

ORLEN GRUNEWALD

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EDUCATIONAL BACKGROUND:

<u>Date</u>	<u>Degree</u>	<u>Major</u>	<u>Institution</u>
1973	BA	Regional Planning	Univ. of Wisconsin-Green Bay
1975	MS	Agricultural Economics	University of Kentucky
1980	PhD	Agricultural Economics	University of Kentucky

PROFESSIONAL EXPERIENCE:

Professor, Agricultural Economist, Kansas State University
Interest Areas: Agribusiness Management and Marketing

Teaching Responsibility: 70 percent

Food and Agribusiness Management, AGECE 318. This is an undergraduate course focusing on an introduction to the study of accounting plus marketing, production, financial, and personnel management in agribusiness firms. A major portion of the course focuses on experiential learning through case analyses. 3 credits, Fall 1996, 1997, Spring 1999, Fall and Spring 1998, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013.

Commodity Futures, AGECE 420. This is an undergraduate course focusing on an introduction to the study of futures markets, basis, hedging, options, and commodity marketing plans. 3 credits. Spring 2009, 2010, 2011, 2012, 2013.

Introduction to Computer Decision Tools in Agribusiness, AGECE 701. This is a graduate course in the Master of Agribusiness program that covers agribusiness decision-making using Microsoft Excel. 1 credit. Spring 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013

Computer Decision Tools in Agricultural Economics and Agribusiness, AGECE 115. This is an undergraduate course that teaches data analysis using Microsoft Excel. 2 credits. Fall 2012,

Advising Responsibility: 10 percent

Student Advising. Assist students in selecting courses, completing program of studies, and career guidance. Advised 16 undergraduate students in 2013.

Research Responsibility: 10 percent

Developed a research umbrella project in agribusiness management and marketing entitled, "Structural Change in Agriculture and Food Supply Chains"

Objectives include:

1. Investigate the structural efficiency of agricultural producers and agribusinesses in the supply chain.
2. Investigate entrepreneurship and integration in agri-food supply chains to understand the innovation processes that shape the supply chains.
3. Identify key success factors in value added enterprises.
4. Create a series of educational modules based in applied research on value added agriculture.
5. Develop Commercialization Protocols to Facilitate Producer Participation in Wealth-Creation Value-Adding Initiatives.

Service Responsibility: 10 percent

Advisor to Kansas State Water Polo Club Athletic Team. 2007, 2008, 2009, 2010

Kansas State University Undergraduate General Education Council Committee. 2006, 2007, 2008, 2009, 2010.

Department of Agricultural Economics Awards Nomination Committee. 2007, 2008, 2009, 2010, 2011, 2012

Department of Agricultural Economics and College of Agriculture Scholarship Committee. 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013.

Department of Agricultural Economics Undergraduate Committee. 2010, 2011

National Agri-Marketing Association Club Advisor and Marketing Team Coach. 1995, 1996, 1997, 1998, 1999, 2000, 2001.

College of Agriculture Academic Standards Committee. 2000, 2001.

January 2000- Present, Professor, Agricultural Economist, Kansas State University
Interest Areas: Agribusiness Management and Marketing

Agri-Marketing Team, AGEC 441. Course preparing the Kansas Agri-Marketing Team for national competition in developing and presenting a marketing plan. 0-1 credit, Fall & Spring 1996, 1997, 1998, 1999, 2000.

Sabbatical

July 1999-December 1999. Visiting Professor at New Mexico State University. Wrote textbook entitled, *Introduction to Food and Agribusiness Management* which is under consideration for publication by Prentice Hall.

July 1978-June 1995, Associate Professor, Agricultural Economist, Kansas State University
Teaching and Advising Responsibility: 5-tenths time

Computer Applications in Agricultural Economics and Agribusiness, AGEC 490. This is an undergraduate course covering computer applications in agricultural economics and agribusiness using Excel. 2 credits, Fall 1998, Spring 2000, 2001, Spring and Fall 2002, 2003.

