



“Milo brings a unique ability to assess the world rice market for rice farmers, mills and trading, always from an unexpected approach. Milo’s in-depth knowledge of China and its economic effect today and tomorrow on world markets is of interest to all and makes him a leading authority on the subject.”

— Dwight Roberts President & CEO, US Rice Producers Association

## Milo Hamilton President & Founder Firstgrain

Milo Hamilton is an agricultural economist by training and president and founder of Firstgrain, an advisory service for the world rice industry. Previously, he ran one of the largest rice buying teams for retail food products in the world.

Mr. Hamilton has been involved, in one way or another, in the rice markets for 33 years. He has been instrumental in the birth and development of the CME Group rice futures contract in Chicago. He has served on the boards of many rice associations, advises customers throughout the global rice marketing chain, and is senior editor of the weekly publication, the *Firstgrain Rice Market Strategist*.

As a global authority on rice, world wire services regularly quote his ideas. Mr. Hamilton has written many articles for various agricultural publications. His expert viewpoints have been featured in *The Wall Street Journal*, *CNN*, *Reuters*, *Dow Jones* and *DTN The Progressive Farmer* news services.

About three years ago, Mr. Hamilton became concerned about the plight of rice farmers, especially in Asia. Out of that concern, he wrote and published his first book, *When Rice Shakes the World*. It uncovers the hidden forces shaping the world rice market in the years ahead, issues concerning water, migration and the dysfunction of the current ways in which rice is marketed.

Over the years, Mr. Hamilton has spoken at many conferences both within the U.S. and abroad about the market outlook for rice. He is passionate and knowledgeable, a true storyteller, on how major changes within the next decade for Asian rice markets and producers will have a global impact.

**KEY TOPICS: Foreign Markets, Agriculture, Rice Farmers, Rice Market Prices, International Trade**

### Connect with Milo Hamilton

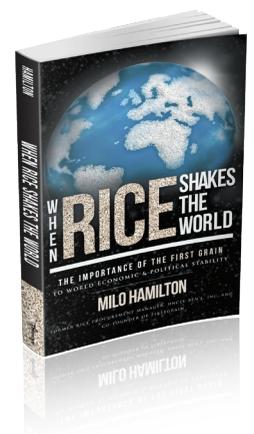
[Firstgrain.com](http://Firstgrain.com)



Rice may seem insignificant to a majority of the population, but to the global marketplace, it’s big. For millennia, rice has sealed the fate of dynasties and kingdoms in Asia but has only remained a cultural curiosity to Western financial markets.

Today the food and agricultural markets of India and China are in motion. Rice uses up to 70% of the irrigated water resources of China. Rice’s two hundred million farms feed three billion people. Yet it is grown on an area about the size of Mexico. In, *When Rice Shakes the World*, author Milo Hamilton outlines the history and the future of rice and it’s global impact.

*When Rice Shakes the World* is available on Amazon.com



For more information contact Milo Hamilton at 512.658.8761 or [milo@firstgrain.com](mailto:milo@firstgrain.com)

“Milo is extraordinarily gifted in engaging a diverse audience with relevant information that is first hand, high-quality and practically useful for both current marketing and long-term strategic thinking and planning. This is not your typical seminar of facts and figures but a rather a thoughtful presentation...into the complex world of rice marketing and where the facts, figures and accompanying analysis are simply not available anywhere else.”

— Timothy L. Price, Show manager, Mid-South Farm and Gin Show, and Executive Vice-President Southern Cotton Ginners Association

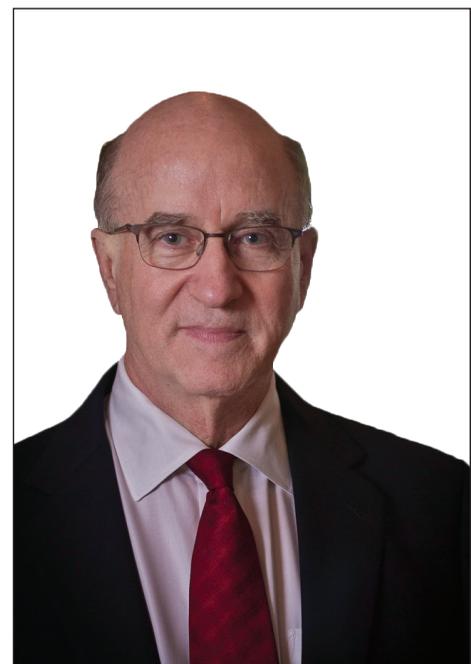
## **Milo Hamilton** **President & Founder** **Firstgrain**

For three decades Milo Hamilton has covered the world of rice for his customers. For 18 years he bought rice for Uncle Ben's Inc., a Mars Incorporated company. For the last 14 years, his company, Firstgrain, has published a weekly newsletter that advises sophisticated rice firms and farmers on the market and its relationship to everything else. It focuses on long-term and short-term changes and gives others an edge. It seeks to level the playing field for rice farmers to help them prosper and to respect each other as professionals. The current clientele of Firstgrain includes CEOs of rice firms and farms across the globe. Milo Hamilton travels throughout the Americas, Europe and Asia sharing his expert message on the global rice market with these firms, farmers, associations, and bureaus.

