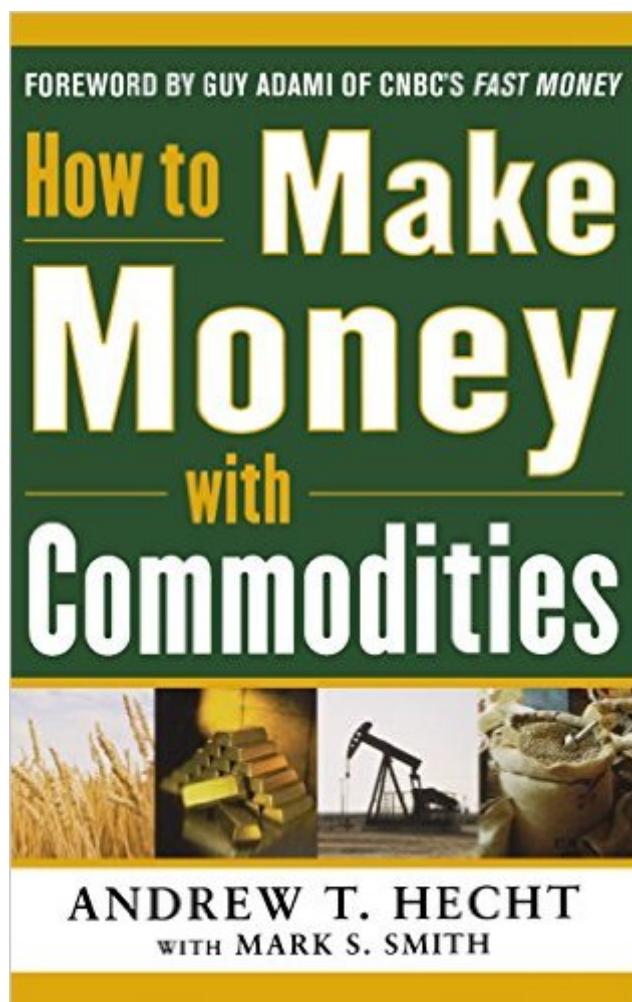


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# How To Make Money With Commodities



ANDREW T. HECHT  
WITH MARK S. SMITH



## Synopsis

Generate steady returns in one of the world's hottest markets How to Make Money with Commodities offers proven strategies and tactics to help individual investors capitalize from the commodities market as global demographic shifts drive prices up. "How to Make Money with Commodities sets out in crystal-clear language how the commodity markets affect you every day, and in every way, and why your understanding of the market is essential to your portfolio. An incredibly valuable resource for investors of all levels!" -- Ed Weis, Dean, School of Business at Mercy College; former Managing Director, Merrill Lynch "This book gives fascinating insight into the high-octane world of commodities trading. It unravels the mysteries of the market, layer by layer." -- Ian McConnell, Business Editor, The Herald (UK) and award-winning journalist "Andrew Hecht has taken the world of commodities and presented a compelling picture of the various markets from past to present to future. The comprehensive nature of the book makes it a must-read for anyone who is or hopes to be a trader or analyst. . . . Andy's writing is engaging, and he has written a book for everyone, as we are all commodities consumers and intimately affected by these markets." -- Josef Schroeter, President, CQG Inc. Given demographic trends around the globe and the increasing demand for staple goods, the commodities market has transformed into one of the hottest new mainstream investment sectors. If your portfolio neglects commodities, now is the time to change it. How to Make Money with Commodities gives you a fully rounded understanding of the market so you can make the very best investment decisions based on your individual strategies and goals. One of the most sought-after commodities and commodity options traders and analysts in the world, Andrew T. Hecht explains how commodities relate to stocks, bonds, and foreign exchange, and how they affect the average personâ™s world every day. Bolstered by case studies, historical trends and examples, and Hecht's personal experience, How to Make Money with Commodities explores the fundamentals and technicalities that determine commodity prices and shows how you can use that knowledge to your advantage. Learn everything there is to know about all the major commodities markets, including: ENERGY--oil and oil products, natural gas, electricity, coal, alternative energy PRECIOUS METALS--gold, silver, platinum, palladium, and others BASE METALS--copper, aluminum, nickel, lead, zinc, tin AGRICULTURE--corn, wheat, soybeans, rice, cattle, hogs SOFT COMMODITIES--coffee, sugar, cocoa, orange juice, cotton OTHER COMMODITIES--steel, fertilizers, rare earth metals, lumber, emission allowances, and more Hecht explains the ins and outs of every market and provides an expert's insight into government regulations, speculators, traders, and the role China will play in shaping the market's future--and he explains how to invest directly in commodity-related instruments such as physical commodities,

futures contracts, and options on futures contracts. *How to Make Money with Commodities* is the perfect one-stop resource for building a solid financial future on a market that promises to remain active and vibrant for the foreseeable future. Get started with commodities today and watch your profitability soar.

