Understanding contracts and managing risk is vital for commodity buyers to protect both the health and survival of their companies. Kansas State University’s IGP Institute will host the annual two-part grain purchasing course at the IGP Institute Conference Center in Manhattan, Kansas on April 4–15, 2016.

Grain Purchasing – Part I: Fundamentals of Grain Purchasing
The first week of the course will investigate how grain is traded and transported. This includes USDA grading standards and how they are implemented, how to read a USDA report, and how to establish a proper contract, among other topics.

The course will feature presentations from industry professionals with interactive activities and discussions.

Grain Purchasing – Part II: Contract Pricing and Hedging
The second week of the course will delve into the realm of commodity price risk management. The class will investigate commodity exchanges, futures trading, hedging and price risk management. Also included in this course is a hands-on simulation activity where participants can apply what they have learned about futures and options throughout the course. In addition to the lecture portion of the course, participants are encouraged to attend the field trip with the group to Portland, Oregon to tour an export facility.

International grain/soybean buyers, government officials and others responsible for the purchase, shipment and handling of U.S. grains and soybeans are encouraged to attend this practical training.

To register for this course, visit www.igpevents.grains.ksu.edu. For more information, visit the institute website at www.ksu.edu/igp. This is just one example of the many partnership trainings offered through the IGP Institute. In addition to grain marketing and risk management, the institute also offers trainings in the areas of grain processing and flour milling, and feed manufacturing and grain quality management.
Agenda

Monday, April 4
0815  Meet in lobby of Hilton Garden Inn hotel for transportation to the IGP Institute Conference Center – Jay O’Neil
0900  Welcome
0920  Orientation and IGP Institute Overview – Jay O’Neil
0950  Break
1000  U.S. Grain Production and Marketing System – Jay O’Neil
1130  Group Photo
Noon Lunch
1300  Why do we have USDA grain standards and how are they implemented? – Jay O’Neil
1430  Break
1450  The Science of Genetically Engineered Crops – Harold N. Trick
1630  Benefits and Risks of Genetically Engineered Crops – Harold N. Trick
1700  Adjourn

Tuesday, April 5
0815  Depart hotel in hotel van to IGP Institute
0830  What’s the market doing today? – Jay O’Neil
0930  Grain Grading Practicum and Inspection – Wheat – Carl Reed
1030  Break
1045  Grain Grading Practicum and Inspection – Corn or Soybeans – Carl Reed
1200 Lunch
1300  Grain Storage and Maintaining Quality (Molds and Mycotoxins) – Carl Reed
1415  U.S. Export Grain Inspection System – Jay O’Neil
1530  Break
1545  Contract Proforma Example (what to buy or offer) – Jay O’Neil
1615  Vessel Fumigation – Jay O’Neil
1715  Adjourn

Wednesday, April 6
0815  Depart from hotel to IGP Institute
0830  What is the market doing today? – Jay O’Neil
0930  Contracting and Negotiating – Jay O’Neil
1000  Break
1100  Containerized Ocean Freight for DDGS and Grains – Jay O’Neil
1200 Lunch
1300  U.S. Export Credit System (GSM 102 – Exim Bank) – Jay O’Neil
1500  Break
1500  Weather Trends – What the Market is Watching and Why – Mary Knapp
1615  Adjourn
1630  Depart for Kansas City airport hotel
1845  Arrive at Kansas City Residence Inn at the Airport hotel

Thursday, April 7
0800  Check-out and Depart Hilton Garden Inn Manhattan hotel (Check out of hotel, separate luggage needed for the weekend and leave the rest of your luggage with the hotel front Desk. They will bring your luggage for the weekend to the IGP Institute to be loaded on the bus for Kansas City. The remainder of luggage left at the hotel will be secured while on the field trip. Be sure to tag luggage that you are leaving at the hotel with tags provided by hotel at check-in. Ask for more if needed.)
0830  Arrive at IGP Institute
0900  How to Read USDA Reports and Other Trade Announcements – Jay O’Neil
1000  U.S. Export Credit System (GSM 102 – Exim Bank) – Jay O’Neil
1030  Break
1000  Trading Terminology – Jay O’Neil
1030  Market Information Resources (USDA, USGC, USW, Weekly Reports) – Jay O’Neil
1100  Arbitration (NAEGA, GAFTA, FOSFA) and Examples – Jay O’Neil
1215  Graduation lunch for departing first week Participants
1330  Ocean Freight, Dry-Bulk – Jay O’Neil
1500  Break
1500  World Grain S and D and Market Issues – Jay O’Neil
1700  Adjourn

