

## **Partnership Changes for AGRI Industries (1986 – 2004)**

### **By Sue Tronchetti**

March 1986:

AGRI Industries and Cargil form an Iowa grain company called Agri Grain Marketing

- Filled a need for both partners, also provided markets and services to AGRI members
- Agriculture has many changes from 1986 through the 1990s that bring about changes in each partners business goals
- 2002 problems surface between the partners
- 2003 Decision made to end AGM

2003 - March 2004:

- Looking at AGRI's future and our membership needs
- Looking for a new partner.
- What kind of working partnership do we want/ do we need a partner?
- Communications with membership.
- AGM how and when to end.
- Costs of ending AGM

March 2004:

- Choosing out new partner
- Decisions on type of partnership
- Written partnership agreements
- Company management
- Communication with partner and membership
- Evolving partnership to grow in changing agricultural times