

# INTERNSHIP OPPORTUNITIES



BARTLETT AND  
COMPANY

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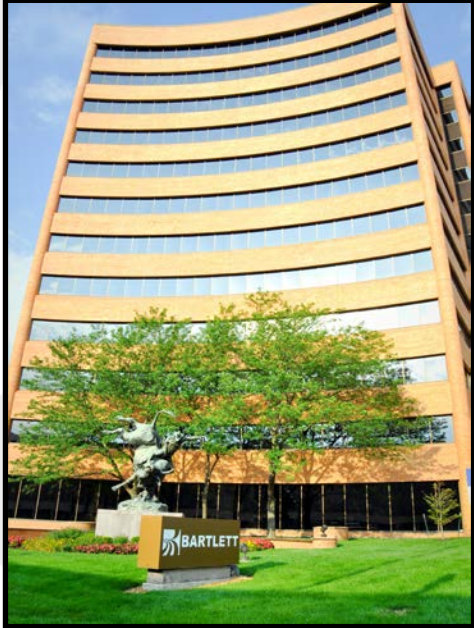
# ABOUT BARTLETT

**Bartlett and Company** is a diverse, growth-oriented agri-business company. Our principle businesses are grain merchandising, flour milling, and feed manufacturing. Headquartered in Kansas City, Missouri, we have facilities and offices in 9 states and Mexico. We are more than 100 years old and still family owned and managed.

At Bartlett, we are committed to providing our customers superlative service and finding ways to meet their business needs. Our market expertise and logistics capabilities enable us to connect producers in the most efficient and cost effective ways possible. We are dedicated to delivering quality products on time, every time.

Integrity always has been a fundamental part of Bartlett’s culture – it stands behind our commitment to our customers and to our employees. Honesty and reliability underlie all of our business relationships.

Bartlett is financially strong and highly disciplined. Forbes ranks us among the largest private companies in the U.S.



# BARTLETT EDUCATION ASSISTANCE PROGRAM

## B.E.A.P.

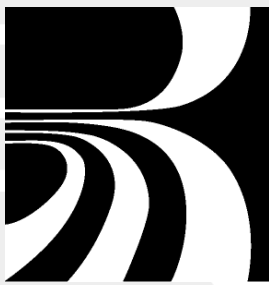
### Earn extra TAX-FREE money as a Bartlett intern!

We offer a program for you to earn extra income during your internship. In keeping with Bartlett's commitment to the value of education, we offer the **BARTLETT EDUCATION ASSISTANCE PLAN**.

Through **B.E.A.P** you can earn \$2.00 tax-free for every hour you work to reimburse tuition expenses. This is in addition to a competitive wage.

The tuition for classes that you take during the semester you work for Bartlett or the semester following your work are eligible.

### Here are the details:



- ❖ Work at least 160 hours
- ❖ Successfully complete your coursework the following semester by earning a 2.00 GPA or better
- ❖ Provide proof of payment for tuition enrollment and a grade report
- ❖ We'll pay you the lesser of \$2.00 tax-free for every hour you worked or the tuition you paid.

Not only will you receive hands on experience in your field, but also a way to help pay for school with no further commitment to the company.

- ❖ GRAIN MERCHANDISING INTERNSHIPS
- ❖ GRAIN ELEVATOR OPERATIONS INTERNSHIPS
- ❖ HARVEST CREW
- ❖ FLOUR MILLING OPERATIONS INTERNSHIPS
- ❖ GRAIN ELEVATOR PROJECTS ENGINEERING INTERNSHIPS



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# GRAIN MERCHANDISING INTERNSHIP

A grain merchandising internship with Bartlett is an opportunity to learn about moving grain from a producer to a processor or to export. Some of the things you might experience include:

- ❖ Grain purchases, contracts, and settlements
- ❖ How customer service is key to grain origination
- ❖ Basics of documentation: contract balances, storage balances, and pricing information
- ❖ Introduction to grain basis trading and risk management

This internship will combine the experience of the corporate world with the experience of grain terminal operations. As with all of our internships, the interns will contribute to the success of each project he/she is assigned



