



DTN PROPHETX®

Professional Commodities Management of North Platte

North Platte, Nebraska

A full-service introducing commodity brokerage clearing through R.J. O'Brien and Associates, Inc. of Chicago, Professional Commodities Management (PCM) of North Platte's customer base covers 20 states with clients representing many walks of life. Since founding the company eight years ago, Steve Barger has continued to be involved in the production side of the cattle business, while building strong ties with grain elevators, commercial cattle feeders, cash grain brokers, agricultural hedgers, and many corn, wheat, and soybean producers. In addition to the North Platte office, the company has a branch office in Belgrade, Montana, managed by Charley Switzer.

The challenge

As an introducing broker for R.J. O'Brien and the owner of PCM, Barger must always have access to the most current futures markets and news.

"Our ability to meet our customers' marketing goals depends on our ability to have access to good information with easy accessibility," he said.

The solution

A DTN Instant® subscriber for years, Barger recently added DTN ProphetX. With DTN ProphetX, he gets tick-by-tick, real-time, and delayed commodity

quotes, custom charting, the leading industry news, and the ability to have multiple windows on screen at once. "During trading hours, I often refer to DTN ProphetX for the latest news in addition to the markets," he said. "It's very accessible and the information is current and timely. In fact, I encourage all of my customers to get one of their own."

PCM also provides a DTN Instant system in its lobby. "We keep the machine for our customers to use out front," Barger said. "For the walk-in trade, it's easy for them to access the markets, weather, and news they're looking for."

The results

As a broker, Barger needs to be able to make fast, informed decisions for the many clients he works with on a daily basis.

"At any time, I might be talking to more than one client, concerning multiple markets," he said. "With DTN ProphetX, I save time because I have all of the studies, tools, and information I need to build multiple pages for different markets. The program also has the ability to access historical price information which is helpful as well."



The client's view

"When you need to know the current market prices throughout the day, the DTN ProphetX system is perfect because of its speed, reliability, and it is very user friendly."

Steve Barger, North Platte, Nebraska