Commodity Futures Markets, AGEC 420. 2 credits, Spring 1992, 1993, 1994, 1995.

Livestock and Meat Marketing, AGEC 421. 3 credits, Spring 1988, 1989, 1990, 1991 and 2 credits, Spring 1992, 1993, 1994, 1995, 1996, 1997.

Agribusiness Marketing, AGEC 515. This is an undergraduate course covering a broad view of agribusiness marketing emphasizing the study of consumer needs, attitudes, and behavior in product development and marketing; however, it also covers production, processing, manufacturing, and distribution, to give a understanding of how these activities are coordinated. A major portion of the course focuses on marketing communication and the development of case analyses and a marketing plan. 3 credits, Fall 1996, 2000, Spring 1997, 1998, 1999, 2000, Fall 2000, 2001, Fall 2002, Fall 2003, Fall and Spring 2004, Spring 2005, Fall and Spring 2006, Spring 2007, Spring 2008.

Commodity Futures/Options Seminar, AGEC 641. This is an undergraduate/graduate course designed to introduce students to the theory and practice of trading commodity futures and options. 2 credits, Spring 1992.

Undergraduate Student Advising, Assist students in selecting courses, completing program of study, and career guidance. Advised 16 students in 1988, 15 in 1989, 19 in 1990, 22 in 1991, 20 in 1992, 17 in 1993, and 27 in 1994.

Research Responsibility: 5 tenths time

Project W-177 - Domestic and International Marketing Strategies for United States Beef, 1996.

Objective: Identify and evaluate recent changes in meat consumption patterns in relation to consumer characteristics, product attributes, and market information flow in the production and distribution channels to guide beef merchandising strategies, beef production, and product development. 1988, 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996.

Served as Chairman: 1992, 1993, 1994.

Served as Secretary: 1988, 1989, 1990, 1991.

Service Responsibility

Member, Extension Review Committee, Department of Agricultural Economics. 1996.

Chairman, Scholarship Committee, Department of Agricultural Economics, 1988, 1989, 1990, 1991, 1992, 1993, 1994, 1995.

Member, Scholarship Committee, College of Agricultural, 1988, 1989, 1992, 1993, 1994, 1995.

Chairman, Scholarship Committee, College of Agriculture, 1990, 1991.

Member, Undergraduate Program Committee, Department of Agricultural Economics 1989, 1994.

Member, General Agricultural Economics Examination, Department of Agricultural Economics, 1993.

Member, Awards Nomination Committee, Department of Agricultural Economics, 1989, 1990, 1991, 1993, 1994.

Member, Graduate School Committee for Kaela Mulenga Grievance, 1990.

June - July 1993, Cattle Market Researcher, Cattle-Fax, Englewood, Colorado.

July 1987-June 1988, Visiting Associate Professor, Agricultural Economist, University of Arizona. Sabbatical year.

July 1984-June 1987, Associate Professor, Agricultural Economist, Kansas State University.

Teaching and Advising Responsibility: 5 tenths time July 1985 - June 1987, 4 tenths time, July 1984-June 1985.

Livestock and Meat Marketing, AGECE 521. 3 credits, Spring 1985, 1986, 1987.

Commodity Futures Markets, AGECE 522. 3 credits, Spring 1985, 1986, 1987.

U.S. Grain Marketing System Short Course. Half-day session on development, role of grain exchange, basis, hedging by elevatory operators and merchandisers for international grain buyers and users. Participated April and July 1985.

Telenet Short Course AGECE 541, taught course with Bill Tierney on commodity marketing. 1 credit, Second half of Spring 1985.

Ag In The Classroom, taught agricultural economics portion of course with Bill Tierney to high school teachers on how to incorporate agricultural economics material into the classroom. 2 credit course, June 1985.

Undergraduate Student Advising, Advised 5 students in 1984, 21 in 1985 and 27 in 1996.

Research Responsibility: 5 tenths time

Project W-177 - Domestic and International Marketing Strategies for United States, Joined project April 1987.

