

I would like to introduce myself, Nancy Harder and the newly established Logistics division of RAYGLEN COMMODITIES INC.

A year ago, RAYGLEN COMMODITIES INC. invited me to join them to create a dedicated logistics department to serve the needs of our buyers and producers helping expedite and ease the stress in the movement of their commodities to destination.

I quickly realized the same conditions applied to the bulk commodity movement as they did with other industries only multiplied one hundred fold. The lack of rail forced the demand on an already busy bulk truck environment to support the failure of the rails, especially on southbound grain. Processors and buyers that were normally serviced by rail had to resource or create new lanes and connections with ground transportation. No small feat to accomplish in an already panicked industry. This coupled with an unprecedented increase in fuel created a very unbalanced atmosphere for the buyer and producer. The main issue was lack of infrastructure and a situation that needed immediate resolving.

As you have probably heard a lot of logistics people mention, “freight savings are based on opportunity”, unfortunately in a market with little equipment available and an immense volume to move, this is ironically not the case. I find that quite a bit more planning and securing of equipment is required much earlier than a week or two before a when a contract is due to ensure that commodity actually gets to market on time. Contracts that would normally move in weeks now took months to move to market!

The advantage we have at Rayglen is that we are not local. Rayglen’s freight division like our brokerage arm works over a broad area including all of Western Canada as well as the Northern Plains in the US, Mills down as far as Iowa and out to the west coast of California. The wide spectrum of our commodities, as well as their locations/destinations give us the ability to solve a lot of logistics problems and create savings for all parties involved in the transaction: seller, trucker and buyer.

Not a Rayglen Commodities client? Even though Rayglen Commodities: Freight Division is another aspect of Rayglen Commodities, I have been offered and been securing a lot of loads that are not on Rayglen contracts. I have been instructed to keep this department at arm’s length and separate from the grain trading side and you have my word that is how it will remain.

I invite you to contact me to discuss further the opportunities available with the establishment of our new freight department here at RAYGLEN COMMODITIES INC.

Nancy Harder

Nancy Harder
Logistics Manager

 **Rayglen Commodities Inc.**

1-306-249-9603 “grain brokers with an edge”

nharder@rayglen.com