

Christmas Closure

Our office will be closed from midday Friday 20 December and reopen 7am Monday 6 January

Ag Day 2019

On Thursday November 21st HE Silos celebrated National Agriculture Day.

As an agricultural business we like to recognise and show our support to our Aussie Farmers by being motivated to create a better future for our families and our environment.

On Ag Day work stopped for a while as we all joined in with a delicious BBQ using local goodies from our Forbes suppliers. Stevie-Leigh spoke about HE Silos appreciation of both customers and staff during the ongoing terrible drought, and thanked everybody for their hard work.



HE SILOS

Presented by The Silologist



A Year in Review

Wow, reflecting back on 2019 it has been one big and momentous year for the HE team.

We've celebrated a huge milestone of 50 years in business. We have been hit with a crippling drought, we have lost some great staff members and gained new ones. We've all had highs and lows but one thing that has kept us going, is building a first class, A-grade product for our customers for preserving grain quality in the hope of conquering Food Security for all.

2019 kicked off with the third generation, Stevie-Leigh taking over as senior manager of the HE Silos Forbes team. Stevie has worked closely with the company for over 8 years and has completed her Master of Business Administration (MBA) in 2019. From the HE Team, Congratulations Stevie!



In late 2018 saw Steven and Stevie begin conversations with a grain monitoring company iGrain from Denmark. 2019 saw iGrain product hitting the shelves at the HE Silos store and onto a few silos around the country. iGrain products can monitor your grain through temperature, moisture and Co2 Sniffers sensors. For more information please contact the office.

In January, Karen attended the drought community session in Parkes. These sessions took place across drought affected areas of NSW and provided farmers with the information on dates and locations to find resources available on governments drought hub website.

In February, Karen attended the "Big Community Muster", a whirlwind drought tour which took place over 6 days in 11 locations across NSW, as part of the 2019 Hope Tour in NSW. We heard from several Keynote speakers, including Dennis Hoiber (organisational-

Consultant with Lessons Learnt Consulting), Gerard O'Brien and Alister Bennet, NSW State Agri Business manager. This was an opportunity for farmers and families to get together and share experiences and discuss practical ways to build our resilience and receive advice on what current resources are available to them, in what is one of the worst droughts in Australian history. These forums were well supported and many people in agriculture benefited from the knowledge and advice received.

This year, HE Silos had the opportunity to present at a number of seminars across Australia. Stevie-Leigh gave a detailed presentation on the current Agriculture products and practices that can be imitated in the African country of Sudan to benefit their current agricultural standards and increase productivity.

At the Grain Trade Australia Conference in Melbourne where Steven Morrison presented proposed changes to the Australian Industry standard for Fumigation based on the collaborative work between HE Silos and Charles Sturt University. HE Silos was also fortunate



to attend a variety of conferences and field days. Steven and Stevie -Leigh attended the Australian Grains and Industry Conference (AGIC) in Melbourne in August. During the course of this conference, it was interesting to listen to a variety of key note speakers on discussions of the inland rail, the current state of the grain industry and what to expect from the season and the future of the Grain Growing Industry.

The team at HE Silos had the opportunity to attend both the Henty Machinery Field Days and the Australian National Field Days.

HE Silos also celebrated a huge milestone of turning 50 years in business. To celebrate this achievement, HE Silos hosted a variety



of Grain Storage Expos in conjunction with Ag n Vet West Wyalong, Landmark Goulburn and Landmark Hillston, where we had a variety of key note speakers to discuss the industry, the latest grain storage techniques and on-farm concerns and worries. These events were successful.

Furthermore, to celebrate 50 years of storing the nations grains, HE Silos held monthly draws where anyone who purchased a silo had the opportunity to win a gift certificate. All participants went into the major giveaway draw presented at the Henty Machinery Field Days in September. Congratulations to all the winners of the HE Silos 50 Years Celebrations.

As a final hurrah to celebrate the past, HE Silos hosted a Silos Seeking Quest where the team was on the search of the oldest in use Silo, Field Bin or Feeders. We found it, so turn to page 2 and read about the oldest silo.

Now on to celebrate our wonderful HE team. This year we also celebrate the hard work and wonderful contributions the team has performed.

