



Customer Connection

Dedicated to Service ... Committed to Success

MAY, 2010
Vol. 16, No. 2

Business Hours
7:30 a.m. - 5:00 p.m.
Monday thru Friday

During the busy service seasons (both Spring and Fall), East Central Iowa Cooperative will also extend hours to accommodate member service needs during the planting and harvest phases.

These extended hours are designed to meet patron need and may only affect specific divisions and locations of the Cooperative. During the Fall season, hours of operations will be posted at each elevator location.

ECIC TELEPHONE DIRECTORY

CEDAR FALLS	(319) 266-0775
HUDSON	(319) 988-3257
Hudson TOLL FREE	(800) 400-3247
Hudson AG CENTER	(319) 988-4511
Ag Center TOLL FREE	(800) 859-0497
JESUP	(319) 827-6226
Jesup TOLL FREE	(800) 859-8061
Jesup AG CENTER	(319) 827-3531
Ag Center TOLL FREE	(866) 599-7666
LA PORTE CITY	(319) 342-3013
La Porte City TOLL FREE	(800) 877-3810
WATERLOO ENERGY	(319) 235-6281
L.P. Plant TOLL FREE	(866) 404-3242

WEBSITE:

www.ecicoop.com

YOUR BOARD OF DIRECTORS:

Shane Clark	La Porte City
James Grady	Waterloo
Tom Greiner	Waterloo
William Hesse	Cedar Falls
Randy Lichty	Waterloo
Dennis Rottinghaus	La Porte City
Jason Trumbauer	Jesup
Mike Reiter	Jesup

MISSION STATEMENT:

**DELIVERING
PROFITABILITY
AND VALUE
TO OUR PATRONS
THRU
INNOVATIVE
PEOPLE,
PRODUCTS,
AND
SERVICES**



Mark L. Grove
General Manager

FROM THE GENERAL MANAGER

On behalf of the Board of Directors and management staff, it is a pleasure for me to announce that our company will be relocating our existing Cedar Falls facility to the Northern Cedar Falls Industrial Park located just off of Leverage Road. If you are not familiar with that area, Leverage Road runs North/South and is parallel to Hwy 218. It borders the West side of the Waterloo Regional Airport. The site can be entered from either direction on Leverage Road or from Hwy 218 via the Lone Tree exit.

The first stages of construction began the last week of April with completion scheduled for mid to late fall depending on weather delays etc. Versus the existing operation, the new facility will have over double the dumping capacity, triple the drying capacity, and have the ability to load up to 25 car trains.

The project itself is the end result of almost two years worth of research, planning and negotiations following the flood of 2008. The main components of the project are as follows:

- ECIC received a 7.8 acre lot in exchange for the current lots located on Lincoln Street.
- ECIC will receive a 5-year partial property tax rebate.
- The city of Cedar Falls is responsible for the demolition of any structures remaining on the Lincoln street site (3 grain bins will be moved to new site).
- ECIC will receive an option for an additional 3.5 acre adjoining lot.
- ECIC receives a first right of refusal for an additional lot of 2.5 acres.

Future expansion plans will allow for up to 2.5 million of additional grain storage (phase's 2, 3, 4, and 5). We have also planned for additional trackage which will allow for loading 50 car unit trains. Plans also include relocating our existing energy business from Airline Hwy as well as a new agronomy center on lots 12 and 13.

The total project is budgeted at \$6.5 million and will be financed (in part) by CoBank who has been this company's long time cooperative business partner. CR Conveying of Cedar Rapids has been selected as the general contractor and Smith Electric of Dunkerton will act as the electrical contractor. The emphasis of the project from the early stages has been both speed and efficiency. We have gone to great lengths in designing a quick in / out layout that will lead to lower operating costs which in turn will be reflected in a higher local basis. For the members and customers of our cooperative, our goal is to build a facility that will add value to your operation and that you will be proud of.

