



CASE STUDY

## Owens Commodities

Wichita, Kansas

Owens Commodities is a branch office of Schwieterman Inc., a commodity brokerage firm located in Garden City, Kansas. Schwieterman Inc. has four Kansas-based branch offices located in Meade, Ashland, Hutchinson, and Wichita. The firm's main focus is to guide clients — both hedgers and speculators — through the futures and options trading process. Their client base is primarily agricultural, but also includes professionals, business owners, and individuals who may speculate in the futures market as investors.

### The challenge

Owens Commodities needed a dependable, accurate futures and options quotes solution. They also sought speed for switching between quotes, charts, and new services.

### The DTN solution

Owens Commodities chose DTN ProphetX Commodities Edition from information services leader DTN. The commodities trading focused system is a comprehensive solution supplying an industry-leading array of innovative productivity features, advanced analytics, and performance enhancements — including order execution.

The system provides tools that filter data, creating a strong contextual relationship between quote displays, charts, and industry news. A single click allows users at Owens Commodities to access all of the relevant information for a particular commodity or market, and the resulting information is displayed in an intuitive and flexible manner.

### The results

One of the things that the company appreciates most about the system is that they can provide faster, more reliable information to their clients.

"With DTN ProphetX Commodities Edition, I am able to provide my clients with faster information concerning their interests," said Ethan Owens, retail broker for Owens Commodities.

Owens Commodities uses the agricultural and Reuters news feeds extensively. DTN ProphetX Commodities Edition offers a broad and deep range of news coverage, including proprietary information from DTN's own award-winning newsroom. The system also offers a news filtering option that allows



users to create customized searches to bring up articles that are most relevant to them. This robust search function looks for key words in the full text of articles for users like Owens Commodities, so they can spend less time searching and more time analyzing.

The company also employs historical data, including weekly and monthly bar charts, for analysis of price and basis trends and charting against exchange contracts or indexes.

Options analytics are another favorite of Owens Commodities. It allows them to review complex combinations of futures and options positions, including butterfly spreads, synthetic call, and put positions. They can stay current with delta positions and project future delta position over a range of underlying prices, days to expiration, and more. An options calculator allows them to value options holdings under a variety of "what if" scenarios, including shifting volatilities, changes in underlying prices, and a range of days to expiration.

When Owens needs help with the system, he knows he can count on DTN. "I am very pleased with the support staff. I have always been able to reach a real person very quickly. Knowing that help is there whenever I need it gives me confidence. I believe that DTN's support staff is one of the company's greatest competitive advantages," he said.

#### The client's view

"DTN ProphetX Commodities Edition is all around better than any system I have used in the past."

Ethan Owens, retail broker Owens Commodities,  
a branch of Schwieterman Inc.