Objective 1. To analyze characteristics or attributes affecting preferences for beef.

Objective 2. To analyze the impact of tariff and nontariff barriers and institutional constraints on domestic and international beef trade.

Extension Responsibility: 1 tenth time

I served as a livestock marketing specialist providing livestock outlook information to agricultural extension specialists which was used in monthly telenet sessions, on radio and television shows, and was disseminated through extension to Kansas newspapers and magazines. In addition, I fielded telephone calls from county agents, farmers, and reporters on cattle and hog price outlook. I worked with farmers to teach them how to establish effective marketing plans.

Resource Person, Agricultural Working Group, Formed by Governor John Carlin September 1982 to make recommendations on formulating long term agricultural policy. 1985.

Service Responsibility

Member, Undergraduate Program Committee, Department of Agricultural Economics 1985, 1986.

Member, Awards Nomination Committee, Department of Agricultural Economics, 1986.

Member, Department of Agricultural Economics Sounding Board, Developed the evaluation forms for the department, 1985.

Member, Agriculture and Liberal Arts Program, Joint Committee Colleges of Agriculture and Arts and Sciences, 1985, 1986, and 1987.

July 1981-June 1984, Assistant Professor, Agricultural Economist, Kansas State University.

Teaching Responsibility: 4 tenths time

Livestock and Meat Marketing, AGEC 521. 3 credits, Spring 1982, 1983, 1984.

Commodity Futures Markets, AGEC 522. 3 credits, Spring 1982, 1983, 1984.

U.S. Grains Marketing System Short Course, Participated 3 times annually in 1982, 1983, 1984.

Research Responsibility: 5 tenths time

Conducted research under Project Number H-948, "Improving Systems of Marketing Red Meats."

Extension Responsibility: 1 tenth time

Conducted on extension grain marketing program focusing attention on price outlook for soybeans, corn, grain sorghum and wheat.

Resource Person, Agricultural Working Group, 1982, 1983, and 1984.

Service Responsibility

Member, Undergraduate Program Committee, Department of Agricultural Economics, 1981, 1982, 1983.

Member, Steering Committee, Establishment of separate departments in Economics and Agricultural Economics, 1994.

November, 1979 - June, 1981, Assistant Professor, Extension Agricultural Economist, Kansas State University.

Extension Responsibility: 10-tenths time

Conducted an extension grain marketing program focusing attention on price outlook for soybeans, corn, grain sorghum and wheat. Extension programs involved instruction in the use of various grain marketing alternatives.

Taught the grain marketing section to AGECE 101, Short Course in Agricultural Economics, 2 credits, Spring semester. The general course objective was to provide operating farmers with improved business management tools. Practical concepts of grain marketing to the farm business situation of the enrollees were made.

July 1977-October 1979, Research Assistant, Department of Agricultural Economics, University of Kentucky. 5 tenths time.

January 1976-December 1977, Research Associate, Department of Agricultural Economics, University of Kentucky. 10 tenths time.

August 1973-December 1975, Research Assistant, Department of Agricultural Economics, University of Kentucky. 5 tenths time.

GRANTS:

Orlen Grunewald and Karen Penner. KAES/CES Social Science Grant. Proposal entitled "Analysis of Consumer Preference and Meat Processor Development of HACCP Systems." \$19,420. July 1, 1995 to June 30, 1996.

Orlen Grunewald. Agricultural Alumni Association and the American Meat Institute Grant. Grant covered travel, hotel, and registration for 13 students plus myself to attend the American Meat Institute Convention & Exposition in San Francisco, California, September 28-October 2, 1994.

Orlen Grunewald. Agricultural Alumni Association and the American Meat Institute Grant. Grant covered travel, hotel, and registration for 13 students plus myself to attend the American Meat Institute Convention & Exposition in Chicago, Illinois, October 6-10, 1993.

