

# ROUGH RIDER NEWS

ELECTRIC COOPERATIVE

MARCH 2019

## Eliminating inefficient runtimes and reducing electrical use



### What's inside:

- **Schlosser earns Stepping Up For Safety Award**
- **Franklund earns Cooperative Leadership Award**
- **Co-op seeks board director candidates**
- **Meeting minutes ... and more**

*Drying grain and keeping it in premium condition was a significant expense for Roughrider Electric Cooperative member Greg Kessel and his family partners at Arrow K Farms. In this month's local pages, learn about the temperature- and moisture-monitoring system they use to better manage their products.*

PHOTO BY CARMEN DENVEY



*These sensor cables inside a wheat bin at Arrow K Farms assess temperature and moisture. The information is reported and recorded electronically through a system developed by IntelliFarms. Then, the Kessels can open an app on a mobile phone or personal computer, and learn the findings — and even change the fan settings.*

## ‘Look at the big picture to quantify the savings’

Roughrider members share how they’ve improved their products and reduced energy consumption

BY CARMEN DEVNEY

**E**conomist and Futurist Dr. Lowell Catlett recently spoke about new technologies and the role electric cooperatives will play in the future. He said, “Today is the slowest rate of change you will ever see.”

Technology is changing incredibly fast right this very minute. What will the future hold?

Last fall, Greg Kessel contacted Roughrider Electric and explained his utility bills were quite high during the times his grain was drying due to fans running in his bins — and the expense wasn’t justifying the means, because sometimes his grain wasn’t in good condition.

Greg, a Roughrider member from west of Belfield, started farming in 1980. Arrow K Farms is now operated with his wife Stacey; daughter Jade; and their sons Grant, Garrett and Griffin.

Using an older air system in most of the bins, they’d flip a

switch and let the fans run for a month or two, and hope the grain was drying. They learned by trial and error that they might have been running the fans more than they needed and at inopportune times — and it was resulting in problems carrying the grain into the summer.

“If we were hauling malt barley to Fargo, we couldn’t afford to get down there and find out it had more moisture than it needed,” he says. “We could drive 300 miles and have the load rejected, and sit there with barley and have no place to go.”

“We knew there had to be a better way,” he continued, “so we started looking at ways to manage our grains.”

At Roughrider, we appreciate when members like Greg come to us with concerns. Just as Tesla and CEO Elon Musk are working to build a more affordable electric car, creative engineers are working to make customized, energy-efficient products to help consumers like Arrow K Farms.

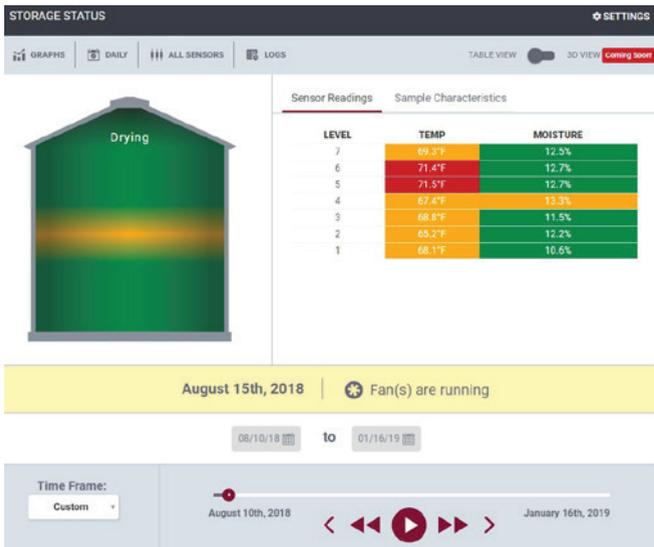
Prior to that meeting Greg and his family had already implemented technology in the agriculture industry that *was* ready and affordable if the investment was looked at long-term. Grant did some research and discovered automation that added a “smart” function to their existing system. This temperature- and moisture-monitoring method uses cables to assess conditions in the bins and run the fans only as needed. The system, made by IntelliFarms, can be controlled by an app on his personal computer or mobile phone.

Grant, the eldest son and partner who oversees the technology at Arrow K Farms, says the system allows them to operate the fans and/or heaters when conditions are right and there is a benefit to running them; this eliminates inefficient runtimes and ultimately reduces electrical usage. This conditions the grain to precise targets, and in turn, leads to higher profits and premiums with quality grain. Another benefit is zero bin entry; manual probing or climbing the bins is unnecessary because the data is recorded and reported electronically.

