



FOR IMMEDIATE RELEASE

### **Upcoming Free Workshops to Address Grain Marketing**

Loewen and Associates, Inc., Manhattan, KS, in conjunction with the North Central Risk Management Education Center, will be presenting a total of four grain marketing workshops around the state of Kansas. These workshops will cover all of the basic principles, definitions, and functions of all available grain marketing tools, including both cash and futures/options market strategies. This will be a beneficial event for both beginning marketers as well as seasoned veterans, as there will be something for everyone to gain from attending.

The workshops will cover all aspects of grain marketing including cash market transactions and contract types, futures and options, basis, carry, and what factors should influence a producer's decision at the time of sale. Presenters will include Pete Loewen and Tim Strunk of Loewen and Associates, Inc. on the basic principles and functions of the futures and options markets and how to know when to use those markets and when to look elsewhere. Matt Hines, grain merchandiser at Farmer's Union Coop-St. Marys, and Doug Biswell, grain merchandiser at Farmer's Cooperative Assoc.-Manhattan, will be covering how the cash grain markets function, the various types of cash market contracts, and what producers need to know when it comes to using those contracts. All four presenters will help tie all the topics together in order educate producers on choosing the right tool for any given set of market conditions and goals.

The first workshop will be held June 8 in Wichita, KS at the Sedgwick County Extension Building, 21<sup>st</sup> and Ridge Road. The program will start at 5 p.m. and conclude around 8 p.m. for each event. The other workshops will be held in Great Bend (Thursday, June 10, Knights of Columbus Hall), Concordia (Monday, June 14, American Legion ), Seneca (Thursday, June 17, American Legion). Each workshop will cover the same material and follow the same schedule, with a meal provided at each.

These workshops are free and open to anyone who would like to attend. The program is made possible by the North Central Risk Management Education Center through the competitive grants program. Don't miss this excellent educational opportunity to learn about all aspects of grain marketing in today's world. Space is limited and registration will be on a first-come, first-served basis, so reserve your spot soon, as these workshops will fill up very quickly. Please call Tim Strunk at 866-341-6700 or e-mail [timstrunk@cox.net](mailto:timstrunk@cox.net) with any questions or to reserve your spot for any of the workshops.