
April 2007

ROBERT N. WISNER

Work Address

Department of Economics
468 Heady Hall
Iowa State University
Ames, IA 50011
Phone: (515) 294-6310

Home Address

709 T Ave.
Boone, IA 50036
Phone: (515) 432-6097

I. Personal Information

Born August 29, 1939 - Lenawee County, Michigan
Physical Handicaps: Myopia corrected to 20/20 vision

II. Education

Ph.D. in Agricultural Economics, University of Tennessee, 1967
M.S. in Agricultural Economics, Michigan State University, 1964
B.S. in Agricultural Economics, Michigan State University, 1962

III. Professional Employment Record

University Professor, Coles Professor of International Agriculture, and Extension Economist in grain marketing and outlook, Department of Economics, Iowa State University, July 1, 2005 to date.

University Professor and Extension Economist in grain marketing and outlook, Department of Economics, Iowa State University, July 1, 1997 to date.

Visiting Big XII Fellow, Department of Agricultural Economics, Texas A&M University, College Station, Texas, May-July, 1997.

Visiting Professor of Agricultural Economics, University of Nebraska, Lincoln, Nebraska, September 1, 1990 - May 31, 1991.

Professor and Extension Economist in grain marketing and outlook, Department of Economics, Iowa University, July 1, 1977 to June 30, 1997.

Associate Professor and Extension Economist in grain marketing and outlook Department of Economics, Iowa State University, July 1, 1973 to June 30, 1977.

Assistant Professor and Extension Economist in grain marketing and outlook, Department of Economics, Iowa State University, February 1967 to June 30, 1973.

Research Assistant in Livestock Marketing, Department of Agricultural Economics, University of Tennessee, January 1964- January 1967.

Research Assistant in Grain Price Analysis, Department of Agricultural Economics, Michigan State

University, September 1962- December 1963.

IV. Professional and Honor Society Membership

American Agricultural Economics Association
 International Association of Agricultural Extension Educators
 Omicron Delta Epsilon Honor Society in Economics
 Gamma Sigma Delta Agricultural Honor Society
 Epsilon Sigma Phi, National Honor Society for Extension Workers

V. Other Professional Experience

Member of a Soybean Market Study Team to Western Europe and Yugoslavia in October and November 1970.
 The team was sponsored by the Foreign Agricultural Service, American Soybean Association, and Extension Service, U.S. Department of Agriculture.

Senior Economist for the U.S. Cost of Living Council in Washington, D.C., October- December 1973

Participated in an International Commodity Conference in London, England in October 1979, sponsored jointly by the American Soybean Association and the U.K. Society of Feed Technologists.

Presented a paper entitled "Impact of Recent and Future U.S. Soybean Production Trends on World Trade in Soybeans and Soybean Products" at the World Soybean Research Conference IV in Buenos Aires, Argentina, March 1990

Participated in a three-week series of seminars with three agricultural universities in Czechoslovakia in March and April 1992 on business management and marketing in a market economy

Participated in a two-week series of seminars with the Agro-Institute in Nitra, Slovakia and the University of South Bohemia in the Czech republic in May 1993

Participated in a six-week series of seminars on Agricultural Marketing with the Agro-Institute in Nitra, Slovakia in June 1994

Conducted three Grain and Oilseed Risk Management Seminars sponsored by the Japan Ministry of Agriculture, Food and Forestry, and the Tokyo Grain Exchange in Tokyo, Japan in March 1998

Presented a paper entitled " Multi-Disciplinary National Extension Program: A Public and Private Venture" at the Annual Meeting of the International Association of Agricultural Extension Educators in Port of Spain, Trinidad, March 1999

Member of Iowa State University Soybean Study Team, Brazil May 2000

Visiting Lecturer, Zhejiang University, Honjo, China, June 2000

Member of Iowa State University Asian Soybean Rust Study Team, Brazil, February 2005

Member of Iowa State University Soybean Study Team, Brazil, February 2006

~~Member of Livestock Market Information Center Study Team, Argentina and Uruguay, March 2007~~

VI. Language Proficiency

Spanish: R-2

French: R-1

VII. Significant University and Non-University Committee Assignments

Member of Iowa State University Economics Department Microeconomics Ph.D. Prelim Committee, 1978-79 academic year.

Member of Iowa State University Economics Department Macroeconomics Ph.D. Prelim Committee, 1973-74 academic year.

Member of Iowa State University Economics Council, 1980-81 academic year.

Member of Manuscript Committee, Iowa State University Press, 1981-82

Member of Advisory Committee for North Carolina State University-U.S. Department of Agriculture contract to develop educational materials on soybean marketing, 1973-75

Member of joint Industry-U.S. Department of Agriculture Soybean Industry Resource Committee from 1970 to 1977, developed to examine and respond to research and educational needs in the soybean industry

Member of Grain Marketing Subcommittee, North Central Extension Marketing Committee, 1973 to 1975, with assignment of reviewing educational needs in grain marketing

Marketing Advisor for Field Crops Advisory Committee, Iowa Farm Bureau Federation since 1975

Crops Marketing Advisor for ISU Ag 450 farm 1976-83.

Served on an interregional marketing task force in 1977 to develop a publication on alternative producer grain marketing systems, financed by the USDA Extension Service

Member of the advisory committee of the Holst Farm Management Institute of the Boone Campus of the Des Moines Area Community College, 1988-91.

In 1986 and 1987, served on a 12 person committee appointed by the U.S. Department of Agriculture (USDA), Director of Agricultural Economics, to evaluate USDA Domestic and Foreign Statistical and Economic Outlook Programs

ISU representative to North Central Regional Extension Producer Marketing Committee, 1985-1996. Served as Secretary of the Committee in 1988-89, Chair in 1989-90, Regional Representative to National Executive Committee, 1989-90, and member of the North Central Committee's executive committee, 1990-92

Member of a six-person planning committee for 1994 Agricultural Risk-Management Summit sponsored by the Commodity Futures Trading Commission and the American Farm Bureau Federation

Member of U.S. Extension Farm Policy Taskforce to develop educational materials discussing policy alternatives for the 1995 Farm Bill. This taskforce was directed by the Agriculture and Food Policy Institute at Texas A & M University, 1993-94 and was financed by a contract from USDA Extension Service.

Member of the Grain Options Pilot Project Educational Taskforce & Director of Strategy Education Materials, 1992-96, financed by USDA Extension Service

Co-Director of the Managing Risks and Profits Project, 1995-2001, financed by Farm Foundation, American Farm Bureau Federation, National Corn Growers Association, Rain & Hail Insurance, LLC, American Agrisurance Co., IGF Insurance, Data Transmission Network, Iowa Farm Bureau Federation, Ohio Farm Bureau Federation, Iowa State University, Ohio State University, and USDA, Risk Management Agency

Member of Iowa State University Asian Soybean Rust Committee

VIII. Honors:

Who's Who in the Midwest

Who's Who in World Agriculture

Who's Who in Finance and Industry

Who's Who in Science and Engineering

Honorable/mention, Crops and Soils Award, American Agronomy Society, 1974.

Epsilon Sigma Phi, Alpha Mu Chapter, Certificate of Meritorious Service, Iowa State University Extension Service, November 1981

Iowa State University College of Agriculture, Award for Excellence in Applied Research and Extension, January 1982.

Iowa State University Outstanding Extension Educator Award, November 1983.

Iowa State University Meritorious Service Award for extension work, November 1987.

Iowa State University Extension Distinguished Service Award, November 1995.

University Professor at Iowa State University, July 1, 1997.

American Agricultural Economics Association, nine Extension Group Outstanding Crop Production, Price and General Economic Forecasting Awards, 1992-2003.

American Agricultural Economics Association, Outstanding Group Extension Program Award, 2000

American Agricultural Economics Association, Outstanding Individual Extension Program Award, 2002

Iowa Society of Farm Managers and Rural Appraisers, Award for Outstanding Contributions to Agriculture, forthcoming, September 2005.

IX. Research Activities at Iowa State University

Analysis of World Food Production, Trade, and Policy impacts on U.S. Agriculture, with financial support from the World Food Institute at Iowa State University and the Midwest Agribusiness Trade Research and

Information Center, 1980-1994.

Extensive maintenance of data bases on supply, demand, stocks, government program activities, foreign competition for grains, oilseeds, and oilseed products. Development of applied short and intermediate-term price, production, trade and domestic utilization forecasting models for corn, soybeans, soybean meal, and soybean oil.

Research on optimum timing and evaluation of alternative marketing strategies for grain, using futures markets, options markets and combinations of the two markets. Research has included impacts on net income of individual farms, incorporating production risk from actual farming operations and synthesizing returns from option pricing strategies in years before options trading was introduced in the U.S. Focus is on both level and statistical variability of returns to producers from alternative pricing strategies. Research has been partially funded by the Iowa Corn Growers Association, Iowa Farm Bureau Federation, Nebraska Farm Bureau Federation, and the University of Nebraska, the Farm Foundation, American Farm Bureau Federation, the National Corn Growers Association, and several insurance companies. It was conducted during the years 1990 through 2000. Similar research with soybeans was begun in late 1993. Beginning in 1995, the research was expanded to incorporate alternative types of crop insurance with pricing strategies.

Applied research also was conducted on income performance of alternative options and cash pricing strategies, as authorized by the Options Pilot Project (OPP) mandated by Congress in the Food And Agricultural Act of 1990. Iowa was one of three states selected for the OPP. Funding for the research was provided through a three-year contract with the U.S. Department of Agriculture for 1993-96.

Applied research on management of producer production and market risk management, funded by the USDA, Risk Management Agency, Farm Foundation, American Farm Bureau Federation, National Corn Growers Association, American Agrisure Co., Rain and Hail Insurance, LLC, and IGF Insurance Co., 1997-2002.

Research with C. Phillip Baumel, ISU Distinguished Professor, Department of Economics, on impacts of grain transportation changes on optimal marketing systems for corn, soybeans and wheat, and impacts on producer-level prices, 1970-00. Funding was provided by the Iowa grain industry and the U.S. Department of Transportation.

Collaborated with C. Phillip Baumel in 1985-86 on analysis of the impact of rail freight contracting on grain prices paid to farmers in a 6-state area of the Corn Belt and Great Plains, with support from the Federal Railway Administration

Analysis of Costs and Potential Economic Impacts of Gasoline-Grain Alcohol Fuel Program on Markets for Corn, Soybeans and Soybean Meal, under contract with the Iowa Development Commission, 1974 and 1975, with updated analysis periodically, 1985-94.

