



*What Users Say About
BROCK® COMMERCIAL TOWER DRYERS*

“... the best product we found on the market, at a competitive price, with the greatest drying efficiency.”

“... because of our experience with Brock's MEYER® Dryer, we decided to go with another Brock dryer, and we've been very happy with it...”

“At 125 feet tall, it looks cool. The farmers have started calling it a rocket.”

“I don't see how Brock could've made it any better. It's operated flawlessly for us, and I'm glad we went with it.”

“... very easy to operate – my grandmother could do it.”



Dryer design helps to reduce daily maintenance

Assumption Cooperative Grain Company – Pana, IL

“A combination of features and price” were the primary reasons Assumption Co-op decided to purchase a BROCK® Commercial Tower Grain Dryer to replace their “ancient” ones, according to facility manager Larry Koontz. Since then, however, Koontz has learned to appreciate Assumption’s new Brock dryer in a number of other ways.

“It’s done more than they said it would,” stated Koontz. “It’s been very simple to operate, and although I haven’t crunched the numbers yet, I’m sure it’s more energy efficient. It’s rated at 5,000 bushels per hour, but we’ve been getting about 5,400 with it.”

Koontz also indicated that grain flows both into and out of the dryer very easily. **He particularly likes the way the patented circular drag unloading system discharges the grain.** “We liked Brock’s discharge system better than most of the competitors. There are fewer parts to keep greased and wear out, which results in less



maintenance,” Koontz said. He also credited the dryer’s various self-cleaning features with cutting down daily maintenance and clean-up times.

“I’d recommend the BROCK Commercial Tower Dryer to anyone who needs this type of dryer,” stated Koontz. **“I don’t see how Brock could’ve made it any better. It’s operated flawlessly for us, and I’m glad we went with it.”**

Facility Facts:

Storage capacity: 3 million bushels (including temporary storage)

Crops handled: corn, soybeans, wheat

Annual volume of grain dried: 600,000 to 1.5 million bushels

Number of facilities in company: 6

Number of employees: 6 (this site), 40 (company-wide)

Supplier List:

Dryer: BROCK® Commercial Tower Grain Dryer (5,000 bushels per hour capacity)

Certified commercial tower dryer installer: Custom Dryer Services, Inc., Napoleon, OH

Certified dryer service provider: Grain Masters of Bloomington, Bloomington, IL

Deciding factors were economics, Brock’s reputation

Larson Grain Company – LaMoure, ND

Before general manager Jerry Moen purchased his company’s 4,700 bushel-per-hour BROCK® Commercial Tower Dryer, he did “quite a bit of research.” In the end, he made his decision based on “economics and reputation of the company.” Part of that research was made easier, however, by the fact that Larson Grain already had one of Brock’s MEYER ENERGY MISER™ Tower Grain Dryers. “That first one we put in pretty much sold us on buying another one,” related Moen.



Due to ethanol production facilities and new seed varieties, Moen’s area is growing more corn and soybeans. As a result, **Larson needed more drying capacity in a limited amount of space, and the new dryer has filled that role well.** “During harvest we ran it for 600 hours straight, and we never had a flaw or anything with it,” said Moen. “It’s very economical to run, very energy

efficient, we ran it at a higher-than-rated capacity, and we were able to integrate it very easily into our existing grain-handling system. **It’s also very easy to operate – my grandmother could do it.**”

Moen is also sold on the Brock’s QUANTUM® Controller for the dryer. “Very user-friendly, I figure it saves us \$10,000 to \$15,000 a year in labor costs. The grain also comes out very close in moisture content to what QUANTUM says. With older dryers we always had a bigger shrink.”

Moen stated they could have gotten by cheaper with some other brands, but the BROCK Commercial Tower Dryer was competitive in price. **“I’d refer it to anybody. It’s the only dryer on the market, as far as I’m concerned.”**

Facility Facts:

Storage capacity: 3 million bushels

Crops handled: corn, soybeans, spring wheat

Annual volume of grain dried: 2.5 to 3 million bushels

Number of facilities in company: 1

Number of employees: 18

Number of customers: 100

Supplier List:

Dryer: BROCK® Commercial Tower Dryer (4,700 bushels per hour capacity) and a MEYER ENERGY MISER™ Tower Grain Dryer (2,400 bushels per hour capacity)

Steel storage: BROCK® Storage Bins

Certified commercial tower dryer installer: Gateway Building Systems, Inc., Fargo, ND

Certified dryer service provider: Gateway Building Systems, Inc., Fargo, ND

Grain quality out of the dryer is dramatically better

Elburn Cooperative Company – Steward, IL

For general manager John Husk, the decision to go with a BROCK® Commercial Tower Dryer boiled down to two things – price and design. **“The price was competitive, and I really liked some of its new design features,”** said Husk. “I especially liked the way they hung the burner. It’s better as far as visibility, cleaning, and being able to work on it. It’s very accessible.”

