

The Syllabus

VOLUME 3, ISSUE 2 A NEWSLETTER FOR MASTER IN AGRIBUSINESS STUDENTS, FACULTY, STAFF, AND ALUMNI WINTER 2002

Introducing...The Class of 2004

Thomas Carlson

Partner & Finance Manager, Carlson Brothers of Darwin.
Darwin, Minnesota

Jeff Carver

Domestic Wheat Manager, Cargill, Inc. Minneapolis,
Minnesota

Debbie Clough

Account Service Representative, Security Benefit. Topeka,
Kansas

Michael Fink

Operations Manager, Lanoha Nursery. Omaha, Nebraska

Michael Frame

Sales Manager - Western Region, Cenex. Spokane,
Washington

Kirby Hettver

Extension Educator, University of Minnesota. Morris,
Minnesota

Travis Holt

Director of Commodity Marketing, Equity Cooperative
Livestock Sales Association. Baraboo, Wisconsin

Maria Pilar Jativa

Production Manager, Clorosa. Quito, Ecuador

Brent Johnson

Mill & Elevator Manager, General Mills Operations, Inc.
Carlisle, Iowa

Marvin Knoeber

Agricultural Educator, Garden City Public Schools. Garden
City, Kansas

Alan Lana

Production Supervisor, American Ingredients Company.
Kansas City, Kansas

Ryan Lemke

Precision Farming Manager, Heartland Coop. Des Moines,
Iowa

Todd Marsh

Owner, Pharmco Industries. Platte, South Dakota

Todd Meyer

Country Director, US Grains Council. Beijing, China

Rex Nelson

Owner Operator, Curtis Creek Farm. Curtis, Nebraska.

Chris Nobles

Farm Business Management Educator, Cornell Coopera-
tive Extension. Franklin County, New York

Erich Olson

Account Manager, PIC USA. Brookings, South Dakota

Leslie Olson

Account Manager, Alberta Treasury Branch. Westlock,
Alberta Canada

Mark Orchard

Animal Science Instructor, Brigham Young University-
Idaho. Rexburg, Idaho

Justin Ringler

Agronomist, Crop Service. Sylvan Grove, Kansas

Alison Rosenblum

eBay Wine Taster, Winetasting.com. Glen Allen,
California

Keith Schoenfeld

Financial Services Officer, AgStar Financial Services. St.
Cloud, Minnesota

Ronald Seeley

Technical Sales & Service Manager, Microthermics.
Raleigh, North Carolina

Marilyn Vass

Former Animal Science Technician, Kansas State
University Cooperative Extension. Garden City, Kansas

Steven Weber

National Strategic Manager, John Deere Credit, E-
Commerce. Des Moines, Iowa

Evan Winchester

Agriculture Coordinator, Seward County Community
College. Liberal, Kansas

Dr. Joe Arata Honored by Mortar Board

Dr. Joe Arata, assistant professor of agricultural economics, was honored by Mortar Board Honor Society for outstanding service to students in the College of Agriculture. Mortar Board honored one faculty member from each college for caring, dedicated, and knowledgeable service in teaching,

MAB Program wins ADEC Award

The MAB program received honorable mention in the American Distance Education Consortium (ADEC) Excellence in Distance Education Award. This is the second consecutive year the program has been honored by ADEC.

MAB Students Complete Thesis Projects

Class of 2000

Bret Oelke, "United Spring Wheat Processors (Spring Wheat Bakers): Vertical Integration in the Hard Red Spring Wheat Industry"

Class of 2001

Steve Brody, "Developing a Soybean Retirement and Product-Line Management Tool"

Bill Golden, "The Impact of Downstream Firm Exit on the Texas Rice Market"

Ray Hammarlund, "A Consumer Survey to Identify Marketing Issues for Organic Milk"

John Larkin, "The Development of a Malt Pellets Merchandising Program: Market Analysis, Price Discovery and Risk Management"

Carlos Piana, "A Study of the Potential for Telesignos to Invest in Fresh-Cut Fruit Processing"

Dave Spencer, "A Comparative Study of Business Structure and Financial Performance of Nebraska, South Dakota and North Dakota Cooperatives"

Bryan Terry, "Agent Performance and Customer Satisfaction: Results from Florida Cooperative Extension"

Jason Yan, "Quality Variation of Feed Ingredients and Products and Its Economic Impact"

Class of 2002

Leah Suellentrop, "International Marketing Plan for Original Juan Specialty Foods"



Calendar

- March 17-22:** MAB Campus Session
March 22: Behavior Management begins (2003)
April 1: Applied Agribusiness Economics begins (2004)
April 22: Comparative Food and Agricultural Systems begins (optional elective)
June 3: Marketing Concepts and Research begins (2003)
July 22: Optimization Techniques begins (2004)

Faculty Profile

Dr. Jeffery Williams

Professor of Agricultural Economics



Areas of Interest: Risk Management, Farm Management, and Natural Resource Economics

Home Town/State: Troy, Pennsylvania

Joined Department: 1980

Degrees: Environmental Resource Management, The Pennsylvania State University (1975), Agricultural Economics, Michigan State University (1980)

Courses Taught: Natural Resource and Environmental Economics, Agribusiness Risk Management (MAB), and Advanced Farm Economics

Favorite aspect of MAB Students: "MAB students have a high level of motivation to learn economic concepts and methods for decision making while coping with the pressure of holding full time business positions. This is stimulating for the MAB instructor."

In The News

Robert Deraas, *Class of 2003*, has been named General Manager of Pacific International Rice Mills, Inc. (PIRMI), a wholly owned subsidiary of Busch Agricultural Resources, Inc. His wife Barbara, and children Ben 14, Stephen 10, and Sarah 7, will be relocating with him to Sacramento, California this spring.

Shannon Grapes-Kelly, *Class of 2003*, was married on December 1, 2001.

Dominic Melendez, *Class of 2002*, has accepted a merchandising position with ADM, and is currently in training. He will receive a permanent assignment with the company upon completion of the training program.

Sara Morey, *Class of 2001*, is currently in the county officer trainee program with the USDA Farm Service Agency (FSA). She will be assigned a county position upon completion of the training program.

Lautaro Perez Rocha, *Class of 2002*, has accepted a position with the National Beef Institute of Uruguay.

Steve Stephens, *Class of 2000*, is the Senior Vice President of Farm Credit of Southwest Kansas.

Dave Rock, *Class of 2003*, has been named the Manager, Worldwide Parts & Service Sales for the John Deere Worldwide Ag Division.

Leah Suellentrop, *Class of 2002*, has accepted a position as an International Marketing Specialist with the United States Meat Export Federation in Denver, CO. She manages the ASIAN (Southeast Asia), Taiwan, and Hong Kong/China regions.