Analysis of Demand for Agricultural Limestone in Iowa, 1972 and 1973, under contract with Iowa Limestone Producers Association

Collaborated with C. Phillip Baumel during 1971-1975 on An Analysis of the Impact of Changing Transportation Systems on Local Grain and Farm Supply Firms

Collaborated with C. Phillip Baumel in 1974 and 1979 on projections of Iowa grain production, marketings, and fertilizer demand by county to 1980, 1985 and the year 2000. This work was part of a regional research project, NC-37.

Directed research to determine cash-futures price relationships for Iowa grain price reporting district, and potential returns to Iowa cash grain producers from alternative hedging strategies. Work was funded by the

Iowa Farm Bureau Federation and the Iowa Agricultural Experiment Station, 1978 through 1980.

Publications 1995-2007

Books and Chapters of Books

Wisner, R. N., "No-fat Foods," *Encyclopedia Americana 1997 Annual*, Grolier, Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Meat Inspection," *Encyclopedia Americana 1997 Annual*, Grolier, Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Agriculture," *Popular Science 1997 Annual*, Grolier Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Corn Industry," in *Encyclopedia of Rural America: the Land and People*, Goreham, G.A., Editor, ABC-CLIO (Santa Barbara, CA), 1997, pp. 150-153.

Wisner, R.N., E. Dean Baldwin, and E. Neal Blue, Editors; *Managing Risks and Profits, Grains, Coping with Volatile World Markets*, Midwest Plan Service, Iowa State University, Ames, IA, December 1998, 171 pp.

Wisner, R.N. and D. Good, "Managing Risks and Profits, the New Risk-Management Environment for Grain Producers," in above book, pp. 1-8.

Good, D. and R. Wisner, "Risk Exposure and Risk Management with Various Grain Pricing Tools", in above book, pp. 68-76.

Baldwin, D., and R. Wisner, "Basis, Localizing 1997 Grain Prices and Returns to Storage," in above book, pp. 77-88.

Wisner, R., P. Hufferd, and R. Black, "Risk Management Choices for the Individual Farm," in above book, pp. 131-142.

Wisner, R., E.N. Blue, and D. Baldwin, "Pre-harvest Marketing Strategies May Increase Net Returns for Corn and Soybean Growers: Iowa and Ohio Case Study, 1985-1996" in above book, pp. 155-164.

"Agriculture" in *Encyclopedia Americana*, 1998 Annual, Grolier, Inc. (Danbury, CT), December 1997.

"Food" in *Encyclopedia Americana*, 1998 Annual, Grolier, Inc. (Danbury, CT), December 1997.

Wisner, R.N., E. Dean Baldwin, and E. Neal Blue, Editors; *Managing Risks and Profits, Grains, Coping with Volatile World Markets*, Midwest Plan Service, Iowa State University, Ames, IA, December 1998, 171 pp.

"Agriculture" in *Milestones of the Twentieth Century*, Grolier, Inc. (Danbury, CT), January 1999.

"Agriculture" in *Encyclopedia Americana*, 1999 Annual, Grolier, Inc. (Danbury, CT), December 1999.

"Food" in *Encyclopedia Americana*, 1999 Annual, Grolier, Inc. (Danbury, CT), December 1999.

Robert Wisner, "Agriculture" in *Encyclopedia Americana, 2000 Annual*, Grolier, Inc. (Danbury, CT), December 2000.

Robert Wisner, "Food" in *Encyclopedia Americana, 2000 Annual*, Grolier, Inc. (Danbury, CT), December 2000.

Robert Wisner, "Genetically Modified Foods", *Encyclopedia Americana, 2000 Annual*, Grolier, Inc. (Danbury, CT), December 2000.

Wisner, R. N., Farnham, D. E., and Wang, K., *Genetically and non-Genetically Modified Crops, How they are developed, produced, and marketed, Tokyo-Agro-Forum*, (Tokyo Grain Exchange, Tokyo, Japan,), December 2000, pp. 1-32.

Wisner, R.N., and E. Dean Baldwin, "Corn Marketing" in *Corn: Origin, History, Technology, and Production*, edited by C. W. Smith, J Betran, and E.C.A. Runge, John Wiley and Sons, Inc, (New York, NY 2003), pp. 753-798.

Wisner, Robert N., "Round-Up® Ready Spring Wheat: Its Potential Short-term Impacts on U.S. Wheat Export Markets and Prices", *ECON Staff Report*, July 1, 2004

Wisner, Robert N., *The economics of pharmaceutical crops--potential benefits and risks for farmers and rural communities*, Union of Concerned Scientists, Cambridge, MA, December 2005. 29pp.

Articles and Abstracts

Robert Wisner, "Know When to Hold and When to Fold," in *Agri Finance*, Vol. 37, No. 4, Whole No. 293, April/May, 1995.

Robert Wisner, "Corn Yield Futures and Options," in *Agri Finance*, Vol. 37, No. 5, Whole No. 294, June/July, 1995.

Robert Wisner, "Managing Risk with Corn Yield Futures and Options," in *Agri Finance*, Vol. 37, No. 7, Whole No. 296, October, 1995.

Baldwin, E. Dean, E. Neal Blue, and Wisner, R. N., "Risks, Profits, Insurance, and Pricing Strategies for Grain Producers in Selected Regions of the US: A Series of Case Studies", Abstract published in the *AJAE*, July 1998.

Wisner, R.N., E.N. Blue, and E.D. Baldwin, "Pre-harvest Marketing Strategies Increase Net Returns for Corn and Soybean Growers," *Review of Agricultural Economics*, Vol. 20, No. 2, Fall/Winter 1998, pp. 288-307.

Baldwin, D., Wisner, R.N., and Blue, N., "Multi-Disciplinary National Extension program: A Public and private Venture," *Proceedings of the 15th Annual Conference of the Association for International Agricultural and Extension Education*, Port of Spain, Trinidad, March 21-24, 1999.

Marvin Hayenga and Robert N. Wisner, "Cargill's acquisition of Continental Grain's Grain Merchandising Business", Staff Paper #312, Department of Economics, Iowa State University, Ames, IA, January 1999.

Marvin Hayenga and Robert N. Wisner, "Study Evaluates Cargill's Purchase of Continental Grain's Grain Business", *Feedstuffs* (Miller Publishing Co., Minneapolis, Mn), February 8, 1999.

Marty J. McVey, C. Phillip Baumel, Robert Wisner and Jerry Van Der Kamp, "Grain Transportation Situation Appears Troubled This Fall", *Feedstuffs*, Vol. 71(36), 8/30/99.

Wisner, R. N., "Risk-management education takes center stage in U.S. government policies for farmers", *Tokyo Agro Forum*, Vol. 20, No. 8, Tokyo Grain Market Research, Inc., Tokyo Japan, August 1999

Dean Baldwin, Robert Wisner, and Neal Blue. "Managing Production and Marketing Risks for Soybean Producers and Their Agents, *Proceedings of the World Soybeans Research Conference VI*, Chicago, Illinois, August 4-7, 1999.

Blue, N., Baldwin, D., and Wisner, R.N., "Futures and Options New Crop Price Mean and Probability Distribution Forecast," Abstract published in the *AJAE*, Vol. 81, No. 5, December 1999.

Marvin Hayenga and Robert N. Wisner, "Cargill's Acquisition of Continental Grain's Grain Merchandising Business", *Review of Agricultural Economics*, vol. 22, No. 1, 2000.

Robert Wisner, "Future Directions for China's Food Demand", *Doane's Agricultural Report*, St. Louis, Mo. (Vol. 63, No. 32-1) August 11, 2000.

Robert Wisner, "China's Agricultural Production: What Direction for the Future?" *Doane's Agricultural Report*, St. Louis, Mo. (Vol. 63, No. 32-1) August 18, 2000.

Wisner, R.N., "Harvest-Price Revenue Insurance and Pre-harvest Pricing: Companion Tools for Managing Grain Price and Yield Risk", *Crop Insurance Today*, Vol. 34, No. 3, August 2001, pp. 5-7.

Wisner, R. N., "Iowa Closed-Circuit Television Network Enhances Farmer Risk-Management Education", *Tokyo Agro Forum, Tokyo Agro-Forum*, Vol. 21(8) (Tokyo Japan), August 2000, pp. 1-11.

Marty J. McVey, C. Phillip Baumel, and Robert Wisner, "U.S. upgrade unlikely to reduce competition from Brazil", *Feedstuffs*, Vol. 72(40) (9/25/00), pp. 1, 22-24.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean Production: Part I," *Crop Decisions*, Vol. 42(5), September 2000.

Marty J. McVey, C. Phillip Baumel, and Robert Wisner, "Brazilian Soybeans-----What is the potential?", *Ag Decision Maker*, Vol. 4, No. 12, Iowa State University Extension (Ames, Iowa) October 2000, pp. 1-2.

Wisner, R. N., "Future Directions for China's Food Demand", *Ag Decision Maker*, Vol. 4, No. 14, Iowa State University Extension (Ames, Iowa) December 2000. pp. 1-2.

Wisner, R. N., "China's Agricultural Production: Future Directions?", *Ag Decision Maker*, Vol. 4, No. 11, Iowa State University Extension (Ames, Iowa) December 2000. pp. 1-2.

Robert N. Wisner and Keita Fukunaga, "The U.S. Agricultural Safety Net System and Potential Changes in its Features with New Farm Legislation", *Tokyo Agro-Forum*, Vol. 22, No. 12, (Tokyo, Japan), December 2001, pp. 1-22.

Robert N. Wisner and Keita Fukunaga, "Recent Trends in the U.S. Rice Industry and the Agricultural Safety Net System for Rice Producers", *Tokyo Agro-Forum*, Vol. 22, No. 12, (Tokyo, Japan), December 2001.

Robert N. Wisner and Macado Fukase, "Implications of the mild U.S. winter for corn and soybean supplies and prices", *Tokyo Agro-Forum*, Vol. 23, No. 4, (Tokyo, Japan), April 2002, pp. 1-10.

Robert N. Wisner, "Updated supply, demand, and price prospects for corn and soybeans with emerging U.S. weather problems", *Tokyo Agro-Forum*, Vol. 23, No. 6, (Tokyo, Japan), June 2002, pp. 1-7.

Robert N. Wisner, "Late summer production and price outlook for corn and soybeans with U.S. drought", *Tokyo*

Grain Market Research Web Site, (Tokyo, Japan), August 2002, pp. 1-8.