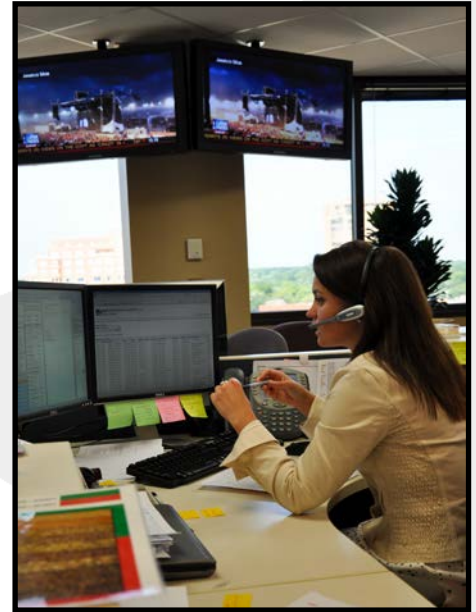
## ABOUT BARTLETT GRAIN COMPANY

Bartlett Grain Company is a grain merchandising company that operates principally in the U.S. and Mexico. Our network of facilities spreads through the heartland of U.S. production giving us an in-depth knowledge of U.S crops and conditions. Our expertise in logistics and transportation and our extensive rail shuttle capacity enable us to link producers to end users efficiently and in a timely manner. We consider both producers and processors our valued customers.

Since 1907, we have been building a network of storage and handling facilities throughout the Midwest. This origination network gives Bartlett Grain the market knowledge, capacity and logistics expertise to manage supply chain risk effectively and to meet the diverse needs of our customers.

Bartlett is a trusted supplier of all classes of wheat, feed grains, food grade corn and soybeans. Flour millers, corn processors, feed millers and soybean processors depend on us for timely delivery of quality grains. We also provide merchandising and logistics resources to ethanol plants and end users of distillers' grains.

Bartlett's disciplined approach to risk management and hedging makes us a reliable partner in ever-changing markets. We are committed to seeking growth opportunities that can enhance our services.



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# GRAIN ELEVATOR OPERATIONS INTERNSHIP

As a Grain Elevator Operations Intern, a student will have the opportunity to learn and experience the operations of Bartlett Grain Company's grain storage facilities. The interns do not simply show up to observe; these internships are hands-on, real world work experiences. Some of the skills an intern will be asked to develop are:

- ❖ Grain Grading - learning and applying the USDA grain grading standards.
- ❖ Grain Flows - track and map the flow of grain throughout one or more terminal facilities.
- ❖ Rail Loading - learn what it takes to load and unload rail cars and perform various rail loading duties.
- ❖ Transportation - work with various truck and rail transportation issues.

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# GRAIN ELEVATOR ENGINEERING PROJECTS INTERNSHIP

An ideal candidate for the Grain Elevator Engineering Projects Internship would have experience and understanding of grain elevator operations and maintenance. We would prefer a student that is working towards a Bachelor's Degree in Agriculture Technology Management or Agricultural Engineering. A Grain Elevator Engineering Projects Intern will assist our Projects Group on current projects at our facilities. Travel is a requirement of this position.

The candidate must possess the following basic skills:

- ❖ Basic knowledge of metal layout, metal fabrication, gear boxes, drive systems, bearings, couplers and belts
- ❖ Welding and cutting torch abilities

Interns will gain experience with the above skills as well as OSHA safety training. As with all of our internships, the interns will contribute to the success of each project he/she is assigned.



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# FLOUR MILLING INTERNSHIP

During an internship at one of our flour mills, you will be called upon to help out in a variety of areas providing you experience in all departments of a flour mill.

You will work side-by-side with nearly every type of position in the mill, gaining insight about the details of producing excellent flour per the customer specifications.

As with all of our internships, the interns will contribute to the success of each facility in which he/she is assigned. We typically reserve our milling internships for those candidates who will be pursuing a career in the milling industry.



## ABOUT BARTLETT MILLING COMPANY

Bartlett Milling produces a full line of commercial patent flours and animal feeds at our mills in the Mid-Atlantic States and the Midwest. We produce flour for bakeries, distribution centers, restaurants and institutions and for export; and we formulate and produce feed for livestock and pets. Our goal is to produce high quality products that exceed our customers' expectations. We are dedicated to and recognized for providing exceptional customer service.

Bartlett's flour milling capacity exceeds four million pounds per day. We produce both bulk and bag flour and specialize in milling custom flour blends tailored to meet our customers' specific needs. Bartlett maintains an on-site cereal chemistry lab and technical staff at each mill to monitor flour quality and test our products. And, we maintain rail and truck fleets to ensure timely delivery to our customers. Our dedication to quality and to customers is reflected in the many awards Bartlett has been given for its superior service.

Bartlett Milling produces a wide range of specially formulated feeds for dairy cattle, beef cattle, horses, swine, poultry, dogs, game birds, rabbits, deer, goats, sheep and ducks. Our dedication to quality service is demonstrated in our nutritionist, who works with industry experts on feed formulations as well as working directly with producers to address feeding issues. We deliver both bulk and bagged feed directly to customers. Our feeds also are available through retail outlets throughout the southeast.

Bartlett Milling sells feeds and other animal care products through our distribution centers in Goldsboro and Shelby, North Carolina, Florence, South Carolina, and Rustburg, Virginia



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