



CEC Schedule

as of 11/3/15

**Sessions marked with an asterisk are worth .1 CEU*

Sunday December 6, 2015

8:00 a.m. - 1:30 p.m.: **NGFA-State/Regional/Affiliate Leadership Conference**

1:30 p.m. - 4:00 p.m.: **Country Elevator Committee Meeting (Open)**
Committee members provide overviews of their region's crop production, grain quality and marketing conditions. In addition, the committee receives briefs from NGFA staff and outside experts on the most important NGFA issues impacting country elevators

4:00 p.m. - 7:00 pm: **Trade Show Open**

5:30 p.m. - 7:00 p.m.: **Reception in Trade Show**

Monday December 7, 2015

7:00 a.m. - 8:30 am: **Breakfast in Trade Show**

8:30 a.m. - 10:00 a.m.: **General Session**

Opening Remarks, Country Elevator Chairman Randy Broady, Director of Grain Operations, Trupointe Cooperative Inc., Botkins, OH

NGFA Update, NGFA Chairman Gary Beachner, President & CEO, Beachner Grain Inc., Parsons, KS

"World Grain 1975-2025: Episodes and Aftermaths," Bill Hudson, Principal and Founding Partner, ProExporter Network (Confirmed)

10:00 a.m. - 10:30 am: **Morning Break**

10:30 a.m. - 11:45 am: **CONCURRENT BREAKOUT SESSIONS, GROUP #1:**

A. Next Level Marketing: Raise Your Game*

Keyword: Merchandising

"How to Capture the Carry in a Market," Diana Klemme, Vice President, Grain Service Corporation (Confirmed)

"How to Merchandise on Rail and Water," Tyson Chick, Senior Grain Merchandiser, CHS (Confirmed)

B. We Want YOU to be Ready for an OSHA or FDA Inspection*

Keyword: Operations

"OSHA Inspections are Around the Corner - Getting Your Safety Data Sheets and Labeling in Order," Jess McCluer, Director of Safety and Regulatory Affairs, NGFA (Confirmed)

"FDA Inspections- What to Expect," Dave Fairfield, Vice President of Feed Services, NGFA (Confirmed)

C. NGFA Trade Rules and Arbitration - How They Work in the Real World (Case Studies)*

Keywords: Merchandising, Legal, Management

Steve Lucas, President, Jayhawker Consulting (Confirmed)

11:45 a.m. - 2:00 pm:

Walk Around Lunch in Trade Show

2:00 p.m. - 3:15 pm:

CONCURRENT BREAKOUT SESSIONS, GROUP #2:

A. Next Level Marketing: Raise Your Game* *(repeat of 10:30 - 11:45 am session)*

Keyword: Merchandising

"How to Capture the Carry in a Market," Diana Klemme, Vice President, Grain Service Corporation (Confirmed)

"How to Merchandise on Rail and Water," Tyson Chick, Senior Grain Merchandiser, CHS (Confirmed)

B. Management, Merchandising and Operations: Intersection or Collision?

Keywords: Merchandising, Operations, Management

"So You Want Permission to Purchase a Capital Item – Tell Me More about Your Planning Process, Opportunity, Strategic Fit, Risks and Your Overall Rate of Return?," Dennis Inman, Commercial Leader, Cargill (Confirmed)

"Unreasonable Merchandisers vs. Unbending Operations - Striking a Balance to Maximize Profit" *(Panel Discussion with Audience Participation)*

Randy Broady, Director of Grain Operation, Trupointe Cooperative Inc.(Confirmed)

Mitch Dawson, Director of Grain Operations, MFA Incorporated (Confirmed)

Doug Johns, Vice President Grain - River, ADM (Confirmed)

C. Understanding and Maintaining Grain Quality*

Keyword: Operations

"The U.S. Grain Grading System - How it Operates and Quality Factors to Check for 2015 Crops," *(Panel Discussion)*

Tom Meyer, President, Kansas Grain Inspection Service (Confirmed)

Mary Alonzo, Director, Federal Grain Inspection Service (Confirmed)

"How to "Successfully" Carry Crops through the Summer," Nick Friant, Grain Handling Coordinator, Cargill Inc. *(Confirmed)*

3:15 p.m. - 3:45 pm:

Afternoon Break

3:45 to 5:00 pm:

CONCURRENT BREAKOUT SESSIONS, GROUP #3

A. Turning the Challenges of Summer 2015 into Opportunity - How the Successful Merchandisers Made it Work

Keyword: Merchandising

John Werner, CEO, White Commercial (Confirmed)

B. Management, Merchandising and Operations: Intersection or Collision?

(repeat of 2:00 - 3:15 pm session)

Keywords: Merchandising, Operations, Management

"So You Want Permission to Purchase a Capital Item – Tell Me More about Your Planning Process, Opportunity, Strategic Fit, Risks and Your Overall Rate of Return?," Dennis Inman, Commercial Leader, Cargill (Confirmed)

"Unreasonable Merchandisers vs. Unbending Operations - Striking a Balance to Maximize Profit" *(Panel Discussion with Audience Participation)*

Randy Broady, Director of Grain Operation, Trupointe Cooperative Inc (Confirmed)

Mitch Dawson, Director of Grain Operations, MFA Incorporated (Confirmed)

Doug Johns, Vice President Grain - River, ADM (Confirmed)

C. Understanding and Maintaining Grain Quality* *(repeat of 2:00 - 3:15 pm session)*

Keyword: Operations

"The U.S. Grain Grading System - How it Operates and Quality Factors to Check for 2015 Crops," *(Panel Discussion)*

Tom Meyer, President, Kansas Grain Inspection Service (Confirmed)

Mary Alonzo, Director, Federal Grain Inspection Service (Confirmed)

"How to "Successfully" Carry Crops through the Summer," Nick Friant, Grain Handling Coordinator, Cargill Inc. *(Confirmed)*

5:00 p.m. - 6:30 pm:

Reception in Trade Show

Tuesday December 8, 2015

7:00 a.m. - 8:00 am:

Breakfast

8:00 a.m. to Noon:

General Session:

"How to Unleash Your Employees' Full Potential and How to Keep Them*," **Chris Fischer**, Manager of Organizational Effectiveness, Business Development Services, Land O'Lakes Inc. (Confirmed)

"Issues Confronting Lenders and How They Affect Your Access and Costs of Capital," **Andrew Guida**, Managing Director, Financial Institutions Group, Corporate Client Banking, J.P. Morgan (Confirmed)

"So you have a trade dispute... Now What*,"

Mary Turke, Managing Partner, Michael Best & Friedrich, LLP *(Confirmed)*

"Weather Trends for 2016 Crops," **Harvey Freese**, Founder, Freese-Notis Weather Service (Confirmed)