Robert N. Wisner, "Corn supply and demand prospects: similarities and differences from 1995-96", *Tokyo Grain Market Research Web Site*, (Tokyo, Japan), November 2002, pp. 1-6.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner. "Trends in US Grain Exports, and the Barge Share of These Exports: Implications for Lock Extensions on the Upper Mississippi River" in *Proceedings of the 43rd Annual Meeting of the Transportation Research Forum*, Washington D.C., September 30-October 1, 2001.

Marty J. McVey, C. Phillip Baumel And Robert Wisner, "Comparison Examines U.S. Grain Export Projections From Large-Scale Agricultural Sector Models," *Feedstuffs*, Vol. 73(52), December 31, 2001.

C. Phillip Baumel, Kelvin Leibold, Robert N. Wisner, Neil E. Harl And Marty McVey, "Midwest Soybean Producers Can Compete with Brazil," *Feedstuffs*, Vol. 74(2), January 10, 2002.

Kelvin Leibold, C. Phillip Baumel, Robert Wisner And Marty McVey, "Brazil's Crop Production System Holds Potential," *Feedstuffs* Vol. 74(2), January 14, 2002.

R. N. Wisner, "Corn, Soybean and Feed Price Outlook for 2001-02", *Proceedings of ISU Poultry Symposium* (Ames, Ia) November 7, 2001.

R. N. Wisner, "New Farm Policy to Affect Producer Profitability, Competitive Position of U.S. Global Grain/Oilseeds", *Feedstuffs* Vol. 74(40), September 30, 2002.

R. N. Wisner, C.P. Baumel, Marty McVey and Paul Lasley, "Export History Shows U.S. Viewed as Residual Supplier", *Feedstuffs* Vol. 76(3), January 19, 2004.

Neal E. Blue, Robert N. Wisner, and E. Dean Baldwin, "Performance of Selected Pre-harvest and Post-harvest Corn and Soybean Marketing Strategies vs. Alternative Market Benchmarks", *Proceedings of Applied Commodity Price Analysis, Forecasting, and Market Risk Management*, April 19-20, 2004.

Andrew Miller, C. P. Baumel, Robert Wisner, and M. McVey, "Accuracy of Ag Model Export Projections Explored", *Feedstuffs*, Vol. 76, No. 22, June 7, 2004.

Robert N. Wisner and C. P. Baumel, "Ethanol, Exports and Livestock: Will there be Enough Corn to Supply Future Needs?", *Feedstuffs*, Vol. 76, No. 32, June 7, 2004.

Robert N. Wisner, "The Future of Chinese Corn Trade", *Feedstuffs*, Vol. 76, No. 44, August 30, 2004.

Gregory L. Tylka and Robert N. Wisner, "Soybean Rust and the Food Processing Industry", *Food Technology*, June 2005.

Paul Gallagher, Robert Wisner, and Heather Brubacker, "Pricing Relationships in Processors' Input Market Areas: Testing Theories for Corn Prices Near Ethanol Plants", *Canadian Journal of Agricultural Economics*, 53 (2005), pp. 117-139, June 2005.

Marty J. McVey, C. Phillip Baumel, and Robert N. Wisner, "Increased Ethanol Production Reduces Corn Shipments Out of Iowa", *Feedstuffs*, Vol. 75, No. 44, August 16, 2005.

Wisner, Robert N., *The economics of pharmaceutical crops--potential benefits and risks for farmers and rural communities*, Union of Concerned Scientists, Cambridge, MA, December 2005. 29pp.

Wisner, Robert N., "U.S. Ethanol: Implications for Grain Supplies, World Prices, and Market Volatility in the Years Immediately Ahead", *Tokyo Agro-Forum*, Vol. 27, No. 12, (Tokyo, Japan), December 2006.

Wisner, Robert N., "The Economics of Bioenergy Industry Growth: Economic Dimensions fo Corn-Based Ethanol for Motor Fuel in the U.S. and Its International Implications", in proceedings of an OECD Biofuels Conference in Sweden, January 22-24, 2007.

Other Publications and Reports, 1995-2006

O'Brien, Daniel and Wisner, R. N., "The Performance of Probability-Based Grain Marketing Strategies," *Proceedings of Applied Price Forecasting Conference*, July 1995, Oklahoma State University, Stillwater, Oklahoma.

Wisner, R. N., "Pricing Strategies for the 1995 Options Pilot Program," Teaching Materials for the Options Pilot Program, ISU Extension Service.

Wisner, R. N., "Discussion: An Assessment of Risks and Returns from Soybean Marketing Strategies in Nebraska," *Proceedings of Chicago Board of Trade Fall Research Seminar*, Chicago Board of Trade, Chicago, Illinois, March 1996.

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1996 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1996.

R.N. Wisner, "A Composite of Iowa Corn and Soybean Basis Patterns by Price Reporting District, 1992-1996," M-1227 Revised, (Iowa State University, Ames, Iowa), August 1996.

R. N. Wisner, J. Lawrence, and A. Kading, "Iowa Farm Outlook Chart Book, 1995-96," M-1227 Revised, (Iowa State University, Ames, Iowa), September 1996.

Robert Wisner, "Commonly Used Grain Contracts," PM-1697a, (Iowa State University, Ames, Iowa), December 1996.

Robert Wisner, "Understanding Risk in Hedge-to-Arrive Contracts," PM-1697b, (Iowa State University, Ames, Iowa), January 1997.

Robert Wisner, "Understanding Risk in Basis Contracts," PM-1697c, (Iowa State University, Ames, Iowa), February 1997.

R. N. Wisner, "The 1997-98 Feed Cost Outlook and Pricing Considerations for Poultry Producers," in *Proceedings of the 1997 Iowa Poultry Symposium*, (Iowa State University, Ames, Iowa), February 1997.

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1997 World Pork Congress*, National Pork Producers Association, (Indianapolis, Indiana), June 1997.

Wisner, R.N., Baldwin, D.E., and Blue, N.E., "Can Pre-harvest Marketing Strategies Increase Net Returns for Corn and Soybean Growers," in *1997 Proceedings of NCR-134 Applied Commodity Price Analysis*,

Forecasting, and Market Risk Management Conference, Chicago, IL, April 21-22, 1997 (Oklahoma State University, Stillwater) June 1997, pp.26-41.

O'Brien, D., and Wisner, R.N., "Development of Alternative Wheat and Corn Price Forecasting Models" in *1997 Proceedings of NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 21-22, 1997* (Oklahoma State University, Stillwater) June 1997, pp.26-41.

Wisner, R. and Good, D., "The New Profit and Risk-Management Environment for Grain Producers," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) June 1997.

Hufferd, P., Wisner, R., and Black, R., "Linking Risk-Management Choices to Individual Farm Financial Situations," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Good, D. and Wisner, R., "Risk Exposure in More Complex Types of Contracts," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Baldwin, D., and Wisner, R., "Basis, Localizing 1997 Grain Prices, and Estimating Returns to Storage," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Wisner, R., Blue, N., and Baldwin, D., "Pre-harvest Marketing Strategies May Increase Net Returns for Corn and Soybean Growers," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) September 1997.

Baldwin, D. E., and Wisner, R., "Summary for Managing Risks and Profits," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) September 1997.

Iowa Farm Outlook (a twice-a-month newsletter) Iowa State University (Ames, IA) 24 issues per year since 2/15/67

"Economists Corner", *Agrinews*, (a monthly newsletter) Iowa Crop and Livestock Reporting Service, (Des Moines, IA), 12 issues per year since 5/1/80

"Outlook for Grains", *Today's Farmer, Mid-Continent Farmers' Association*, (Columbia, Missouri), 10 issues per year since 1980.

Wisner, R., *Strategic Advantage: Grain Industry Profile*, ISU Department of Economics, M1292, December 1997

Wisner, R., "Using Futures Markets For Risk Management," *Wallaces Farmer*, Vol. 122, No.5, Farm Progress Publications (Des Moines, IA), March 1997

Wisner, R., "Market Outlook for Soybeans." *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) March 1997

Wisner, R., "Will Storing Soybeans Pay This Year?", *Managing For Profit*, Iowa Soybean Association (West Des Moines, IA) September 1997

Wisner, R., *Net Returns for Corn and Soybean Storage, 1979-95*, ISU Department of Economics, M1293, October 1997

Sartwelle, James III, D. O'Brien, W. Tierney, T. Eggers, R. Wisner, J. Lawrence, and W. Barker, "Producers' Marketing Practices and Decision Making Processes," *Proceedings of 1998 NCR 134 Applied Price Forecasting Conference*, Chicago, IL, April 20, 1998.

Wisner, Robert N., E. Neal Blue, E. Dean Baldwin, Art Barnaby Jr., and Daniel O'Brien, (B) "Crop Insurance and Pre-Harvest Pricing of Corn and Soybeans: Case Studies for Selected States and Farms," *Proceedings of the NCR-134 Conference Applied Commodity Price Analysis, Forecasting, and Market Risk Management*, Chicago, Illinois, April 20-21, 1998

Baldwin, E. D., Blue, E.N., and Wisner, R.N., "Insurance and Pricing Strategies for Grain Producers in Selected Regions", in *Proceedings of the WCC-72 Annual Conference on Cooperative Research and Education*, Las Vegas, Nevada, June 11-12, 1998.

E. Dean Baldwin, E. Neal Blue, and Robert N. Wisner "Insurance and Pricing Strategies for Grain Producers in Selected Regions", *Proceedings of WCC-72 Annual Meeting*, Las Vegas, Nevada, June 1998.

Wisner, R., "Market Outlook for Soybeans," *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) August 1998.

R. Wisner, "Freedom to Farm Brings Flexibility to Meet Changing World Demand, But Greatly Increases Risk," *Proceedings, Illinois Certified Public Accountant Society Foundation Agribusiness Conference*, Rosemont, Illinois, September 11-12, 1998.

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1998 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1998.

R. Wisner, "Feed Cost Outlook and Feed Purchasing Strategies for Poultry Producers for 1999-00", in *Proceedings, Iowa Poultry Symposium*, February 18, 1999, at Iowa State University.

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1999 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1999.

Wisner, R., "Market Outlook for Soybeans," *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) August 1999.

Wisner, R.N., "Market outlook for feed grains in 1999-00", presented at the AAEE Annual Meeting, August 8-11, 1999, Nashville, TN.

Wisner, R.N., "Supply, demand, and price outlook for feed grains in 1999-00" at the Great Plains, Western, and Midwest Outlook Conference, Colorado Springs, Colorado, August 17-18, 1999.

Wisner, R., and McCorkle, D., "Considerations when using grain contracts", L-5352, RM2-38.0, Texas Agricultural Extension Service, Texas A & M University (College Station, Texas), March 2000

Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean production," Doane's Focus Report, *Doane's Agricultural Report*, Vol. 3(25-5), June 23, 2000.

