

Tuesday, March 13
Kalmbach Feeds
7148 State Highway 199
Upper Sandusky, Ohio

- 8:30 a.m.** **Registration**
- 9:00 a.m. Overview of the Futures Industry – *Bailey Elchinger, FCStone*
- Introduction to Cash Market – *Tim Shank*
- Noon** **Lunch**
- 1 p.m. How Do I Set My Cash Bid? – *Tim Shank*
- Cash Grain Merchandising – *Tim Shank*
- Case Study Intro and Work Session – *Travis Algren & Bailey Elchinger*
- 3:30 p.m. Adjourn

Thursday, March 22
Heritage Cooperative
15090 Scottslawn Road
Marysville, OH 43040

- 8:30 a.m.** **Welcome – Questions & Clarifications**
- 9:00 a.m. Case Study Review
- Origination Tools
- Merchandising and Operations – *Ed Nienaber, Heritage Cooperative*
- 12:15 p.m.** **Lunch**
- 1 p.m. Merchandising Panel
- Professional Development – *What Do Customers Want To Hear? The Art of Communication*
- Today's Market Environment
- 3:30 p.m. Adjourn