The Kessels implemented the technology in a couple bins several years ago and were impressed with the way it worked. When an opportunity presented last fall to build a cluster of bins closer to their shop, they added the IntelliFarms system in all.

It was a significant investment, and the family wanted to see a payback within five years. Greg says there are a couple ways he can already see obvious savings. One is his reduced utility bill due to less energy used. Another is the family’s ability to deliver a quality product.

“I was getting \$2,000- to \$2,600-a-month electrical bills, with one as high as \$5,000 [with the former system when the fans were running non-stop]. Since we did this and have a lot more grain capacity, \$1,600 has been our highest bill,”



This screen shot within the IntelliFarms app shows the temperature and moisture conditions within one of the bins.

Greg shares.

“How do you quantify losing a partial load or two of product that you took and got rejected, and have 300 miles under it? You can either dump it and take a \$2 hit, or haul it back home and put it back in the bin and dry it down,” Greg explains. “As an operator, you really dig deep into what you want to do at the end of the day. If I’m delivering 50,000 bushels of barley, and they took every load and I never had one rejected after hauling 300 miles, what value do I put on that? It’s significant. Prior to having this system, chances were we would have one or two loads rejected. Since we’ve done this, I don’t think we’ve taken a load down and been turned back.”

Now, not only can Arrow K Farms carry a product into the summer or longer, they can hold it until area businesses are ready to process it. Greg visits regularly with the folks at Red Trail Energy, a corn ethanol plant located at Richardton. By sharing a specific bin’s information with plant personnel via the automated system, they know how many bushels of corn are ready. They can contact the Kessels and say, “We know how much you have, and it’s in the condition we need. Can you deliver?” These partnerships extend across the region, state, nationwide and even across the globe.

“You have to look at the big picture to quantify the savings,” Greg says. “Since we incorporated this system, I’m confident that I’m delivering the quality that was required of me via a contract.”

Roughrider thanks member Greg Kessel and partners at Arrow K Farms for sharing this educational and interesting story. ■



Using the IntelliFarms system that assess the temperature and moisture in the bins, the fans only run when they need to. They can stop and start on their own. Or **Greg** (front) or **Grant Kessel**, or another family partner at Arrow K Farms, can log into an app and make adjustments. They can do this on an iPad in the combine during harvest, and adjust target moistures and temperatures. Wherever they go, they have access to technology and know what is happening back home in their bins.

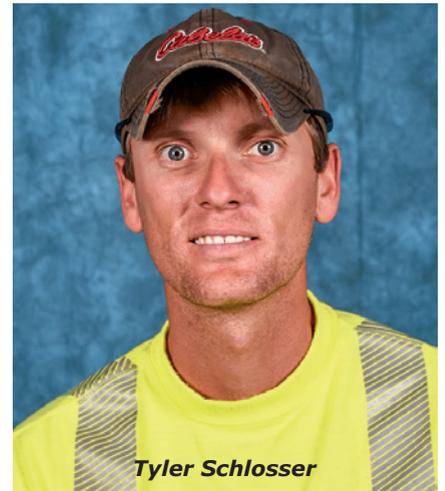


**Greg Kessel** is a local example of the Touchstone Energy® Cooperative value committed to community. He serves as board chair for Creative Energy in Belfield, and as chairman for Northern Crops Institute in Fargo. He is the vice chair of the N.D. Barley Council, and a member of the National Barley Growers Association board. “It’s all relevant to what we do here,” he says. “Community. Family.”



PHOTO BY JOHN KARYNDAREC

Roughrider Electric Cooperative congratulates all the 2018 graduating apprentices.



Tyler Schlosser

## Roughrider operations staff attend AT&S Conference

The North Dakota Association of Rural Electric Cooperatives (NDAREC) hosted the 55th annual REC Apprenticeship Training and Safety (AT&S) Conference Jan. 16 to 18 at the Ramkota Hotel in Bismarck. The conference is sponsored by the NDAREC AT&S program, with cooperation from the U.S. Department of Labor, Office of Apprenticeship.

The conference drew representatives of NDAREC member-cooperatives, students of the Bismarck State College lineworker program and the electric industry for classroom sessions, equipment evaluations and awards ceremonies. Training topics included understanding reclosures, winter survival, underground cable preparation and splicing, leadership and more.

