

Names commodity research director

LANCASTER — Dean Witter Reynolds' National Commodity Division proudly announces that Robert C Lindon has joined the firm as Director of Commodity Research.

Lindon's background includes a

fundamental approach to the markets, developed through an association with industry and experience in agricultural management, as well as technical expertise in having designed seasonal studies and trading

systems

He comes to Dean Witter Reynolds from The Planning Economics Group, a Boston-based consulting firm. At Planning Economics, he helped develop a technical trading system and commodity fund portfolio, which he marketed to corporate and agriculture hedge programs.

Lindon said he feels the best application of his expertise is in medium- to long-range forecasting and trading strategies. He developed a computerized seasonality evaluation program for price forecasting, while in a previous position with General Foods, a process that was refined for use with extended commercial hedging applications. As senior commodity buyer for General Foods's cash grain and milling products, his responsibilities included cash purchasing strategies and futures hedging activity.

In this capacity as well as in

other positions, he performed his own market analysis. His analysis of commodity trends incorporated price fluctuations in the grain, livestock, and metals markets.

Lindon's analytical expertise complements his broad-based fundamental background, and he maintains rapport with analysts in industry, academia, and government. His involvement in farm financial management allowed him to develop individualized plans for marketing and cash management. Bob has a master's degree in agricultural economics from Southern Illinois University.

"Bob Lindon brings to Dean Witter Reynolds a strong, diversified background," says Arthur Marcus, Director of the Commodity Division. "The Division is proud to have him as an integral part of our team. We look forward to new growth in Commodity Research under his direction."



G. VanDerSchaaf

Weaver names sales manager

NEW HOLLAND — Glen VanDerSchaaf has been appointed district sales manager food service products of Victor F. Weaver, Inc., New Holland.

VanDerSchaaf joins Weaver after eight years of sales and marketing experience with Pierce Food Corp. He is a graduate of Gustavus Adolphus College, Minnesota, where he received a B.A. degree in business administration and a Master's degree in economics from the University of Nebraska.

As district sales manager, VanDerSchaaf will be responsible for directing Weaver Food Service brokers and activities in the eastern United States market area.

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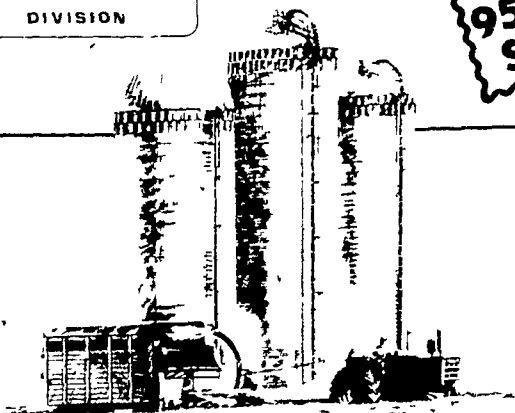
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Philly produce firm has license suspended

PHILADELPHIA — Twin States Marketing Co., Inc., Philadelphia, had its produce trading license suspended effective December 8, 1980, after the firm failed to make records relating to its interstate purchase of fruits and vegetables available to the U.S. Department of Agriculture.

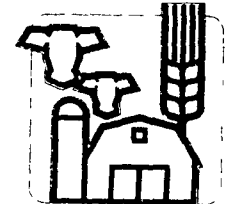
Under PACA, all interstate traders in fresh frozen fruits and vegetables must be licensed by USDA's Agricultural Marketing Service. USDA is authorized to suspend or revoke a trader's license for violating the act.

Charles Brader, marketing official with AMS, said the firm was sent written notice by USDA to produce its records after the numerous shippers had filed

complaints alleging violations of the Act. The firm failed to produce its records within the specified time and thereafter was notified that its license was administratively suspended.

The Twin States license will remain under suspension until the firm allows USDA to examine its records. The firm may not conduct business subject to the act while its license is under suspension.

The firm's officers and major stockholders—David Kaufman and Phyllis Kaufman—may not be employed by or affiliated with any PACA licensee during the suspension period.



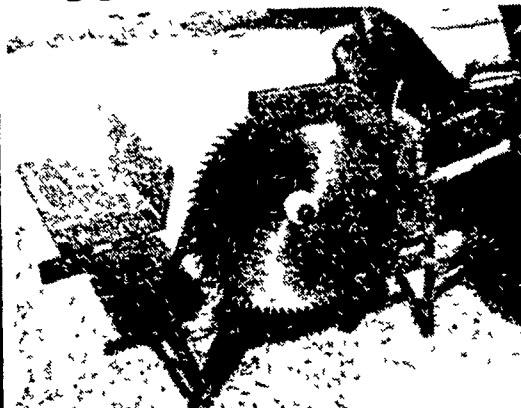
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