A huge pat-on-the-back to Gabi who is moving through the ranks of the business. Gabi started the year as a Front Desk receptionist completing her Certificate 4 in Business. Gabi has since completed her certificate and is

now working towards completing her Diploma in Human Resources (HR) and spends her day working in the HR and Marketing Department.

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Employee News

HE Silos appreciates the hard work and dedication each employee has displayed over the course of the year to fulfil our vision to achieve our goals. The Employee of the Month program was designed to recognise an employee each month, who displays these qualities. At the end of the year, the employee with the highest total wins Employee Of the Year.

Huge congratulations to our winners of HE Silos' Employee of the Month, (pictured below) for your tremendous work this year. These boys have all shown immense dedication and commitment to our work place. Well done!

Our 2019 Employee of the Year, Dylan (centre), with our runners up- Rick (left) and Patrick (right). Congratulations boys on getting the highest points tally!



<p>HE EMPLOYEE OF THE MONTH Andy Sasmoyo July 2019</p>	<p>HE EMPLOYEE OF THE MONTH Rick Cabban August 2019</p>	<p>HE EMPLOYEE OF THE MONTH Jason Wilson September 2019</p>	<p>HE EMPLOYEE OF THE MONTH Adrian Cole October 2019</p>	<p>HE EMPLOYEE OF THE MONTH Matthew Haynes November 2019</p>
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Meet the Silologist

Our new blogger featuring Steve the Silologist is turning out to be a fascinating read!

Steve, the Silologist brings you fortnightly updates on grain production, storage, and monitoring. Its basically a one-stop-station for your hard facts, which is easily accessible to you.

Recent blog posts have covered topics such as Choosing the Right Silo, Drought Support Assistance, and the Difference Between Aeration Cooling and Drying.

Head to our website to keep updated with all the latest news and developments with The Silologist:

www.hesilos.com/thesilologist

#3 FAST FACTS WITH STEVE

#1 FACT:
Effective grain hygiene and aeration cooling can overcome 85% of pest problems

#2 FACT:
More than 99% of Australia's agricultural businesses are whole Australian owned

#3 FACT:
Guinea pig farms can be found in Peru and other Latin American countries. In Peru, about 65 million guinea pigs are eaten every year!

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HE SILOS

HE Silos Celebrates 50 Years!



A Family Business - Proudly Australian Made & Owned

HE Silos was established in 1969 as Hillston Engineering. We have been storing the nations grains and supporting Aussie Farmers for over 50 years, because every grain counts!

Local Grain Expos

To celebrate our fifty years in operation, and to give back to our supporting communities and customers, we hosted four Local Grain Expos across four locations throughout the Region.

The Forbes Local Grain Expo was held at the Forbes factory to kick things off, and we were lucky enough to have four guest speakers.



Our Sales Manager Karen spoke about the range of products available from HE Silos. The National Coordinator for the Grains Research and Development Corporation (GRDC), Chris Warrick, spoke about how to successfully manage grain storage.

Guy Webb, the Managing Director from Soil C Quest joined us for the day and spoke about the research and development of Soil Carbon Sequestration Biotechnology.

To conclude the day, our very own Managing Director and The Silologist himself, Steven Morrison spoke about new and existing products and upcoming innovations.

For our next Expo, we partnered with Ag n Vet West Wyalong on the 1st of August. We were again lucky to have the expertise of Karen, Chris and Guy answering lots of questions about drought proofing and techniques to help get through the drought. Even though the season has not been the best, the day was well supported and we had very positive feedback on what turned out to be a very informative and well attended day.

We then moved on to Landmark Goulburn on August 22nd. We had a great day and a lot of information and knowledge was shared, especially with regards to livestock management. David Noble from Landmark brought a B double truck so we could all actually see what is stored in a 65 tonne silo. Matthew Hallam, a local livestock expert shared his knowledge of livestock nutrition.



Our final Grain Expo was held on the August 29th in partnership with Landmark, at Hillston where it all began 50 years ago. A fantastic day was had by all. Our own Karen spoke again on the range of products available from HE, and answered questions about grain storage and maintenance. Landmark representative Peter Hogno spoke to attendees, and so did Ron Kocaj, Land Service Officer at Riverina Local Land Services, who spoke about how diseases linked to feral or invasive species can be tackled or prevented.

