

The IADI Commodity Merchandising School

August 21-24, 2018

Your Solution for:

- Getting new-hire merchandisers up to speed fast
- Giving executives insight into merchandising and risk management
- Preventing many expensive “learning errors” with employees
- Gaining market insights that would normally take several years to develop



Course Details

- The course will take place at the Hilton Minneapolis Airport, following Informa’s Feed Symposium, starting 1pm Tuesday, August 21 and ending 3pm Friday, August 24.
- Tuition Cost: \$3,950 per attendee
- The tuition includes: 3 breakfasts, 3 lunches, 1 dinner, snacks during class, and all classes and program materials.
- Students are responsible for travel and lodging. Informa has set aside a block of rooms at the Hilton at \$145.00 per night, which will be available on a first come basis.
- All students should bring laptop computers in order to participate in the assigned projects. Wifi will be provided.
- **Call Mark van Stolk at (901) 766-4557 for additional information.**



IADI TRAINING SESSIONS: MERCHANDISING
Minneapolis Airport Hilton - Room: Eagles Nest

COMMODITY MERCHANDISING SCHOOL

	Tuesday August 21	Wednesday August 22	Thursday August 23	Friday August 24
7:00 to 8:00		<i>BREAKFAST-Blue Water Grill</i>	<i>BREAKFAST-Blue Water Grill</i>	<i>BREAKFAST-Blue Water Grill</i>
8:00 to 9:00		Transportation Considerations ERIKSEN	Introduction to Technical Trading VAN STOLK	Business, Basis, Price & Grain Origination ***** Case Studies: Basis, Price & Grain Origination KVISTAD
9:00 to 10:00			Grain Merchandising Using Cash & Futures Markets *****	
10:15 to 11:00			Case Study: Country Grain Origination / Earning Profit Margin	
11:00 to 12:00			ROHDE	
Noon to 1:00	<i>LUNCH – Independent</i>	<i>LUNCH – Blue Water Grill</i>	<i>LUNCH – Blue Water Grill</i>	<i>LUNCH – Blue Water Grill</i>
1:00 to 2:00	Program Overview VAN STOLK	Introduction to Basis Trading ROHDE	Merchandising Cntd... ROHDE	Final Group Project VAN STOLK
2:00 to 3:15	Fundamental Supply, Demand, & Price Analysis GVILLO		Introduction to Options & Hedging ***** Case Study: The 2008 Corn Market VAN STOLK	
3:30 to 4:30	Grain, Crop Weather & Production SOMMER			
4:30 to 5:30	Vantage Overview ERIKSEN		Case: Market Overview ROHDE	
	<i>DINNER – Independent</i>	<i>“Smoker” w. Speaker</i>	<i>DINNER – Independent</i>	

