



# Strategic Sourcing 101

## Seminar Overview

### 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 & Book

Volume and Comparing to Supplier & 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 & USDA  
Sugar Program  
Non-Recourse Loans &  
Marketing Allotments  
Import Tariffs and NAFTA/Free  
Trade Agreements  
Export Associations  
Import Tariffs & Trade Agreements

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## Seminar Overview Continued

### Demand

#### Consumption Trends

- Domestic Use - Monthly Shipments
- Exports - Foreign Currency

#### Trends Impacting the Market

- Consumer Trends
- Labeling Requirements

#### Trends Impacting the Market - continued

- GMO Free, Natural & Organic
- Made in the USA
- Obesity Concerns
- Government Taxation

### Price Discovery

#### Cash Market

#### Length of Contracts

#### Market Timing

#### Formula Pricing

- Futures & Options Markets
- Cost of Carry
- Fund Influences

#### Risk Management & Hedging Concepts

#### FOB vs. Delivered

#### Payment Terms

#### Currency Exchange

#### Fuel Surcharges & Other Fees

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