Baumel, C. Phillip, R.N. Wisner, Marty J. McVey and Curtis W. Fulcher, "Trends, COE projections not supportive of river project," *Feedstuffs*, Vol. 72(30), July 17, 2000.

McVey, M.J., C. Phillip Baumel and Robert N. Wisner, "U.S. upgrade unlikely to reduce competition from Brazil," *Feedstuffs*, Vol. 72(40), September 25, 2000.

R.N. Wisner, "When should I market my grain", *Chapter in Advanced Grain Marketing Course*, ISU Extension Economics internet course, October 2001

R.N. Wisner, "Using outlook information in marketing grain", *Chapter in Advanced Grain Marketing Course*, ISU Extension Economics internet course, October 2001

Baumel, C. Phillip, Marty J. McVey and Robert Wisner. "Trends in US Grain Exports, and the Barge Share of These Exports: Implications for Lock Extensions on the Upper Mississippi River" in *Proceedings of the 43rd Annual Meeting of the Transportation Research Forum*, Washington D.C., September 30-October 1, 2001.

R. N. Wisner, "Corn, Soybean and Feed Price Outlook for 2001-02", *Proceedings of ISU Poultry Symposium* (Ames, Ia) November 7, 2001.

Marty J. McVey, C. Phillip Baumel And Robert Wisner, "Comparison Examines U.S. Grain Export Projections From Large-Scale Agricultural Sector Models," *Feedstuffs*, Vol. 73(52), December 31, 2001.

C. Phillip Baumel, Kelvin Leibold, Robert N. Wisner, Neil E. Harl And Marty McVey, "Midwest Soybean Producers Can Compete with Brazil," *Feedstuffs*, Vol. 74(2), January 10, 2002.

Kelvin Leibold, C. Phillip Baumel, Robert Wisner And Marty McVey, "Brazil's Crop Production System Holds Potential," *Feedstuffs* Vol. 74(2), January 14, 2002.

R.N. Wisner, "Feed Cost Outlook for 2002-03, Including Impacts From Expanded Ethanol Production", *Proceedings of Midwest Poultry Conference*, St. Paul, Minn., March 19-20, 2002.

R. N. Wisner, "New Farm Policy to Affect Producer Profitability, Competitive Position of U.S. Global Grain/Oilseeds," *Feedstuffs* Vol. 74(40), September 30, 2002.

R.N. Wisner, *Feed Cost Prospects for Pork Producers in the Year Ahead*, Iowa Pork Producers Association, Clive, Iowa, November 2002.

Pre-1995 Publications & Theses

Publications and Theses - Robert N. Wisner

Thesis and Dissertation:

"Effects of CCC Stocks on Cash-Futures Price Spreads for Corn," Unpublished M.S. Thesis, Michigan State University; (East Lansing, Michigan), March 1964.

"Estimated Optimum Interregional Competition and Location Patterns in the Southern Cattle Slaughtering Industry in 1975," Unpublished Ph.D. Dissertation, University of Tennessee; (Knoxville, Tennessee), March 1967.

Publications:

"Estimated Optimum Interregional Competition and Location Patterns in the Southern Cattle Slaughtering Industry in 1975," *Dissertation Abstracts*, University Microfilms, Inc.; (Ann Arbor, Michigan), Vol. 28, No. 3,

September 1967, p. 857-A.

Soybeans, Markets and Alternatives, North Central Extension Publication Series, NCR-27A-E, R.N. Wisner, T. Everett Nichols, Jr.; T.A. Hieronymus and A.W. Woodward; (Ames, Iowa), November 1969.

"A Golden Crop Tarnishes," NCR-27A

"Will U.S. Soybean Acreage Continue to Expand," NCR-27B

"Domestic Markets for Soybeans," NCR-27C

"Can We Export More Soybeans," NCR-27D

"Where Do We Go From Here," NCR-27E

"A Framework for Analyzing the Effects of CCC Stocks and Cash-Futures Price Spreads for Corn," Ag. Econ. 977, Michigan State University; (East Lansing, Michigan), October 1964.

"Marketing Soybeans and Soybean Products Around the World," Edited by Robert N. Wisner and Joseph R. Corley, Iowa State University, M-1137; (Ames, Iowa), July 1972.

Proceedings of the 1972 Grain Quality Conference: Aflatoxin and Air Pollution Control, Edited by Robert N. Wisner and Robert W. Pritchard, Iowa State University M-1140; (Ames, Iowa), September 1972.

C.P. Baumel, R.N. Wisner, T.E. Fenton, D.R. Lifferth and J.J. Miller, Projected Quantities of Grain and Fertilizer Requiring Transportation Services in Iowa in 1979-80 and 1984-85 by Counties, Center for Agricultural and Rural Development, Iowa State University, (Ames, Iowa), CARD Report 51, November 1974.

Using Grain Futures in the Farm Business, Iowa State University Cooperative Extension Service (Ames, Iowa), March 1976, (Revised January 1981).

R.N. Wisner and J.O. Gidel, Economic Aspects of Using Grain Alcohol As a Motor Fuel with Emphasis on By-Product Feed Markets, Economic Report Series No. 9, Department of Economics, Iowa State University (Ames, Iowa), June 1977.

M. Turner, R. Heifner, E. Nichols and R. Wisner, Who Will Market Your Grain? Texas Agricultural Extension Service, Texas A & M University (College Station, Texas) D-1057, March 1978.

J.J. Miller, C.P. Baumel, R.N. Wisner and T.E. Fenton, Volume of Grain and Fertilizer Requiring Transportation: Projections to 1984-1985 and 1989-1990 By Counties in Iowa, Center for Agricultural and Rural Development, Iowa State University (Ames, Iowa), CARD Report 84, June 1979.

R.N. Wisner, C.A. Chase and H.A. Carver, Analysis of Corn and Soybean Basis Patterns and Hedging Opportunities for Cash-Grain Producers by Price Reporting Districts in Iowa, Economic Report Series No. 17, Department of Economics, Iowa State University (Ames, Iowa), May 1980.

Articles:

"Influences of CCC Stocks on Cash-Futures Price Spreads in the Chicago Corn Market," Quarterly Bulletin of the Michigan Agricultural Experiment Station, Vol. 47, No. 2; (East Lansing, Michigan), November 1964, pp. 199-205.

"Grain Handling Services in Iowa Elevators-Availability, Charges and Plans for Expansion," Iowa Farm Science, Vol. 23, No. 12; (Ames, Iowa), June 1969.

"1968 Farm Outlook," G. Futrell and R. Wisner, Iowa Farm Science, Vol. 22, No. 7; (Ames, Iowa), January

1968.

"1969 Farm Outlook," R. Wisner and G. Futrell, Iowa Farm Science, Vol. 24, No. 7; (Ames, Iowa), January 1969.

"Agricultural Outlook for 1970," R. Wisner and G. Futrell, Iowa Farm Science, Vol. 24, No. 7; (Ames, Iowa), January 1970.

Twice per month issues of Iowa Farm Outlook, Iowa State University; (Ames, Iowa), from February 1967 to date on the corn and soybean supply, demand, and price outlook.

Monthly issues of "Economists' Corner" since 1981 in AgriNews, a publication of the Iowa Crop and Livestock Reporting Service, Des Moines, IA.

"Corn and Soybean Outlook," various monthly issues of Iowa Farm Science, Iowa State University; (Ames, Iowa), April 1967-November 1970.

"Hedging May Improve Your Grain Price," Wallaces Farmer; (Des Moines, Iowa), July 11, 1970, p. 9.

"Proposed Trade Bill Would Hurt Soybean Market," Wallaces Farmer; (Des Moines, Iowa), January 23, 1971, pp. 30-31.

"Iowa Grows 10 Percent of World's Soybeans," Iowa Farm Bureau Spokesman; (Des Moines, Iowa), March 11, 1972, p. 14.

"Corn Drying Can Pay Dividends," Iowa Farm Bureau Spokesman; (Des Moines, Iowa), September 2, 1972, p. 2A.

"High-Protein Feed Supplies, Demand and Price Outlook," Proceedings, National Feed Ingredients Association 1973 Feed Ingredients Workshop, February 22-23, 1973, pp. 41-45.

"Feed Cost Outlook for 1974," Proceedings, Fourteenth Livestock Producers' Day, Louisiana State University, Baton Rouge, Louisiana, January 9, 1974.

"Filling the Soybean Gap," Feed Management, Vol. 24, No. 5, (Garden State Publishing Co.; Sea Isle City, New Jersey), May 1973, pp. 26-28.

"Can Corn Grading, Pricing Be Improved?" Crops and Soils, Vol. 26, No. 1 (American Society of Agronomy; Madison, Wisconsin), October 1973, pp. 5-6.

R.N. Wisner and Robert W. Pritchard, "How Long Will Soybean Prices Remain Strong?" Wallaces Farmer, February 24, 1973.

R.N. Wisner and Robert W. Pritchard, "Soybean Meal in World Markets," Wallaces Farmer, February 24, 1973.

R.N. Wisner and Robert W. Pritchard, "Develop Foreign Markets for Beans," Wallaces Farmer, March 10, 1973.

"Finding the Man to Succeed You," Food and Beverage - Grain Industries Plants, (Chicago, Illinois), August 22, 1973.

"Looking at the Future of Exports," Iowa Farm Bureau Spokesman, September 15, 1973.

R.N. Wisner and Robert W. Pritchard, "Foreign Markets for Soybeans Mean More Income for Growers," Wallaces Farmer, February 10, 1973.

C.P. Baumel, R.N. Wisner, "What Happens When an Elevator Loses Its Railroad Line?" Feedstuffs, Vol. 46, No. 14, April 8, 1974.

C.P. Baumel, R.N. Wisner and John J. Miller, "Elevator Storage Less Costly Than On-the-Farm Storage," Feedstuffs, Vol. 46, No. 19, May 13, 1974.

"Soybean Outlook for 1975," American Farmer, American Farm Bureau Federation (Park Ridge, Illinois), November/December 1974, p. 26.

C.P. Baumel, R.N. Wisner and J.J. Miller, "On-the-Farm Versus Elevator Storage Costs," Journal of the American Society of Farm Managers and Rural Appraisers, Vol. 28, No. 2, October 1974, pp. 13-16.
R.N. Wisner, C.P. Baumel and J. Wallize, "Deferred Grain Pricing--New Contract Allows Farmers to 'Hold' Grain While Elevator Ships It," Feedstuffs, Vol. 46, No. 51, December 16, 1974.

