

**International
Agri-Professional
Development
Institute**

**I
A
D
I**

Headquarters

Informa Economics, Inc.
775 Ridge Lake Boulevard
Suite 400
Memphis, TN 38120-9403
USA

Telephone 901.202.4600
Fax 901.766.4695

www.informaecon.com

IADI Merchandising School, Level Two
Intermediate Commodity
and Risk Management
August 8-11, 2005

- ✓ *Commodity markets as unified value chains*
- ✓ *Managing ocean, barge, rail and truck freight*
- ✓ *Futures market delivery economics*
- ✓ *Unique merchandising challenges and opportunities*
- ✓ *Trading basis and spreads in carrying charge and inverse markets*
- ✓ *Currency and other cross-border considerations*
- ✓ *Government as a player in the commodity markets*
- ✓ *Managing exposure to energy price volatility*
- ✓ *Merchandising to processors and end-users*

Informa Economics, Inc. Training Facility

775 Ridge Lake Boulevard, Fourth Floor
Memphis, Tennessee 38120-9403

Prerequisites

Participants in this program must have completed the IADI Introduction to Commodity Merchandising course or provide a written statement substantiating possession of equivalent experience.

The Program

This in-depth course for buyers, merchandisers, and commodity professionals includes:

- Commodity markets as unified value chains, from producer to end-user, within the context of a dynamic worldwide market place.
- Managing ocean, barge, and rail freight and the impact on basis markets and physical commodity movements.
- Futures market delivery economics and the use of options and futures as commodity sourcing and merchandising tools.
- Unique merchandising challenges and opportunities presented by processors and end-users.
- Trading in carrying charge and inverse markets and the implications for managing spreads.
- Currency and border considerations in commodity markets and how to manage international merchandising risk.
- The government as a player in the commodity markets.
- Managing exposure to energy price volatility.
- Merchandising to processors and end-users.
- Evenings free for study and networking.

Who Should Attend?

Anyone with decision-making authority and responsibility in the areas of:

**Commodity Merchandising,
Trading and/or Processing**

Purchasing

Auditing

Transportation Logistics

**Supply and Demand Analysis
and Forecasting**

**Strategic Planning for
Commodity-Related
Businesses**


Program Structure

The structure of this course is the highly successful IADI approach of instruction from world-class authorities, case studies, informal discussions with industry leaders and peer group interaction.

Benefits to You and Your Company

The school is targeted to facilitate a deeper understanding of world markets, improve and broaden the individual's skills and enhance job performance. Specifically, it is designed to help commodity professionals move to the next level of performance and improve their organization's success in the marketplace.

SCHEDULE

	<i>Monday August 8</i>	<i>Tuesday August 9</i>	<i>Wednesday August 10</i>	<i>Thursday August 11</i>
8:00 am/10:00 am	Program Overview ===== Delivery Economics & Hedge Effectiveness (FAS 133)	Origination	Market Impact of Government Reports	Merchandising to Processors
10:00 am/10:15 am	<i>BREAK</i>	<i>BREAK</i>	<i>BREAK</i>	<i>BREAK</i>
10:15 am/Noon	<i>(continued)</i> Delivery Economics & Hedge Effectiveness (FAS 133)	Energy Risk Management	Ocean Transportation	Merchandising to End Users ===== Course Wrap-Up
Noon/1:00 pm	<i>LUNCH</i>	<i>LUNCH</i>	<i>LUNCH</i>	<i>LUNCH & ADJOURN</i>
1:00 pm/3:00 pm	Basis	Transportation: Rail, Truck, Barge	Cross Border Risks	
3:00 pm/3:15 pm	<i>BREAK</i>	<i>BREAK</i>	<i>BREAK</i>	
3:15 pm/5:00 pm	Spreads	<i>(continued)</i> Transportation: Rail, Truck, Barge	Alternative Risk Management Instruments	
5:00 pm/6:30 pm	Get Acquainted Reception <i>(cocktails & appetizers)</i> Host: Bruce Scherr <i>President & CEO</i> Informa Economics, Inc.			

Informa Economics Faculty

Bruce A. Scherr President and Chief Executive Officer
Rob Westmoreland Executive Vice President
James K. Allwood Vice President
Ken A. Eriksen Senior Transportation Analyst
Rob D. Murphy Vice President

Industry Faculty (*tentative*)

Barry Parker President, bdp1 Consulting Ltd.
David K. Seagren Independent Trader/Broker, Chicago Board of Trade
C. Meade Wells President & Founder, Octagon Financial Services,
International, LLC





informa economics
an AGRA informa company

IADI Merchandising School, Level Two
Commodity and Risk Management

August 8 - 11, 2005

Registration Form

Please reserve your place by returning this form to:

Rosamary Posey
Informa Economics, Inc.
775 Ridge Lake Blvd., Ste. 400
Memphis, Tennessee 38120-9403
Telephone 800.290.6272
or 901.766.4602
Fax 901.766.4695

Your registration fee, payable to Informa Economics, Inc., should be submitted and paid in full no later than July 25, 2005. Please submit a separate, completed registration for each attendee or **register ONLINE** at <http://www.informaecon.com>.

TOTAL COST*

**\$2,950 for the first person from the same company;
\$2750 for the second person from the same company;
\$2550 for each additional person from the same company**

***Includes program materials, lunch and breaks. Breakfast, dinner, hotel and travel expenses are NOT included.**

REGISTER NOW!

Please return to
Rosamary Posey
School Coordinator
FAX 901.766.4695
or mail to
Informa Economics, Inc.
775 Ridge Lake Blvd.
Suite 400
Memphis, TN 38120-9403
-or-
REGISTER ONLINE
www.informaecon.com

Name _____

Title _____

Company _____

Address _____

City _____

State _____

Zip _____

Country _____

Telephone _____

Fax _____

e-Mail address _____

Total Amount Due (US\$) _____

(\$2,950 for the first person from the same company; \$2750 for the second person from the same company; \$2550 for each additional person from the same company)

PLEASE INDICATE METHOD OF PAYMENT

Enclosed is my check made payable to **Informa Economics, Inc.**

I prefer to charge my: VISA MasterCard AmEx

Card Number _____

Expiration Date _____

Print Name _____

Cardholder's Signature _____

HOTEL INFORMATION

Lodging is not included in the registration fee. Hotel arrangements should be made directly with your hotel choice. The Memphis Hilton or the Hawthorne Suites are the most convenient hotel choices.

Memphis Hilton

939 Ridge Lake Boulevard
Memphis, Tennessee 38120
901.684.6664

The Hawthorn Suites

1070 Ridge Lake Boulevard
Memphis, Tennessee 38120
901.682.1722

Other nearby hotels requiring a short cab ride or drive to our office include:

Embassy Suites Memphis

1022 South Shady Grove Road
Memphis, TN 38120
901.684.1777

Hampton Inn and Suites

962 South Shady Grove Road
Memphis, Tennessee 38120
901.762.0056

If you have any additional questions, please contact:

Rosamary Posey at 901.766.4602

Fax 901.766.4695

E-mail rosamary.posey@informaecon.com