

# **Manager Snapshot**

**Grain Merchandiser Jay Marshall**

## **Years Service**

*I have 27 years experience in the Ag industry. I began my career in the fall of 1979 dumping grain at a local elevator / feed mill in Wedron. The company eventually sold out to FS and I worked for them as a location manager and then as their feed salesman for LaSalle county. I worked a short time as a grain hauler until returning to retail as a location manager and merchandiser. In 2000, I joined Mendota Farmers as their grain manager and now serve as grain merchandiser for Northern Partners.*

## **Thoughts/Vision of the current state and future of Agriculture**

*Through the years I've seen the livestock all but disappear locally. The 200 – 300 acre farms are all but gone as well. As the farms have gotten bigger, the local elevator industry has struggled to keep up with the rapid growth and size of equipment now built for these bigger farms. It would seem that the elevator industry will continue to grow (fewer but larger companies).*

## **Thoughts/Vision of the future of Northern Partners Coop**

*The future for Northern Partners would be continued growth through mergers or acquisitions, just as we came to be. Our continued success will depend on that.*