

Marketing Mornings

Please RSVP!

Please contact the Lewis County Extension Office by **Monday, January 30.**

UI Extension - Lewis County
510 Oak Street, Room 6
Nezperce, ID 83543.
Phone: (208) 937-2311
Email: khart@uidaho.edu

Name _____

Address _____

City _____ State _____

Zip _____ Phone _____

E-mail _____

There is a registration fee to cover costs not payable with grant funds. The fee is \$15 for both meetings or \$10 for a single meeting. You can enclose your registration fee or pay the morning of the meeting.

In compliance with the Americans with Disabilities Act of 1990, those requesting reasonable accommodations need to contact Ken Hart at the UI Lewis County Extension (208) 937-2311.

University of Idaho
Extension
Lewis County
510 Oak Street, Room 6
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ADDRESS SERVICE REQUESTED

University of Idaho
Extension

Marketing Mornings

Monday, Feb. 6th
&
Wednesday, Feb. 15th

Marketing Education for the New Year!



**7:30 am Registration
8:00 am Breakfast
Red Lion Hotel –Feb. 6
Lindsay Creek
Vineyards- Feb. 15
(3107 Powers Ave.)**

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Marketing Mornings

Professional Development for Professional Farmers

Monday, February 6

8:00 am

Marketing Grain 2017

- Understanding Your Cost of Production—Kate Painter, University of Idaho Extension
- Barley Markets—Matt Horlacher, McKay Seed (invited)
- Pulse Markets—Pete Klaiber, USA Pea and Lentil
- Wheat Markets—Blaine Jacobson, Idaho Wheat Commission
- Oilseed Markets—Steve Riggers, Idaho Oilseed Commission
- Marketing Like a Merchandizer: Using Futures, Options and Basis—Norm Ruhoff, University of Idaho Extension

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Wednesday, February 15

8:00 am

Ed Usset: Five Common

Mistakes in Grain Marketing

Ed Usset workshop - Ed has written "Grain Marketing is Simple: It's Just Not Easy." Ed will teach about the common mistakes and how to avoid these into your grain marketing. We will have copies of Ed's book for door prizes and additional copies available for purchase.

Edward Usset serves as a Grain Marketing Specialist for the Center for Farm Financial Management at the University of Minnesota, the developers of FINPACK software and a variety of educational programs.

Working with his colleagues at CFFM and in extension, Ed developed the award winning "Winning the Game" series of workshops. He also helped develop "Tool Time," a new series of workshops dedicated to understanding and using grain pricing tools. He teaches "Futures and Options Markets" at the University. His first book, "Grain Marketing is Simple (it's just not easy)" was released in 2007 and the second edition in 2016. You can reach him at usset001@umn.edu.



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