

Sector: Buyer Education, Team Building

Buying Strategies 101: What Every Buyer Should Know

This seminar provides comprehensive coverage of key topics new procurement professionals must know. This course becomes even more powerful when your team takes it together and shares their challenges and solutions to difficult issues as well as exciting opportunities and new strategies. We will construct a targeted seminar for your team based on participant knowledge and background to facilitate creative thinking and develop the team's skills. Please contact us for more information.



Knowing Your Company and Book

- Volume and Comparing to Supplier and Industry
- Plant Locations in Relation to Supplier Plants
- Specifications
- Sustainability
- Company Risk Profile
- Corporate Guidelines



Commodity Supply

- Stocks
 - Commodity Storage and Stocks-to-Use Ratio
 - Crop Year vs. Fiscal (Marketing) Year vs. Calendar Year
 - Global Markets' Influence
- Production Cycles and Crop Threats
 - Tree Crops
 - Row Crops
 - Cane Sugar
- Producer/Manufacturer Types
 - Cooperatives - Sugar Beets, Nutmeats
 - Producers/Refiners - Cocoa, Sugar Refineries
- Regionality of Supply
- Importers and Distributors
- Government Involvement
 - Farm Bill and USDA
 - Sugar Program
 - Non-Recourse Loans and Marketing Allotments
 - Import Tariffs and NAFTA/Free Trade Agreements

Export Associations

Import Tariffs and Trade Agreements



Demand

- Consumption Trends
 - Domestic Use - Monthly Shipments
 - Exports - Foreign Currency
- Trends Impacting the Market
 - Consumer Trends
 - Labeling Requirements
 - GMO Free, Natural, and Organic
 - Made in USA
 - Obesity Concerns
 - Government Taxation



Price Discovery

- Cash Market
- Length of Contracts
- Market Timing
- Formula Pricing
 - Futures and Options Markets
 - Cost of Carry
 - Fund Influences
- Risk Management and Hedging Concepts
- FOB vs. Delivered
- Payment Terms
- Currency Exchange
- Fuel Surcharges and Other Fees