

PRESS RELEASE

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Columbia Grain™
CULTIVATING GROWTH™

Columbia Grain International Recommends American Farmers Have a Strategy in Place to Weather the Effects of the Ukraine War from Fast-Spreading Food Shortages to Supply Chain Disruption

PORTLAND, OR (APRIL 2022) – The agriculture industry has been affected by unprecedented droughts, pandemic spurred logistical concerns, and now an intensified Russian attack on Ukraine’s food-producing southeast, threatening global food security. The Ukraine is a major exporter of wheat, corn, and oilseeds and their compromised situation has many in fear of a global food crisis. Here in the U.S., corn exports are exploding as the nation tries to compensate for the lack of Ukraine exports, grain prices have sky rocketed, and crush margins are at an all-time high. [Columbia Grain International](#) works with over 8,000 American farmers, bringing their grain, pulses, and oilseed crops to domestic and international markets, worldwide. CGI stresses the importance of a strong marketing strategy to guarantee a return in today’s tremendously volatile and risk laden agriculture market and the importance of consultancy and teaming with a well-funded partner to weather the storm.

“Farmers are under immense financial pressure from the high costs for fuel, fertilizer, seed, and other agricultural inputs,” said Jeff Van Pevenage, CEO & President of Columbia Grain International. “With so much uncertainty in the market, there has never been a more crucial time for farmers to understand the different ways to market their crops and secure a strong economic return through contracts.”

CGI urges producers to know their cost of production and what prices they have their inputs locked in at to get a true picture of their profit margin. Staying clear of too much risk in times like these is paramount and a strong relationship with their commodity buyer is key when it comes to the strength of any marketing plan, as they can shed light on what may happen in the days ahead.

“It’s important to work hand in hand with your grain company to be prepared for any market moves. This will enhance original sales and we believe all markets provide opportunity if assessed correctly,” said Van Pevenage.

"CGI has been instrumental in my marketing strategy, advising on the best contracts and how to use them to their full potential," said Producer Andy Baldus of B4 Sunrise Farms LLC, Nezperce, ID. "Over the past year, I've been doing pretty well with HTAs, receiving a substantial gain, but then CGI recommended rolling them backwards. I didn't even know rolling them backwards was favorable. I gained a little of \$10K in just one HTA, and an additional \$15K rolling back a few other HTAs recently too."



About Columbia Grain International

Since 1978, Columbia Grain International™ (CGI) has been *Cultivating Growth™* as a global leader in the origination, processing, logistics, and distribution of high-quality bulk grains, pulses, edible beans, oilseeds and organics for U.S. domestic and worldwide export markets. Headquartered in Portland, OR, CGI's reliable supply chain spans the western region of the US, ensuring abundant ingredients for all of its partners, thanks to their trusted relationships with their farmers throughout the fertile croplands of Washington, Idaho, Montana and North Dakota, well known for its high-quality wheat, feed grains, canola and pulses. CGI is an owner of Montana Specialty Mills, who operates an organic and non-GMO oilseed crushing facility in Great Falls, Montana, a mustard seed facility in Conrad, Montana, and most recently Montana Craft Malt — providing specialty malt barley from Montana farmers to the craft brewing world. Today, they are vertically integrated, operating assets including grain elevators, processing plants and agronomy centers to support their farmers, which stretch the northern tier of the United States. With multiple touchpoints across the food supply chain, CGI provides trusted solutions and cultivates high-quality ingredients from their local farmers for a farm to table philosophy that nourishes the world, safely.

For more information, visit [Columbia Grain International](#) online, For media inquiries, contact Christina Madrid at Christie & Co, www.christieand.co, by phone (805) 576-7102 and/or email christina@christieand.co.

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