Orlen Grunewald. Received grant titled, "Enhancing the Agribusiness Experience of Agricultural Economics Faculty," to spend June-July, 1993 working at Cattle-Fax in Englewood, Colorado. I was one of six faculty members in the Department of Agricultural Economics receiving the grant from Arlo Biere and Marc Johnson, project directors. The grant was funded by Cooperative State Research Service, U.S. Department of Agriculture, \$43,991 total over 1991-93.

Gary Brester and Orlen Grunewald. Food and Agricultural Sciences National Needs Graduate Fellowship Program. Cooperative State Research Service, U.S. Department of Agriculture. \$108,000 over 1993-96 to fund the Ph.D. programs of Laura Cockerham and Nicole Klein in the area of food marketing.

Barry K. Goodwin and Orlen C. Grunewald. Food and Agricultural Sciences National Needs Graduate Fellowship Program. Cooperative State Research Service, U.S. Department of Agriculture. \$96,000 over 1991-93 to fund the Ph.D. programs of Terry Kastens and Lisa Offenbach in the area of food marketing.

Orlen Grunewald. Agricultural Alumni Association and the American Meat Institute Grant. Grant covered travel, hotel, and American Meat Institute Convention & Exposition in Chicago, Illinois, October 16-20, 1991.

Tom Brink and Orlen Grunewald. "A Global Assessment of Livestock and Meat Exports." Livestock and Meat Industry Council, Kansas State University, 1985 and 1986, \$16,416.

FACULTY DEVELOPMENT AND AWARDS:

Southern Agricultural Economics Association, Editorial Board of the *Journal of Agricultural and Applied Economics*, 1993, 1994, 1995, 1996.

International Agribusiness Management Association, Internship Committee, 1991, 1992.

Participant, The Agribusiness Seminar, Harvard Business School Executive Education. January 4-8, 1992.

American Council on Consumer Interests
International Committee, 1990.

Western Agricultural Economics Association
Outstanding Masters Thesis Award Committee, 1989.

American Agricultural Economics Association
Advisory Council Member of AAEA
Magazine--*Choices*, 1985, 1986, 1987, 1988

Presidential Lecturer, Kansas State University, 1986.

Summer Internship Program, Chicago Board of Trade, Chicago, Illinois, Summer 1983.

Nominee, Outstanding Master's Program Award, American Agricultural Economics Association, 1976.

Magna Cum Laude, University of Wisconsin-Green Bay, 1973.

SUPERVISED THESES:

Brink, John Thomas. "Japan's Imported Beef Market: A Characterization of Loyalty Toward Individual Suppliers and Assessment of Competition Among Suppliers," M.S. thesis, Kansas State University, Manhattan, Kansas, 1987.

Andersen, Geoffrey Robert. "The Impact of Published Expectations of U.S.D.A. Cattle on Feed Numbers on Live Cattle Futures Markets," M.S. thesis, Kansas State University, Manhattan, KS 1987.

Foote, Scott. "An Employee Handbook and Management Plan for Hoxie Feedyard." MAB. Thesis, Kansas State University, Manhattan, Kansas 2004.

Langemeier, Scott A. "Agricultural Commodity Options: An Evaluation of Performance in Routine Live Cattle Hedges," M.S. thesis, Kansas State University, Manhattan, Kansas, 1987.

Nelson, Leiann Heid. "Economic Analysis of Early Weaning for Dairy Calves Using Prestarter and Varied Milk Sources in California, Kansas, and Wisconsin," M.S. thesis, Kansas State University, Manhattan, Kansas, 1984.

Holaday, Darrell D. "An Econometric Model to Predict the Live Cattle Basis at Three Different Locations in the United States," M.S. thesis, Kansas State University, Manhattan, Kansas, 1984.

PUBLICATIONS:

Textbook

Baker, Gregory A., Orlen Grunewald, and William D. Gorman. *Introduction to Food and Agribusiness Management*. Upper Saddle River, New Jersey: Prentice Hall, 2002.

Journal Articles

Bryan Schurle, Jeri Stroade, and Orlen Grunewald. "Using Computer-Generated Modules to Integrate Computer Applications throughout a Curriculum." *NACTA Journal*, 48(3, September 2004):25-29.

