

COURSE REGISTRATION

Tick type of program relevant to your needs:

- Melbourne Course: 20 - 24th February 2023
 Company in-house training
 Industry courses (commodity buying or selling)

More information required: Yes / No

Name (Surname):.....

Given Name:.....

Organisation:.....

Commodity type:.....Buyer/Seller:.....

Address:.....

.....Postcode:.....

Telephone: Business:.....

After-hours:.....

Mobile:.....

E-mail:.....

RETURN YOUR REGISTRATION TO:

AUSTRALIAN COMMODITY RESEARCH INSTITUTE
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PO Box 749 Mornington VIC 3931

Mobile: 0488 022 322
E-mail: info@commodityinstitute.com
Web: www.commodityinstitute.com



AUSTRALIA'S PREMIUM AGRICULTURAL COMMODITY COURSE

AGRICULTURAL COMMODITY
MARKETS, PRICING
& SUPPLY CHAIN

FACILITATED BY DR JOHN WILLIAMS

ANNUAL TRAINING PROGRAM

For buyers and sellers
of grain, oilseeds, cotton, coffee,
cocoa, sugar & dairy products



20 - 24th February 2023

AUSTRALIAN COMMODITY RESEARCH INSTITUTE

2023 MELBOURNE COURSE

Venue: Royal Society 8 Latrobe Street Melbourne
Dates: 20 - 24th February 2023
Cost: \$2950 (includes GST) before 1st of February 2023
\$3300 (includes GST) after 1st of February 2023
(course fees incl. GST - without accommodation)

MELBOURNE COURSE MODULES

Module 1. Exploring commodity markets - 20th February 2023

Commodity forward markets; spot and forward price; discovery of basis; price skewness and volatility; market positions; default settlements; futures market mechanics.

Module 2. Understanding price risk management - 21st February 2023

Forward contracting; futures hedging; basis risk; forward contract types; commodity swaps; arbitrage; spread trading.

Module 3. Designing flexibility in pricing - 22nd February 2023

Options (on futures) mechanisms; reading an options market; options hedging; evaluation of strategies; designing flexible strategies; over-the-counter products; advanced strategies and tactics.

Module 4. Tactical considerations - 23rd February 2023

Commodity storage; warehouse financing; post-harvest decision making; currency risk management; international freight markets, introduction to technical analyses, simulated trading.

Module 5. Operations decision making - 24th February 2023

Supply chain risk management with case studies; establishing objectives; business risk analyses and measurement, operations risk management and case study, and strategy performance.

COURSE OBJECTIVES

The course provides an interactive learning environment with producers, merchants, and end users enabling you to:

- Improve risk decision-making in your supply chain operations
- Analyse commodity markets and the forward market mechanism
- Develop your market trading skills
- Assess pricing opportunities
- Enhance your knowledge of risk management and its limitations
- Identify trade-offs in risk: return decision making under uncertainty
- Hedge commodities and manage currency and basis risk
- Design and implement flexible strategies in decision making
- Compare alternative pathways in supply chain operations
- Evaluate strategies including advanced strategies

COURSE FACILITATOR

Dr. John Williams is an agricultural commodity consultant and market analyst who has conducted independent courses and training for 24 years in commodity price risk management for end users, merchants, producers, and related service industries. He has worked for the Chicago Mercantile Exchange, the US Soybean Export Council, and the US Grains Council in China and Vietnam, and has been a consultant on food supply chains in the Middle East. He is Executive Director of the Australian Commodity Research Institute. He has authored the following books:

Williams, John, 2014, *Agricultural Supply Chains and the Challenge of Price Risk*, Routledge, UK.

Williams, John, 2012, *Competition and efficiency in international food supply chains*, Routledge, UK.

COURSE TESTIMONIALS

This course will benefit any person involved anywhere in any food business. If your position requires you to make decisions, then you would benefit as this course will help you get a better understanding of how to minimize risks throughout the supply chain.

Ashley Palmer, CEO, Alba Edible Oils, Melbourne and Fremantle.

The course has enhanced my understanding of commodities and techniques to drive business value. **Demian Thornhill, Nestlé Australia, Sydney.**

Thorough overview of markets, analysis and decision-making strategies that will help to formulate systems.

Charlie Blomfield, Commstream Capital, Brisbane.

Well structured, comprehensive & enjoyed the content very much.

Patrick Levins, Lawson Grains, Albury.

The course kept derivatives simple in the context of a farmer's selling program.

Jane Packard, Farmanco, WA.

The best week's education that I have done, especially considering that I have completed Masters Degrees and an advanced business management program.

Robert Ford, Feed Manager, Saputo MG Trading.

Clear practical explanation of the theory that you can apply to your operations.

Mae Connelly, Grain Marketing Consultant, Farmanco, Katanning, WA.

The course comprehensively covered the assessment of commodity and currency strategies which is essential to anyone working in the industry.

Kate O'Callaghan, General Manager, Southern Cotton, Whitten, NSW.

The training provided great examples and knowledge of how everyone involved in the supply chain can manage price risk.

Liam Richmond, Feed Manager, Rivalea, Corowa, NSW.

Very practical and much needed by farmers. The best textbook on marketing that I have seen.

David Gleeson, grain and wool grower, Walgett, NSW.