



Red River Commodities was born out of the richness of the Central Plains, and is now proud to be a leader in providing and producing specialty and organic crops of sunflower, millet, flax, safflower and more. Their products are used for specialized birdseed, human consumption, and animal feed.

Red River Commodities is based in Fargo, North Dakota, with additional plants in Colby, Kansas, Lubbock, Texas, and Zevenbergen, the Netherlands. They also outsource crops to farmers located throughout the Midwest.

Red River Commodities is committed to meeting its goals of customer service through aggressively approaching the future without forgetting the rural work ethic that has made them successful.

## CHALLENGE

As a key part of its model, Red River Commodities sources its products directly from farmers, whose delivery of inventory is seasonal and can fluctuate with weather conditions. One of the company's internal priorities was to free up its working capital while maintaining access to cash in order to pay its farmers for inventory when the crops are delivered. The company also wanted to find a way to more efficiently manage its accounts receivable, and to have control over the payment flow.

## SOLUTION

One of Red River Commodities's key customers is a leading Home Improvement Retailer based in the United States. This customer offered its vendors the benefits of its Supply Chain Finance (SCF) program. The PrimeRevenue SCF Platform™ provided Red River Commodities with the opportunity to sell its approved invoices for early payment giving them access to immediate cash when they wanted it. The platform also provides Red River Commodities with immediate visibility to its approved invoices and their maturity dates.

## RESULTS

*As a result of the SCF Platform, Red River Commodities has achieved significant benefits, including:*

- The opportunity to have flexible access to their working capital that enables them to have the cash they need, when they want it. This provides Red River Commodities with greater efficiency in the use of their working capital.
- Red River Commodities also benefits when it trades its invoices. The early payment program provides the cash they need and settles the invoice. The reporting capabilities and the historical information provide them with complete audit tracking.
- Red River Commodities has greater control over the cash flow around its accounts receivables for its customer. The improved visibility allows them to see what invoices are approved, when they will be paid and how much. It also allows them to review for accuracy, and thereby minimizes invoice disputes and the potential disruption to cash flow.

**To learn more, contact us today at [sales@primerevenue.com](mailto:sales@primerevenue.com) or visit us at [www.primerevenue.com](http://www.primerevenue.com).**