Lisa T. Ford, Karen P. Penner, and Orlen Grunewald. "Consumer Perceptions of HACCP and the Price of Meat. Dairy, Food and Environmental Sanitation. 18(10, November 1998):735-741.

Ralph Bierlen and Orlen Grunewald. "Price Incentives for Commercial Fresh Tomatoes." Journal of Agricultural and Applied Economics. 27(1, July 1995):138-148.

David J. Faulds, Orlen Grunewald, and Denise Johnson. "A Cross-Sectional Investigation of the Relationship Between the Price and Quality of Consumer Products: 1970-1990," Journal of Global Marketing, 8(1, Fall 1994):7-26.

Orlen Grunewald and David J. Faulds. "Product Test Data for Processed Foods: An Analysis of Brand Label," Journal of Food Products Marketing, 1(2):3-22,1993.

Orlen Grunewald, David J. Faulds, and Mark S. McNulty. "Agglomeration in Quality Space--Revisited," The Journal of Industrial Economics, 41(2):205-214, June 1993.

Orlen Grunewald, Mark S. McNulty, and Arlo W. Biere. "Live Cattle Futures Response to Cattle on Feed Reports," American Journal of Agricultural Economics, 75(1):131-137, February 1993.

David J. Faulds and Orlen Grunewald. "An Empirical Analysis of Brand Label, Product Quality, and Package Size as Determinants of Unit Price for Frequently Purchased Consumer Packaged Goods," Southwest Business Review, 2(2):13-26, Fall 1992.

Ted C. Schroeder, Orlen C. Grunewald, Scott A. Langemeier, and Del M. Allen. "An Analysis of Live Cattle Option Hedging Strategies," Agribusiness: An International Journal, 5(2):153-168, March 1989.

Charles D. Lambert, Mark S. McNulty, Orlen C. Grunewald, and Larry R. Corah. "An Analysis of Feeder Cattle Price Differentials," Agribusiness: An International Journal, 5(1):9-23, January 1989.

Ted C. Schroeder, James Mintert, Frank Brazle, and Orlen C. Grunewald. "Feeder Cattle Prices: The Impact of Physical Characteristics," Journal of the American Society of Farm Managers and Rural Appraisers, 52(2):35-41, October 1988.

Ted C. Schroeder, James Mintert, Frank Brazle, and Orlen Grunewald. "Factors Affecting Feeder Cattle Price Differentials," Western Journal of Agricultural Economics, 13(1):71-81, July 1988.

Barry W. Bobst, Orlen C. Grunewald, and J.T. Davis. "Efficient Cash and Hedged Enterprise Combinations in Feeder Calf Backgrounding Operations," Southern Journal of Agricultural Economics, 14(2):105-110, December 1982.

Alan Randall, Orlen Grunewald, Sue Johnson, Richard Ausness and Angelow Pagoulatos. "Reclaiming Coal Surface Mines in Central Appalachia: A Case Study of the Benefits and Costs," Land Economics, 54(4):472-89, November 1978.

O.C. Grunewald, C.T. Haan, David L. Debertin, and D.I. Carey. "Rural Residential Water Demand: An Econometric and Simulation Analysis," Water Resources Bulletin, 12(5):951-61, October 1976.

Magazines

J. Tom Brink and Orlen C. Grunewald. "What Exports Mean to U.S. Cattlemen," National Cattlemen, 4(3):46-48, January 1989.

C. Lambert, O. Grunewald, P. Kelley, B. Flinchbaugh and J. Hajda. "The National Agricultural Policy Commission Act," Choices, 2nd qt. 1987. pgs. 30-31.

Nita Effertz, Associate Editor, wrote "Ten Ways to Better Feeder-Cattle Prices" based entirely upon the extension bulletin by Lambert, Corah, and Grunewald in the "Beef Extra" section of the Farm Journal, pages Beef-9 to Beef-13, September 1983.

