

Kokomo Grain Testimonial Video Transcript

Kokomo Grain is a family organization started in about 1950.

My father, at the time, was in the Marine Corps and when he left the Marines after about 1952, he joined Kokomo Grain in that old feed mill with 14,000 bushels of space and it wasn't long before he could see a bigger future than what they could see.

So, over the course of time, he bought out the partners, and built Kokomo Grain as it is today.

We went from 14,000 bushels in an old, beat-up, 19th century feed mill to what we are now, which is nine locations with 54 million bushels of space.

It's been quite a testament to his vision.

We try to stand out from our competition, because we all handle the same things: corn, beans, and wheat.

So we stand by our three core principles: service, strength, and integrity.

Dad always said, "If you don't take care of the customer, no one's going to take care of you."

I would say just the overall changing dynamic of the grain market is something that really affects how we do business, as far as we never know what the prices will be.

It's hard to budget.

It's hard to predict what your line needs are going to be.

And so there seems to be a challenge every year as far as what the grain market is going to be and how much money you're going to need to get through the year.

That's why our relationship with Commerce, I think, is so strong.

They're ready to adapt.

They're ready to react.

And if I, all of a sudden, need additional funds or an extension, they're right there ready for us.

Commerce Bank and Kokomo Grain, that's a good fit, in our opinion.

I go back to service, strength, and integrity.

I think those three things describe Commerce Bank, as well.

We think it's important to have a relationship that lasts; that stands the test of time.

I think our relationship with Commerce Bank speaks to that.