

10-12 November 2015
InterContinental, Geneva, Switzerland

GLOBALGRAIN

Geneva

Pre-Conference Workshop November 10, 2015 – 08:00am to 12:30pm



COMMODITY MERCHANDISING AND RISK MANAGEMENT SEMINAR

Advance Trading, Inc. is a forward thinking non-proprietary futures, options and derivatives brokerage firm providing risk management analysis, cash commodity insight and analysis as well as development, planning and execution of hedging and risk management strategies.

Please join us for a thorough and timely presentation by Advance Trading, Inc. analyst Dr. Larry Shonkwiler review current global fundamentals for coarse grains, soy complex products and wheat. Dr. Shonkwiler will provide insight on current fundamentals as well as provide insight on his assessment of the effects these fundamentals will have on each respective market. Paul Dubravec, Merchandising and Risk Management consultant and Vice President of Advance Trading, Inc. will then discuss the relevant merchandising and price risk implications and provide insight on how best to manage those risks.

Agenda

09:00	Welcome and introduction of Advance Trading Inc / Introduction of CME participant Jeffry Kuijpers , Executive Director, Ag Commodities and Alternative Investments
09:30	Fundamental Outlook of Course Grains, Soy products and wheat Dr. Larry Shonkwiler
10:45	Brief coffee break
11:00	Merchandising implications affected by current fundamentals – review factors affecting basis/premium and spreads and ways to manage that risk Paul Dubravec , Merchandising and Risk Management Consultant
12:15	Brief break
12:30	Procurement challenges in light of current market fundamentals – price is unpredictable so how might we best manage that risk. Review of exchange traded as well as OTC instruments and how these tools would be best utilized in today's environment Paul Dubravec , Merchandising and Risk Management Consultant
13:00	Q&A, Closing Remarks

Larry Shonkwiler

Senior Agricultural Economist
Advance Trading, Inc.

Larry Shonkwiler is responsible for assessing developments in both the domestic and overseas markets for coarse grains and oilseeds and the effect on corn and soybean merchandising opportunities for Midwestern grain storage and handling facilities. He has also conducted a variety of grain-related projects for clients, ranging from evaluating the economic feasibility of grain construction and other capital expenditure programs to facility appraisals for both agricultural lending institutions and prospective buyers. He has completed over 300 grain elevator appraisals including work in Australia. He has been a consultant to the World Bank for projects in Argentina, Colombia and Venezuela.

Larry began his career in the grain industry in 1972 with the Corporate Planning Department of a major U.S. grain exporting firm. His initial responsibilities included developing and implementation of the firm's first strategic planning guide and the evaluation of a wide range of diversification opportunities. He gained valuable international experience from various short-term assignments in Central and Latin America as well as the Caribbean. He later spent two years in Europe as Assistant Planning Manager of the organization's Western European Grain Division. There he completed acquisition assignments for three grain import/export facilities and developed the economic justification for the construction of an inland rail-loading facility in the south of France.

Larry earned a Bachelor's of Science in Agricultural Industries and an M.S. in Agricultural Economics from the University of Illinois along with a Ph.D. from The Ohio State University.

Paul Dubravec

Commodity Merchandising and Risk Management Consultant
Advance Trading, Inc.

Paul Dubravec is a Commodity Merchandising and Risk Management Consultant with Advance Trading, Inc. He also currently serves as Vice President/Corporate Secretary – Treasurer of Advance. Growing up in rural Illinois, Paul's interest in agriculture began early in life, spending a great deal of time working for and in production agriculture operations in the area. After graduating from the University of Illinois with a degree in Agricultural Economics/ Agribusiness Management, Paul began his career as a merchandiser of specialty grains and feed ingredients for a large multinational food/commodity trading firm before joining Advance where he has remained for the past 21 years. Paul has been with Advance Trading since 1994, working as a Commercial Broker and Commodity Merchandising Consultant. His client base includes merchandiser/traders, grain elevators/warehouseman, various processors and all types end-users in the United States as well as international clients with operations in multiple countries.

PLACES ARE LIMITED AND WE WILL NOT TAKE REGISTRATIONS ON THE DAY
To apply for registration please email info@ggrain.com

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£150 + VAT

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(Mr/Miss/Mrs/Ms/Dr)

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