R.N. Wisner, C.P. Baumel and J. Wallize, "Farmers Offered New Grain Sales Option," Wallaces Farmer, November 23, 1974, pp. 6-7.

C.P. Baumel, R.N. Wisner and J.J. Miller, "Smaller Dryer Used More Hours May Reduce Per Bushel Costs," Wallaces Farmer, September 28, 1974, p. 70.

Robert N. Wisner and J. Marvin Skadberg, "Commodity Futures Markets--Are Changes Needed?" contributed paper presented at the 1974 annual meeting of the American Agricultural Economics Association, College Station, Texas, August 1974.

"Feed Outlook for the Cattle Industry," in Proceedings of the Beef Industry Seminar, Kansas City, Missouri, October 8, 1974.

R.N. Wisner, C.P. Baumel and J. A. Wallize, "Deferred Grain Pricing--A Look at How it Works," Feedstuffs, Vol. 47, No. 10, March 10, 1975.

R.N. Wisner, C.P. Baumel and J.A. Wallize, "An Analysis of Deferred Grain Pricing Contracts," Accepted for publication in the Journal of the American Society of Farm Managers and Rural Appraisers, October 1975.

R.N. Wisner, C.P. Baumel and J. Wallize, "New Way to Sell Corn: How it Worked," Wallaces Farmer, April 12, 1975. Spokesman, November 27, 1976.

R.N. Wisner, "Marketing Strategy for Corn, Soybeans--Corn Storage Profitable Soybean Price Volatile," Iowa Farm Bureau Spokesman, November 27, 1976.

R.N. Wisner, "Interpreting Government Crop Reports," Iowa Farm Business, (Published by Iowa Farm Bureau Federation) August 8, 1977.

R.N. Wisner, "Increased Soybean Exports Expected in '78," Iowa Farm Bureau Spokesman, September 17, 1977.

R.N. Wisner, "Knowing Your Break-Even Price on Storage Important in Marketing Grain," Iowa Farm Bureau Spokesman, September 17, 1977.

R.N. Wisner, "Soybean Exports May Increase," Iowa Farm Bureau Spokesman, September 17, 1977.

R.N. Wisner, "Marketing Strategies for Corn and Soybeans in 1977-78," Iowa Farm Bureau Spokesman, October 29, 1977.

R.N. Wisner, "Corn and Soybean Price Outlook for 1978," Summary of Corn and Field Beans Session, Southwestern Ontario Farmers' Week, Ridgetown College of Agricultural Technology and Ontario Ministry of Agriculture and Food, Ridgetown, Ontario, Canada, January 11, 1978.

R.N. Wisner, "Strong Export Demand Large Supplies Expected," Iowa Farm Bureau Spokesman, Spring Planting Issue, February 18, 1978.

C.P. Baumel, R.N. Wisner and J.A. Wallize, "The Panama Canal--A Vital Link for U.S. Grain Exports," Feedstuffs (Minneapolis, Minn.) September 19, 1977, Vol. 49, No. 39, pp. 22-23.

R.N. Wisner, "New Grain Storage--What It Costs, How It Pays," Wallaces Farmer, June 10, 1978.

R.N. Wisner, "Near-Record Demand for U.S. Corn and Soybeans Expected in 1978-79," Iowa Farm Bureau Spokesman, September 2, 1978, p. 8A.

C.P. Baumel, R.N. Wisner and J.A. Wallize, "Grain Storage, Transportation to be Tight," Iowa Farm Bureau Spokesman, September 2, 1978, p. 1.

R.N. Wisner, C.P. Baumel and John A. Wallize, "Why Does \$2.20 per Bushel Corn from Iowa Suddenly Become Worth \$6.00 in Rotterdam?" Iowa Farm Bureau Spokesman, July 22, 1978, p. 3.

R.N. Wisner, "Price Later Contracts Offer Many Uses and Limitations," Iowa Farm Bureau Spokesman, March 4, 1978.

R.N. Wisner, "Marketing Strategies for Corn and Soybeans," Iowa Farm Business, Vol. 1, No. 40, October 31, 1977, p. 1.

R.N. Wisner, "Caution Sign Signal Possible Lower Bean Prices," Wallaces Farmer, January 13, 1979.

R.N. Wisner, "Grain Reserve Big Factor in Corn Market," Wallaces Farmer, January 13, 1979.

R.N. Wisner, "Charts Aid Grain and Livestock Marketing," in Iowa Farm Bureau Spokesman (Des Moines, Iowa), July 20, 1985.

R.N. Wisner, "Farm Credit System Time Bomb," The Christian Science Monitor, Vol. 77, No. 232, October 23, 1985, p. 14.

C.P. Baumel and R.N. Wisner, "Grain Transportation, Handling Problems are Possible for Late Summer, Early Fall," Feedstuffs (Minneapolis, Minnesota) Vol. 58, No. 12, March 24, 1986.

Robert Wisner, "Know When to Hold and When to Fold," in Agri Finance, Vol. 37, No. 4, Whole No. 293, April/May, 1995.

Robert Wisner, "Corn Yield Futures and Options," in Agri Finance, Vol. 37, No. 5, Whole No. 294, June/July, 1995.

Robert Wisner, "Managing Risk with Corn Yield Futures and Options," in Agri Finance, Vol. 37, No. 7, Whole

No. 296, October, 1995.

Wisner, R.N., E.N. Blue, and E.D. Baldwin, "Pre-harvest Marketing Strategies Increase Net Returns for Corn and Soybean Growers," *Review of Agricultural Economics*, Vol. 20, No. 2, Fall/Winter 1998, pp. 288-307.

Articles in Proceedings:

Sartwelle, James III, D. O'Brien, W. Tierney, T. Eggers, R. Wisner, J. Lawrence, and W. Barker, "Producers' Marketing Practices and Decision Making Processes," *Proceedings of 1998 NCR 134 Applied Price Forecasting Conference*, Chicago, IL, April 20, 1998.

R. Wisner, "Freedom to Farm Brings Flexibility to Meet Changing World Demand, But Greatly Increases Risk," *Proceedings, Illinois Certified Public Accountant Society Foundation Agribusiness Conference*, Rosemont, Illinois, September 11-12, 1998.

E. Dean Baldwin, E. Neal Blue, and Robert N. Wisner "Insurance and Pricing Strategies for Grain Producers in Selected Regions", *Proceedings of WCC-72 Annual Meeting, Las Vegas, Nevada, June 1998*.

R. Wisner, "Feed Cost Outlook and Feed Purchasing Strategies for Poultry Producers for 1999-00", in *Proceedings, Iowa Poultry Symposium*, February 18, 1999, at Iowa State University.

Other Popular Publications and Extension Educational Materials:

"Corn Handling Facilities and Charges in Iowa Elevators in 1967," Iowa State University M-1059, (Ames, Iowa), August 1968.

"Hedging in Grain Futures Markets," Iowa State University M-1053, (Ames, Iowa), March 1968.

"Evaluating Moisture Discounts for Corn," Iowa State University M-1057, (Ames, Iowa), June 1968.

"Differences Between Grain and Livestock Futures Market," Iowa State University M-1069, (Ames, Iowa), January 15, 1969.

"Central Iowa Basis Patterns for Corn and Soybeans," Iowa State University M-1072, (Rev.); (Ames, Iowa), May 1971.

"Elevator Case Hedging Situation: Developing and Evaluating a Hedging Program," Iowa State University M-1113; (Ames, Iowa), May 28, 1971.

"Financial Accounting System for Grain Hedging," Iowa State University M-1109; (Ames, Iowa), May 25, 1971.

An Analysis of the Badger, Vincent and Duncombe Cooperative Elevators and Future Adjustment Alternatives, Iowa State University; (Ames, Iowa), June 1971.

"Outlook for the Iowa-Nebraska Grain Industry in the 1970s," paper presented at the Felco Long-Range Outlook Seminar in Fort Dodge, Iowa, February 4, 1970.

C.P. Baumel, L.R. Lifferth and R.N. Wisner, "Estimated Commercial Grain Sales by Counties in Iowa, 1960-69 and Projections for 1975 and 1980," a preliminary report, Iowa State University; (Ames, Iowa), February 4, 1971.

C.P. Baumel, D.R. Lifferth and R.N. Wisner, "Estimated Commercial Grain Sales by Township for Boone, Calhoun, Greene, Hamilton, Humboldt, Pocahontas and Webster Counties in Iowa 1960-69 and Projections for 1975 and 1980," a preliminary report, Iowa State University; (Ames, Iowa), June 3, 1971.

"Agricultural Marketing--Importance, Changes and Major Problem Areas," paper presented to Iowa State University Area Extension Directors in May 1969.

"Estimated Costs of Alfalfa Production and Dehydration in the Cresco, Iowa Area," Iowa State University M-1074; (Ames, Iowa), March 19, 1969.

"Grain Storage for Maximum Revenue," in Proceedings of the 1972 Grain Quality Conference: Aflatoxin and Air Pollution Control, Iowa State University M-1140; (Ames, Iowa), September 1971, pp. 43-51.

"Grain Alcohol for Fuel--Previous Research and Current Economic Status," paper presented to the Grain Alcohol Subcommittee of the Standing Committees on Environmental Preservation, Iowa Legislature, on November 21, 1972.

"The Soybean Outlook for 1974-75," paper presented at the Midwest Agricultural Outlook Conference, August 13, 1974.

"Multiple Delivery Points for Grain Futures Contracts," paper presented at the 16th Annual Meeting of the National Corn Growers Association, March 29, 1974 at Des Moines, Iowa.

"1974 Corn Price Outlook," paper presented at the 16th Annual Meeting of the National Corn Growers Association, March 29, 1974 at Des Moines, Iowa.

"The Outlook for Corn Prices and Utilization," paper presented at the Annual Meeting of the Iowa Corn Growers Association, Algona, Iowa, July 24, 1974.

"The 1975-76 Outlook for Feed Grains and Wheat," paper presented at the Midwest Agricultural Outlook Conference, Lexington, Kentucky, August 19, 1975.

R.N. Wisner and J. Marvin Skadberg, "Factors to Consider in Designating Alternative Delivery Points for Commodity Futures Markets," testimony presented at hearings of the Commodity Futures Trading Commission in Kansas City, Missouri on February 19, 1976.

G.W. Ladd, R.N. Wisner, J.W. Choi and D.G. Guenther, Use of Seasonal Patterns for Corn Price Forecasting, Iowa State University M-1023, (Ames, Iowa), August 1979.

