



MARKETGUIDE™

Cargill MarketGuide™ Risk Managers

Our Risk Managers put more than 50 years of risk management experience to work on your behalf. In the midst of a fast-paced, volatile market, they work hard to develop and communicate a disciplined grain marketing plan that will help you market with confidence.



David Weiner

Risk Manager: Soybean, Fertilizer and Energy

David is your team lead on global analytics and insights for soybean, fertilizer and energy markets. Analyzing global supply and market movements that may affect you and your grain, he brings nearly 30 years of commodity grain trading and risk management experience to the MarketGuide™ team. David also lived abroad, managing assets in emerging markets in Venezuela and China, making him another global expert on your MarketGuide team.

David graduated from Rensselaer Polytechnic Institute in Troy, New York, in 1986. His commodity trading and risk management experience includes: membership in the Mid American Commodity Exchange and CBOT trading grains, bonds and currencies; trading and asset management with the Gelber Group, Lexton Capital Management and Whiterblue, Inc. David also managed firms in emerging markets for Liaoning Jin Ding International Investment Co. in China and the Harborville Corporation in Venezuela. In 2008, MarketGuide offered David a unique opportunity to take a position in which he felt he could make a difference as a Risk Manager for farmers.



Brad Smith

Risk Manager: Corn and Wheat

With almost 20 years of trading experience, Brad brings a high level of expertise to your grain marketing and risk management plan for corn and wheat. His experience ranges from ethanol companies to investment banks and hedge funds. Combined with your MarketGuide team, Brad's contributions are invaluable when tackling today's complex markets. You can count on Brad to deliver global insights and resources for your operation.

Brad graduated from the University of Texas, Austin, in 1994. Prior to joining MarketGuide, he was the Price Risk Manager for U.S. Energy Services, working to help commercial clients, including ethanol plants, to manage risk exposures on natural gas, power and diesel. Additionally, Brad has worked with Black River Asset Management and Bank of America, focusing on risk and valuation of complex trading strategies across commodities, interest rates, credit and fixed-income assets. In 2011, MarketGuide offered Brad the opportunity to return to Cargill and put his previous experience to work to help customers develop and execute a disciplined approach to risk management.