

# **AT THE CROSSROADS: 'A PARADIGM DEFINING BATTLE IN COMMODITIES'**

**The only Winter/Spring *Outlook* presentation:**

*Wednesday, March 21  
Cedar Falls, Iowa*

## ***THE MARKETPLACE CONTINUES TO REVEAL WHAT THE 2016 ELECTION MEANS FOR 2018 AND BEYOND!***

- ↳ It was widely claimed “*Nobody* saw the 2016 election revolution coming.” However, Glen Ring did – issuing warnings in person and in his newsletter. Even before the 2008 election, Glen warned it would mark the *start* of a series of repudiation events – likely, if history held true, culminating with 2016 being the “Granddaddy of repudiation events!” (An understatement!?!)
- ⇒ Key to Glen’s analysis is his *Cycle of Man*. This is a pattern that has run in the marketplace – *since organized commerce began*. The 2016 election fit – but didn’t – the historical pattern. So, as Glen had projected – *and the past year has shown* – *this time is different!*
- ↗ Interestingly, this is the exact quote prepared for *Outlook Meetings* in 2015, “History has shown, to make the masses believe (following 2008 tops) – *that this time is truly different* – many markets recovered farther and longer than almost any in modern history. Some lasted into 2011 – coffee, sugar, *commodity indexes, cotton, wheat, soybean oil, gold and silver*; others into 2012 – such as *corn, soybeans and meal*; even a few into 2014 – *hogs, feeder cattle and live cattle*.” So, while the *Cycle of Man* continues, is *this time (within the cycle)* different?
- ↔ As 2018 begins, first optimism, then fear rippled through the marketplace – especially in the stock market – but also through the masses. Uncertainty has replaced blanket optimism. In particular, farmers and the farm press seems to be especially concerned by trade issues. But should they be – or is it a time to *become* optimistic *or* more pessimistic? Again, this much is certain: **Most analysts don't know what is coming and those who contend that they know, are fooling themselves.** What Glen knows is a battle for *major* direction is likely ending.
- ◊ **Glen's view:** It is increasingly clear that the 2016 election triggered a paradigm shift – if the economy *and* the marketplace – *similar* to those tied to the U.S. dollar being allowed to float, Great Russian Grain Robbery, “Carter” embargo, Reagan election, murders of 09-11-2001 and other historical catalysts. All keyed “new normals” in the marketplace.

- ◊ **Bonus segment:** *Track 'N Trade (TNT)* will present how you can monitor and track commodity prices *without a lot of expense and effort* – plus, how *TNT* can have a big impact on your bottom line. (Software Glen regularly employs.)

# **AT THE CROSSROADS:** **A PARADIGM-DEFINING** **BATTLE IN COMMODITIES**

The only scheduled *Outlook Meeting* for the winter-spring 2018 season – *At The Crossroads: A Paradigm-Defining Battle in Commodities* – is a “bonus opportunity.” – Like last year, it will follow a separate event: **A day (8:30 a.m. to 4:00 p.m. CDT) of free training for current users of (and others who are interested in obtaining) the *Track 'n Trade (TNT)* charting software.**

*Back by popular demand*, this day is the result of the good folks at Gecko Charts – the developers and vendors of the *TNT* charting software – responding to requests from common customers (theirs and mine). To those “looking in from the outside,” maybe most striking is *the focus of this event is not sales, but to service existing users and any who might be interested in using the TNT product.*

Also, as was evident in last year’s presentation, the *TNT* group has been striving to produce and upgrade a version *specifically* designed to serve needs of hedgers and/or producers.

**It is understandable if you have cynical thoughts about it not being a sales meeting, but I will again be there to “hold their feet to the fire.”** As a number of attendees are students of the *Market Mastery Workshop (MMW)* series – *and my being a bit of a “mother hen”* – I will be open about sharing my thoughts about the sort of tools that aspiring traders/hedgers are likely to find useful. Also, I believe *people who want to be customers* is a *natural result* of a “service first” philosophy.

So, you should understand that you don’t have to be a current *TNT* customer to attend the training session. The day will be only *lightly* structured and open to covering almost any charting topic. While I will not be the primary presenter for the charting session, I will be available to contribute/respond.

**Preregistration is not required to attend either event – nor do you have to stay for the *Outlook Meeting* to partake in the *TNT* training.** But if you plan to attend, we request that you let us know. (*Keeping costs in line – which preregistration aids – helps to offer such events in the future!*)

**To be clear, I have no formal arrangement with *TNT*.** However, I have long been a user of their product and find them to be extremely responsive to suggested changes and improvements.

In particular, other than charting by hand with pencil (pen – if you aren’t me) and paper, their end-of-day product is the most *cost-effective platform* I have found. Even when I used other software, I kept *TNT* loaded on my computers. (A blizzard and a satellite-fed product emphasized the importance of having backups.) No matter what else I may use, I don’t see a time when I won’t *also* use the *TNT* product. (Even if a good paper chart service was available, the basic *TNT* program would be cheaper!)

Also, although it is an *inexpensive* product, it can do “a lot.” So, if you are at all interested, I urge you to give them a chance to show what it can do *and* how serious they are about providing service.

**If you wish to attend either or both (of the March 21) events – the *TNT* training day (from 8:30 a.m. to 4:00 p.m. CDT and/or *Outlook Meeting* (5:30 p.m. to 9:30 p.m. CDT) – please contact us.**

You can preregister – or get more details – by sending the attached form by fax to 319-277-1997, via e-mail to [dianew@glenring.com](mailto:dianew@glenring.com), by or calling Diane at 319-268-1883.

*To register for the*

# **DEFINING THE PARADIGM**

*market Outlook Meeting, return this form via mail or fax.  
(You may also reserve a spot by sending an e-mail to [dianew@glenring.com](mailto:dianew@glenring.com).)*

Preregistration is *not* required to attend.  
However, it is appreciated as it speeds the process and helps (greatly) with planning.

**For just \$20 (for 1 or 2), you can grab the opportunity  
to listen and learn in person by coming to:**

***Cedar Falls, Iowa – Wednesday, March 21***  
**Clarion Inn University Plaza**

5826 University Ave. (about a mile east from Hwy 58 exit)

**This meeting is scheduled for 5:30 p.m. to 9:30 p.m. CDT**  
(Registration opens at 4:45 p.m.)

**Number planning to attend**

Yes, I/we will make it a full day (with a couple 90 minute breaks)  
by attending the free Track'N Trade charting workshop.  
(Details and more information can be found on a separate sheet.)

**Glen Ring Enterprises, 17924 Sunnydale Rd, Council Bluffs, IA 51503**  
**Fax: 319-277-1997; Phone: 319-268-1883; [dianew@glenring.com](mailto:dianew@glenring.com)**

*There is a risk of loss in futures and options trading.*

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Check enclosed     Pay at the door     Visa/Master Card (circle one)

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*For groups larger  
than two, contact us.*

E-mail\_\_\_\_\_