In recent years, Milo Hamilton grew concerned about the global impact of change from the rural rice markets in Asia. His concern led him to write his book *When Rice Shakes the World*; so others might know what could happen and what should happen as the East and the West collide.

Milo Hamilton has an English Literature degree from Stanford University in Palo Alto, California, and agricultural economic degrees from the Universities of Missouri and Minnesota. Prior to founding Firstgrain, Milo Hamilton started his agricultural economic career as a journalist and speaker at Professional Farmers of America training buyers, merchants, and farmers in the skills of risk management and hedging.

Milo Hamilton lives in Austin, Texas with his wife, Jan, and his little Pomeranian, Penney. He is surrounded by his children and their families.



For more information contact Milo Hamilton at 512.658.8761 or [milo@firstgrain.com](mailto:milo@firstgrain.com)

“Milo Hamilton is an engaging speaker who makes an audience think. His experience as an economist, rice buyer, and market advisor makes Milo’s message interesting to students, farmers and agribusiness people...Milo’s unique insights on politics, globalization, and the role and function of commodity futures markets are very relevant to the current agricultural economy.”

— Bert Greenwalt, Ph.D., Professor of Agricultural Economics  
at Arkansas State University

## **Milo Hamilton** **President & Founder** **Firstgrain**

### **Speaking Experience:**

World Rice Commerce (WRC) | 2002, 2004, 2006, 2010

*Presented to global audiences of traders, regulators, government officials, millers and agricultural advisors on the outlook for the rice market and the kinds of changes needed to improve how the world rice markets function.*

Rice Congress of the Americas | 2007

*Presented to an audience of Latin America rice firms and farmers covering the topics of rice market outlook and hedging practices as well as the rice market changes anticipated in China.*

Expert Working Group Meeting on Asian Rice Futures Market Hosted by the RSIS Centre for Non-Traditional Security (NTS) | 2012

*Presented expert viewpoint on the value of forward markets in rice in Asia and the obstacles to implementing them.*

Rice Market and Technology Convention | 2012-2014

*Invited for three years in a row to speak on the role of the American rice industry in expanding opportunities of world rice trade.*

Mid-South Farm & Gin Show | 2013-2014

*Presented on global and US market risks for the rice industry in the year ahead in addition to water and policy issues that will shape the future of rice. This event is a premier trade show for agriculture with 400 exhibits from over 40 states and several foreign countries.*

National Conservation Systems Cotton & Rice Conference | 2004-2014

*Welcomed as a speaker at this conference each year for the last 10 years focusing on the topics of rice and rice markets.*

Farmers’ Rice Cooperative Board of Directors Meeting | 2014

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**[Firstgrain.com](http://Firstgrain.com)**

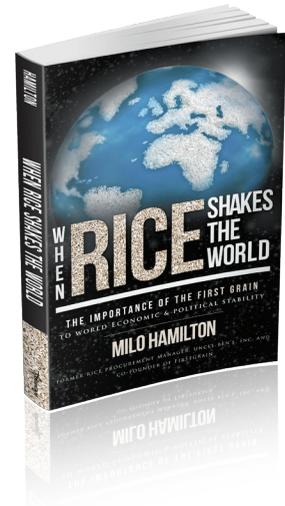


“Annually we have approximately 100 speakers...We have monitored the attendance for all our speakers during their breakout sessions and Milo’s presentation attendance has been equal to or higher than any other speaker. We will be inviting him to speak again next year.”

— John LaRose, Publisher and Chairman of National Conservation Systems Cotton & Rice Conference

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## Milo Hamilton President & Founder Firstgrain



Milo Hamilton is available for half hour to full hour presentations, keynote address opportunities, and expert panels (live and via satellite).

### General Speech Topics:

- Rice is Not Just a Grain, Rice Cements Asian Culture Together
- Migration, Water and The Rice Wars Coming in Asia
- The 5 Grains : Rice is First and More Precious than Pearls or Jade
- 300 Million Rice Farms Feed 3 Billion People: So Who Cares?
- What Does *That* Have to Do With the Price of Rice in China?
- Rice Shakes China and China Shakes the World
- Can China Feed Itself?

### Breakout Sessions

- Introduction to The Greatest Water Threat to China
- Building a Rice Market for Rice Trade

"Stocks are running low now, and rice prices do not go down when acreage goes down," writes Milo Hamilton, in a recent edition of his newsletter, *The Firstgrain Rice Market Strategist*. "Never [has that happened] in any year that we have traded rice, which is for over 30 years."

— As quoted in *The Wall Street Journal*, 2012

### Published Content

In addition to his book, Milo Hamilton has written many articles and been featured in well-known publications for his expert opinions and knowledge on agriculture and rice markets.

*Delta Farm Press*, April 2014

"Government policies need to pull poor farmer into technological age"

"Rice producers in India confronted by worsening shortages of water"

*The Wall Street Journal*, May 2012

"Commodities Corner: The Price of Rice is Going Up"

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