R.N. Wisner, G.W. Ladd, D.G. Tuentner and J.W. Choi, Use of Seasonal Patterns for Soybean Price Forecasting, Iowa State University M-1209, (Ames, Iowa), April 1980.

R.N. Wisner, C.A. Chase and H.A. Carver, Corn and Soybean Basis Patterns for Southeast Iowa, Iowa State University M-1210, (Ames, Iowa), May 1980.

Corn and Soybean Basis Patterns for South Central Iowa, Iowa State University, M-1211, (Ames, Iowa), May 1980.

Corn and Soybean Basis Patterns for Southwest Iowa, Iowa State University, M-1212, (Ames, Iowa), May 1980.

Corn and Soybean Basis Patterns for Northwest Iowa, Iowa State University, M-1213, (Ames, Iowa), May 1980.

Corn and Soybean Basis Patterns for North Central Iowa, Iowa State University, M-1214, (Ames, Iowa), May 1980.

Corn and Soybean Basis Patterns for Northeast Iowa, Iowa State University, M-1215, (Ames, Iowa), May 1980.

"World Outlook for Soybeans and Other Feed Ingredients, with Reference to Quantity and Location of Supplies," in Proceedings of Soya and Feed Ingredients Conference, London, England, October 15-16, 1979, Sponsored by the American Soybean Association and the U.K. Society of Feed Technologists.

"Soybean Outlook for 1979-80," paper presented at the annual Conference of Midwest University Outlook Specialists at Ohio State University, Columbus, Ohio, August 14, 1979.

"Outlook for Feed Grain Prices in 1980-81," paper presented at the Great Plains and Western Outlook Conference at University of Wyoming, Laramie, Wyoming, July 16, 1980.

"The Outlook for Corn and Other Feed Grains in 1980-81," paper presented at the Annual Conference of Midwest University Outlook Specialists at University of Wisconsin, Madison, Wisconsin, August 14, 1980.

Miller, J.J., Baumel, C.P., Wisner, R.N. and T.E. Fenton, Volume of Grain and Fertilizer Requiring Transportation: Projections to 1984-85 and 1989-90 By Counties in Iowa, CARD Report 84, Center for Agricultural and Rural Development, Iowa State University, 1979.

Wisner, R.N., "Soybean Outlook for 1981," paper presented at the Annual Conference of Midwest University Outlook Specialists at the University of Illinois, Urbana, Illinois, August 1981.

Wisner, R. N., "Feed Grain Market and Price Outlook for 1982-83," paper presented at the Great Plains and Western Outlook Conference, Dillon, Colorado, July 24, 1983.

Wisner, R.N. and Denbaly, M.S., World Food Trade and U.S. Agriculture, 1960-80, First Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, August 1981.

Wisner, R.N. and Denbaly, M.S., World Food Trade and U.S. Agriculture, 1960-81, Second Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, August 1982.

Wisner, R.N. and Chase, C., World Food Trade and U.S. Agriculture, 1960-82, Third Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, August 1983.

Wisner, R.N. and Chase, C., World Food Trade and U.S. Agriculture, 1960-83, Fourth Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, August 1984.

Wisner, R.N. and Nourbakhsh, T., World Food Trade and U.S. Agriculture, 1960-1984, Fifth Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, October 1985.

Wisner, R.N. and Nourbakhsh, T., World Food Trade and U.S. Agriculture, 1960-1985, Sixth Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, October 1986.

Wisner, R.N. and Nourbakhsh, T., World Food Trade and U.S. Agriculture, 1960-1986, Seventh Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, October 1987, 88 pp.

Wisner, R.N. and Tabesh, H., World Food Trade and U.S. Agriculture, 1960-1987, Eighth Annual Edition, The World Food Institute, Iowa State University, Ames, Iowa, October 1988.

Wisner, R.N. and Wang, W., World Food Trade and U.S. Agriculture, 1960-1988, World Food Institute and MATRIC, Iowa State University, Ames, Iowa, 1989.

Wisner, R. and Wang, W., World Food Trade and U.S. Agriculture, 1960-89, MATRIC, Iowa State University (Ames, Iowa) 1990.

Futrell, G.A. and Wisner, R.N., "Using Fundamental Analysis in Developing a Marketing Plan," in Proceedings of an Extension Workshop on Marketing, Risk Management and Financial Management, U.S. Department of Agriculture Extension Service, April 1984.

Baumel, C. Phillip and Wisner, R.N., "Grain Transportation Handling Problems are Possible for Late Summer, Early Fall," Feedstuffs, March 24, 1986.

- Wisner, R.N. and Baumel, C. Phillip, "CCC Loan Forfeitures Pose Grain Handling Problems," Grain Journal, Vol. 14, No. 3, May/June 1986.
- Wisner, R. N., "Wheat Market Outlook for 1986-87," paper presented at the American Agricultural Economics Association annual meeting, Reno, Nevada, August 3, 1986.
- Wisner, R. N., "Market Outlook for Corn and Feed Grains in 1986-87," paper presented at the Midwest Outlook Conference, Kansas State University, Manhattan, Kansas, August 1986.
- Wisner, R. N., "Market Outlook for Soybeans for 1987-88," paper presented at the Midwest Outlook Conference, University of Kentucky, Lexington, Kentucky, August 1987.
- Wisner, R. N., "Impact of 1988 Drought on Corn and Feed Grain Supplies and Prices for 1988-89," paper presented at the American Agricultural Economics Association annual meeting, the University of Tennessee, Knoxville, Tennessee, August 3, 1988.
- Wisner, R. N., "Soybean Outlook for 1988-89," paper presented at the Midwest Outlook Conference, University of Minnesota, St. Paul, Minnesota, August 1988.
- Baumel, C. Phillip, Hanson, S. and Wisner, R.N., "Do Railroad Contracts Benefit Elevators and Farmers?," Feedstuffs, September 19, 1988.
- Wisner, R.N., "Is A Recovery Ahead in Corn Exports?" Agri Finance, Vol. 28, No. 10, December 1986, p. 32.
- Wisner, R.N., "Improving Corn and Soybean Exports and More PIC Payments for 1987," Iowa Farm Bureau Spokesman, February 1987.
- Baumel, C.P., Hanson, S. and Wisner, R., Impact of Railroad Contracts on Corn, Wheat and Soybean Bids to Elevators and Farmers, July 1987, report on research funded by the Federal Railroad Administration.
- Wisner, R.N. and Baumel, C. Phillip, "Grain Storage Space Will Be Tight in Central Corn Belt," Feedstuffs (Miller Publishing Co.; Minneapolis, MN) September 21, 1987, pp. 3, 33.
- Wisner, R.N., "Back to the Futures," Science of Food and Agriculture, Vol. 5 (Council for Agricultural Science and Technology, Ames, IA), September 1987.
- Wisner, R.N., "The 1987 Feed Grain Program as a Tool for Reducing Row-Crop Plantings," in Proceedings of the Management Alternatives for Biological Farming Workshop-III (Iowa State University, Ames), 1987.
- Wisner, R.N., "A Global Perspective on Commodity Production and Utilization," in J.S. Burris, Proceedings of the Ninth Annual Seed Technology Conference (Seed Science Center, Iowa State University, Ames), 1987.
- Hurt, C. and Wisner, R.N., "Principles of Hedging with Futures," National Corn Handbook, NCH-47, Purdue University (West Lafayette, Indiana), February 1989.
- Wisner, R.N., "Do You Need a Market Advisory Service?," N.C.R. Extension Publication No. 217, Producer Marketing Management-Fact Sheet #14, Iowa State University (Ames, Iowa) 1989.
- Wisner, R. N., "Soybean Outlook for 1989-90," paper presented at the Midwest Outlook Conference, Ohio State University, Columbus, Ohio, August 1989.
- Edelman, M.A. and Wisner, R.N., Feed Grain Policy Options and Consequences for the 1990 Farm Bill, Texas

A & M University (College Station, Texas) November 1989.

Wisner, R. N., "Market Prospects for Corn and Feed Grains for the Year Ahead," paper presented at the American Agricultural Economics Association annual meeting in Vancouver, British Columbia, Canada, August 3-6, 1990.

Wisner, R. N., "Supply and Price Prospects for Soybeans, Soybean Meal, and other Oilseeds," paper presented at the Great Plains and Western Outlook Conference, Colorado State University, Fort Collins, Colorado, July 1991.

Wisner, R. N., "Soybean Supply, Demand and Price Outlook for 1991-92," paper presented at the American Agricultural Economics Association annual meeting at Kansas State University, Manhattan, Kansas, August 4, 1991.

Wisner, R. N., "The Soybean Market Outlook for 1991-92," paper presented at the Midwest Agricultural Outlook Conference at The University of Wisconsin, Madison, Wisconsin, August 18, 1991.

Wisner, R. N., An Evaluation of Pre-Harvest Corn Futures and Options Marketing Strategies in Selected Iowa and Nebraska Locations, University of Nebraska - Lincoln, Agricultural Research Division, Institute of Agriculture and Natural Resources, Department of Agricultural Economics Report No. 167, June 1991.

O'Brien, D., Lawrence, J., and Wisner, R. N., "Farmer Marketing Club Organization," Iowa State University, Ames, IA., M-1262, February 1992.

Wisner, R. N., "Soybean and Soybean Product Price Outlook for 1992-93," paper presented at the Industry Outlook Conference, Kansas City, Missouri, October 29, 1992.

Wisner, R. N., "Pre-Harvest Pricing Strategies to Manage Corn Marketing Risks," Iowa State University, M-1269, January 1993.

Wisner, R. N., "Outlook for Soybeans and Other Oilseeds for 1991-92," paper presented at the Tri-state Agricultural Outlook Conference, the University of Minnesota, St. Paul, Minnesota, September 1991.

Wisner, R. N., "Marketing Year Bean Prices May Be Above Year-Ago Levels," *Agrinews*, Rochester, MN., September 9, 1993.

Wisner, R. N., "Market Prospects for Soybeans in 1992-93," *Iowa Soybean Review*, West Des Moines, Ia., Vol. 3, No. 7.

Wisner, R. N., "Grain Markets Respond to Harvest Delays, FSU Credit Problems and Strong Soybean Sales," *Profit Pursuit*, Richardson Greenshields: Kitchener, Ontario, Canada, December 10, 1992.

Wisner, R. N., "Pre-Harvest Pricing Can Increase Farm Income," *The Commodity Futures Professional*, Chicago Board of Trade, Chicago, Ill., First Quarter 1993, p.4.

Wisner, R. N., *Pilot Futures Options Program Pricing Strategies, Returns, Timing and Comparisons With Regular Program*, Iowa State University, Ames, IA., M-1269, January 27, 1993.

