



GROW YOUR FARMING BUSINESS WITH AN INVESTMENT IN ON-FARM STORAGE



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An aerial photograph of several large, cylindrical grain storage silos. The silos have corrugated metal roofs and are situated in a rural area with some vegetation. The image is used as a background for the title text.

ON-FARM STORAGE IS AN IDEAL PLACE TO INVEST YOUR CAPITAL

Chapter 1

Building a grain storage system isn't just an investment in concrete and steel. A grain bin can be an investment in the growth and potential of your farm and a tool for developing a more streamlined operation. It can be a financial difference maker and an instrument that makes your farm better for years to come.

While tractors, combines and planters may be much more fun to shop for, a grain conditioning system may be the smartest place to spend money for many farms.

Farmers with on-farm storage can improve their bottom line and increase marketing opportunities. On-farm storage increases cash grain marketing beyond what's available at harvest time. That flexibility may allow them market carry possibilities as well as additional buyers and increased buyer demand that may not exist for harvest delivery. The write-off and depreciation opportunities also make grain bins an excellent choice for farmers looking for ways to enhance their operations while decreasing their tax burdens.





Adding a grain storage system to your operation not only makes good financial sense, but it can also streamline some of the other complex aspects of harvest.

One of the biggest headaches during harvest can be the line at the elevator. This wait time can limit your ability to harvest your crop in a timely manner. Plus, waiting in line also consumes additional fuel.

Grain storage on the farm can also make it easier on harvest equipment. Combines are one of the most expensive pieces of equipment on the farm today – but the only way they can run at max efficiency is if trucks can get back from unloads quickly and are available to haul grain. Some farmers are able to eliminate one of their combines after purchasing a grain dryer, as it widens the harvest window.

INCREASE OVERALL VALUE

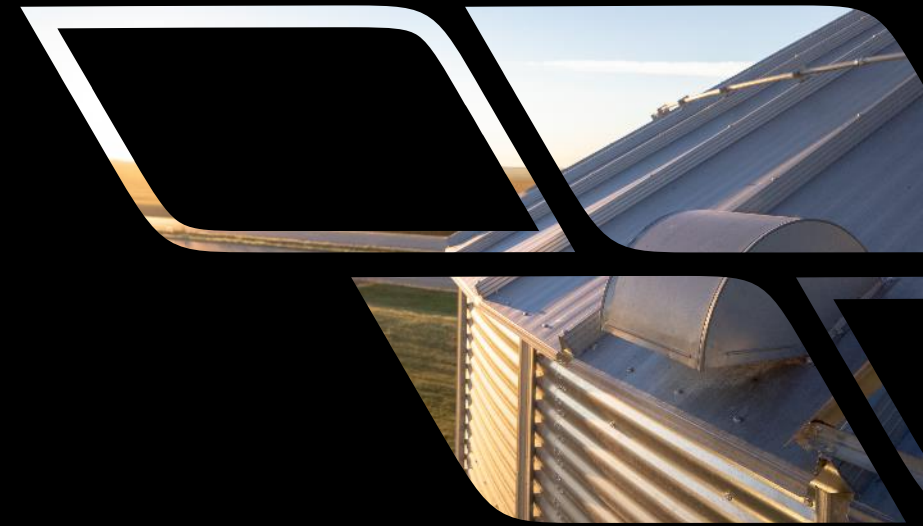
IMPROVE EFFICIENCY

CAPTURE HIGHER GRAIN PRICES

REDUCE DRYING AND STORAGE COSTS

When farmers invest in grain storage, they start to minimize many inefficiencies and their associated costs. Since many operations have similar storage capabilities that could previously be found at a small local elevator. With a grain leg and a receiving pit set-up, less manpower is required to manage augers.

For all these reasons and more, a storage system can be an excellent consideration for those looking to take the next steps for the future of their operation.



BANKERS LOVE GRAIN BINS

For many operations, a good banker can feel like the “other partner” in decision making. One way to get that partner on board is by putting your money into on-farm storage. On-farm storage gives farmers the chance to increase their overall return through more strategic marketing. It is easy to see the income potential that carrying grain brings to an operation. Bankers can see how this opportunity can benefit an operation for years to come – while demonstrating the forward-thinking attitude of its owners. Take the time to share the ROI opportunity with your banker – a grain bin looks good on a balance sheet.

A photograph of a worker in a grey jacket and cap climbing a metal staircase inside a grain elevator. The structure features wooden bulkheads and metal railings. The scene is dimly lit, with a single light source visible. The title 'GRAIN QUALITY' is in white and 'FUNDAMENTALS' is in yellow outline font.

