

## Boone, Lenoir Southern States Stores to Close

Written by Steve Frank  
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Southern States Cooperative has announced the closing of two stores, including the Boone and Lenoir locations. Tom Scribner, Southern States president and CEO said “We’ve launched a significant new growth strategy that will focus on high potential agricultural markets for our future and the future of farmers who own Southern States.” He went on to say, “Unfortunately, that strategy requires closing a small number of outlets in markets that are not as well positioned for future growth.”

The Boone and Lenoir stores are among a small number of locations closing across the Cooperative’s 17-state region, representing less than 2 percent of total retail reach. Scribner said, “We’re launching a new Agronomy Business Unit to take care of farmers from sourcing the products to application in the field,” and “We believe an intense focus on the producer will allow us to serve our customers better, and reallocating capital from closed stores will help fulfill that promise.” He pointed out that, “Southern States has been helping farmers feed the world for 90 years – and we plan on being a major part of this global effort far into the future.” Scribner said Southern States will continue to support local farmers through direct delivery and wholesale distribution. Also, many customers of Southern States feed and other products will now be able to buy them through independently-owned dealerships. Following the store closings, to be completed by late-July, Southern States products will be available in the region through wholesale distribution and an expanding network of independent dealers.