaping up!

We are also in the process of expanding our office and giving it a new look. When completed, there will be considerable expansion in the size of the office space and the overall layout will be much more customer and employee friendly. As always, you are welcome to stop in and say hello!

Another part of our summer plans involves furthering our prevention of harvest delays for next season. We are adding a new grain leg with a grain cleaner and an overhead load out system to the current set-up. The overhead load out system will allow us to cut our loading times in half, and the grain cleaner will bring QGS grain to an even higher quality.

With all of these projects planned, we are expecting a busy summer! We would love to hear your feedback on the plans, so feel free to drop by QGS or contact us through QualityGrainServices.com at anytime.



NEWS FROM JEFF

A LITTLE NOTE FROM OUR OWNER AND FOUNDER, JEFF KLAUSTERMEIER...

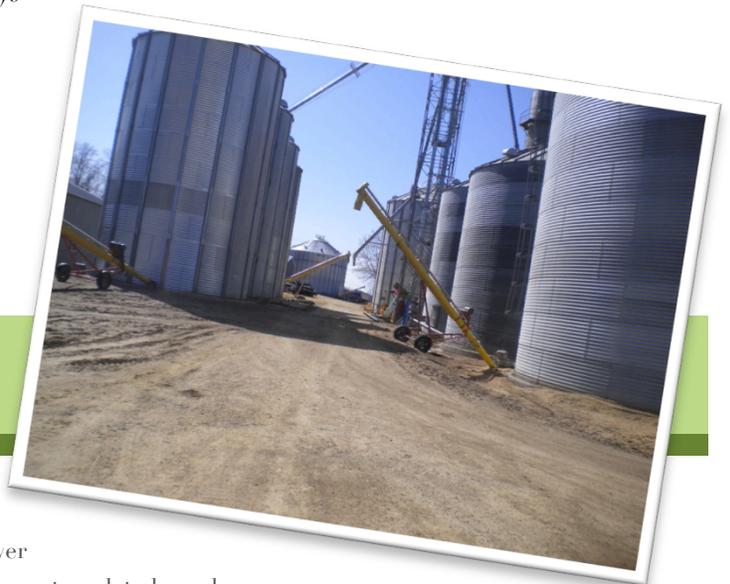
Every time I do a newsletter, I try to comment on what grain prices are like at the moment. It never seems to fail that there are extreme highs or extreme lows. Currently, prices are moving towards the high end. Corn is up to almost \$7.00 per bushel and fall prices have moved up to \$5.50 per bushel. If you need to sell at harvest, I think that making contracts at these prices might not be such a bad idea...

I get a lot of people asking me about what I think prices are going to do in the future, and I wish I could let them know! If I could predict the future it would definitely make things a bit easier, but until that happens we'll have to keep hoping for the best.

In January, QGS bought an enormous amount of grain (almost 1,000,000 bushels). We got a bit behind with some of our payments, and I would like to apologize for the delays that a few of you may have experienced. At the time, our facilities simply weren't set up for that kind of volume. However, everyone was paid and we are now in the process of making adjustments to prevent these issues in the future. It is truly great to see our business grow, but sometimes it catches us off guard!

In the fall, things always become hectic and we aren't always able to offer a proper 'thank you' to everyone. So, on behalf of the Quality Grain Services Team and myself, I would like to say thank you and let you know that we truly appreciate your business. Hopefully QGS will have the opportunity to work with you again next season. Until then, good luck with your spring fieldwork and please stay safe!

-Jeff Klaustermeier



A FINAL COMMENT

In our last newsletter we offered you a quick recap of the different options our customers have when they deliver grain to QGS. We found that, after supplying this information, there were fewer misunderstandings with the grain storage. Overall, client information was translated much more smoothly and truckers knew what was supposed to happen with the grain they were hauling.

However, there is still one thing that seems to be confusing many of our customers. When you have a delivery contract for a month sometime in the future and want to deliver in the fall, you still need to be sure that the grain is marked as *Storage In* when it is delivered. A lot of these types of tickets were being marked as *Apply to Contract*. In this case customers would need to pay storage until the middle of that month. With prices the way they were last fall, we came across lot of situations like these, and we hope that through this explanation we will be able to prevent them in the future.

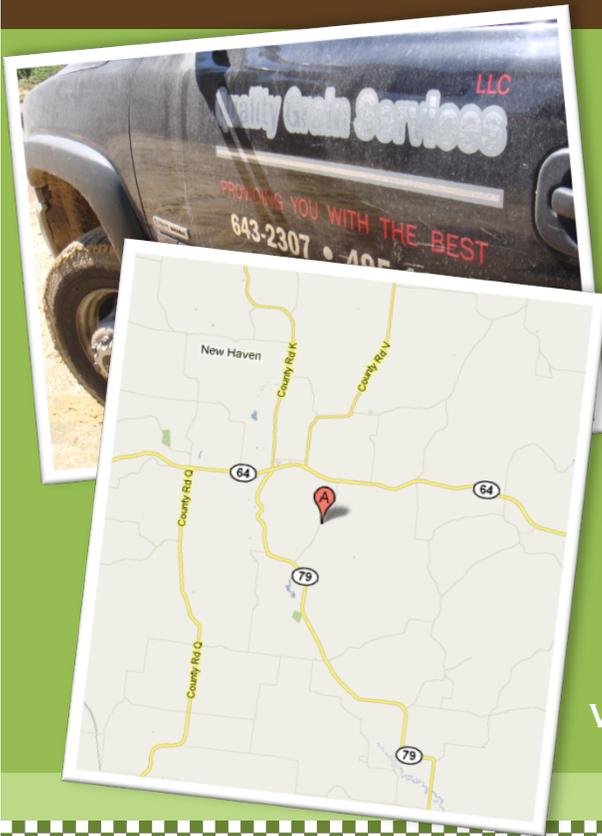
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AND OPERATED BUSINESS IN WESTERN
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HIGHWAY 64 ON 170TH STREET. YOU CAN SEE OUR
FACILITY FROM HIGHWAY 64, AND GRAIN TRUCKS
ARE MORE THAN WELCOME TO USE THE SECOND
DRIVEWAY TO GET TO THE TRUCK SCALE.

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