GRAIN QUALITY FUNDAMENTALS

Chapter 2

Grade	Minimum test weight per bushel (pounds)	Maximum limits of:		
		Damaged kernels		Broken corn and foreign material (percent)
		Heat damaged kernels (percent)	Total (percent)	
U.S. No 1	56.0	0.1	3.0	2.0
U.S. No 2	54.0	0.2	5.0	3.0
U.S. No 3	52.0	0.5	7.0	4.0
U.S. No 4	49.0	1.0	10.0	5.0
U.S. No 5	46.0	3.0	15.0	7.0

WHAT EXACTLY DETERMINES GRAIN QUALITY REQUIREMENTS

Gradings are based on factors such as amount of particulate matter, foreign matter and moisture in your grain.

UNDERSTANDING GRAIN QUALITY

Grain quality is the measure of a variety of factors, including test weight, moisture content, particulate matter and kernel damage. Test weight is significant; it decreases as grain quality decreases.

The biggest concerns for grain quality happen after grain has been harvested. Not drying the grain appropriately is a major issue in grain quality. Plus, poorly dried grain can encourage mold and insect issues.

Poor handling – combine damage, dropping from too high a leg and other mechanical issues – can cause concentrated fines and broken grain. These factors all play into the marketability of your crop.



WHY GRAIN QUALITY MATTERS

It takes a lot of work – and a lot of money – to put a crop in. That's why protecting grain quality is so vital for every operation. High quality grain means less dockage and more money for your bushels. And with proper drying, handling and storage, your grain can reach its full potential.

HOLDING ON TO GRAIN QUALITY

Grain can last a long time in the bin if it's managed properly. But how can you do it?

Moisture	Drying grain to the right moisture is vital – 15 percent for grain to be sold in the spring, 14 percent for grain to be held until fall and 13 percent for anything you plan to hold for more than a year.
Aeration	Run the fans while grain is entering the bin to equalize its moisture and pull grain into an “M” shape to promote air movement at the center of the pile.
Temperature	Almost all insect and mold activity stops at 50 degrees – so get your grain there as quickly as you can.

KEEPING AN EYE ON STORED GRAIN

GSI has the tools that give farmers peace of mind as they manage and monitor their grain inventory.

GrainVue is the latest digital cable system to accurately monitor temperature and moisture. GrainVue detects early signs of spoilage so you can protect your crop's value.

GrainViz Next-generation imaging technology for precision grain management. Accurate accounting of bin capacity within 2.5% and identify potential quality issues before they start.

Both of these systems send all of their data to our revolutionary platform, GSI Connect. This online portal provides access to historical data, fan and heater control and any alerts a farmer might have from his or her bins.



The background features a photograph of several large, cylindrical grain bins in a farm setting. Overlaid on the right side of the image is a technical diagram of a grain bin, showing its internal structure and components. The diagram is rendered in white lines on a dark background, with a yellow outline highlighting a specific section. The text 'CHOOSING THE BEST GRAIN BIN SETUP FOR YOUR FARM' is prominently displayed in the center-left, with 'YOUR FARM' in a yellow outline font.

CHOOSING THE BEST GRAIN BIN SETUP FOR YOUR FARM

Chapter 3

BIN PLANNING

So, what do you need to do first if you're interested in putting a grain storage system on your farm?

The more you know from the start, the smoother the process will be for your dealer to build a system that's right for you.

