

# Wheat Quality and Marketing Opportunities: Maximizing Profits

## Wednesday January 13, 2016

*Sponsored by: University of Delaware Cooperative Extension and the Maryland Crop Improvement Association*

The quality of winter wheat has been threatened by diseases such as Fusarium head blight, glume blotch, and environmental issues that result in low falling numbers. This meeting will focus on wheat quality from several different perspectives in order to deliver a safe, high quality product to the buyers and end users and improve grower profitability. Local grain buyers will discuss the importance of high quality grain and opportunities for marketing wheat in our area. All wheat growers in our region should plan to attend and learn about management options for quality reducing diseases of wheat and the future outlook of the local wheat market. Light refreshments will be served courtesy of Murray Brothers Seed, Eddie Mercer Agri-Services, and Syngenta AgriPro seeds.

**Time:** 6:00-9:00 pm

**Location:** Harrington, DE; Delaware State Fairgrounds; Exhibit Hall

**Credits:** DE Pesticide (1); MD Pesticide (4); MD Nut. Management (1); CCA (1.5PM, .5CM, 1.5PD)

### Program Agenda

**The Agronomics Behind Wheat Quality.** *Jennifer Vonderwell, Cereal Grains Breeder, Syngenta*

**Fusarium head blight and glume blotch Overview.** *Dr. Nathan Kleczewski, Extension Plant Pathologist, UD*

**Sampling techniques and grain storage for minimizing grain quality issues.** *Dr. Carlos Campabadal. IGP Outreach Specialist, Kansas State University*

**Buying Local Wheat-What Delaware and Maryland Growers Need to Know.** *John Ade, Sr. Vice President of North American Grain, Perdue Agribusiness*

**Prospective from the Milling Industry** *Justeen Koehler, Commercial Manager, ADM, Camp Hill, PA*

**Wheat Marketing-What's in Store for the Future** *Lee Sproull, Director of Grain Marketing, Mountaire Farms*

**Roundtable Discussion Q & A Session:** *Bill Hostetter, Grain Merchandiser, Hostetter Grain Inc., Mark Sultenfuss, Nagel Farm Service, Inc., John Ade, Sr. Vice President of North American Grain, Perdue Agribusiness, Lee Sproull, Director of Grain Marketing, Mountaire Farms, & Justeen Koehler, Commercial Manager, ADM*

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