Husk added that he was also very satisfied with the construction process, and the crew that installed the new BROCK dryer.

Since the dryer was installed, Elburn location manager Mike Harmon has been impressed with its actual on-the-job performance. “We didn’t have any problems at startup, and it’s far more energy efficient than our previous one,” observed Harmon. **“Our grain quality is also dramatically better out of this dryer.** We can dry at much cooler temperatures to get the volume we need out of it.”

Harmon also credits Brock’s QUANTUM® Controller for much of his satisfaction. “The QUANTUM Controller is a great system, and really pretty easy to learn,” stated Harmon. “It’s taken away a lot of the guesswork. **Instead of having to pull samples every 30 minutes, we can just look at**



the screen – the QUANTUM Control is pulling those samples all the time for you. It makes our record keeping a lot easier.”

Even though his new Brock dryer’s speed was rated at 7,000 bushels per hour, Harmon related that it reached almost 8,000 bushels at times during harvest. “I really like its speed, grain quality, and efficiency,” he stated. “It did a very good job throughout the season with very few hiccups.”

Harmon added that even the dryer’s appearance has been a plus. **“At 125 feet tall, it looks cool. The farmers have started calling it a rocket.”**

Facility Facts:

Storage capacity: 4.6 million bushels
Crops handled: corn, soybeans, winter wheat
Annual volume of grain dried: 2.5 million bushels
Number of facilities in company: 9
Number of employees: 97 (company-wide)
Number of customers: over 1,000 (company-wide)

Supplier List:

Dryer: BROCK® Commercial Tower Grain Dryer (7,000 bushels per hour capacity)
Steel storage: BROCK® Storage Bins; Provider – Koehl Bros., Inc., Fairbury, IL (new 90-ft. diameter grain storage bin in 2007)
Certified commercial tower dryer installer: Custom Dryer Services, Inc., Napoleon, OH
Certified dryer service provider: Commercial Ag and Electric, Morton, IL

Dryer is priced competitively, no baby-sitting required

Stanford Grain Company – Stanford, IL

When fire destroyed Stanford Grain Company’s two existing dryers as harvest started in 2006, the company needed a replacement fast! Fortunately, the company was able to secure one of Brock’s MEYER ENERGY MISER™ Tower Grain Dryers (2,400-bushel capacity) on short notice. “It’s what we could get the fastest,” related general manager Kent Stutzman. “They put it in in two weeks, which I thought was pretty incredible.” Stutzman soon began to appreciate other features of the new dryer, however. “It worked really well, and I especially liked its QUANTUM® Controller.”

While Brock’s MEYER Dryer got Stanford Grain through an emergency situation, company officials knew they still needed to add drying capacity. This time they added a BROCK® Commercial Tower Dryer with a capacity of 4,700 bushels per hour.

“It was priced very competitively, and **because of our experience with Brock’s MEYER Dryer, we decided to go with another Brock dryer, and we’ve been very happy with it,**” Stutzman said. “It’s been easy to operate, although there was a little bit of a learning curve. But Roger Frederick (Brock Grain Systems) and Ken Donsbach (Grain Masters of Bloomington) were very good at teaching us what we needed to know.”

As with Stanford’s first BROCK dryer, Stutzman really likes the QUANTUM Controller System. **“You don’t have to baby-sit the dryers,” Stutzman stated. “Once you get it set, it pretty much does things on its own.** And if something’s going

wrong, it’ll tell you – ‘Come here and look at this.’ Because of this, we can get by on less manpower.”

Other benefits Stanford has reaped with the new Brock dryer include excellent grain quality, uniform moisture, much-improved energy efficiency, very easy to integrate into existing grain-handling system, ability to dry more than the rated capacity, and its patented Circular Drag Unloading System.

“We’re very happy with it,” said Stutzman.

