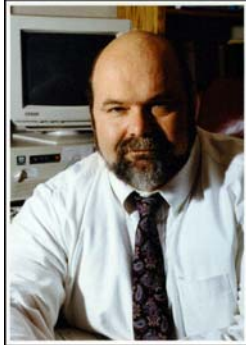


# Utterback Marketing Services Inc.

Fast-moving markets, increased volatility, wide basis, unable to make quick marketing decisions . . .



***“Think diversification when marketing in the future”***

**Bob Utterback** is President/CEO of Utterback Marketing Services Inc. The primary focus of his analysis is in corn, soybeans and wheat. A "sell and defend" approach is preferred to lock in a target selling price, while keeping upside price potential open if the market rallies.

Bob has strived to develop marketing strategies/plans that assist farmers and end users in selling and buying ag commodities. He and his staff implement trades for individual farm and farm-related operations throughout the United States utilizing cash, futures, and options. This well-known *Farm Journal* Economist is also a regular guest on *U.S. Farm Report* TV show.

***Downside risk far outweighs upside potential. If you are too busy running your business to devote enough time to marketing, or want to do a better job of managing risk, we can help.***

## ***Full Service Brokerage***

Our staff implements futures and option trades for individual farm/farm-related operations throughout the United States. Our full service brokerage program is here to give our clients the support needed in implementing their marketing needs. Full Service Commission rates range between \$30 and \$36 per side. This does not include clearing, exchange or NFA fees. \$1100 is required to open an account.

**Call 1-800-832-1488 to discuss opening an account!**



## ***Managed Grain Accounts***

Bob Utterback works with a limited number of clients using managed trading accounts. UMS uses its technical research and other market indicators to determine when and how to defend sales in an effort to minimize risk exposure and take advantage of possible upside price movement. \$1100 is required to open an account and any additional fees will be discussed individually.

**Call 1-800-832-1488 to discuss marketing alternatives with Bob!**



## ***Discount Brokerage Service***

This program is designed for the client who wishes to implement his/her own market strategies or Bob's [electronic] recommendations [with no discussions with our analyst or brokers]. Online access to your account as well as monthly statements generated by R. J. O'Brien, a clearing member firm.

Discount Brokerage commission rates are \$18 per side (\$36 per round turn). This does not include clearing, exchange or NFA fees. \$2500 is required to open an account and a \$1100 minimum account balance required when trading. **Call 1-800-832-1488 to discuss opening an account!**



## ***Electronic Service - Internet or Email***

[www.utterbackmarketing.com](http://www.utterbackmarketing.com) Daily morning and afternoon market news, closing market quotes for both ag and selective outside markets, and access to USDA reports. Market strategies for corn, beans, and wheat by Bob Utterback. Opinions are those of the author and their accuracy is not guaranteed.

**First-time subscribers—\$300 a year or \$175 for 6 months    Renewals—\$400 a year**

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**Dedicated to providing marketing support in today's active commodity markets!**