Christina Roemmich, director of safety services for NDAREC, says the AT&S conference provides an opportunity to reflect on current

issues in the industry and to recognize the accomplishments the students have made in training and safety throughout the year.

Roughrider employees who attended this year's conference included Manager of Operations Jason Bentz; General Foreman Bryan Braun; Working Foremen Shawn Olson and Wayne Schmaltz; Linemen Jordan Braun, Cody Hintz, Brad Martell, Andrew McFarland, Mike Steier and Russ Walters; and Lead Meter Technician Cory Halter.

Bentz and Roughrider Chairman Roger Kudrna serve on the nine-member Safety Services Committee that help provide direction for the content of the conference. A mix of managers, board members and operations personnel from across the state serve on the committee. ■

### 'Stepping Up For Safety'

During the banquet portion of the conference, Roughrider Electric Cooperative Lineman Tyler Schlosser was given one of two "Stepping Up For Safety" Awards. Tyler, a journeyman lineman from Dickinson who has been with Roughrider for 8 years, was nominated by the safety services team at the North Dakota Association of Rural Electric Cooperatives.

In its inaugural year, the award recognizes outstanding safety advocates who inspires all employees to commit to safe job performance and who have greatly influenced their cooperative's safety culture.

During the award conferral, Christy Roemmich, director of safety services for NDAREC, shared, "Tyler Schlosser is a member of the Roughrider Safety Committee. He actively researches tools and technology, and provides ideas that would benefit the Roughrider safety program. He influences the cooperative's safety culture because he takes an active role in assessing and implementing improvement opportunities. He is a voice for safety."

Thank you, Tyler, for all you do for Roughrider and our members, and congratulations on earning this award. ■

# Mark your calendars for the 2019 Annual Meeting

Roughrider Electric Cooperative will hold its annual meeting **Wednesday, June 5**, in Dickinson. Look for more information in upcoming issues of *North Dakota Living*.

## Vote by mail 2019 Annual Meeting

In 2009, Roughrider Electric Cooperative's board of directors decided to offer the members the option of voting by mail. Ballots and instructions will be mailed prior to the annual meeting. Under the bylaws, no nominations are accepted from the floor at the annual meeting. A qualified member of Roughrider Electric Cooperative may become a candidate for election by being nominated by the Nominating Committee or by a petition submitted not less than 60 days before the meeting.

**Mail-in ballots will only be sent to members upon request. To request a ballot, please contact Steve Hildebrand at 701-748-2293 or 800-748-5533 prior to May 10. You may also contact Steve at: [shildebrand@roughriderelectric.com](mailto:shildebrand@roughriderelectric.com)**

**TO: All Members**  
**FROM: Donald A. Franklund and Travis M. Kupper, Alliance Co-General Managers**  
**SUBJECT: Nomination Process**

To comply with Rural Utilities Service requirements, we must provide each member with a summary of the bylaws on the nomination process prior to the nomination of candidates for board positions. The following is the bylaw section on nominations:

#### SECTION 4. Nominations.

- (a) A Nominating Committee shall be selected by the Board of Directors in time for its first meeting to be held before the annual meeting of members in 2009 and for each annual meeting of members thereafter. The Nominating Committee shall consist of an equal number of members from each of the Cooperative's Districts and a minimum of two members from each district shall be selected. No member of the Board of Directors may serve on the Nominating Committee. The Board of Directors shall establish rules for the conduct of and arrange for the meeting of the Nominating Committee. The Secretary shall notify the members of the Nominating Committee in the manner provided by Article II, Section 4 delivered at least fifteen days before the date set for the Committee meeting. From and after 2009, the Nominating Committee shall meet at least sixty days before the annual meeting of members to nominate at least one qualified candidate for each directorship for which there is a vacancy to be filled by a vote of the members. Upon conclusion of the meeting, the Nominating Committee shall cause a list of nominees for Directors to be posted at the principal office of the Cooperative.
- (b) By petition, any fifteen or more members of the same district acting together may make other nominations for each directorship in that district for which there is a vacancy to be filled by a vote of the members, provided the petition is filed with the Secretary not less than sixty days prior to the annual meeting of members. The Secretary shall cause to be posted such nominations at the same place where the list of nominations made by the committee is posted.
- (c) The Secretary shall cause to be mailed, with the notice of the annual meeting of members, or separately but at least fifteen days before the date of the meeting, a statement of the number of Directors to be elected and the names and addresses of the candidates, specifying separately the nominations made by the Nominating Committee and also the nominations made by petition, if any.
- (d) Unless voting by mail for directorships has been approved, the President, acting as Chairman of the meeting, shall invite additional nominations from the floor and nominations shall not be closed until a reasonable time has passed during which no additional nominations have been made. No member may nominate more than one candidate at any single annual meeting of members.

