



President's Report

Dan McGrath, *President of the Missouri Valley Ice Manufacturer's Association*



I sat down to write this article on March 20th. The vernal equinox signaling the start of spring was going to occur at 12:32 CDT. The temperature the preceding day was in the 60's. But outside my window,

the Kansas City area was being pummeled with another eight inches of snow. Mother Nature's way of adding insult to injury in light of the terrible winter most of us in the Midwest (and most of the country) had just experienced. However, it is now a week later and the sun is shining again. I have seen the weathermen predicting temperatures in the 70's for next week (I don't know why I continue to believe weathermen. I suppose its wishful thinking). Spring – and therefore summer – are definitely on the way.

It is at this time of the year that every iceman is busy preparing for summer. You know the lists we go over. Are the ice makers and bagging equipment running efficiently enough to carry us through another summer? Are the trucks and loading equipment ready to gear up from near inactivity to running seven days a week? Have all

your merchandisers been cleaned and have the inevitable dings been repaired and the paint touched up?

I want to thank everyone in attendance at the spring convention in Kansas City and I hope everyone enjoyed themselves. I also hope that you took some of the information learned at the convention and put it to use. For those that were not in Kansas City, Deborah Phillips from Kansas City Power and Light spoke about energy saving ideas. Of particular interest are the energy rebates that are available from your utility companies. You can go to <http://www.dsireusa.org/incentives/> to see what energy rebates are currently available for your home or business.

I also hope that Paul Russell's message about how to make your personnel more productive inspired you to go back to your ice plants and implement his three main points. 1) FOCUS Every person in your organization needs to focus on what needs to be accomplished. Make sure they have a clear understanding of what you want. 2) TRAINING Your people need to know how to do what they need to do. Do not make training long and boring, but rather short and focused. 3) MOTIVATION Everyone must be motivated to perform their jobs at the best of their ability for some reason. It can be based on pay, recognition, fear of losing their job or a combination of all of these.

If you haven't accomplished everything that I have mentioned, there is still time. You've got about another month before the summer starts in earnest. But be prepared. You know that global warming is going to happen somewhere other than the Arctic Circle sooner or later. Let's hope that it's sooner, and that you don't slow down until it is time to meet again in October. I hope to see all of you in Deadwood, S.D in the fall. ■

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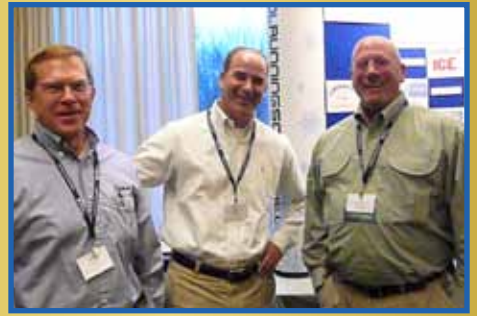


Missouri Valley Convention – 2010





Missouri Valley Ice Manufacturer's Association





Secretary's Notes

Tom Howat, *Secretary of the Missouri Valley Ice Manufacturer's Association*



Well, as I write this, it's the end of March and by the time you read it, it will be about the end of April. I hope all of you are off and running and heading into a fabulous summer. Those of you who were not able to join us in Kansas City missed what I'm sure will become known as "One of the best and

most memorable conventions ever". I put that statement in quotes because it and statements like it are what I have heard from many of the attendees. Dan, Dave, Chris and John absolutely worked overtime and "gave till it hurt" to make the convention a resounding success. Our thanks to all of them.

To recap some of the happenings during the convention, for those who missed it – we started with an excellent dinner at Benton's at the top of the Westin in downtown Kansas City. The meal was fabulous and the attendees were entertained during cocktails by a wandering

magician. It wasn't until after the meal that everyone discovered that Gene was also a very adept pickpocket who had "borrowed" a few things earlier in the evening.

Our keynote speaker was Paul Russell and we enjoyed him this time as much as we have ever enjoyed him. As far as outings, we had lunch at Fiorella's Jack Stack, one of the many famous Kansas City barbecue houses. Followed by a tour of the Federal Reserve of KC and then the Boulevard Brewing Co. That evening everyone went off on their own to enjoy the area. You couldn't help but notice that a few of us enjoyed ourselves a little bit more than others of us did.

The official attendance was 99. This included eight of the ten new members we have gotten since our last meeting. If the "regulars" who were kept away by conflicting obligations had been able to attend we would have just about hit 120 attendees. Whether you were there or not, please start making plans now for our return to the wild West when we go out to Deadwood, SD from October 9 – 12, 2010.

As the seasons change, a poem my grandfather taught me comes to mind (I hope this is an omen): Spring has sprung and fall has fell – summer is here and it's hot as.....usual. ■

(Omitted from last edition of IWJ)

Thanksgiving is over and by the time you read this, Christmas will most likely be but a memory, too. So good-bye to 2009 and the first decade of the 2000's. And what a decade it has been! It was my fourth decade as an equipment supplier for the ice industry and when I compare the changes this industry has gone through in the last ten years to the changes in the first thirty years well, it is almost staggering.

I am amazed at just how adaptable you all have been. The changes in the way business is done and the changes in the way you handle your product, your competition and yourselves is nothing short of phenomenal. The new technologies and pieces of equipment just keep coming. How many of you still bag manually? How many of you still don't have a computer routing program? How many of you still use a gravity-fed bin system? How many of you still make 300 or 400 pound blocks?

Those of you who were in Chicago for our convention in October were able to see some of the more modern pieces of equipment

available today at the same time you were able to see (some for the first time) how it used to be done in a block plant. Thanks to both Lang Ice Company and Tinley Ice Company for the ice plant tours. Speaking of the convention, we had a total attendance of 106 people representing 36 ice companies and 23 suppliers. If anyone who attended did not have enough to do to make this a very memorable convention - they must not have asked Harry or Tim Teehan where to go.

Harry has asked me to express to future convention hosts that they should not worry about ever competing with this convention. This one was, after all, IN CHICAGO and could only be compared to another one IN CHICAGO! So, for those hosting future conventions in Kansas City, MO (March 7 - 9, 2010) and Deadwood, SD (October 10 - 12, 2010) and Hot Springs, AR (March, 2011) and Oconomowoc/Milwaukee, WI (October, 2011) just relax and put on your own show and let Harry worry about how to compete with Chicago the next time he hosts one.



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Future Convention Sites

October 2010

Deadwood, South Dakota
hosted by Arctic Glacier Tour
Ice of Pierre

March 2011

Hot Springs, Arkansas
hosted by Delta Ice Service

FOR SALE

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