Technical and Research Reports

Cattle-Fax. June 1993. "Analysis and Impact : Winter, 1992/93 Retail Beef Partnering Program," prepared for Beef Industry Council and State Beef Councils, Principal contributors were Tom Brink, Shawn Walter, Nancy Ditman, and Orlen Grunewald.

Ted Schroeder, James Mintert, Frank Brazle, and Orlen Grunewald. "Feeder Cattle and Cow Price Differentials at Kansas Cattle Auctions Fall 1986 and Spring 1987," Contribution No. 88-371-S from the Kansas Agricultural Experiment Station, Manhattan, Kansas, Report of Progress 547, June 1988.

Alan Randall, Orlen Grunewald, Angelos Pagoulatos, Sue Johnson and Richard Ausness. "Estimating Environmental Damages from Surface Mining of Coal in Appalachia: A Case Study," Environmental Protection Agency, Technology Series, EPA - 600/2-78-003, January, 1978.

O.C. Grunewald, C.T. Haan, David L. Debertin and D.I. Carey. "Rural Residential Water Demand in Kentucky: An Econometric and Simulation Analysis," Research Report No. 88, University of Kentucky, Water Resource Institute, Lexington, KY, December 1975.

Alan Randall, Angelos Pagoulatos, Orlen Grunewald, Sue Johnson and Richard Ausness. "The Benefits from Surface Mine Reclamation in the Watershed of the North Fork, Kentucky River," Research Report No. 31, University of Kentucky, College of Agriculture, Lexington, KY, 1978.

Orlen Grunewald and David L. Debertin. "Rural Residential Water Demand in Kentucky," Research Report No. 32, University of Kentucky, College of Agriculture, Lexington, KY, 1978.

Extension Publications

James R. Mintert, Frank K. Brazle, Ted C. Schroeder, and Orlen Grunewald. "Factors Affecting Auction Prices of Feeder Cattle," Publication C-697 of the Cooperative Extension Service, Manhattan, Kansas, September 1988.

Cathryn A. Bandyk, Lianne H. Nelson, Orlen C. Grunewald, James L. Morrill, Jr., and Donald B. Erickson. "Economic Analysis of Early Weaning for Dairy Calves Using Prestarter, Starter and Various Milk Sources in California, Kansas and Wisconsin." Publication No. MF-818 of the Cooperative Extension Service, Manhattan, Kansas, November 1986.

Chuck Lambert, Larry Corah, and Orlen Grunewald. "Factors Affecting Prices of Calves and Yearlings in Kansas," Cooperative Extension Service, Kansas State University, Manhattan, Kansas, January 1983.

