

For Immediate Release: March 21, 2019

Agricultural Economist Joins IGP Institute

Guy H. Allen to lead the grain purchasing and risk management trainings.

MANHATTAN, Kansas – With more than 25 years of industry experience in international commodities trading and marketing supply chains, Guy H. Allen has been hired as the senior agricultural economist for the IGP Institute. Allen is set to start his position at the IGP Institute on March 25, 2019.

“Guy brings a wealth of knowledge and an understanding of a number of different global markets,” says Gordon Smith, IGP Institute director and head of the grain science and industry department. “He also has an extensive history of teaching and is the perfect fit for this position.”

In this role, Allen will lead the IGP Institute grain marketing and risk management curriculum. Along with teaching on-site and on location courses, Allen will serve as an outreach specialist where he will host teams and engage with IGP Institute stakeholders. He will also work to identify research opportunities and collaborate with other grain science and industry faculty to support their teaching efforts. In all that he does, Allen will work to continue to create a preference for U.S. commodities.

“I am excited to be returning to North America, and for the opportunity to promote U.S. grains and oilseeds internationally,” Allen says.

Prior to joining the IGP Institute, Allen served as a founding director, company principal for Advance Trading AustralAsia providing risk management, consultant and commodities brokerage services within Australia and the Asia Pacific regions. Allen maintains a family connection with production agriculture, and has deep history of grain trading and merchandizing experience. More recently, Allen has worked to establish supply chains across for a range of commodities into Asia and China. He also has experience in implementation of integrated commodity management and accounting systems.

Smith says, “Guy lives the world of grain trading and understands the economics of moving grain and grain quality. He will be a great addition to our department and the IGP Institute team.”

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