

ILLINOIS DEPARTMENT OF CENTRAL MANAGEMENT SERVICES
CLASS SPECIFICATION

AGRICULTURAL MARKETING REPORTER

POSITION CODE: 00807
Effective: 2-1-83

DISTINGUISHING FEATURES OF WORK:

Under general direction, functions as a specialist in the market reporting of agricultural products, e.g., grain and livestock; contacts representatives in the respective market areas to establish an accurate synopsis of market conditions during trading periods; prepares daily market analysis and price quotations for dissemination locally and nationwide by public and private media; works with agricultural groups to discuss and explain market trends, prices and problems; prepares and maintains various market information, e.g., transportation costs, grade correlations and price quotations.

ILLUSTRATIVE EXAMPLES OF WORK:

1. Prepares the daily, weekly and monthly livestock, e.g., cattle, hog and sheep, market news report; determines weights and grades of livestock according to federal standards; contacts order buyers, commission firms, packing plants and farmers to establish an accurate synopsis of market conditions during trading periods; coordinates market data, e.g., receipts, trends, weights, grades and prices, into the market report; disseminates information via teletype, newspaper and code-a-phone; makes radio broadcasts containing direct (feedlot) market prices, terminal (stockyard) market prices, meat trade prices and futures prices.
2. Inspects, sorts, grades and weighs livestock sold on futures contracts according to federal and contract specifications; trains, bonds and monitors the performance of contractual feeder pig graders; explains grading procedures to judging teams and other interested agricultural groups.
3. Contacts grain dealers, processors and brokers to collect grain data, e.g., price, movement, volume of trade; verifies data collected and coordinates the information into the daily grain market report; collects information from elevator contacts as to the amount of grain in storage; collects feedstuff information on feed ingredients used in formula feeds; releases grain market information on teletype and by radio broadcast; prepares weekly statistical reports on grain, grain stocks and feedstuffs.
4. Provides assistance to shippers of Illinois farm products, e.g., grain, grain products and petroleum, by determining and disseminating the availability of transportation; gathers information from railroad companies, and barge and truck lines concerning barge shortages, rail abandonments, and the availability of truck and rail cars; contacts lines to find out transportation rates, amount of grain movement through locks, the river stage and other navigational information; stays abreast of transportation costs, e.g., insurance, inspection fees and tariffs, in shipping grain products abroad; advises the department on courses of action available to combat freight rate discrimination which would place Illinois producers at a competitive disadvantage.

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5. Prepares grade correlations by looking at livestock on a live basis and determining grades and dressing percentages; reviews the carcass grading results as received from the packing plant to determine the grading accuracy; prepares price correlations of livestock to determine the accuracy and reliability of facts and figures reported; prepares grain, livestock and transportation news for the weekly newsletter.
6. Works with organized agricultural business groups to discuss and explain grain, livestock and transportation trends; meets with cooperators to discuss mutual problems and new methods in marketing, e.g., television auctions of livestock; works with university students in explaining and training how to grade, weigh and inspect livestock.
7. May direct market generalists in analyzing market data and trends, and in learning how to grade and weigh livestock sold on futures; may contact companies to promote Illinois agricultural products and programs.
8. Performs other duties as required or assigned which are reasonably within the scope of the duties enumerated above.

DESIRABLE REQUIREMENTS:

Education and Experience

Requires knowledge, skill and mental development equivalent to the completion of four years of college with coursework in marketing, economics or agriculture.

Requires eighteen months of professional experience in the marketing and/or reporting of agricultural products, e.g., as an Agricultural Marketing Generalist.

Knowledges, Skills and Abilities

Requires thorough knowledge of the procedures employed in determining local market conditions and prices.

Requires thorough knowledge of the federal standards regulating the reporting of market news.

Requires thorough knowledge and understanding of market reporting terminology.

Requires extensive knowledge of market activity at the Chicago Board of Trade/Chicago Mercantile Exchange.

Requires extensive knowledge and familiarity with the trade practices and marketing and distribution channels for farm products.

Requires extensive knowledge of the production and marketing characteristics and problems of agricultural commodities and factors which create price fluctuations and price advantages.

Requires ability to collect, coordinate, analyze and communicate market news information.

Requires ability to discern between accurate and faulty information concerning market quotations and/or grades.

Requires ability to prepare statistical correlations and reports of market activity.

Requires ability to establish and maintain effective working relationships with agricultural businesses, groups and individuals.

Requires ability to express market information clearly and concisely, in oral and written form.