



QUALITY PRODUCTS AND SERVICE YOU CAN COUNT ON



MAS OPEN HOUSE  
CELEBRATING 30 YEARS

MAS hosted customers for a day of industry exploration at the annual Open House in January.

Keynote speaker, Gary Woodruff, GSI Senior Product Specialist for Conditioning, kicked off the event with a presentation: **Why Dry Grain and Big Bin Aeration**. With decades of experience, Gary spoke to harvest timing, efficiency and smart storage of grain. All of his data lead to the conclusion that fall decisions make your year. Here are some key points:

- The lower point you harvest at, the greater amount of grain you will have on the ground.
- Using indicator tools like the GAC



2500 moisture analyzer and the Bindicator allow you to store grain longer.

- Vision's new Auto-Start (see product feature on next page) and WatchDog mobile system recapture man-hours.
- Storage practices like repetitive coning, weekly grain checks and bagging off your fans also contrib-

ute to increased performance.

Jeff Nalley with the Cromwell Ag Network gave a market update with additional advice on storage and warnings on weather with El Nino in full effect.

GSI's Drew Whalen presented **Why Storage Makes Cents** focusing on return on investment and market decisions. GSI offers an online tool that translates how much more you can earn with on-farm storage.

Jeff Harris introduced the team, new and old, while sharing on the positive direction that MAS is headed. The MAS crew served a delicious lunch to say thanks for another year.

RESOURCES

Presentation videos from the open house, along with newsletter archives and helpful links, are available at the [www.midwestagsystems.com](http://www.midwestagsystems.com).

LINKS

Storage ROI Tool: <http://roicalculator.grainsystems.com/>  
Fan Selection Configurator: <http://webapps.bbe.umn.edu/fans/>  
Cromwell Ag Network: <http://www.cromwellag.com/>



## KEYNOTE SPEAKER



**Gary Woodruff, GSI Senior Product Specialist**  
B.S. Agricultural Mechanization, Purdue University 1977

Prior to graduation, Gary worked as an undergraduate Teaching Assistant and Research Assistant on grain damage and drying cost studies for Professor Bill Urig and Professor Bruce McKenzie at Purdue University. From 1977 until 1991 he worked in new product research and sales for one of the original Grain Dryer Manufacturers. Since 1991 he has worked for GSI, a global brand of AGCO in Assumption IL. His responsibilities involve GSI Conditioning product marketing, sales training and support. He is also regularly involved with new drying product development as well as the updating of the design and controls for GSI Conditioning products. He was a co-inventor on a drying control patent and was part of the team that put the first computerized controls on production grain dryers.

Gary is married to his wife, Joyce. They live in Rossville, Indiana and have four grown daughters. Though many believe his only hobbies involve grain drying he also enjoys target shooting and studying history.

## THANK YOU

This year marks the 30th year of business and there is much to celebrate! The team at MAS has been able to grow from a small 1-man operation in 1986 to a team of over 25 people in a 5-acre facility. We have grown to know and love our customers.



The last 30 years has been good to us. Equipment efficiencies have allowed us to do more with less each year. Growing our business scope to include design, fabrication, millwright, repair and maintenance. Training and field experience has allowed our team to grow into respected, seasoned professionals.

MAS is celebrating it's 30th year in business because of the trust and integrity of

our customers.

Internally, the thing we are most proud of, is our team. They are hard-workers with great ethics and a true desire to learn. We thank them for their dedication and you for the opportunity to serve and make our community a better place to live.

**REMINDER:  
DON'T MISS OUT ON  
ANNUAL DISCOUNTS,  
ENROLL IN THE MAS  
INSPECTION  
PROGRAM!**

## CELEBRATE!

Anniversary: \_\_\_\_\_  
Chris Harding  
Fabrication Shop 2-1-2010



Grey Sanders  
Service Tech 2-27-2015



## PRODUCT SPOTLIGHT

### GSI Vision Auto-Start

Portable dryers have a new ally! The GSI Vision Auto-Start allows you to set your moisture level through three simple screens. What used to take 2 to 4 hours can now be done automatically. Simply input the incoming moisture of the grain, desired outgoing moisture and the grain type and hit start. Vision Auto-Start will manage and control the pre-drying of the grain and stage the operation of the dryer. Vision Auto-Start can be retrofitted to existing dryers.



## MANUAL UPDATE

Need product information 24/7? We have added manuals for our product line to our website. Visit the full library, anytime, at [www.midwestagsystems.net](http://www.midwestagsystems.net)