Field Trip: April 8–11

Friday, April 8
0500  Check out of airport hotel
0600  Arrive at KCI Airport (MCI)
0700  Depart for Portland, Ore.
1100  Arrive in Portland, Ore.
1200  Depart to hotel
1230  Arrive back at hotel
1300  Enjoy Portland – dining and sights on your own

Saturday, April 9
0900  Depart hotel for export grain facility
1000  Arrive at export facility
1130  Depart export facility for return to hotel
1230  Arrive back at hotel
1300  Enjoy Portland – dining and sights on your own

Sunday, April 10
0830  Check out of Portland hotel
0845  Depart hotel for airport
0900  Arrive at Portland Airport
1030  Depart Portland on American Airlines flight
1430  Arrive at Kansas City International Airport
1530  Depart to hotel
1645  Arrive at Kansas City Residence Inn

*Note: Airport departure times are estimates and may change based on available flights*
Monday, April 11
0930 Check out of Kansas City hotel
0945 Depart on van for FGIS Technical Center in Kansas City
1000 Arrive at FGIS Technical Center, Federal Grain Inspection Service/USDA — Bill Burden
1130 Leave FGIS Tech Center for KCBOT
Noon Lunch
1300 Markets Impacts on Current Price — Mike O’Day
1430 Depart and return to Manhattan, Kan.
1700 Arrive in Manhattan and check back into the Hilton Garden Inn Hotel

Second Week Session
Tuesday, April 12
0800 Depart from Hilton Garden Inn Hotel
0830 Why have futures markets? — Jay O’Neil
1000 Break
1030 Basis Trading and Hedging — Jay O’Neil
Noon Lunch
1300 Futures Market Spreads (Intra-market, Inter-market and Inter-commodity Spreads) — Jay O’Neil
1430 U.S. Grain Futures and Options — Jay O’Neil
1530 Break
1545 TBD
1700 Adjourn

Wednesday, April 13
0815 Depart from hotel to IGP Institute
0830 Tour of the Hal Ross Flour Mill — Shawn Thiele
0930 Tour of the O.H. Kruse Feed Technology Center — Carlos Campabadal
1000 Board of Trade Relationship with the Clearing House and IFB’ Brokers. BOT as the Clearing House, Counter Party Risk — Jay O’Neil
1045 Break
1100 OPTIONS Strategies for End Users — Jay O’Neil
1230 Lunch
1330 Options Use as Futures (FCStone)
1430 Puts, Calls Strategies — Jim Warren CHS
1530 Break
1520 Grain Accounting and Controls (Rogue Traders) — Jay O’Neil
1630 Adjourn

Thursday, April 14
0815 Depart from hotel to IGP Institute
0830 What’s the market doing today? — Jay O’Neil
0900 Marketing Signals and Acting on Them
1000 Break
1030 Marketing Signals and Acting on Them — (continued)
1200 Lunch
1300 Grain Purchase Proforma Exercise — Jay O’Neil
1430 Break
1500 OTC Markets (Different Applications for Use of Futures Options)
1600 The Greeks (FCStone)
1700 Adjourn

Friday, April 15
0810 Depart from hotel to the IGP Institute
0830 Principals of Risk Management — Jay O’Neil
0930 Simulation Case Study of Grain Purchasing and Risk Management — Jay O’Neil
1030 Break
1045 Simulation Case Study of Grain Purchasing and Risk Management — Jay O’Neil (continued)
1230 Graduation Lunch
1330 Simulation Wrap-Up
1500 Adjourn

Saturday, April 18 — Depart for Home