Proceedings, Symposiums, and Staff Papers

- Drysdale, Krystal and Orlen Grunewald. "Integrating Web-based Students Response Systems in the Classroom: A case study of Top Hat Monocle in a Commodity Futures Course." Presented at the North American Colleges and Teachers of Agriculture Annual Conference, June 25 – 28, 2013, Virginia Tech University, Blacksburg, Virginia.
- Andreu, Monica Lopez and Orlen Grunewald. "Sources of Inefficiency in Kansas Farms." Selected Paper prepared for presentation at the Southern Agricultural Economics Association Annual Meetings, Orlando, Florida, February 5-8, 2006.
- Andreu, Monica Lopez, Allen M. Featherstone, Michael R. Langemeier, and Orlen Grunewald. "Impact of Financial Variables on Production in Kansas Farms Efficiency." Selected Paper prepared for presentation at the American Agricultural Economics Association Annual Meetings, Long Beach, California, July 23-26, 2006.
- Grunewald, Orlen, Monica Lopez Andreu, Allen M. Featherstone, and Michael R. Langemeier. "Farm Efficiencies." Risk and Profit Conference and Trade Show, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, August 17-18, 2006.
- Grunewald, Orlen. "Introduction to Grid Pricing." Risk and Profit Conference and Trade Show, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, August 19-20, 2004.
- Grunewald, Orlen. "Tyson-IBP Merger." Risk and Profit Conference and Trade Show, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, August 2002.
- Lisa T. Ford, Karen P. Penner, and Orlen Grunewald. "Consumer Perceptions and the Price of Meat. Poster session entitled Changing Strategies, Changing Behavior: What Food Safety Communicators Need to Know. USDA/FDA/CDC Conference, Washington, D.C. 1997.
- Christopher L. Seib and Orlen Grunewald. "Food Safety Perceptions of Ground Beef Consumers," Honors Project Report, Department of Agricultural Economics, Kansas State University, Manhattan, Kansas, 1996.
- Orlen Grunewald and David J. Faulds. "Food Product Positioning." Paper presented at the Annual Meeting of the Southern Agricultural Economics Association. New Orleans, Louisiana, January 1995 and abstracted in Journal of Agricultural and Applied Economics. 27(1, July 1995):332.
- Cattle-Fax. "Discussion of Proposals to Change the Cattle on Feed Report." Prepared by Orlen Grunewald for presentation to the Marketing Committee at the Mid-Year Conference of the National Cattlemen's Association, Denver, Colorado, August 8, 1993.
- Ralph Bierlen and Orlen Grunewald. "Price Incentives for Commercial Fresh Tomatoes," Paper presented at the American Agricultural Economics Association annual meeting, August 1-4, 1993, Orlando, Florida. Abstracted in AJAE 75(December 1993):1317.
- Orlen Grunewald and Bill Tierney. "Student Commodity Pools as an Experiential Learning Method," Organized Symposium at the Annual Meeting of the Southern Agricultural Economics Association, January 30 - February 3, 1993, Tulsa, Oklahoma.
- Orlen Grunewald, Mark S. McNulty and Arlo W. Biere. "Future Market Reaction to Cattle on Feed Reports." Contribution 92-38-D from the Kansas Agricultural Experiment Station, Manhattan, Kansas, No. 92-3, July 1991, paper presented at the American Agricultural Economics Association annual meeting, August 4-7, 1991, Manhattan, Kansas and abstracted in the AJAE 73(5):December 1991.