Wisner, R. N., "Outlook for Oilseeds in 1993-94, With Impacts From 1993 Flooding," paper presented at the Tri-state Agricultural Outlook Conference, the University of Minnesota, St. Paul, Minnesota, September 1993.

D. Smith, J. Kruse, R. Wisner and D. Otto, "1993 Iowa Agricultural Disaster Preliminary Estimates," CARD Briefing Paper 1, Trade and Agricultural Policy Division, Center for Agricultural and Rural Development, Iowa State University, Ames, Iowa, October 1993.

Wisner, R. N., "Volatile Six Months Ahead for Grain Prices," Iowa Farm Bureau Spokesman, (West Des Moines, Iowa) March 1994.

Frederick, A.L., and Wisner, A.L., "Feed Grains Policy Options and Consequences for the 1995 Farm Bill," National Agricultural Policy Fact Sheet No. 7, (College Station, Texas) August 1994.

R. N. Wisner, "Market Outlook for Feed Grains in 1994-95," paper presented at the Western Agricultural Outlook Conference, Breckenridge, Colorado, July 25, 1994.

R. N. Wisner, "Supply, Demand and Price Prospects for Corn and Soybeans in 1994-95," paper presented at the annual meeting of the American Agricultural Economics Association, San Diego, California, August 9, 1994.

R. N. Wisner, "Implications of the Grain Outlook For Marketing, Management and Agricultural Policy," paper presented at the Midwest Agricultural Outlook Conference, Iowa State University, Ames, Iowa, August 17, 1994.

R.N. Wisner, "Supply, Demand and Price Prospects for Soybeans and Soybean Products for 1994-95," paper presented at the National Livestock-Grain Industry Outlook Conference, Chicago, Illinois, October 26, 1994.

R. N. Wisner, "Marketing Trends," Iowa Soybean Review, Vol. 6, No.1, p.14, 1994.

Robert Wisner, "Commonly Used Grain Contracts," PM-1697a, (Iowa State University, Ames, Iowa), December 1996.

Robert Wisner, "Understanding Risk in Hedge-to-Arrive Contracts," PM-1697b, (Iowa State University, Ames, Iowa), January 1997.

Robert Wisner, "Understanding Risk in Basis Contracts," PM-1697c, (Iowa State University, Ames, Iowa), February 1997.

R.N. Wisner, "A Composite of Iowa Corn and Soybean Basis Patterns by Price Reporting District, 1992-1996," M-1227 Revised, (Iowa State University, Ames, Iowa), August 1996.

R. N. Wisner, J. Lawrence, and A. Kading, "Iowa Farm Outlook Chart Book, 1995-96," M-1227 Revised, (Iowa State University, Ames, Iowa), September 1996.

R. N. Wisner, "The 1997-98 Feed Cost Outlook and Pricing Considerations for Poultry Producers," in Proceedings of the 1997 Iowa Poultry Symposium, (Iowa State University, Ames, Iowa), February 1997.

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in Proceedings of the 1996 World Pork Congress, National Pork Producers Association, (Des Moines, Iowa), June 1996.

Wisner, R. and Good, D., "The New Profit and Risk-Management Environment for Grain Producers," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) June 1997.

Hufferd, P., Wisner, R., and Black, R., "Linking Risk-Management Choices to Individual Farm Financial Situations," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Good, D. and Wisner, R., "Risk Exposure in More Complex Types of Contracts," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Baldwin, D., and Wisner, R., "Basis, Localizing 1997 Grain Prices, and Estimating Returns to Storage," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) August 1997.

Wisner, R., Blue, N., and Baldwin, D., "Pre-harvest Marketing Strategies May Increase Net Returns for Corn and Soybean Growers," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) September 1997.

Baldwin, D. E., and Wisner, R., "Summary for Managing Risks and Profits," electronic lesson for DTN/FARMDAYTA program, August 1997, Iowa State University (Ames, IA) September 1997.

Iowa Farm Outlook (a twice-a-month newsletter) Iowa State University (Ames, IA) 24 issues

Agrinews, (a monthly newsletter) Iowa Crop and Livestock Reporting Service, (Des Moines, IA) "Economists Corner", 12 issues yearly since 1990.

Wisner, R., *Strategic Advantage: Grain Industry Profile*, ISU Department of Economics, M1292, December 1997.

Wisner, R., "Using Futures Markets For Risk Management," *Wallaces Farmer*, Vol. 122, No.5, Farm Progress Publications (Des Moines, IA), March 1997.

Wisner, R., "Market Outlook for Soybeans." *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) March 1997.

Wisner, R., Will Storing Soybeans Pay This Year?, *Managing For Profit*, Iowa Soybean Association (West Des Moines, IA) September 1997.

Wisner, R., *Net Returns for Corn and Soybean Storage, 1979-95*, ISU Department of Economics, M1293, October 1997.

Wisner, R., "Using Futures Markets For Risk Management," *Wallaces Farmer*, Vol. 122, No.5, Farm Progress Publications (Des Moines, IA), March 1997.

Wisner, R., "Market Outlook for Soybeans," *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) March 1997.

Iowa Farm Outlook, Department of Economics, Iowa State University (Ames, IA), twice-a-month publication, January-December 1967-2001.

Wisner, R., "Market Outlook for Soybeans," *Iowa Soybean Review*, Iowa Soybean Association (West Des Moines, IA) August 1998.

Wisner, R., "Market Outlook for Soybeans," *Iowa Soybean Review*, Iowa Soybean Association (West Des

Moines, IA) August 1999.

Iowa Farm Outlook, Department of Economics, Iowa State University (Ames, IA), twice-a-month publication, January-December 1999

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1996 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1996

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1997 World Pork Congress*, National Pork Producers Association, (Indianapolis, Indiana), June 1997

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1998 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1998

R. N. Wisner, "Longer-term Supply, Demand and Price Prospects for Feed Grains and Protein Meal," in *Proceedings of the 1999 World Pork Congress*, National Pork Producers Association, (Des Moines, Iowa), June 1999

Wisner, R.N., "Market outlook for feed grains in 1999-00", presented at the AAEE Annual Meeting, August 8-11, 1999, Nashville, TN

Wisner, R.N., "Supply, demand, and price outlook for feed grains in 1999-00" at the Great Plains, Western, and Midwest Outlook Conference, Colorado Springs, Colorado, August 17-18, 1999

Baldwin, E. Dean, E. Neal Blue, and Wisner, R. N., "Risks, Profits, Insurance, and Pricing Strategies for Grain Producers in Selected Regions of the US: A Series of Case Studies", Abstract published in the AJAE, July 1998

Wisner, R., and McCorkle, D., "Considerations when using grain contracts", L-5352, RM2-38.0, Texas Agricultural Extension Service, Texas A & M University (College Station, Texas), March 2000

Wisner, R. N., "Risk-management education takes center stage in U.S. government policies for farmers", *Tokyo Agro Forum*, Tokyo Grain Market Research, Inc., Tokyo Japan, August 1999.

Books and Chapters of Books:

Wisner, R.N., "The Changing Structure of U.S. Corn and Feed Grain Farming," in Farm Structure, a Historical Perspective on Changes in the Number and Size of Farms, Committee Print, 96th Congress, 2nd Session, Committee on Agriculture, Nutrition, and Forestry, United States Senate (Washington, D.C.), April 1980, pp. 228-245.

Wisner, R.N., "Sources of Information on Grain Markets and Market Factors," in Marketing Alternatives for Farmers, G. Futrell, editor. Doane-Western, Inc. Publishing, 1982.

Wisner, R.N., "The Economics of Gasohol," in Economic Analysis and Agricultural Policy, edited by Richard H. Day, Iowa State University Press, 1982.

Futrell, G.A. and Wisner, R.N., "Timing Sales for High Returns," in U.S. Department of Agriculture, Food - From Farm to Table, 1982 Yearbook of Agriculture, (Washington, D.C.), November 1982.

Wisner, R.N., and Jolly, W., "Risk Management in U.S. Soybean Production and Marketing," in R. Shibles, Editor, World Soybean Research Conference III: Proceedings (Westview Press; Boulder, Colorado) 1985.

Futrell, G. and Wisner, R., Editors, Marketing for Farmers, Second edition, Doane-Western Inc. (St. Louis, Missouri), 1987.

Wisner, R. N., "Impact of Recent and Future U.S. Soybean Production Trends on World Trade in Soybeans and Soybean Products," Proceedings of the World Soybean Research Conference IV, edited by A. J. Pascale (Buenos Aires, Argentina) March 1989.

Wisner, R. N., "Agriculture," Encyclopedia Americana 1991 Annual, Grollier Inc., Danbury, Ct., Annual editions, December 1990

Wisner, R. N., "Food," Encyclopedia Americana 1991 Annual, Grollier Inc., Danbury, Ct., Annual editions, December 1990

Wisner, R. N., "Food Safety," Encyclopedia Americana 1995 Annual, Grollier, Inc., Danbury, Ct., Annual editions, December 1994.

Wisner, R. N., "No-fat Foods," Encyclopedia Americana 1997 Annual, Grollier, Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Meat Inspection," Encyclopedia Americana 1997 Annual, Grollier, Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Agriculture," Popular Science 1997 Annual, Grollier Inc., Danbury, Ct., December 1996.

Wisner, R. N., "Corn Industry," in Encyclopedia of Rural America: the Land and People, Goreham, G.A., Editor, ABC-CLIO (Santa Barbara, CA), 1997, pp. 150-153.

O'Brien, Daniel and Wisner, R. N., "The Performance of Probability-Based Grain Marketing Strategies," Proceedings of Applied Price Forecasting Conference, July 1995, Oklahoma State University, Stillwater, Oklahoma.

Wisner, R. N., "Spring and Early Summer Pricing Boosts Grain Income Substantially," Agri Finance, May 1995.

Wisner, R. N., "Pricing Strategies for the 1995 Options Pilot Program," Teaching Materials for the Options Pilot Program, ISU Extension Service.

Wisner, R. N., "Discussion: An Assessment of Risks and Returns from Soybean Marketing Strategies in Nebraska," Proceedings of Chicago Board of Trade Fall Research Seminar, Chicago Board of Trade, Chicago, Illinois, **March 1996**.

Wisner, R.N., E. Dean Baldwin, and E. Neal Blue, Editors; *Managing Risks and Profits, Grains, Coping with Volatile World Markets*, Midwest Plan Service, Iowa State University, Ames, IA, December 1998, 171 pp.

Wisner, R.N. and D. Good, "Managing Risks and Profits, the New Risk-Management Environment for Grain Producers," in above book, pp. 1-8.

