



# How We Partner



Anne is a buyer for Sue's Family Pizza Company



Dan is a Customer Risk Manager at Cargill Risk Management



Anne works with Dan from Cargill Risk Management to hedge block cheese for her restaurant's famous deep dish pizza.



In order to keep her pizza at the same price for her customers, Anne needs a predictable final price of the cheese.



The strategy results in a set price for Anne's block cheese and allowed Anne to meet her objectives.



Anne has asked Dan for help to protect margins and minimize volatility. After a discussion, Anne executes a customized solution on her block cheese portfolio.



Anne secured budgets, eliminated surprises and maximized profitability by using this product.



With this pricing strategy, Anne's Pizza Company is baking up its famous deep dish pizza – protecting the flavor, margins and keeping prices consistent for her customers.

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