

Grain Marketing

Turning On-Farm Storage into a Profit

**Jon Scheve, Superior Feed Ingredients, LLC
Waconia, Minnesota**

Jon grew up raising corn and soybeans on a farm near Beatrice, NE. Upon graduation from The University of Nebraska in Lincoln, he became a grain merchandiser and has been trading corn, soybeans and other grains for the last 18 years, building relationships with end-users in the process. After successfully marketing his father's grain and getting his MBA, 10 years ago he started helping farmer clients market their grain based upon his principals of farmer education, reducing risk, understanding storage potential and using basis strategy to maximize individual farm operation profits. A big believer in farmer education of futures trading, Jon writes a weekly commentary to farmers interested in learning more and growing their farm operations.

Agenda

- How on-farm storage combined with forward selling, market carry and basis appreciation can provide added income
- Hedging with futures to reduce risk
- How options can be a great addition to a farmer's marketing toolbox.

THURSDAY

December 8

9:00 A.M. – 1:00

P.M.

Location: Paulding County Extension

Cost: Free RSVP Mandatory

Details: Walk in Fee or reservation

after 12/2/2016 \$25; Lunch provided

Contact: Sarah Noggle (419)399-8225

or noggle.17@osu.edu

REGISTRATION INFORMATION: Please RSVP by December 2, 2016 by sending this form to OSU Extension Paulding c/o Ag Marketing Meeting, 503 Fairground Drive, Paulding, OH 45879. There is also an online registration at Paulding.osu.edu This form is PDF fillable and able to be emailed to schweller.12@osu.edu or you can call (419)399-8225. Event will be held at 503 Fairground Drive, Paulding, OH 45879. Registration at 8:45 AM; event starts at 9:00 AM. Walk-In and registrations after 12/2/1016 will be charged \$25 each.

Name: _____

Address: _____

Phone: _____ Email: _____

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