



DTN GRAINS®

Williamson Farms

Logansport, Indiana

Farming has been a tradition in the Williamson family for generations. It is their life, their history, and a part of who they are. John Williamson started farming with his father in 1985 — his father started farming in the '60s. Today, the family farms 2200 acres, primarily corn and beans. Although he hires part-time help in the spring and fall, John owns, operates, and manages the family operation that has been passed down over several generations.

The challenge

Williamson doesn't remember a time farming without DTN/*The Progressive Farmer*. His father was one of the first DTN/*The Progressive Farmer* subscribers in the '80s. Williamson, solely a grain producer, also trades a lot on the Chicago Board of Trade, so he needs the most accurate, up-to-date information and advice to make the best marketing and trading decisions.

The solution

In 2005, Williamson made the switch from his father's traditional DTN/*The Progressive Farmer* system to the new DTN Grains Professional series. Upon switching, Williamson noticed many new useful features and enhancements that he relies on daily. "I use the corn and beans sections, charts, AP news online, weather, and the Fuels & Fertilizer Strategies the most," said Williamson. Because he trades on the CBOT, the charts are one of the most vital tools for his operation.

"The charts are extremely helpful," according to Williamson.

New tools Williamson has really come to rely on are the DTN Six Factors® Fuels & Fertilizer Strategies and the corn and bean strategies. "I follow the recommendations, and the information is so much more concise and more accurate," said Williamson. "Putting the strategies on there was a really good thing. They're hitting things right on the head. It's pretty amazing."

The results

Williamson credits his recent success to the recommendations he has followed from the strategies on DTN Grains Professional. "I have made a lot more money trading grain futures and I've been able to market grain a lot better," said Williamson. "Both are a direct result of following the recommendations from DTN/*The Progressive Farmer*."

Overall, the Becks are pleased with the service. "In one market move, I can pay for my annual subscription to DTN Grains Professional. I've marketed quite a bit of grain in the past couple weeks, and it's really paid for itself. It's done exceptionally well," said Bill.

The charts, strategies, news, and weather from DTN/*The Progressive Farmer* have not only kept Williamson informed, but have made a direct increase in his profitability. Very pleased with the results he has experienced from using DTN Grains Professional, Williamson stated "I'd recommend it to everybody."

The client's view

"DTN Grains Professional is very user-friendly. It's dedicated solely to grains. You can't get any friendlier than that. And all the information is one button-push away."

John Williamson, owner
Williamson Farms Corporation