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6th Edition. Macmillan, New York, 1985. xi + 624 pp. Price:  
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The ninth edition of Marketing of Agricultural Products contains completely updated content, tables, figures, and references including the 1997 Census of Agriculture and Business, as well as Trade data, and U.S. Department of Agriculture studies. It blends marketing and economic theory with real world analytical tools to assist readers in better understanding the food system and making profitable marketing decisions. This edition includes increased treatment of food value-adding and marketing management, including advertising, new product development, sales promotion, pricing, and logistics. For farmers, consumers, or those in food marketing.

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The tenth edition of *Marketing of Agricultural Products* contains completely updated content, tables, figures, and references including the 1997 Census of Agriculture and Business, as well as Trade data, and U.S. Department of Agriculture studies. It blends marketing and economic theory with real world analytical tools to assist readers in better understanding the food system and making profitable marketing decisions. This edition includes increased treatment of food value-adding and marketing management, including advertising, new product development, sales promotion, pricing, and logistics. For farmers, consumers, or those in food marketing.

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The framework of the marketing problem; Food markets and institutions; Prices and marketing costs; Functional and organizational issues; Government and food marketing; Commodity marketing.

As in many other sectors, in agribusiness major changes are taking place. On the demand side, consumers are changing lifestyles, eating and shopping habits, and increasingly are demanding more accommodation of these needs in the supermarket. With regard to

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the supply: the traditional distribution channel dominators - manufacturers of branded consumer products - are trying hard to defend their positions against retailers, who gather and use information about the consumer to streamline their enterprises and strengthen their ties with the consumer. The agricultural producers, meanwhile, face increased regulations with regard to food additives, pesticides, and herbicides. Pressures rise as their business becomes more specialized and capital-intensive than that of their predecessors. Finally, the larger political climate is not so favorable to agriculture, which now has to compete in the global market without significant government support. This title describes and interprets changes in the domain of agriculture and food. The contributors develop the theme of taking an interdisciplinary approach to coping with these changes, using concepts and methods

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developed in general marketing, which are adapted so as to apply to the particular characteristics of the food and agriculture sector. This book is published to honor the distinguished career of Professor Mathew T.G. Meulenberg from Wageningen Agricultural University, on the occasion of his retirement in September 1996. As a scientist, teacher, and advisor to the agribusiness and the government, Professor Meulenberg has made an important contribution to the development of marketing, inside and outside the domain of agriculture.

This textbook addresses the main economic principles required by agricultural economists involved in rural development. The



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principles of 'micro-economics' or 'price-theory' are of relevance to economists everywhere, but this book reinforces the message of their relevance for rural development by explaining the theory in the specific context of the agricultural and food sectors of developing countries. Hypothetical and actual empirical illustrations drawn almost exclusively from such countries distinguish this book from other economic principles texts that draw their examples almost invariably from industrialised countries, and also from books more oriented to the issue of rural development. The first half of the book deals with the underlying principles of production, supply and demand. These are essential tools for the study and management of the agricultural sector and food markets. In the second half, supply and demand are brought together into a chapter of equilibrium and exchange. This is followed by chapters on trade and the theory of

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economic welfare. In the final chapter it is shown that much of the material in the earlier chapters can be combined by agricultural economists into a system for analysing and comparing the effects of alternative agricultural policies. The ability of agricultural economics to provide a consistent framework for the analysis of policy problems thus enables it to make a key contribution to rural development.

Norwood and Lusk provide a fresh approach to marketing and price analysis that speaks to undergraduate students. In addition to providing thorough coverage of core topics, they address exciting developments and emerging areas of research in the field. Friendly and engaging, *Agricultural Marketing and Price Analysis* presents a comprehensive approach to agricultural price analysis, agricultural

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market structures, and agricultural marketing strategies. Unique to this book is the inclusion of the equilibrium displacement model and a chapter on consumer behavior and research. The Meet the Professional feature illustrates how the economic principles covered fit into the careers students will soon enter. End-of-chapter crossword puzzles and study questions assist in learning terminology and test preparation. Succinct and approachable, this text sets the stage for an enjoyable and effective learning experience.

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