The Needs of your Operation

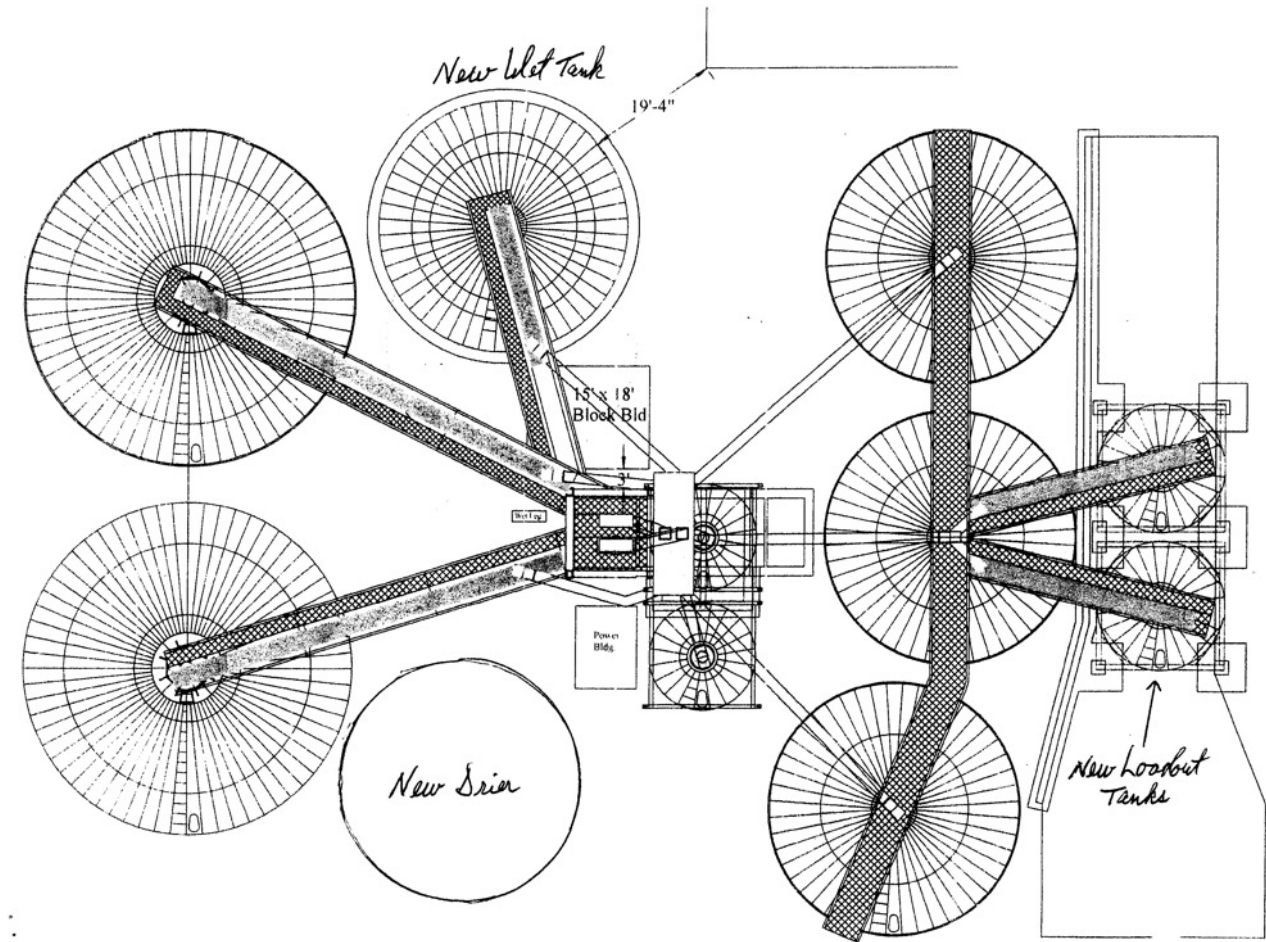
Understanding your capacity and component needs is a good starting point. How many bushels do you anticipate needing to store? Will you need a dryer or a pit? Don't base your plan on what you need now – base it on what you anticipate your operation's next steps being.

Accessibility

When site planning, we often talk about the availability of three-phase power, access to a natural gas line, and proximity to a state highway. These aren't a deal breaker in site selection, but they are factors that help systems run more cost effectively.

Future Expansion Plans

Don't build for last year's crop – build with a plan that looks ahead to the operation you're growing into. Your dealer can help develop a plan, but knowing where you're headed makes the whole process much easier. And don't wait until you need the bin to order it. Start making plans as soon as possible to make sure you have the system you need, when you need it.



A person in a dark jacket and cap walks from right to left across a gravel path in an industrial area. In the background, there are large, stylized letters 'GSI' in white and yellow. The scene is dimly lit, suggesting dusk or dawn.

A GREAT DEALER MAKES A DIFFERENCE

Chapter 4

COMMUNICATING WITH YOUR GSI DEALER

As with any retailer, having a good relationship with your grain bin dealer is vital to getting the most from your grain handling system. The key to any build is an open line of communication. The more everyone knows from the start, the happier you'll be with the end result. The better your dealer understands your specific needs, the better they can support your operation's continued growth and efficiency for years to come.

For more than 40 years, GSI has brought grain storage expertise to the marketplace, providing farmers with smarter, more effective ways to protect their grain investment and take their operations to the next level.

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Timing is everything. You get one shot each year to make a crop, and getting grain unloaded, stored and delivered shouldn't hold you back.

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While we may have become the world's largest manufacturer of steel farm bins, commercial storage grain bins and grain silos, our focus is on helping future-minded operations be more successful. We bring the highest quality steel, technology and personal support to the marketplace with every build, and we're always looking to bring more value, more efficiency and more opportunity to your operation.

Our trusted line of grain storage, conditioning and safety equipment offers solutions for every operation, from the family farm to the commercial elevator.



grainsystems.com

LEARN MORE ABOUT GSI

Contact your local GSI dealer to see how adding storage to your farm can change the way you manage your grain.