

# **INTERNSHIP OPPORTUNITIES**



**2014-2015**

**BARTLETT &**

**COMPANY**

**[WWW.BARTLETTANDCO.COM/CAREERS](http://WWW.BARTLETTANDCO.COM/CAREERS)**



# 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 INTERNSHIPS
- ❖ AGRICULTURAL INPUT SALES INTERNSHIP
- ❖ MILLING OPERATIONS INTERNSHIP
- ❖ CATTLE FEED LOT INTERNSHIPS
- ❖ CATTLE FEED MILL 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, 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 we merchandise, handle, and/or store are wheat, 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 the financial markets.

Country elevators serve as a market place 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 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.



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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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# AGRICULTURAL INPUTS SALES INTERNSHIP

An Agricultural Inputs Sales Internship with Bartlett is an opportunity to learn more about the chemical and fertilizer industry and how these can be used to help producers. You will get the opportunity to work in the field and work hands on with growers. During this summer internship with Bartlett, the intern will be assigned to one of our chemical and fertilizer locations.

The intern will get the opportunity to do the following:

- ❖ Study and learn the effects of the dozens of products we sell
- ❖ Assist on customer visits and phone calls
- ❖ Prepare and mix chemicals for customers

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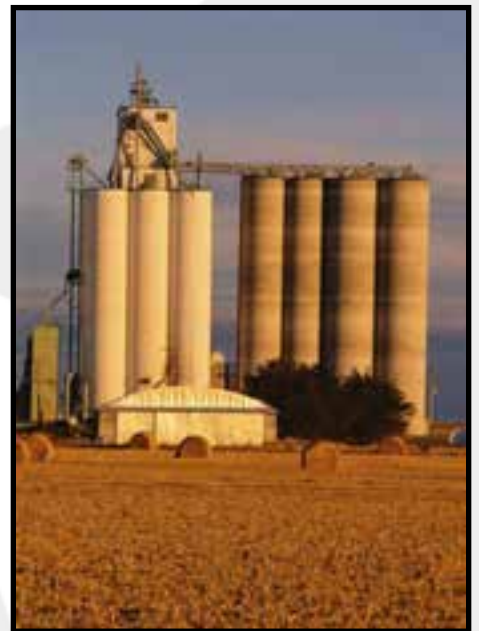
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# HARVEST INTERNSHIP

As a Harvest Intern, a student will have the opportunity to learn and experience the operations of Bartlett Grain Company's country elevator facilities. The interns do not simply show up to observe; these internships are hands-on, real world work experiences. Harvest Interns will be placed at one of our country elevators and will work through that facility's harvest time then move to another facility once harvest slows. Some of the tasks Harvest Interns will perform are:

- ❖ Probing incoming trucks
- ❖ Unloading incoming trucks
- ❖ Keeping the facility and grounds clean and safe
- ❖ Assisting with seasonal projects

As with all of our internships, the interns will contribute to the success of each project he/she is assigned. Freshmen and sophomores are welcome to apply.



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# CATTLE INTERNSHIPS

## CATTLE FEEDLOT INTERNSHIP

As a Cattle Feedlot Intern at one of our two feed yards, you will be exposed to every facet of the cattle feedlot business. From processing incoming cattle to reading bunks, the intern will fulfill a vital role within the feedlot operations. Our experienced managers, through teaching and training, will provide interns with “real world” experience.

## CATTLE FEED MILL INTERNSHIP

As a Cattle Feed Mill Intern in one of our state of the art feed mills located on-site at our two feed yards, you will assist the Feed Mill Manager in the operation of the feed mill and in the timely production of high-quality feed for our cattle.



## ABOUT BARTLETT CATTLE COMPANY

**Bartlett Cattle Company, L.P.** is one of the nation’s largest cattle feeders with 100,000 head one-time capacity. We feed exclusively for our own account at our feedlots in Texas and Kansas. Over our 30+ years of experience in the industry, we have developed a proprietary approach to buying cattle that makes us successful among our competitors.

Bartlett Cattle’s programs for feeder cattle procurement, feed ingredient procurement, and fed cattle marketing are designed to minimize the risks in these traditionally volatile markets. We hedge every aspect of our feeding operations, and we are constantly innovating to maximize weight gain and beef quality. Our finished cattle are tailored to meet packer needs.

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

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

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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 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 four 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.



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