



LEWIS HYBRIDS

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College Student Scouts Fields for Iowa Farmers *Lewis Hybrids Internship Offers On-the-Job Agronomic Experience*

URSA, IL – Iowa farmers have plenty to juggle during the growing season. Donnellson native Thomas Hoenig relieved some of that pressure for farmers in 2009 by providing field scouting services through Lewis Hybrids' *One Field at a Time!* Intern Scouting Program. The job also provided Hoenig with on-the-job career experience in agronomy.

“My main interest is agronomy, and the internship allowed me to learn more about that field of study,” says Hoenig, who was an intern for Lewis Hybrids in 2008 as well. Hoenig attends Western Illinois University in Macomb, and is majoring in agribusiness and agronomy. “The scouting services I offered were valuable to the farmer and, in turn, valuable to Lewis Hybrids. It is a one-of-a-kind program. Farmers definitely appreciated and valued the service and the knowledge that I was able to offer them.”

Lewis Hybrids created the intern scouting program as a free, value-added service in 2008 for those customers that were using the most elite cutting-edge seed technologies. Interns work with multiple Lewis Hybrids seed professionals, including sales agronomists, district sales managers, marketing managers and the company president among others.

“Interns get the opportunity to work with a family-managed regional company, Lewis [Hybrids], as well as the worldwide technology leader in the corn and soybean industry, Monsanto,” says Scott Lewis, president and brand manager of the company. “Students learn how to deal with farmer customers and dealers, hone their responsibility and organization skills and increase and improve their people and networking skills.”

Hoenig agrees. “I strengthened other skills like responsibility, time management and communication skills, which sets me up for success in the future,” he says. “I have gained confidence in myself and know I will be a valuable employee someday.”

Lewis says each intern was responsible for roughly 8-10,000 acres and 30-40 farmers during the summer, visiting each field two or three times in a season. Interns worked in Missouri, west central and central Illinois, as well as southeast Iowa. All were trained by leading area agronomists to handle a wide variety of conditions before they began scouting fields. Interns reported and offered tips about what they found in the fields.

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“I found problems that allowed farmers to increase profitability. If problems were not economical, they were still aware and could relax knowing I was watching their fields,” says Hoenig. “I built a network of people I will be able to use throughout my career.”

Lewis will interview 2010 intern candidates on several college campuses during October and November. Students interested in the positions can contact Scott Lewis for more information. Lewis hopes to identify new interns prior to the Christmas holiday.

“I truly feel the service that I offered this summer will allow Lewis Hybrids to grow business with their customers,” says Hoenig. “I would tell future interns to consider applying because the internship looks great on a resume. You have to be able to demonstrate a great amount of responsibility. You are on your own, but it is important to remember that you need to do the best job you can to satisfy the customer and the Lewis Hybrids team. It is a great experience, but be prepared to work hard.”

Lewis Hybrids is a family-run seed company that has delivered seed solutions and service to northern Missouri, west central Illinois and southeastern Iowa farmers for three generations. Their corn, soybean and wheat seed solutions are backed by the year-round Lewis Service Promise. For more details about Lewis Hybrids, visit www.lewishybrids.com.

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