- Orlen Grunewald and David J. Faulds. "Product Quality and Value for Processed Foods." Paper presented at the 1990 American Agricultural Economics Association Annual Meeting, Vancouver, British Columbia, Canada, August 4-8, 1990.
- Orlen Grunewald and David J. Faulds. "The Price-Quality Relationship for Food and Household Goods." Paper presented at the 1990 Northeastern Agricultural and Resource Economics Annual Meeting, Truro, Nova Scotia, Canada, June 18-20, 1990.
- David J. Faulds, James Schmithammer, and Orlen Grunewald. "An Empirical Analysis of Brand Label, Unit Price, and Package Size as Determinants of Product Value for Frequently Purchased Consumer Packaged Goods: Preliminary Results," 1989 Academy of Marketing Science Annual Conference, May 17-20, 1989, Orlando, Florida.
- Ted Schroeder, James Mintert, Frank Brazle, and Orlen Grunewald. "Characteristics Affecting Feeder Cattle Prices in Kansas," Contribution No. 87-473-D from the Kansas Agricultural Experiment Station, Manhattan, Kansas, No. 87-6, June 1987, (paper presented at the SJAЕ annual meeting, February 1988, and abstracted in the SJAЕ 20(1):208, July 1988.
- F.K. Brazel, J. Mintert, T. Schroeder, and O. Grunewald. "Price Differentials in Kansas Feeder Cattle Auction Markets," Journal of Animal Science, Supplement 1, 66(1988):118.
- Frank Brazel, James Mintert, Ted Schroeder, and Orlen Grunewald. "The Effect of Physical Characteristics on the Price of Stocker and Feeder Cattle," Seventy-Fifth Annual Cattlemen's Day, Report of Progress 539, Agricultural Experiment Station, Kansas State University, Manhattan, Kansas, March 1988 pages 65-70.
- Frank Brazel, James Mintert, Ted Schroeder, and Orlen Grunewald. "The Effect of Physical Characteristics on Cow Price Differentials in Kansas," Seventy-Fifth Annual Cattlemen's Day, Report of Progress 539, Agricultural Experiment Station, Kansas State University, Manhattan, Kansas, March 1988 pages 71-76.
- Cathryn Bandyk, Leiann Nelson, Orlen Grunewald, John Morrill, and Don Erickson. "Economic Analysis of Early Weaning for Dairy Calves Using Prestarter and Varied Milk Sources in California, Kansas, and Wisconsin," contribution number 86-277-E from the Kansas Agricultural Experiment Station, Kansas State University, Manhattan, Kansas 1985.
- Darrel Holaday, Orlen Grunewald, Charles Lambert and Cathryn Bandyk. "An Econometric Model to Predict the Live Cattle Basis at Three Different Locations in the U.S.," contribution number 82-202-D from the Kansas Agricultural Experiment Station, Kansas State University, Manhattan, Kansas 1985.
- Orlen Grunewald. "Introduction to Commodity Futures Marketing," Department of Agricultural Economics, Kansas State University, Prepared for the International Grains Program, March 1985, Spanish version also available.
- Cathryn A. Bandyk and Orlen Grunewald. "Survey of Stocker Cattle Producers," contribution number 84-414-D from the Kansas Agricultural Experiment Station, Kansas State University, Manhattan, Kansas 1984.
- Barry W. Bobst, Orlen C. Grunewald, and J.T. Davis. "Efficient Cash and Hedged Enterprise Combinations in Feeder Calf Backgrounding Operations," paper presented at SJAЕ Meeting, Orlando, Florida, February 3-5, 1981.
- David J. Faulds and Orlen C. Grunewald. "Perceptual Mapping of Consumer Preferences for the Location of Fast Food Restaurants," in Retail Patronage Theory, 1981 Workshop Proceedings, edited by Robert F. Lusch and William R. Darden, Lake Placid, NY, May 14-17, 1981.

- David J. Faulds and Orlen Grunewald. "Consumer Perceptions of Desirable Location Characteristics for Fast-Food Restaurants: A Factor Analysis," presented at the WAEA meeting, New Mexico State University, Las Cruces, NM, July 20-22, 1980.
- Alan Randall, Angelos Pagoulatos, Orlen Grunewald, and Sue Johnson. "Benefits and Costs of Surface Mine Reclamation in Central Appalachia: A Case Study." Staff Paper No. 50, August, 1977 presented at the AAEA meeting, San Diego, CA, and abstracted in AJAE 59(5):1105, December, 1977.
- O.C. Grunewald, David L. Debertin, and C.T. Haan. "The Impact of Rural Residential Water Demand on Reservoir Size Requirements: An Econometric and Simulation Analysis," Staff Paper No. 32, August, 1976, presented at the AAEA meeting, Pennsylvania State University and abstracted in AJAE, 58(5):1020, December, 1976.
- Lynn Robbins, Harold Love, Marion Simon and Orlen Grunewald. "Management Audit and Analysis of Thompson's IGA Foodliner." Staff Paper No. 55, Montgomery Foods, Inc., Mt. Sterling, KY, October, 1977.
- Orlen Grunewald, Angelos Pagoulatos, David L. Debertin and Alan Randall. "The Hydrologic Impact of Surface Mining on an Appalachian Mountain Watershed." Staff Paper No. 77, October 1978.
- Alan Randall, Angelos Pagoulatos and Orlen Grunewald. "Benefits and Costs of Land Reclamation in the Central Appalachia Coalfields." Proceedings of the International Congress for Energy and the Ecosystem, Pergamon Press, Oxford, 1978.
- C.T. Haan, D.I. Carey and O.C. Grunewald. "Water Conservation Via a Variable Pricing Mechanism," Effects of Urbanization and Industrialization on the Hydrological Regime and Water Quality Symposium, IAHS-AISH Publication No. 123, Amsterdam, 1977.