Elsewhere in this special edition of "Customer Connection" you'll find a couple of aerial views of the project as well as some of the project details. If you have any questions about the project, please feel free to contact myself or any other of your cooperatives management staff. For more information and updates on the construction process go to www.ecicoop.com.

The new Cedar Falls facility will combine some current assets with a few new components to create what we feel will be a state of the art grain complex. We will move three grain tanks from the current location. The 92' condo bin, as well as two of the 42' tanks will make the trip to Leverage road. They will be joined by an additional 92' tank, as well as two small blending bins that hold 6,000 bushels each. Once constructed, the facility will start up with a total capacity of 1,000,000 bushels.

Future expansion plans will allow us to increase storage, in stages, to well over 3,000,000 bushels. This reflects a 200% increase in storage versus our current Cedar Falls site. We have increased our receiving speed by utilizing two separate scales for weighing inbound/outbound trucks. The inbound scale will be located next to the office, while the outbound scale will be run remotely at the exit of the property to eliminate congestion. The outbound scale will provide tickets to the driver via a remote printer. Once the trucks are weighed in they will proceed to one of two dump pits, and both pits are capable of dumping an entire semi without moving. We will receive grain at 20,000 bushels per hour on one pit, and 10,000 bushels per hour on the other. This will allow turnaround times to be kept short, so producers can get back to the field quickly. Our drying capacity has increased 225% to 7,500 bushels per hour thanks to our new Zimmerman continuous flow tower dryer. The new dryer will be fed by separate legs, so we will not see a drop in dumping speed while we are drying corn. Grain will be loaded into railcars thru a 30,000 bushel per hour C&A bulk scale. The site will load 25 car unit trains, and have the ability to hit multiple destinations on the Canadian National railroad, as well as the Iowa Northern Railway.

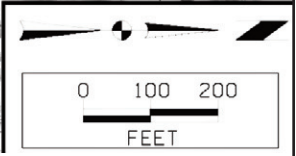
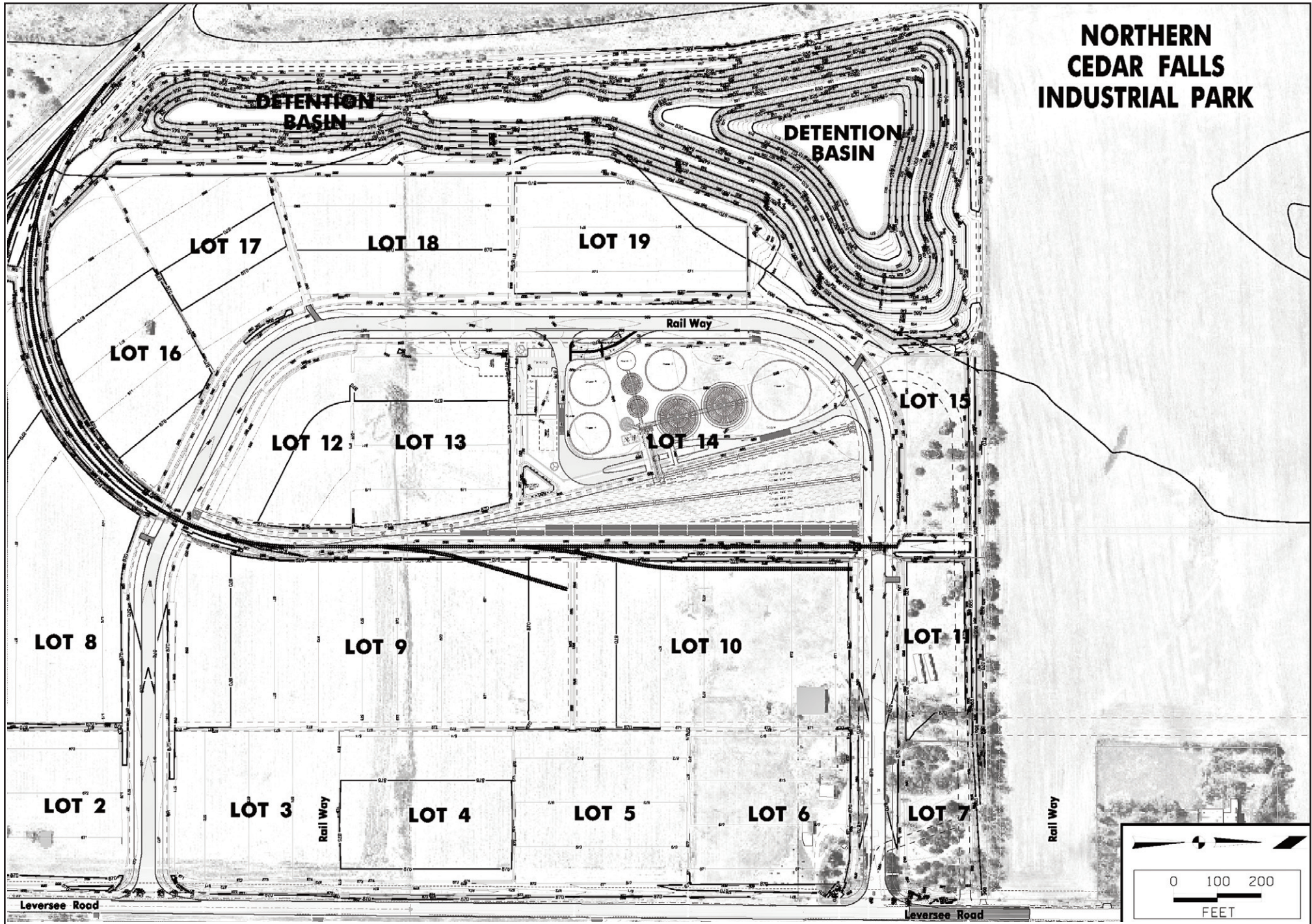
I would like to thank the board of directors for their time and efforts on this project. Also, special thanks go to Rand E Renner for his time and commitment in making the project a reality. Thank you, in advance, for your patronage.

