

Shippensburg man to participate in Livestock Marketing Outlook

KANSAS CITY, Mo. — Ten Directors of Livestock Marketing Association will take a close look at conditions that will have an impact on livestock marketing in 1982, at the Trade Group's annual meetings, Jan. 14-16.

"Marketing Outlook '82" is a featured part of the meetings, and will be held Jan. 16 at the meeting headquarters, the Riviera Hotel in Las Vegas, Nev. The session will be moderated by veteran industry journalist and LMA communications consultant Charles R. Koch.

Talking about conditions in their region will be these members of LMA's Board of Directors: Urban J. "Shorty" Arnzen, Cottonwood, Idaho; Met Johnson, Cedar City, Utah; Jerry Bales, Huron, S.D.; Joe Hathoot, Texarkana, Texas; Gerald L. "Gary" Hiller, Columbia, Ohio.

Also participating will be Duard Sullivan, Dickson, Tenn.; Wayne

F. Craig, Shippensburg, Pa.; Charles E. Leask, Regina, Saskatchewan; Lex Rutherford, Toronto, Ontario, and Eduardo Christensen, Monterrey, Mexico.

Christensen works for a large Mexican conglomerate that has numerous interests in agriculture. The rest of the directors are veteran livestock marketing businessmen.

"First-hand reports from the people who know marketing and the factors influencing it are the reasons why our annual 'Outlook' session is so popular," LMA President Lemmy Wilson said.

Each director has been asked to report on conditions in his general trade area, including such factors as livestock numbers and movement patterns; the availability and costs of such things as forage, feed and financing; transportation availability and costs; the current regulatory climate, and the marketing

sector; how businesses in the region are doing, what new services are being offered, and other related topics.

"Outlook '82" will follow an address on the general economic climate and its effect on the marketing sector by Economist Sheldon Stahl, former senior economist with the Kansas City Federal Reserve Bank and former deputy governor of the Farm Credit Administration.

Now a private consultant, Stahl is well-known throughout the Midwest for his knowledge of the agricultural economy.

The meetings will also include the installation of LMA's 1982 officers and directors. The agenda also includes meetings of several of LMA's allied and affiliated organizations, including the Livestock Laws Reform Com-

mission and the semi-annual meeting of Livestock Merchandising Institute's Board of Governors.

The five presidents of LMA since it consolidated with the National Livestock Dealers Association in 1976 will also be honored.

USDA reports export sales

WASHINGTON, D.C. — Private exporters reported to the U.S. Department of Agriculture changes in destination from "unknown" to China for 100,000 metric tons of soft red winter wheat for delivery during the second year of the U.S.-China Grain Agreement.

Exports will be made during the 1981-82 marketing year, which runs from June 1 to May 31.

To date, China sales and exports of wheat and corn for delivery during the first agreement year—Jan. 1 to Dec. 31, 1981—total 8,336,200 tons, 7,832,400 tons of

wheat and 503,800 tons of corn.

This includes 2,759,000 tons of wheat and 215,100 tons of corn for the 1980-81 marketing year, and 5,073,400 tons of wheat and 288,700 tons of corn for the 1981-82 marketing year.

China sales for delivery during the second agreement year—Jan. 1 to Dec. 31, 1982—total 2,225,000 tons, 2,195,000 tons of wheat and 30,000 tons of corn.

This includes 1,795,000 tons of wheat and 30,000 tons of corn for the 1981-82 marketing year and 400,000 tons of wheat for the 1982-83 marketing year.

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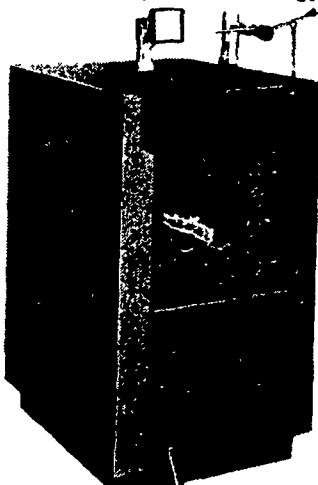
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