

# GRAIN MERCHANDISING

## Grain Merchandising Trainee

Bartlett Grain Company is seeking highly motivated candidates wanting to compete in a fast-paced environment.

Candidates must possess strong analytical and communication skills with the ability to adapt in an ever-changing environment.

This position will have a primary focus on grain origination along with the transportation and logistics of moving grain from one location to the other by truck and railcar.

Bartlett is looking for those individuals who have successfully demonstrated the attitude, aptitude and work ethic to succeed in their previous experiences.



## About Bartlett Grain Company

**BARTLETT GRAIN COMPANY, L.P.** is a major participant in both domestic and international grain markets.

The grain company has more than 25 facilities in seven states across the Midwest, with a combined storage capacity of over 65 million bushels. The primary commodities that we merchandise, handle and/or store are wheat, corn, soybeans, milo, wheat middlings and corn distiller's grain.

Bartlett's grain merchandising strength and strategy provide for a structured approach to manage the risk in the marketplace while capitalizing on financial markets. Country elevators serve as a marketplace for farmers, providing storage and pricing options. The country elevators service local and regional customers with a ready supply of grain. They also supply fertilizers and agricultural chemicals including individual consultation and custom application.

Terminal Elevators collect and segregate grains by grades and varieties. These elevators provide large quantities of grain with uniform qualities to match customer requirements. Bartlett's terminal facilities utilize trucks, rail and shuttle trains to ship grain.



# GRAIN OPERATIONS TRAINEE POSITIONS

## Grain Elevator Operations Trainee

The duties focus on learning how to manage a high volume grain handling facility or a country elevator with multiple products and services.

The initial assignment will be at any of our grain elevator or terminal locations. The actual location is dependent on a variety of factors such as staffing needs, construction projects and grain movement activity.

An interest in agriculture along with a mechanical aptitude is key to the success of the candidate.



## Grain Elevator Projects Positions (Ag-Mechanical / Ag-Engineering)

Bartlett seeks students with an understanding of ag-mechanical systems, structures and operations. We seek graduates with a Bachelor's Degree in Ag Technology Management or Ag Engineering.

Travel is a requirement of this position.

The candidate must possess basic skills of metal layout, metal fabrication, welding and cutting torch abilities.



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# MILLING OPERATIONS TRAINEE

## Milling Operations Trainee

As a Milling Operations Trainee, you will be exposed to all aspects of flour milling. This includes receiving, storing and evaluating wheat, monitoring flow and quality throughout the milling process, shipping finished product, quality control, and equipment maintenance.

This position is a very hands-on experience. The long-term goal for the candidates we hire is to become supervisors and managers after spending time as millers. The preferred degree is Milling Science, but other ag related degrees may be considered if the candidate has other relevant experiences.



## About Bartlett Milling Company

**BARTLETT MILLING COMPANY, L.P.**, headquartered in Kansas City, MO, is comprised of flour mills, feed mills and feed supply stores located in Kansas, North Carolina, South Carolina and Virginia.

Flour milling capacity exceeds 3 million pounds per day. Bartlett produces a full-line of top quality flours including bread, cake pizza, biscuit, all-purpose, multi-grain, whole-wheat, and industrial flours as well as custom flour blends tailored to meet our customer's specific needs. Flour is also produced for export. Bartlett's rail and truck fleet delivers product in both bag and bulk to bakeries, restaurants and institutions. The milling company manufactures, markets, and delivers a complete line of commercial animal feeds. We also provide precision custom feed formulation and technical support.

The milling company manufactures and distributes sacked and bulk feed products from facilities located in the Carolinas and Virginia. Our product line includes dairy, equine, pet, cattle, swine, poultry, and specialty feeds, as well as ingredients, minerals and animal health products.

Bartlett provides clients with products milled to their exact specifications. Our high quality products reflect the skill and craftsmanship required in today's competitive market place. Our trained and experienced staff is committed to excellent service, top quality products and customer satisfaction.

# CATTLE FEEDLOT MANAGEMENT TRAINEE

## Cattle Feedlot Management Trainee

As a full-time feedlot operations trainee, you will have the opportunity to work in every department at one of our two feedlots.

This will allow you the opportunity to use those skills you already have as well as develop the areas where you need practice. You will experience, in a very hands-on way, all aspects of the cattle feedyard business, including processing incoming cattle, feed production and delivery, yard and facilities maintenance, and animal health. The long-term goal is to find and train candidates who have the potential to become managers of our feedlots.



## About Bartlett Cattle Company

**BARTLETT CATTLE COMPANY, L.P.** is one of the largest cattle feeders in this country with its 115,000 head capacity. Further, it is one of the largest in terms of feeding its own cattle and, uniquely, has chosen to do no custom feeding (of cattle owned by third parties).

Bartlett's strategic approach to the cattle feeding business parallels its approach to the grain business. Cattle are purchased when markets permit the projection of acceptable feeding margins. Bartlett employs futures markets or forward contracts to hedge positions so that our business performance is not affected by big swings in market prices.

The cattle company operations headquarters is in Kansas City along with key merchandising, risk management and control functions. The feed yards are in the Texas panhandle and in southwest Kansas. Bartlett I feed yard is located near Tulia, TX and Bartlett III is near Sublette, KS.

We seek individuals with an animal science degree or an agribusiness degree combined with feedlot experience.

The cattle company's professional staff is committed to cattle quality and performance, outstanding service, and customer satisfaction.