



## **Commodity & Ingredient Hedging (CIH) Expands Agricultural Footprint with Acquisition of Advance Trading, A Leading Provider of Risk Management and Brokerage Services to the Grain Industry**

**CHICAGO, ILLINOIS (March 25, 2025)** – Commodity & Ingredient Hedging (CIH), a leading provider of tech-enabled risk management services across the agricultural markets, today announced its acquisition of Advance Trading, Inc. (ATI), a leading provider of risk management and brokerage services to the grain industry.

The companies will continue to operate under their current brand names, and no significant changes in employment at either company are anticipated. Charlotte-based private equity firm Falfurrias Management Partners, which recapitalized CIH in March 2022, facilitated funding of the ATI acquisition.

“Bringing together ATI and CIH enables us to continue delivering best-in-class services for our clients and combine our strengths to bring new value to our respective client bases,” said CIH co-founder Perry Iverson. “We’ve long respected ATI as the leader in the grain space, extensively servicing both commercial grain operations and grain producers. Combining ATI’s expertise with CIH’s technology platform and services will give the combined entity a truly unique position to serve the entire agricultural market,” added Patrick Gregory, CIH’s President.

The newly combined companies will service more than 4,000 accounts in locations across the United States, as well as customers in Latin America, Europe, and Asia.

“This acquisition marks a significant step forward in providing value to our clients as well as our company and employees,” said Drew Moore, ATI’s Chief Operating Officer. “It represents a strategic step forward, combining the expertise and strengths of both firms to enhance the value we deliver,” added Curt Strubhar, Chairman of the Board at Advance Trading, Inc. “With a shared commitment to objective insights and personalized strategies, this partnership will elevate our industry-leading technology, market intelligence, and risk management solutions. We are excited for this next chapter and the opportunities it brings.”

### **About CIH**

Founded in 1999, Chicago-based CIH provides clients with the critical information, tools and skills needed to make better risk management decisions. Through a unique combination of education, regular consultation and technology tools, we provide comprehensive risk management services to producers, importers/exporters, elevators, traders and end users in various agriculture industries, including hog, beef, dairy, poultry/feed, ethanol and crop. Serving over a thousand clients throughout the United States, Latin America, Europe and Southeast Asia, CIH is widely recognized as a leader in margin and risk management in the agricultural commodity markets. Visit [www.cihedging.com](http://www.cihedging.com).

**About Advance Trading, Inc.**

Founded in 1982 by six grain industry professionals, elevator managers, and merchandising consultants, Advance Trading, Inc. (ATI) was created to provide North American grain elevators with an independent, globally informed source of market intelligence. Committed to objectivity and unbiased marketing advice, ATI operates as a nonproprietary firm, ensuring equal dedication to all clients. Over the past 43 years, ATI has grown significantly, driven by the long-term success of its commercial clients—many of whom have navigated multiple industry mergers. In 1984, the company expanded its services with the launch of its producer marketing program from its headquarters in Bloomington, Illinois. This initiative laid the foundation for a growing network of strategically located offices, each dedicated to delivering tailored marketing solutions for farmers. Today, ATI continues to cultivate lasting relationships with a diverse range of commercial and retail clients, providing them with the strategic insights and risk management solutions needed to navigate an increasingly complex agricultural marketplace. For more information, visit [www.advance-trading.com](http://www.advance-trading.com).

**About Falfurrias Capital Partners**

Falfurrias Capital Partners is an operationally focused middle-market private equity fund focused on investing in growth companies in the government and business services, food manufacturing, and industrial technology sectors. The team is comprised of investors and proven operators, as well as in-house resources across strategy & market insights, risk & integration, talent, and technology. The fund is managed by Falfurrias Management Partners, a Charlotte-based private equity firm founded in 2006 by Hugh McColl Jr., former chairman and CEO of Bank of America; Marc Oken, former CFO of Bank of America; and Managing Partner Ed McMahan. The firm has raised \$3.6 billion across seven funds and invests in growing, middle-market businesses in sectors where the firm's operational resources, relationships, and sector expertise can be employed to complement portfolio company executive teams in support of growth objectives. For more information, visit [www.falfurrias.com](http://www.falfurrias.com).

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