



How We Partner



Sue is a buyer for
Sue's Family Restaurant Chain



Betty is a
GEOS Account Manager



Joe is a
GEOS Customer Risk Manager



Sue works with Betty from GEOS to buy oil for her famous restaurant chain's french fries.



In order to keep her french fries the same price for her customers, Sue needs a predictable final price of the oil.



With the recent fluctuation in the price, Sue is worried about protecting her restaurant chain's margins.



Betty introduces Sue to Joe from Cargill, who will help her reach her objectives through a customized price risk management strategy.



Betty learns Sue wants to price the futures portion of her delivered oil.



Sue reached out to Betty, her GEOS account manager to help her determine what to do.



The strategy results in a solution, which is embedded into the physical oils case price.



Due to market volatility, Sue captured pricing below today's market value and saved a fraction of a penny per pound.



Those pennies added up quickly and Sue saves \$100,000 on 6,000,000 pounds of oil.



With this pricing strategy, Sue's Family Restaurant is frying up its famous fries – protecting the flavor, margins and keeping prices consistent for her customers.

Disclaimer: These materials have been prepared by personnel in the Sales and Trading Departments of Cargill Risk Management, a business unit of Cargill, Incorporated based on publicly available sources, and is not the product of any Research Department. These materials are not research reports and are not intended as such. These materials are for the general information of our customers and are a "solicitation" only as that term is used within CFTC Rules 1.71 and 23.605, as promulgated under the U.S. Commodity Exchange Act. These materials are provided for informational purposes only and are not otherwise intended as an offer to sell, or the solicitation of an offer to purchase, any swap, security or other financial instrument.

To view our full disclaimer, click [here](#).

