

FREE SEMINARS

2019 Farm Show Seminar Schedule

DAY 1: TUESDAY, FEBRUARY 26TH

SESSION 1: 10:30- 11:45 A.M. - BELL ROOM

Carrying the Load: Is your equipment fit for the road?

SESSION 1: 10:30- 11:45 A.M. - ALEXANDER ROOM



Grain Marketing Tips: Grain prices and volatility are very low. Margins are tight and there is little room for error in pricing decisions. What is a producer to do? Instead of looking for one big answer, let's turn to my celebrity grain producers. Grandma keeps it simple, while Peter looks for help from options. Earl wants to know about carrying charges, while Hank holds grain too long. Their performance as marketers illustrate important tips towards making better pricing decisions.

Edward Usset serves as a Grain Marketing Economist 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. In addition, he manages Commodity Challenge, an online marketing education game that uses real-time cash and futures data. He teaches "Commodity Markets" at the University. The 2nd Edition of his book, "Grain Marketing is Simple (it's just not easy)" was released in November 2015. He is also a regular columnist for Corn and Soybean Digest.

SESSION 2: 1:30- 2:45 P.M. - BELL AND ALEXANDER ROOMS

Peterson Farm Brothers



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DAY 2: WEDNESDAY, FEBRUARY 27

SESSION 1: 10:30- 11:45 A.M. - BELL AND ALEXANDER ROOMS



Latest Trends with Used Farm Equipment Values: Machinery Pete will highlight the latest trends in the used farm equipment market. Are values up? Down? Holding? Pete will provide a historical look at used equipment values going back almost 3 decades and point out current opportunities for the best deals.

Greg Peterson, Machinery Pete has come a long way since its beginnings in Greg Peterson's home office in Rochester, Minnesota where he passionately researched, tracked and reported on auction prices. In 2014 Farm Journal and Machinery Pete partnered to provide a more efficient marketplace for buying and selling used ag equipment.

In July of 2015, MachineryPete.com launched its marketplace with leading edge marketing solutions for dealers, informed and built with the online equipment shopper in mind and creates meaningful connections between buyers and sellers. The company is headquartered in Chicago, IL.

SESSION 2: 1:30- 2:45 P.M.

BELL AND ALEXANDER ROOMS

Greg Peterson- Machinery Pete Machinery Pete Tales from the Auction Trail

Machinery Pete has been covering farm machinery auctions since 1989. Pete will share some of his favorite stories from along the way, some focused on unique tractors and machinery, other stories focused on people. These stories are sure to make you smile.



Machinery Pete is sponsored by:



DAY 3: THURSDAY, FEBRUARY 28

SESSION 1: 10:30- 11:45 A.M.
BELL ROOM

Transition Planning part 1

SESSION 1: 10:30- 11:45 A.M.
ALEXANDER ROOM

Truth in Tarrif, Trades, and Taxation

SESSION 2: 3:00- 4:30 P.M.
BELL ANDALEXANDER ROOM

Tansition Planning part 2