The Nominating Committee appointed by the board consists of **Gordon Ficek**, Dickinson; **Ivo Schoch**, New England; **Alan Kadrmas**, Dickinson; **Bruce Voegelé**, Beulah; **David V. Sadowsky**, Dickinson; **Robert Fitterer**, Golden Valley; **John Smith**, Beulah; **Lee Alderin**, Center; and **Robert Schmidt**, Center.

Committee meetings were held Jan. 25 in Hazen and Feb. 22 in Dickinson.

If you have questions concerning nominations, feel free to contact anyone on the Nominating Committee or please call our office for information.



PHOTO BY LIZA KESSEL/NDAREC

Every year, NDAREC recognizes individuals for their generous contributions to North Dakota's electric cooperatives and the communities they serve by awarding a Cooperative Leadership Award. **Don Franklund** (center), one of Roughrider's co-general managers, earned this prestigious award. It was bestowed by **Josh Kramer** (left), executive vice president and general manager of NDAREC, and **Bob Grant**, president of the NDAREC board.

## Franklund earns Cooperative Leadership Award

The North Dakota Association of Rural Electric Cooperatives (NDAREC) bestowed this year's Cooperative Leadership Award to Don Franklund, one of Roughrider's two co-general managers and chief

executive officers, on Jan. 15 during its annual meeting. Franklund brings nearly 25 years of leadership and experience to the Innovative Energy Alliance Cooperative (IEAC) family. He earned the award for handling industry challenges with a firm hand and quick resolve — and innovative mind.

Franklund was instrumental in the formation of the alliance. Established in 2008, IEAC is a professional management and services company that provides support for four electric cooperatives in North Dakota including Roughrider, Slope, Mor-Gran-Sou and KEM Electric Cooperatives, as well as the WDUS Holdings, LLC family including 3C Construction, West Dakota Utility Services and other subsidiaries. The alliance was formed with the intention of reducing costs and gaining efficiencies, while allowing the respective boards of directors to retain local control.

A decade ago, alliances among cooperatives were a relatively new concept. Franklund embraced the spirit of an alliance, which supports the sharing of employee skills and equipment to experience significant savings.

His support of the alliance remains strong today, as he serves beside partner Travis Kupper, Roughrider's other co-general manager and chief executive officer.

Over the years, Franklund has earned the respect of many of his peers, and many look to him for advice and counsel. He is an effective spokesperson and leader, and a strong representative of North Dakota's electric cooperatives.

On behalf of Roughrider Electric Cooperative, we thank Don for always having the best interests of our members in mind, and congratulate him on Statewide's Cooperative Leadership Award. ■

**SAFETY@ROUGH RIDERELECTRIC.COM**

Roughrider is an advocate of working safely. In fact, it is our way of life; the culture of your cooperative. We look out for the safety of ourselves and others — before, during and after work.

Did you know that members also play a key role in keeping our system safe? At times, you are our eyes in the sky and on the ground. Should you see a power line issue that may need Roughrider's attention, please call the office or send us an email at [safety@roughriderelectric.com](mailto:safety@roughriderelectric.com) with your concern. This correspondence should include the description of the location, your name and complete contact information, and a photo if possible. Working together helps ensure the safety of all!

# Report from **THE BOARD OF DIRECTORS** **JAN. 25, 2019**

**When, where and who:** The Board of Directors met in Dickinson on Jan. 25.

**Agenda:** The Board reviewed, added to and approved the meeting agenda.

**Minutes of the previous meeting:** The Board reviewed and approved the minutes of the Dec. 21, 2018, meeting.

**Co-General Managers' report:** Don Franklund and Travis Kupper presented the managers' report. Mr. Kupper provided the Board with a report on the Basin Electric Power Cooperative Member Advisory Committee meeting held the past month.

