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# Proceedings



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# OUTLOOK '88

64th Agricultural Outlook Conference  
 U.S. Department of Agriculture  
 Washington, D.C. Dec. 1-3, 1987

**ANNUAL AGRICULTURAL OUTLOOK CONFERENCE**  
United States Department of Agriculture  
Washington, D.C.



PREFACE

These pages contain the proceedings of the U.S. Department of Agriculture's 64th annual agricultural outlook conference. Included are all papers submitted by those participating in the program and transcriptions of several speeches and panel discussions.

Outlook '88 took place at USDA headquarters in Washington, D.C. on December 1-3, 1987, with about 1,200 people in attendance. More than 70 speakers and panelists took part in 30 sessions. Speakers from agribusiness, agricultural organizations, and foreign governments were well represented.

In addition to the traditional coverage of the outlook for the farm economy and major commodities, rural Americans, and food and nutrition, distinguished speakers discussed prospects for international trade negotiations, export promotion, and current directions in farm and trade policy.

Once again, a separate publication presenting charts used by speakers at the conference, Outlook '88 Charts, has been published. For the first time, audio cassette tapes of all conference sessions are available. See page 535 and following pages for information about the tapes, the chartbook, and other publications of interest.

Recipients of this proceedings will receive preliminary information on next year's conference, Outlook '89, which is scheduled for November 29-December 1, 1988.

For further information, contact Raymond Bridge at (202) 447-5447.

JAMES R. DONALD  
Chairperson,  
Outlook Conference Steering Committee

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# PROGRAM AT A GLANCE

## TUESDAY, DECEMBER 2

### Jefferson Auditorium South Building

- PLENARY**
- 10:30    Opening
- 10:35    1 Keynote Address  
          Economic, Agricultural Outlook
- 12:30    Lunch
- 2 Interational Trade Challenges (1:30-4:00)
- 1:30     Trade Outlook, International Perspective
- 2:45     Farmer, Agribusiness and Private Sector Perspectives
- 4:10     3 International Trade Challenges and U.S. Agriculture  
          (Panel; panelists from session 2)
- 5:00     Adjourn
- 5:15     Reception, Administration Building Ratio

### Jefferson Auditorium, South Building

### Patio, Administration Building

### Room 107, Administration Building

### Room 3501, South Building

## WEDNESDAY, DECEMBER 2

- |                                  |                           |                        |                          |
|----------------------------------|---------------------------|------------------------|--------------------------|
| 8:30    4 Feed Grains            | 10 Cotton                 | 16 Fruit/Vegetables    | 22 Forest Products       |
| 9:45    5 Food Grains            | 11 Sweeteners             | 17 Fruit/Veg. Followup | 23 Cotton Followup       |
| 11:00   6 Generic Certificates   | 12 Nutrition (ends 12:30) | 18 Sweeteners Followup | 24 Tobacco               |
| 12:15    Lunch                   |                           |                        |                          |
| 1:15    7 Livestock              | 13 Grain Followup         | 19 Conservation        | 25 Family Economics      |
| 2:30    8 Meat and Poultry Trade | 14 Oilseeds               | 20 Transportation      | Family Economics (Cont.) |
| 3:45    9 Dairy                  | 15 Oilseeds Followup      | 21 Rural Development   | 26 Food Prices/Marketing |
| 5:00    Adjourn                  |                           |                        |                          |

## THURSDAY, DECEMBER 3

### Jefferson Auditorium

### Patio

- |  |   |
|--|---|
| 8:30    27 Meeting the Challenge:<br>Adapting to World Markets                       | 30 Farm Finance and Credit (8:30-9:35)            |
| 9:35    28 Meeting the Challenge:<br>Farm Export Strategies                          | 30 Farm Finance and Credit (Cont'd.) (9:45-10:30) |
| 10:45   29 Meeting the Challenge: Distinguished Panel on Trade and Policy Directions |   |
| 12:00   Adjourn  |   |