

All Occasions Catering  
Waldo, Ohio

**DAY ONE**

- 8:30 a.m.**      **Registration**
- 9:00 a.m.      Overview of the Futures Industry – *Rich Jelinek, INTL FCStone*
- 10 a.m.      Introduction to Cash Market – *Joe Brocklesby*
- Noon**      **Lunch**
- 1 p.m.      How Do I Set My Cash Bid? – *Joe Brocklesby*
- 1:30 p.m.      In-Class Case Study
- 2:30 p.m.      Take Home Case Study

**DAY TWO**

- 8:30 a.m.**      **Welcome – Questions & Clarifications**
- 9:00 a.m.      Revenue Generation – *Bob Linkhorn, Limaco Inc.*
- 9:45 a.m.      How Operations and Merchandising Cooperate – *Ed Nienaber, Heritage Cooperative*
- 10:30 a.m.      Legal Requirements in Today's Grain Industry – *David Barrett, Barrett, Easterday, Cunningham & Eselgroth LLP*
- 12:15 p.m.**      **Lunch**
- 1 p.m.      Review Take Home Case Study
- 2:00 p.m.      Short Hedge Position
- 3:00 p.m.      Today's Market Environment