



2012 Grain Merchandising 101

March 6, 2012

March 13, 2012

**All Occasions Catering
6989 Waldo-Delaware Road
Waldo, OH 43356**



Ohio
AgriBusiness Association
5151 Reed Rd., Ste. 126-C
Columbus, OH 43220

«FirstName» «LastName»
«CompanyName»
«CompanyAddr1»
«CompanyAddr2»
«CompanyCity», «CompanyState» «CompanyZip»

2012 Grain Merchandising 101

This is a two-day program designed to provide information on various segments of the grain industry. The objective is to give an overview of grain marketing tools with an emphasis on applications not definitions.

These classes are for people desiring a greater understanding of the grain business; such as, grain originators, agronomy salespeople, bankers, grain accounting personnel, and grain operational personnel.

Day 1 March 6, 2012

- 9:00 a.m. **Registration**
- 9:30 a.m. **How Does the Market Work?**
Joe Brocklesby, Consolidated Grain & Barge
- 10:30 a.m. **Break**
- 10:45 a.m. **What Makes the Market Move?**
Joe Brocklesby, Consolidated Grain & Barge
- 12:00 p.m. **Lunch**
- 12:45 p.m. **Outside Influences**
James Monger, Cargill Ag Horizons
- 2:15 p.m. **Break**
- 2:30 p.m. **Questions**
- 2:45 p.m. **Case Study**
Tim Shank, Trupointe Cooperative, Inc.

Day 2 March 13, 2012

- 9:00 a.m. **Review of Case Study**
Tim Shank, Trupointe Cooperative, Inc.
- 10:30 a.m. **Break**
- 10:45 a.m. **NASS Presentation**
James Ramey, NASS
- 12:00 p.m. **Lunch**
- 12:45 p.m. **Market Response to Reports**
Eric Cornelius, ADM
Jerry Meyer, Cargill, Inc.
- 3:00 p.m. **Closing Comments**
Survey

Merchandising Training Course 101 Registration Form

No Single Session Registrations Permitted

To register online, go to OABA.net and click on **Calendar tab**

Company: _____

Name: _____

Address: _____

City, State & Zip code: _____

Phone: _____ Fax: _____

E-mail: _____

Additional Names:

_____ Members @ \$250 each = \$ _____

_____ Nonmembers @ \$300 each = \$ _____ Total \$ _____

☐ Visa

☐ MC

☐ Check

Credit Card #: _____ Exp. Date: _____

Name on Card: _____

Signature: _____

Return to:

Ohio AgriBusiness Association
5151 Reed Rd., Suite 126-C
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