Facility Facts:

Storage capacity: 2.67 million bushels
Crops handled: corn, soybeans
Annual volume of grain dried: 2-2.5 million bushels
Number of facilities in company: 1
Number of employees: 6
Number of customers: 282

Supplier List:

Dryer: BROCK® Commercial Tower Grain Dryer (4,700 bushels per hour capacity) and a MEYER ENERGY MISER™ Tower Grain Dryer (2,400 bushels per hour capacity)
Steel storage: BROCK® Storage Bins; Provider – Koehl Bros., Inc., Fairbury, IL
Certified commercial tower dryer installer: Custom Dryer Services, Inc., Napoleon, OH
Certified dryer service provider: Grain Masters of Bloomington, Bloomington, IL



What Users Say About BROCK® COMMERCIAL TOWER DRYERS

Better return for ethanol investors and producers

Glacial Lakes Energy, LLC – Watertown, SD

When Glacial Lakes Energy (GLE) expanded the capacity of its existing ethanol plant to 100 million gallons per year, it also doubled its need for corn to 100,000 bushels per day. To help source the additional corn needed in an increasingly competitive market, GLE officials decided to purchase a 7,000 bushel-per-hour BROCK® Commercial Tower Dryer. “This allowed us to take advantage of the harvest-time wet corn market,” said GLE director of technology Todd Emslander. **“By adding a dryer to our operation, our patrons could deliver their wet corn to the plant straight from the field,** and we can meet our daily process requirements at 15 to 16 per cent moisture.”

Emslander indicated that GLE decided to purchase a Brock dryer because it **“was the best product we found on the market, at a competitive price, with the greatest drying efficiency.”** He added that Brock’s QUANTUM® Controller would allow them to easily dial in the desired moisture discharge. Lead time for delivering and installing the equipment also helped to sell them on Brock.

Since becoming operational, the BROCK BCT 7000 Dryer has readily fit into GLE’s existing grain-handling system and has been easy to operate.

“The QUANTUM Controller is a great product – it was very easy to train our people in the dryer’s operation,” stated Emslander. “We didn’t have to add any staff to operate it, and our people can run the dryer as the corn arrives. We like the capacitance-based inlet and outlet moisture sensors that constantly measure grain moisture, and how the QUANTUM Controller changes the speed of the unloading system to match the drying efficiency. The vacuum cooling feature allows us great energy savings, too.”

Emslander also appreciated Brock’s training assistance. “We received classroom instruction followed by a walk-through, which really helped our employees learn the new dryer.”

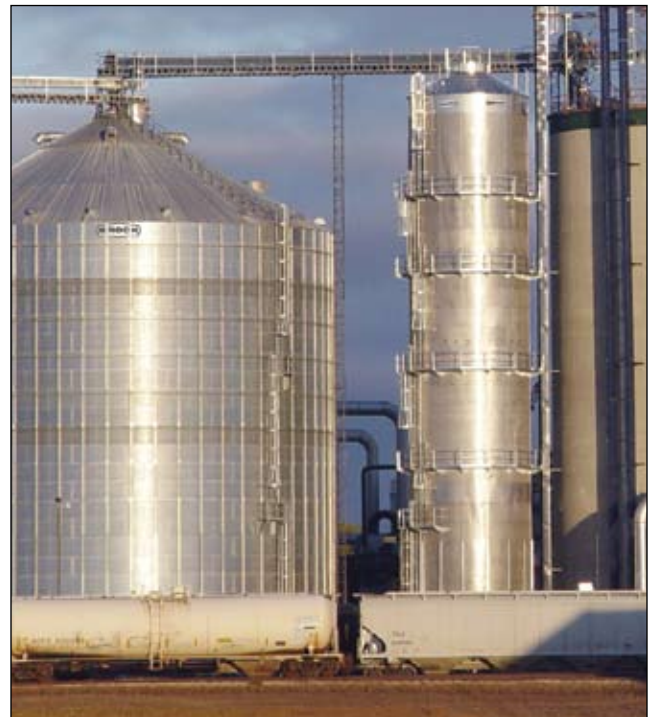
“The BROCK Commercial Tower Dryer has helped us to get the corn we need, protects it so we have no spoilage, and provides a better return for our investors and producers,” concluded Emslander.

Facility Facts:

Storage capacity: 4.4 million bushels
Crops handled: #2 grade yellow corn
Annual volume of grain dried: 2 million bushels
Number of facilities in company: 3
Number of employees: 55 (this site)
Number of customers: 2,000 (this site), 4,000 (company-wide)

Supplier List:

Dryer: BROCK® BCT-7000 Commercial Tower Grain Dryer (7,000 bushels per hour capacity, 24-foot diameter)
Steel storage: BROCK® Storage Bins
Millwright: Palace Builders, Inc., Mitchell, SD
Certified commercial tower dryer installer: Custom Dryer Services, Inc., Napoleon, OH
Certified dryer service provider: Dakota Grain Services, Inc., Crooks, SD



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