



## Compass Hedging Expands with New Branch in Hereford, Texas

Compass Hedging, the brokerage division of Compass Ag Solutions, welcomes Joe Richards as the branch manager and Doug Pharr as a broker at the new Hereford, Texas, branch. As manager Joe Richards and his team will develop, maintain, and execute sound risk management strategies for Compass Hedging clientele.

Growing up on the family ranch in Fairfield, Texas, and working at the family livestock auction in Buffalo, Texas, taught Richards the value of hard work and long days! He earned a Bachelor of Science degree from Texas A & M University in 1994 and a Master of Agribusiness degree from Sam Houston State University in 1996. Richards is also owner and manager of Diamond Cattle Feeders, a 15,000 head cattle feed-yard in Hereford, Texas. In 2014 he joined IFG's branch office as a broker offering complete risk management services and excellent cattle care consultation. In March 2019 IFG merged with Compass Hedging. Joe and his wife Brandi have two active and athletic daughters, Madalyn and Lucy.

Doug Pharr began his career in the cattle industry by backgrounding cattle used for roping productions. He grew up in Resaca, Georgia, where his family produced roping and riding events. As a youngster, he received an extensive "hands on" education in cattle management and profitability. He is a 4-time National Finals Rodeo qualifier in the tie-down roping. After retiring from his professional rodeo career, he and his wife Brittany started Pharr Cattle Company. Pharr Cattle began as a stocker operation and has grown to include cattle feeding. Doug has real-life experience in navigating market conditions, and he understands that efficient methods for managing risk are imperative in operating a sustainable agriculture operation. Doug and Brittany have two young children, Presley and Maddox.

Bryan Vasseur, Compass Ag Solutions' Chief Operating Officer remarks, "We are excited to add the Hereford branch and Joe and Doug to our team. We are confident that they will strengthen Compass as a leader in agricultural risk management."

According to CEO Jason Kraft, "Compass Ag Solutions is already one of North America's premier risk management, team-driven organizations, and the addition of Joe Richards' team at the new Hereford branch will make it even better! Our goal is for our customers to receive the highest quality support and consulting services available in the industry!"

For more information go to [www.compassagsolutions.com](http://www.compassagsolutions.com)