

Delivering Results, through *Practical Training!!*

TMS Training Services is a world-class training service provider, offering targeted training for the Commodity trading industry and related services, such as trade finance, product producers, freight and legal fraternities. .

In an ever changing, fast-paced world, success is determined by good choices for lasting effects. Keeping in tune with the needs of the market, utilizing the latest technology and trends, while ensuring our learners receive the individual attention they deserve is the vision and daily mission of *TMS Training*, making our course material the "best of breed" in the industry.

Our courses have been designed to provide you with the skills and knowledge you need to remain competitive and profitable in the face of drought, currency fluctuations and unpredictable market forces. Gearing your business for greater profitability

Trade Dynamics is a general Trading Course, focussing on the issues affecting grain traders in Southern Africa. With practical solutions based on the broad experience-base of our subject experts.

Practical examples are at the core of the sessions, allowing delegates to readily apply their new skills to their work environment.

Our training courses bring together both local and international participants, allowing plenty of networking opportunities for delegates to exchange their experiences, as well as business cards.

I look forward to seeing you there

Kind Regards


Steve Hochfeld



Register Now

TRADE DYNAMICS

Johannesburg

4th, 5th & 6th November 2013

HOW TO REGISTER

-  Call us on +27 (0)11 853 2777 or
-  Send your completed form to +27 86 643 9411 or
-  Send your details to traders@hochfeld.co.za

Registration Form

First Name:	
Last Name:	
Designation:	
Organisation:	
Postal Address:	
Postal Code:	Country:
Telephone: ()	Fax: ()
Email:	

Please photocopy this form for additional delegates

Fees (per delegate)

Full Fee: R12 500.00(+ VAT @ 14%) = R14 250.00

Preferential Hotel Bookings may be made via **TMS Training**

Methods of payment

- **Direct Deposit** to Account Number: 420938281, Sandton Branch, Standard Bank of South Africa, Branch Code 19205
- Please quote **TMS Training 78** as your reference.

Terms and Conditions

- 1.Fees include lunch and refreshments, as well as all materials.
- 2.No delegate will be admitted unless payment has been received.
- 3.Cancellation within 14 days will incur a 100% cancellation fee.
- 4.Substitutions are acceptable at no additional charge.
- 5.TMS reserves the right to defer or modify the course material as required.
6. All Courses subject to a minimum number of Delegates.
7. All Prices subject to Confirmation.

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BOOK NOW



Date to be advised
Johannesburg



TRAINING SERVICES

“A very good and relevant course. Definitely a shortage of this kind of training in the SA market.”



TMS Training Services is a
BankSeta Accredited Provider
Registration No: 557037

traders@hochfeld.co.za

COURSE SYLLABUS

DAY ONE

Welcome and Opening Remarks
Steve Hochfeld, Hochfeld Grains

Introduction

What is Trading
Why do we need Traders
Why a Trader's Course?
Trading Philosophy and Ethics
The RSA Agricultural Free Market
World Market Importance
Tariffs & Agricultural Subsidies
Health Restrictions
Roles of USA and SA in Global Trading
Steve Hochfeld, Hochfeld Grains

Inco and Shipping Terms

Inco 1990 vs. Inco 2010
Recommended Usage
Why Standard Terms?
Bulk Shipping Terms
Charter Parties
Phill Doran, Freight Training

Basic Futures

History
Jargon
Futures Market Concept
Markets
Contracts
Hedging
Examples
Steve Hochfeld, Hochfeld Grains

Market Modelling and Market Information

Forecasting & Pricing
International Access
Import and Export Parities
S & D Modelling

Import and Export Parities in Forecasting
ZAR / USD Exchange
Steve Hochfeld, Hochfeld Grains

Closing Remarks and Close of Day

DAY TWO

Welcome and Opening Remarks
Steve Hochfeld, Hochfeld Grains

Contracts and SAGOS 9

Speaker to be Advised

Futures, Options and Hedging

The Concept & Underlying Assumptions
Hedging Examples
Structure of the SAFEX Market
SAFEX Standardised Contracts & Rules
Basis Trading
Don Travlos, Tielle Enterprises

Foreign Currency Management and Technical Analysis

Market Analysis
Transaction Types
Risk management
Accounting
Ken Humphries, VFP Exchange

Trading Tips & Pitfalls

Common Mistakes
Logistics
Insurance & Claims
Examples Ghana OilCake & Others
Risk Management
The Cost of Mistakes
Case Studies
Joint Municipal
Long Term Capital Management
Rogue Trader
Steve Hochfeld, Hochfeld Grains

About the course facilitators:



Steve Hochfeld is the Managing Director of Hochfeld Grains, and has been involved in the industry for over 35 years. He is currently the Deputy Chairman of SACOTA.

Steve was a member of the management committee of the SAFEX Agricultural Market Division. He was intimately involved in the drawing up of the RSA standard grain contract, SAGOS 9. Steve has given lectures & presentations at various trade functions.

Ken Humphries has been involved with Treasury outsourcing since the inception of the idea in South Africa. This experience spans some twelve years and includes lecturing at the Wits Business School, the Johannesburg Chamber of Business, the Durban Chamber of Business, The Institute of Corporate Treasurers and the Institute of Chartered Accountants. He has also presented in-house courses for some of the major public companies.

Joe van der Vet is Founder Member of Joeda Consulting cc, specialising in Trade Risk Management. Before leaving SGS in 2002, Joe was Divisional Head Agricultural/ Logistics Division and Marine Services for **SGS South Africa**. And also in Supervisor Capacity for divisions in Mozambique, Malawi, Zimbabwe, Namibia and Line Management for SGS Zambia. Joe also presents training programmes for Superintending Companies covering the Grain and Food Industries.

WHAT THEY SAY.....

"Very well structured, in that the course facilitates both new entrants and experienced traders"

"All the speakers were able to capture the audience's attention with interesting content and presentation"

- K BOON,

PETER CREMER, SINGAPORE



Please join us at the close of the day for drinks in a relaxed setting, ideal for networking and discussion

traders@hochfeld.co.za

TMS

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