

## Registration

\$50 per person

Includes break refreshments, hot buffet lunch and reference materials.

Name(s) \_\_\_\_\_

\_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Send your \$50.00 to:

Lehigh County Cooperative Extension

4184 Dorney Park Road, Room 104

Allentown, PA 18104-5798

Make your check payable to:

Lehigh County Extension

Special Account

## Directions

- From I-78 use exit 49A (Route 100 South)
- Once you are on 100 South, you will see a Burger King on your right
- Turn right immediately after Burger King and the Holiday Inn is straight ahead

For additional information call John Berry at (610) 391.9840 or e-mail to [johnberry@psu.edu](mailto:johnberry@psu.edu)



John Berry,  
Extension Educator

*This publication is available in alternative media on request.*

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# grow

## profits

## Grain Marketing Seminar

Tuesday, February 17, 2009

8:30 a.m.— 3:00 p.m.

Holiday Inn Lehigh Valley  
Fogelsville, PA

PENNSTATE





### Featured speaker: **Richard Brock**

Brock Associates, located in Milwaukee, WI, is owned and managed by president Richard A. Brock. The agricultural commodity advisory firm has been helping farmers, farm owners and agribusinesses make educated grain marketing and purchasing decisions for 25 years.

Brock Associates also manage grain sales on more than 500,000 acres of crop production throughout North America and offers numerous products and services to fit the various needs of each producer or agribusiness.

Brock Associate products include:

- *The Brock Report* — a 24-page commodity marketing advisory newsletter published 48 times per year
- Brock Daily Electronic Comments — information and recommendations delivered three times each trading day



# Grain Marketing Seminar Agenda

**8:30 a.m.**

## Registration

## Morning refreshments

**9:00**

## The Big Picture

- General economy
- Farm economy
- Decision-making in a challenging environment

**10:30**

## Break

**11:00**

## Grain Price Outlook & Strategies

- Market analysis
- Marketing strategies

**12:00 noon**

## Hot buffet lunch

**1:00 p.m.**

## Bailouts, Fiscal Stimulus, Recovery: What Are The Tax Consequences?

**2:00**

## Continued Impacts in a Globalized Society

- Consumers
- Farmers
- Community

**3:00**

## Adjourn

### Featured speaker: **David Blandford**

David Blandford is a professor of agricultural economics at Penn State. He has also served as economist at the Organization for Economic Cooperation and Development (OECD) in Paris and was division head in the OECD's Directorate for Food, Agriculture and Fisheries, whose role was to analyze the impact of agricultural policies on international markets.

Dr. Blandford's recent work includes globalization and agribusiness, animal welfare, terrorism and international trade, the 2008 US farm bill, and extensive work on the pending agricultural adjustment that is likely due to recent pressures to reduce government spending on agriculture.

### Featured speaker: **Stephen Entin**

Stephen Entin is Executive Director with the Washington, DC based Institute for Research on the Economics of Taxation. Constructive public policies, in IRET's view, must be more than just politically attractive; they must make economic sense as well.

Mr. Entin was Deputy Assistant Secretary for Economic Policy at the Treasury Department in the Reagan Administration. He prepared economic forecasts for the President's budgets, and the development of the 1981 tax cuts. He advised the National Commission on Economic Growth and Tax Reform, assisted in the drafting of the Commission's report, and authored several of its support documents.