## **Book Information**

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## **Customer Reviews**

You could do worse than to pick up Andrew Hecht's "How to make money with commodities" as your introduction to the world of trading commodities. He lays out all the major commodities, the factors that affect the price and tradability, and how commodities impact stocks and other investments. Backwardation and contango are also explained, and for the first time I understand what each means. Also of interest: oil is usually in backwardation, and nat gas is usually in contango. I'm not sure why that is (is it more expensive to store oil?), but maybe that will be in the sequel, "How to really make money with commodities." And that brings me to my main criticism, that the book is so elementary and pitched at such a beginner level that the reader doesn't feel he's getting the "inside scoop" or any good ideas for trading commodities. To be sure, there are some great stories from his days trading commodities. The story of Andy Hall and the first Iraq war, or the world's largest sugar cube, or about the man whose word moves the cacao markets were all worth the price of admission. But in general the impression was that the book could have been pitched at a slightly higher level without the loss of much comprehension or interest. But in that vein, he does suggest that nat gas and silver are two markets to watch, and he makes some interesting comments about the lack of physical silver backing up futures trades in the yellow metal. Interesting.

In addition, Mr. Hecht projects complete competence and knowledge, and the reader gets the impression there are few people who know more about the commodity markets. Altogether, an excellent introduction to the commodity markets, with an emphasis on intro.

This book is a fantastic read and provides a great guide to the commodity markets for investors at all levels. The author provides individuals with a method to research commodities and then invest in commodity based equities. This book can really help an investor make sense out of commodities in relation to other assets. The methods in this book are tied together with invaluable stories from decades of real life experiences. I highly recommend "How to Make Money with Commodities" for all investors. Whether you invest in commodities or equities, there is something for everyone in this book.

I found this book to be highly informative, topical and also at times entertaining. Andrew's insights and vast experience, having himself traded a significant number of commodity underlyings, sheds light on the intricacies and fundamentals of these markets. Equally fascinating are his remembrances of some of the more influential and colorful personalities who were key market-makers for these markets, which lends a human perspective to the exciting world of natural resource trading and investment. A must read for anyone who is starting to look at diversifying their portfolio into these markets.

I found this to be a entertaining and informative book. The detail regarding commodities and how they trade is helpful and keeps the marketplace in perspective. There are helpful hints throughout the book. The descriptions of interactions between commodities and equities were an eye-opener for me. The authors' depth of understanding comes across throughout the book.

Having come from a commodity futures background, I bought this book because of the reputation as a great trader that Andy Hecht had. In this book he gives a true insight into how people should view commodities when considering many different trading avenues. The book is peppered with many real life stories that the author experienced in his career. These stories help to give a deeper understanding about how commodities pricing affects companies and economies. The book is defined by chapters that work as great lessons to digest. Written in terms that make it easier for the average person to enjoy, I recommend it for every investor.

Finally a book that makes sense out of the world of commodities and trading, and tells the story in a way I can understand. And it covered all of them. If only I had had this in my college economics class! The author's real life experiences and stories also kept my interest throughout and I very much enjoyed the history. And I will definitely pay attention to the "Easy Tips"...

The information in this book is just outstanding. It's written in a way so that anyone could understand the contents, no matter if you are a seasoned professional or a novice. Some investing books only give you statistics and charts, where this book gives you a whole different depth. In addition to the great insights, you will also learn what moves the markets both from a fundamental and technical perspective. From a personal perspective I enjoyed the backstories on (for example) the old Gold Standard and how Cocoa was once priced (read the book and you will know what I am talking about). Mr. Hecht passes along years of experience and Mr. Smith turns it into a great read. You will never regret buying this book.

Andrew Hecht does a great job of explaining the complicated worldwide commodity markets, while simultaneously using his experience as a commodities broker to provide the reader with real world examples instead of just hypotheticals. Mr. Hecht is able to provide a vast amount of knowledge on a variety of elements that come into play when trading commodities, while keeping the reader entertained at the same time through his personal stories. I would recommend this book for anyone looking to get involved in commodities. An informative and entertaining read!

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