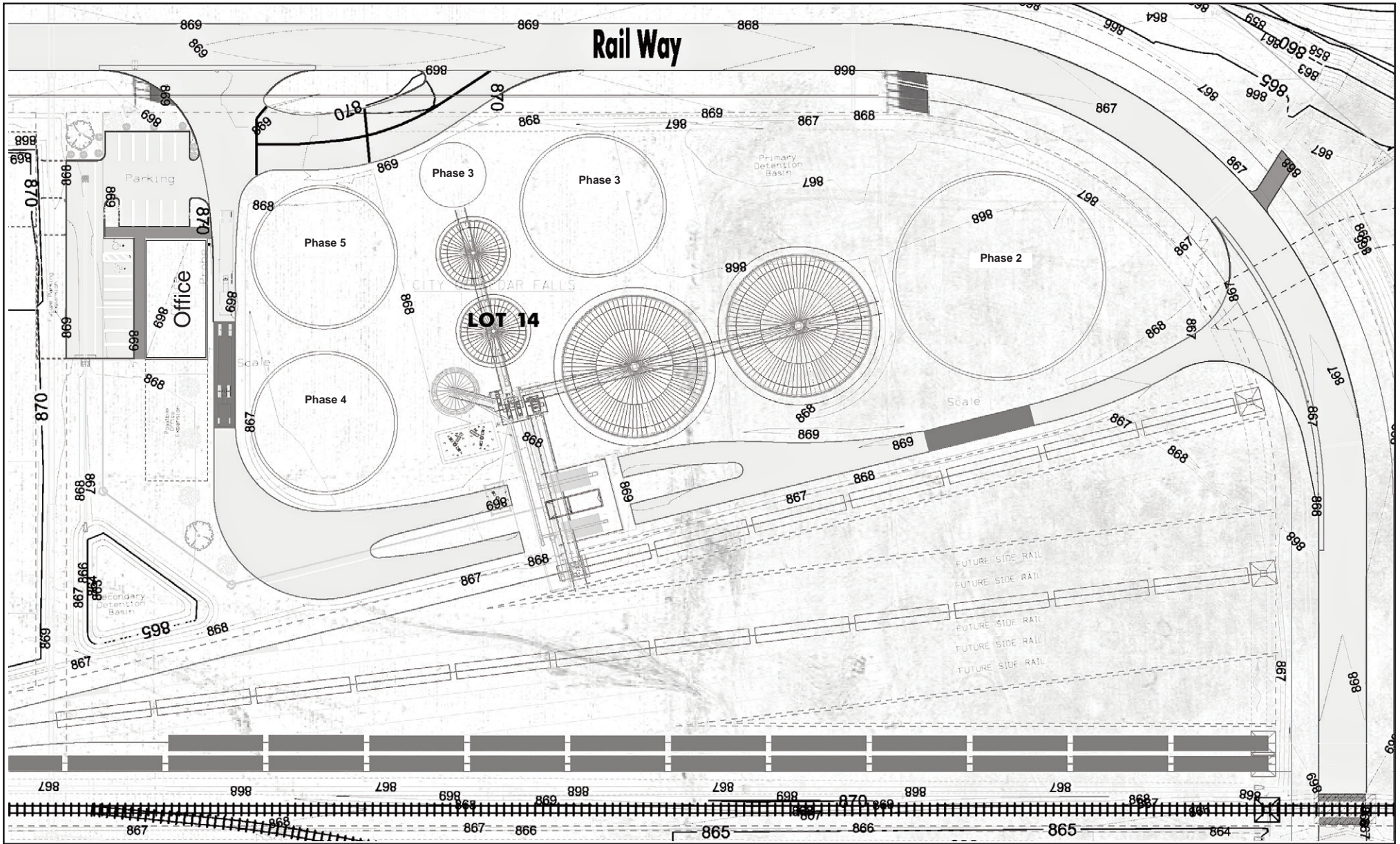


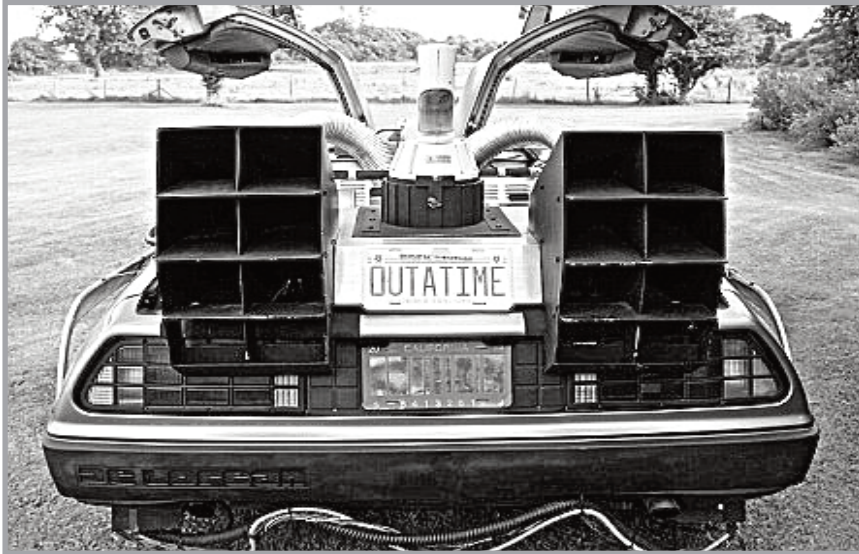
Grain
Brad Stewart



NORTHERN CEDAR FALLS INDUSTRIAL PARK







“When it comes to the future,
there are three kinds of people:
those who let it happen,
those who make it happen,
and those who wonder
what happened.”

John M. Richardson



Customer Connection

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Dedicated to Service ... Committed to Success

Your ECIC Locations:

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Jesup

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