We were especially lucky to have some of HE Silos first ever customers in attendance, and the prizes and giveaways were enthusiastically received.



Our Oldest Silo Quest

As part of our 50th birthday celebrations, we have been hunting for our oldest silo - Congratulations to our winner, Graham from Temora.

Graham's Silo has come in with the serial plate number 028 & 029, made in the Hillston Factory in the 1971.

Thank you to everyone that took part in our Silo Seeking Quest and we have loved viewing all the old silos that we have manufactured over the year.

If you have any old HE Silos please continue to send them through or tag us on Facebook or Instagram @hesilosforbes



Celebration time at Henty



The team, together with many of our friends and loyal customers, celebrated with our major 50th prize draw at Henty Machinery Field Days on September 19th.

We would like to thank everyone that entered our Major 50th Draw that came to an end on the final day of the Henty Machinery Field Days on September 19th.

Congratulations to our major 50th Prizes winners:

- 1st prize (Honda XR 190 Motorbike): Chris Morrison - Forbes
- 2nd prize (\$3000 Luxury Escapes voucher): Dale Curtis - Trundle
- 3rd prize (Easyaer Aeration controller unit): Francis Evans - Warren



L: Steven Morrison Presents 1st prize of the Honda XR 190 motorbike to Chris Morrison



R: Steven Morrison Presents Dale Curtis with his \$3000 Luxury Escapes Voucher

We had a fabulous 3 days at Henty, and were amazed at how green it was down there as they managed to get some decent rain right about then. The wind picked up on Tuesday and so did the temperature as the week went on.

Wednesday saw the ever so talented Chris Warrick from GRDC give an onsite demonstration on how to pressure test your silo. Everyone seemed to get around the topic, and we were pleased to learn a thing or two from Chris ourselves.

Despite the drought, we welcomed a constant stream of farmers and their families. Karen and the team were able to help with all sorts of issues ranging from grain storage and maintenance right through to the difference between aeration cooling and drying, silo fumigation and generally anything related to grain!



The highlight of the 3 days was the massive 50th Birthday prize draw which got a huge amount of interest. The draw was shown live so the lucky winners of the major prizes got the good news straight away! A huge congratulations to Chris, Dale and Francis.

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Throughout the year we ran monthly prize draws - congratulations to our winners!

I. Chudleigh, J. Haycock, M. Best, M. Corkhill, T. McGrath



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Another congratulation is due to Patrick who is also moving through the ranks of the company. Patrick began his journey with HE Silos 5 years ago as a silo roof builder and has worked in every aspects of production. This year Patrick completed a Diploma in Management and Leadership and in August, and was promoted to Production Supervisor of the HE Silos production team. Congrats Pat and Gabi, looking forward to seeing great things from you pair.

Furthermore, to our Employee of the Year winner; Dylan. It is very well deserved. Over

the course of the year, Dylan has shown leadership, dedication and commitment to all aspects of his work. Congratulation to both our runners-up for Employee of the Year; Rick and Pat and all the winners over throughout the year.

On the last Thursday in November; the nation stops to celebrate #AgDay. Turn over to the back page to see how we celebrated.

As the year comes to a close, a bittersweet feeling can be felt by all the HE team. Our 50th celebration came to a close and we start working towards the next 50 years, and wonder what the next three generations will achieve and how HE Silos will be.

We are ecstatic to be releasing some exciting innovative products in the new year, with more giveaways and providing more service for our customers. We are excited and we hope you are too.

Have a safe and wonderful Christmas and see you in the New Year.

The Silologist

Party at ANFD

Australian National Field Days in Orange on 24-26th October. This was our last big celebration in our 50th Birthday year!

This year, ANFD was well supported by the majority of the usual business attendees. There seemed to be a decreased in exhibitors attending due to the drought conditions hitting the local area, but overall it was great to see some new business and many regulars attending and being supported by customers.

This was a chance to catch up with customers old and new and give out loads of freebies, vouchers and celebration discounts. It was fantastic to catch up with our local customers and talk about their future storage requirements.

There was chance to take a selfie with our new banner for the chance to win a \$50 voucher!

Congratulations to Thomas Haycock and the Haycock family

