

It's all about the relationship.



When Bayer CropScience decided to close its processing plant in the Carondelet neighborhood along the Mississippi River, Southern Commercial Bank's long-time customers Len and Shirley VanBerkel were quick to introduce potential buyers to Senior Lender, Gary Ellis.

Former Bayer employee, Doug Baskett and business partners, Ron Cunningham and Bill McVeagh explored a number of options for financing the purchase of what would become AgraForm. "It was Gary Ellis who believed in our business model and Southern Commercial Bank was the perfect fit," says Ron Cunningham. "It seemed like other banks were looking for reasons not to make the loan. It was a complicated purchase

with lots of moving parts and Gary kept coming up with solutions to the obstacles."

As a result, a new company was formed that retained 12 jobs along with the hope of adding more through growth and expansion. It is definitely a win for St. Louis and to recognize this, Mayor Francis Slay presented the Mayor's Spirit Award to AgraForm only a few short months after opening.

As Shirley and Len VanBerkel know, Southern Commercial Bank is a bank you can recommend to your valued customer, friend or business associate. It starts with a simple, "Let me introduce you to my banker."

Southern Commercial Bank

Since 1891

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