



# SCHOOL OF HEDGING

Thorough, Focused, and Interactive Instruction on Hedging



**November 5<sup>th</sup> - 6<sup>th</sup>  
Bedford, NH**

## Overview

This 2-day seminar is a hands-on course designed to take the mystery out of hedging. If you are an oil dealer or large end user, this is the instruction you've been looking for. We cover the critical concepts involved in hedging and purchasing oil. Whether you are currently offering a pre-buy or cap program or thinking about it for the first time, this seminar is a must for you. Even if you've been actively hedging, you will learn about tools and strategies that can improve your bottom line. You will also gain insight into how to avoid costly mistakes and become a better hedger and buyer of oil every day.

Unlike large seminars, you will be in a small classroom with an experienced, dedicated instructor. We will not waste time on theoretical situations. This is a practical course focused on real-life examples. You will get your specific questions answered and walk away with powerful tools for managing a hedge program and improving profit margins.

**Hedge Solutions has been conducting these seminars since 2002. Since we only run them once a year, they fill up fast!**

**Don't hesitate; sign up now!**



## GRADUATES SAY:



***Tremendous learning experience!  
The school was educational and  
not designed as a sales pitch!***



Far superior to any seminars I have previously attended.



***I enjoyed the pace, not a lot  
of fluff you get at other  
seminars.***



Excellent program with an excellent instructor!



Well worth the time spent!



## Class Information

**Dates:** November 5<sup>th</sup>-6<sup>th</sup>  
9 a.m. – 3 p.m. (Lunch Included)

**Location:** Manchester Country Club  
180 South River Road  
Bedford, NH 03110

**Rates:** \$850 for Hedge Solutions clients  
\$950 for non-clients  
\$100 off for each additional student  
from your company.



## Meet Your Instructor



Rich is a 30-year veteran of the heating oil industry. He founded Hedge Solutions in 1993 as the first consulting company of its kind, providing a transparent accounting method for hedging programs for his clients. The company grew to become the leading hedging advisory service in the industry. Rich has conducted over 75 seminars on hedging and purchasing in the past 20 years. He has been a speaker at numerous industry functions on hedging topics and has written copious articles on purchasing and hedging for various industry journals, including Indoor Comfort Marketing and Oil & Energy. Education has been a steadfast component of the company's philosophy on retaining customers and still remains their highest priority after 25 years.

***Rich prefers to employ a fun and practical approach to demystifying an overly complex subject. "You can do this on a paper napkin!" he emphasizes. The result is that the student walks away with a much clearer understanding of how to apply the concepts of risk management.***

## CURRICULUM

### DAY ONE

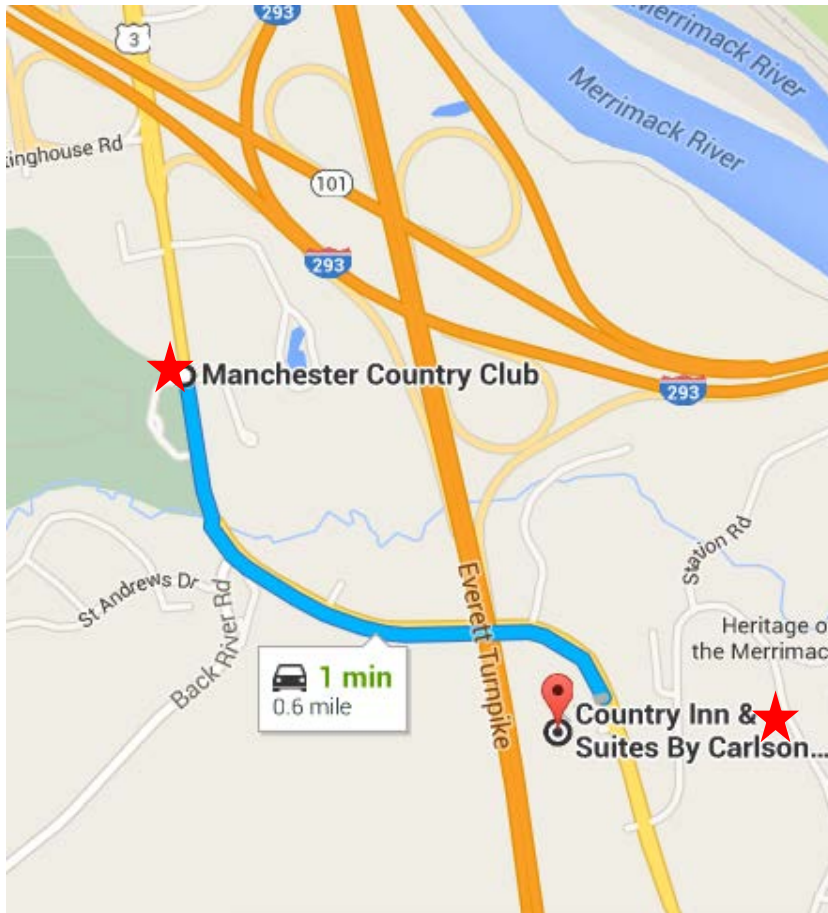
- Basics of hedging
- Let's talk hedging strategies!
- The purchase plan! Critical to a successful hedging strategy!
- Understanding Futures, Swaps, Synthetics, Puts and Calls
- Software and spreadsheets! I'll share some tools for you to take home!
- **NEW: *Buying your oil today! Portals and Indexes - learn how to use these tools to your advantage and why misuse can cost you money!***

### DAY TWO

- Application of hedging concepts (from DAY ONE)
- Short-term hedging
- Hedging inventory
- Tools
- **Special Segment: *Reading the fundamentals by Dan Lothrop-Trader/Analyst-Northland Energy***



## Event Location & Lodging Information



### LODGING

**Country Inn & Suites**  
250 South River Rd.  
Bedford, NH 03110  
(603) 666-4600

### EVENT

**Manchester  
Country Club**  
180 South River Rd.  
Bedford, NH 03110  
(603) 624-4096

Conveniently located 15 minutes from the Manchester-Boston Airport (MHT)



**YES!** I want to enhance my hedging skills!

## REGISTER FOR SCHOOL OF HEDGING

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

**NOTE: LAPTOPS ARE WELCOME BUT NOT REQUIRED  
(POWER SOURCES LIMITED)**

**Send your registration to Hedge Solutions:**

**FAX (603) 644-7883 | CALL (800) 709-2949**

**[katie@hedgesolutions.com](mailto:katie@hedgesolutions.com) | [www.hedgesolutions.com](http://www.hedgesolutions.com)**

When your registration is  
confirmed, please send payment  
by check to:

**Hedge Solutions  
500 Commercial St., Suite 401  
Manchester, NH 03101**

**We look forward to seeing you there!**