**Oliver County/Hannover tower lease:** Ms. Grosz led the Board in a discussion of the proposed tower lease with Oliver County regarding the Hannover Tower.

**Allocation of the Basin capital credit allocation:** Mr. Craigmile updated the Board on capital credit retirements.

**Operations and Construction report:** Mr. Bentz reported that Tyler Schlosser was nominated for a Stepping Up For Safety Award through Statewide, and he won the award. Mr. Bentz also updated the Board on the ice storms and how they have affected the system.

**Members Services/Key Accounts report:** Mr. Hibel referred the Board to his written report. He updated the Board on the Operation Round Up Board composition, as well.

**Upcoming meetings:** The next Board meeting was set for 10 a.m. CT on Feb. 22, 2019, at Roughrider's office in Hazen, North Dakota.

**Other business:** Upon exiting Executive Session, there being no other business, upon motion made, seconded and unanimously carried, the meeting adjourned.

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

## Roughrider Electric Cooperative offers members **CONSERVATION AND ENERGY EFFICIENCIES INCENTIVES**

**R**oughrider Electric Cooperative is continuing the conservation and energy-efficiency program. The incentives help you, the member, become more energy efficient.

The program for 2019 will include ground-source heat pumps and air-source heat pumps.

Members must buy and install qualifying systems between Jan. 1, 2019 and Dec. 31, 2019. The program for the heat pumps is for new installation or for replacement of a conventional heating system.

Roughrider Electric Cooperative personnel will check the

installation, and get the appropriate documentation and receipts. Once completed and approved, Roughrider Electric Cooperative will send a check directly to the member to help cover the purchase cost.

A maximum dollar amount has been set aside for the incentive program. The program will close when we meet this amount. Roughrider Electric reserves the right to cancel the program without further notice. One rebate allowed per member.

For more information, please contact Brad Quenette, director of member services, at 800-748-5533 or email [bquenette@roughriderelectric.com](mailto:bquenette@roughriderelectric.com).

**Ground-Source Heat Pumps:**  
Required minimum efficiency

**\$150 per ton with a maximum rebate of \$600**  
**CLOSED LOOP:** EER >= 14.1 COP >= 3.3  
**OPEN LOOP:** EER >= 16.2 COP >= 3.6

**Air-Source Heat Pumps:**  
Required minimum efficiency

**\$100 per ton with a maximum rebate of \$400**  
HSPF >= 8.2 EER >= 12 SEER >= 14.5

# Annual Meeting 2019

**JUNE 5, 2019**  
Dickinson, N.D.

*Learn about co-op issues;  
cast your vote and elect three members  
to serve on the board of directors;  
and enjoy a hearty meal.*



Your Touchstone Energy® Cooperative 



# SPRING AHEAD!

**ON SUNDAY,  
MARCH 10, DAYLIGHT  
SAVING TIME BEGINS.**



[www.roughriderelectric.com](http://www.roughriderelectric.com)

**HAZEN OFFICE**  
701-748-2293 or 800-748-5533  
800 Highway Dr., Hazen, ND 58545  
7:30 a.m. – 4:00 p.m. CST Monday-Friday

Payments may be deposited in the deposit box by  
Roughrider Electric's main office entrance or in the  
drop boxes located at Krause's Super Valu in Hazen or  
Bronson's Super Valu in Beulah.

**DICKINSON OFFICE**  
701-483-5111 or 800-627-8470  
P.O. Box 1038, 2156 4th Ave. E.  
Dickinson, ND 58602  
7 a.m. – 4 p.m. MST Monday-Friday

Payments may be deposited in the deposit box west of  
Roughrider Electric's main office entrance or in the drop  
boxes located at Dickinson City Hall, or the west and  
south locations of Family Fare supermarkets.

#### OFFICERS AND DIRECTORS

Roger Kudrna, President; Dickinson .....483-8377  
Darell Herman, Vice President; Beulah .....873-4371  
Troy Sailer, Secretary; Golden Valley .....948-2427  
Bruce Darcy, Treasurer; Golden Valley .....983-4222  
William Retterath; Center .....794-8729  
Arnold Kainz; Dickinson .....483-8207  
Dan Price; Hensler .....794-3779  
Greg Steckler; Dunn Center .....548-8122  
Callen Schoch; New England .....579-4395

#### MANAGEMENT

Don Franklund ..... Co-GM/CEO  
Travis Kupper ..... Co-GM/CEO



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