Good, D. and R. Wisner, "Risk Exposure and Risk Management with Various Grain Pricing Tools", in above book, pp. 68-76.

Baldwin, D., and R. Wisner, "Basis, Localizing 1997 Grain Prices and Returns to Storage," in above book, pp. 77-88.

Wisner, R., P. Hufferd, and R. Black, "Risk Management Choices for the Individual Farm," in above book, pp. 131-142.

Wisner, R., E.N. Blue, and D. Baldwin, "Pre-harvest Marketing Strategies May Increase Net Returns for Corn and Soybean Growers: Iowa and Ohio Case Study, 1985-1996" in above book, pp. 155-164.

"Agriculture" in *Encyclopedia Americana*, 1998 Annual, Grolier, Inc. (Danbury, CT), December 1997.

"Food" in *Encyclopedia Americana*, 1998 Annual, Grolier, Inc. (Danbury, CT), December 1997.

"Agriculture" in *Milestones of the Twentieth Century*, Grolier, Inc. (Danbury, CT), January 1999.

Wisner, R.N., Baldwin, D.E., and Blue, N.E., "Can Pre-harvest Marketing Strategies Increase Net Returns for Corn and Soybean Growers," in *1997 Proceedings of NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 21-22, 1997* (Oklahoma State University, Stillwater) June 1997, pp.26-41.

O'Brien, D., and Wisner, R.N., "Development of Alternative Wheat and Corn Price Forecasting Models" in *1997 Proceedings of NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 21-22, 1997* (Oklahoma State University, Stillwater) June 1997, pp.26-41.

Wisner, R.N., Blue, E.N., Baldwin, E. D., Barnaby, A. Jr., and O'Brien, D., "Crop Insurance and Pre-Harvest Pricing of Corn and Soybeans": Case Studies for Selected States and Farms", " in *1998 Proceedings of NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 20-21, 1998*

Sartwelle, James III, O'Brien, D., Tierney, W., Eggers, T., Wisner, R., Lawrence, J.D., and Barker, W., "Producers' Marketing Practices and Decision Making Processes", "in *1998 Proceedings of NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 20-21, 1998*

Baldwin, E. D., Blue, E.N., and Wisner, R.N., "Insurance and Pricing Strategies for Grain Producers in Selected Regions", in *Proceedings of the WCC-72 Annual Conference on Cooperative Research and Education, Las Vegas, Nevada, June 11-12, 1998*.

Wisner, Robert N., E. Neal Blue, E. Dean Baldwin, Art Barnaby Jr., and Daniel O'Brien, (B) "Crop Insurance and Pre-Harvest Pricing of Corn and Soybeans: Case Studies for Selected States and Farms," *Proceedings of the NCR-134 Conference Applied Commodity Price Analysis, Forecasting, and Market Risk Management*, Chicago, Illinois, April 20-21, 1998

Baldwin, E. Dean, E. Neal Blue and Robert N. Wisner, (A) "Risks and Profits Insurance and Pricing Strategies for Grain Producers in Selected Regions of the US: A Series of Case Studies" Abstract published in the *AJAE*, in print, July 1998.

Marvin Hayenga and Robert N. Wisner, "Cargill's acquisition of Continental Grain's Grain Merchandising Business", Staff Paper #312, Department of Economics, Iowa State University, Ames, IA, January 1999.

Marvin Hayenga and Robert N. Wisner, "Study Evaluates Cargill's Purchase of Continental Grain's Grain

Business", *Feedstuffs* (Miller Publishing Co., Minneapolis, Mn), February 8, 1999.

Marty J. McVey, C. Phillip Baumel, Robert Wisner and Jerry Van Der Kamp, "Grain Transportation Situation Appears Troubled This Fall", *Feedstuffs*, Vol. 71(36, 8/30/99

"Agriculture" in *Encyclopedia Americana*, 1999 Annual, Grollier, Inc. (Danbury, CT), December 1999.

"Food" in *Encyclopedia Americana*, 1999 Annual, Grollier, Inc. (Danbury, CT), December 1999.

Dean Baldwin, Robert Wisner, and Neal Blue. "Managing Production and Marketing Risks for Soybean Producers and Their Agents, *Proceedings of the World Soybeans Research Conference VI*, Chicago, Illinois, August 4-7, 1999

Blue, N., Baldwin, D., and Wisner, R.N., "Futures and Options New Crop Price Mean and Probability Distribution Forecast," *Abstract* published in the *AAEA Journal*, Vol. 81, No. 5, December 1999.

Baldwin, D., Wisner, R.N., and Blue, N., "Multi-Disciplinary National Extension program: A Public and private Venture," *Proceedings of the 15th Annual Conference of the Association for International Agricultural and Extension Education*, Port of Spain, Trinidad, March 21-24, 1999.

Marvin Hayenga and Robert N. Wisner, "Cargill's Acquisition of Continental Grain's Grain Merchandising Business", *Review of Agricultural Economics*, vol. 22, No. 1, 2000.

Marty J. McVey, C. Phillip Baumel, and Robert Wisner, "U.S. upgrade unlikely to reduce competition from Brazil", *Feedstuffs*, Vol. 72(40, 9/25/00, pp. 1, 22-24.

Robert Wisner, "Agriculture" in *Encyclopedia Americana*, 2000 Annual, Grollier, Inc. (Danbury, CT), December 2000.

Robert Wisner, "Food" in *Encyclopedia Americana*, 2000 Annual, Grollier, Inc. (Danbury, CT), December 2000.

Robert Wisner, "Genetically Modified Foods", *Encyclopedia Americana*, 2000 Annual, Grollier, Inc. (Danbury, CT), December 2000.

Robert Wisner, "Future Directions for China's Food Demand", *Doane's Agricultural Report*, St. Louis, Mo. (Vol. 63, No. 32-1) August 11, 2000.

Robert Wisner, "China's Agricultural Production: What Direction for the Future?" *Doane's Agricultural Report*, St. Louis, Mo. (Vol. 63, No. 32-1) August 18, 2000.

Wisner, R. N., "Iowa Closed-Circuit Television Network Enhances Farmer Risk-Management Education", *Tokyo Agro Forum*, Tokyo Grain Market Research, Inc., Tokyo Japan, August 2000.

Wisner, R. N., Farnham, D. E., and Wang, K., "Genetically and non-Genetically Modified Crops, How they are developed, produced, and marketed," *Tokyo-Agro-Forum*, (Tokyo Grain Exchange, Tokyo, Japan,), December 2000, pp. 1-32.

Marty J. McVey, C. Phillip Baumel, and Robert Wisner, "Brazilian Soybeans-----What is the potential?", *Ag Decision Maker*, Vol. 4, No. 12, Iowa State University Extension (Ames, Iowa) October 2000. pp. 1-2.

Wisner, R. N., Future Directions for China's Food Demand, *Ag Decision Maker*, Vol. 4, No. 14, Iowa State University Extension (Ames, Iowa) December 2000.pp. 1-2.

Wisner, R. N., "China's Agricultural Production: Future Directions?," *Ag Decision Maker*, Vol. 4, No. 11, Iowa State University Extension (Ames, Iowa) December 2000.pp. 1-2.

Wisner, R.N., "Harvest-Price Revenue Insurance and Pre-harvest Pricing: Companion Tools for Managing Grain Price and Yield Risk", *Crop Insurance Today*, Vol. 34, No. 3, August 2001, pp. 5-7.
Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean Production: Part I," *Crop Decisions*, Vol. 42(5), September 2000.

McVey, M.J., C. Phillip Baumel and Robert N. Wisner, "U.S. upgrade unlikely to reduce competition from Brazil," *Feedstuffs*, Vo. 72(40), September 25, 2000.

Baumel, C. Phillip, R.N. Wisner, Marty J. McVey and Curtis W. Fulcher, "Trends, COE projections not supportive of river project," *Feedstuffs*, Vol. 72(30), July 17, 2000.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean production," Doane's Focus Report, *Doane's Agricultural Report*, Vol. 3(25-5), June 23, 2000.

Robert N. Wisner and Keita Fukunaga, "The U.S. Agricultural Safety Net System and Potential Changes in its Features with New Farm Legislation", *Tokyo Agro-Forum*, Vol. 22, No. 12, (Tokyo, Japan), December 2001, pp. 1-22.

Robert N. Wisner and Keita Fukunaga, "Recent Trends in the U.S. Rice Industry and the Agricultural Safety Net System for Rice Producers", *Tokyo Agro-Forum*, Vol. 22, No. 12, (Tokyo, Japan), December 2001.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean Production: Part I," *Crop Decisions*, Vol. 42(5), September 2000.

McVey, M.J., C. Phillip Baumel and Robert N. Wisner, "U.S. upgrade unlikely to reduce competition from Brazil," *Feedstuffs*, Vol. 72(40), September 25, 2000.

Baumel, C. Phillip, R.N. Wisner, Marty J. McVey and Curtis W. Fulcher, "Trends, COE projections not supportive of river project," *Feedstuffs*, Vol. 72(30), July 17, 2000.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner, "An assessment of Brazilian soybean production," Doane's Focus Report, *Doane's Agricultural Report*, Vol. 3(25-5), June 23, 2000.

Baumel, C. Phillip, Marty J. McVey and Robert Wisner. "Trends in US Grain Exports, and the Barge Share of These Exports: Implications for Lock Extensions on the Upper Mississippi River" in *Proceedings of the 43rd Annual Meeting of the Transportation Research Forum*, Washington D.C., September 30-October 1, 2001.

Marty J. McVey, C. Phillip Baumel And Robert Wisner, "Comparison Examines U.S. Grain Export Projections From Large-Scale Agricultural Sector Models," *Feedstuffs*, Vol. 73(52), December 31, 2001.

C. Phillip Baumel, Kelvin Leibold, Robert N. Wisner, Neil E. Harl And Marty McVey, "Midwest Soybean Producers Can Compete with Brazil," *Feedstuffs*, Vol. 74(2), January 10, 2002.

Kelvin Leibold, C. Phillip Baumel, Robert Wisner And Marty McVey, "Brazil's Crop Production System Holds Potential," *Feedstuffs* Vol. 74(2), January 14, 2002.

R. N. Wisner, "Corn, Soybean and Feed Price Outlook for 2001-02", *Proceedings of ISU Poultry Symposium* (Ames, Ia) November 7, 2001.

R. N. Wisner, "New Farm Policy to Affect Producer Profitability, Competitive Position of U.S. Global Grain/Oilseeds", *Feedstuffs* Vol. 74(40), September 30, 2002.