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| 9:00 a.m. | Welcome and Introductions |
| 9:15 a.m. | Merchandising and Operations Communications
<i>Ed Nienaber</i> |
| 10:15 a.m. | Break |
| 10:30 a.m. | Intro to the Futures and Cash Markets
<i>INTL FCStone</i> |
| 11:30 a.m. | Global and Local Influences on my Cash Bid
<i>Travis Algren, CGB</i> |
| 12:15 p.m. | <i>Lunch</i> |
| 1:00 p.m. | Spreads, Carries, Hedges, OH MY!
<i>INTL FCStone</i> |
| 1:30 p.m. | Grain Merchandising Simulation
<i>INTL FCStone</i> |
| 3:30 p.m. | Facility Tour |
| 4:00 p.m. | <i>Adjourn</i> |



2019 Grain Merchandising Course

Agenda

Tuesday, March 17, 2020

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| 9:00 a.m. | Welcome and Introductions |
| 9:15 a.m. | Day 1 Review |
| 9:30 a.m. | Grain Inventory Merchandising Simulation
Travis Algren, CGB |
| 10:45 a.m. | Grain Origination Tools
INTL FCStone |
| 12:15 p.m. | <i>Lunch</i> |
| 1:00 p.m. | Grain Merchandising Panel
Chris Hager, Sunrise Cooperative
Chad Rosebrook, Legacy Farmers Cooperative |
| 2:00 p.m. | Become More - Efficient and Effective Communications |
| 3:30 p.m. | Facility Tour |
| 4:15 p.m. | <i>Adjourn</i> |