



AG MARKETING

Where you are independent...but not alone!

Overview

We are a specialized consulting firm that provides agricultural producers and end users with marketing and risk management services designed to increase profitability and reduce volatility. Our mission is to provide a personalized, proactive, and profit-focused service that mitigates risk concerns while capitalizing on profitable market moves.

Aligning Risk Management with Marketing and Profit Goals

As your advocate for greater profitability, we tackle the marketing issues and challenges that you contend with.

Some of **the challenges we help you with** include...



TIME CHALLENGES

Many producers simply do not have the time necessary to effectively manage price risk in today's fast-moving markets.



PLANNING AND ORGANIZATION

Establishing a solid marketing plan, knowing costs, tracking production and sales, as well as following through on established sales goals.



LIMITED EXPERTISE

Many producers are either uncomfortable or unfamiliar with the risk management tools available.



MISSED MARKETING OPPORTUNITIES

A lack of presence in the physical grain markets often leads to missed profitability and sales.

Solutions

We reduce these challenges by providing:

RISK EXPERTISE

Professional advice that utilizes all the risk management tools available

- ▶ Utilizing the right tool at the right time
- ▶ Hedge summary analysis
- ▶ Position tracking

PRO-ACTIVE CONSULTING

Delivering you timely advice during profitable market movements

- ▶ Direct phone dialogues
- ▶ Daily audio updates
- ▶ Daily text/e-mail commentary

PLANNING AND COORDINATION

Providing your operation with the dedicated planning, goal setting, and tracking necessary to be successful

- ▶ On-line risk management snapshot
- ▶ Options & futures position tracking
- ▶ Cash sales and transactions

GRAIN MERCHANDISING

Providing an in-house grain merchandiser to assist in soliciting and distributing cash bids

- ▶ Pro-active soliciting of bids for clients' stored grain
- ▶ Functions as "backstop" for bid comparison
- ▶ Assist in contract management and negotiations for grain sales



How we are different

STYLE

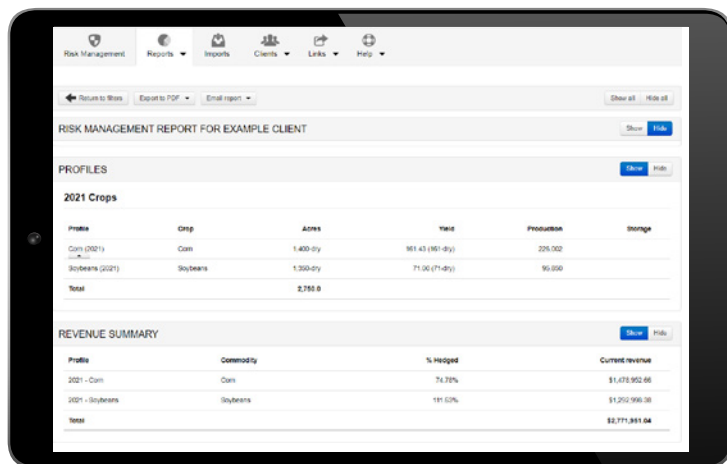
We become part of your "farm family." Focused on operations' specific needs, wants, concerns and goals.

KNOW-HOW

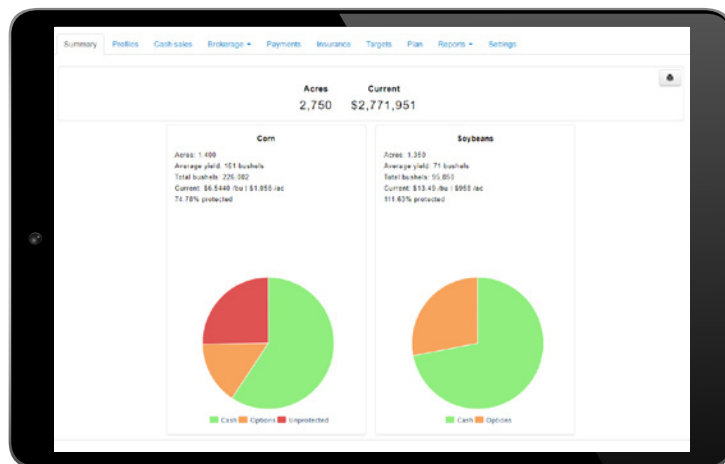
We have the experience and expertise to help you navigate the fast-moving markets of today.

CENTERED

Practical advice delivered in a concise manner with an eye towards understanding and clarity.



Your operations' risk management snapshot



Real-time data for effective decision-making