COUNTY TRACTOR

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The Castro County News The Clarendon Rews The Lorenzo

Plainview Daily Herald
Ralls Reporter-News

Thursday, February 24, 1994

The Slatonite
The Tulia Herald

Bean War

Panhandle farmers fight for share of Texas pinto market

PLAINVIEW -- Dry beans.

That's the target of a new marketing strategy for a tenacious bunch of Texas Panhandle bean growers who unveiled their Bowl-of-Beans product last year.

Now these same ag producers and members of United Bean Marketing Co-Op are intent on grabbing their share of the dry bean market, hoping to wrench part of it out of the hands of their Colorado cousins.

What's unique about the way they're trying to do it, however, is that they are packaging and selling their wares

direct to supermarkets and food services. This way they stand to reap higher rewards than from

AgReview

traditional bulk marketing

Men like Dean Slaughter, newly-named president of Beantime Foods, Inc., say Texas bean producers never knew there were so many ways to sell a bean.

See Beans, Page 3

A struggle to give Texans a

quality bean

grown in Lone

Star State ...

not Colorado.

Idaho or other 'foreign' soil ...

Red checkers mean Texas-grown

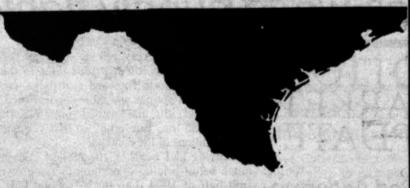
Gordon Zeigler/AgRevier

Robert Cook of Beantime Foods shows brightly-packaged dry pinto beans hitting the shelves of Texas supermarkets. The red checkerboard signifies an effort by Panhandle farmers to fight for a bigger share of the state's bean market with a bean grown locally.

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News

FEB. 16-17

ABILENE BIG COUNTRY FARM & RANCH SHOW

FEB. 18

TEXAS HUMAN NUTRITION CONFERENCE — Event will be held at Texas A&M.

FEB. 19

SAN ANGELO ALL BREED BULL SALE This annual event will be in the Producer Livestock Auction in San Angelo.

FEB. 24

INTERNATIONAL LIVESTOCK CONGRESS — To be held in conjunction with the Houston Livestock Show at the Sheraton Astrodome Hotel.

MAR. 5-6

OSTRICH SEMINAR — S.W. Ostrich Breeders, Radisson Inn, call Kathy Holland at 764-3363.

NFU leader issues challenge

ORT WORTH -National Farmers Union President Leland Swenson implored farmers and ranchers . band together to face the challenges of agriculture and rural communities over the coming few years.

His remarks were made here today at the Texas Farmers Union annual Convention. "We need to forget our commodity differences and stick together to work for what's good for agriculture as a whole," said Swenson.

SWENSON PREDICTED that the changes in the agricultural sector will affect producers more in the coming two years than they have been affected in the past 50 years. He outlined some of

agriculture's major challenges. "There's an attitude in some public sectors that we don't need farm programs.

This year we saw the demise of the wool and mohair program and we can expect assaults in other areas, as the budget debate heats up once again," said

"FOR EXAMPLE, there has been and will continue to be a movement to increase the Flex acreage (the percentage of land a farmer cannot receive program supports for in order to cut the farm program budget.

Those attempting to enact this change just don't understand the harm this will do to farmers and to the rural communities they support," said Swenson.

The NFU president urged convention

goers to stay on top of the issues and to be involved in the national policY debate by writing letters, phoning legislators and making personal visits to members of the

U.S. Congress and the administration.

THE ISSUES important to farmers that were specifically mentioned include: U.S. Department of agriculture (USDA) reorganizations, crop insurance reform, formation of the 1995 farm bill, changes in environmental regulations and health

"It frightens me that in the administration's discussions over the restructuring of USDA, the place of agriculture in rural development is greatly underestimated," said Swenson.

Swenson told Texas Farmers Union members that statistics show that net farm income today has less buying power than it did in the 1930's depression.

Keeping an eye on the greenbug

DAVID KOSTROUN

Crosby/Floyd Entomologist

CROSBYTON - With the dry conditions we are currently facing, wheat needs all the help and protection it can get.

Several species of aphids can attack wheat and cause significant yield loss. Wheat producers should be able to determine different species, and should be aware of the differences in the damage they can cause.

Greenbugs are pale green, approximately 1/16-inch long, and have a characteristic dark green stripe running lengthwise down the center of the back. The tips of the feet, antennae, and cornicles (tailpipes) are black. They can develop in large numbers under favorite conditions

and may cause economic losses. Greenbugs inject a toxin while feeding that causes red spotting and an eventual yellowing of leaf

The first appearance of the Russian Wheat Aphid (RWA) in the U.S. occurred in March, 1986 in the Texas High Plains. It has since extended it's range throughout the Great Plains, into Canada and west to California. The RWA is relatively small, lime-green in color, with an elongated, spindle-shaped body. It is easily distinguished from other aphids by relatively short antennae, a projection above the cacaudatail) which gives it a . "double tail" appearance when viewed from the side, and the absence of prominent cornicles. The RWA injects a potent toxin into the plant. Injured plants exhibit white

or purple longitudinal streaks.

Flattened plants and tightly rolled leaves are additional symptoms of RWA feeding dame. They exist in higher numbers and cause more damage in small grains that are

Birdberry-oat aphids are particularly abundant on small grains in Texas. They are yellowish-green and characterized by a normally prominent reddish-orange spot on the back end. This aphid often occurs during the time greenbugs may be present. Control of the bird cherry-oat aphid is seldom required.

English grain aphids are green to bright green in color with black legs and antennae. I you are experiencing problems with aphids (particularly RWA) call 75-2426 and ask for the entomology agent.

Grange begins relief fund to aid California quake victims

The National Grange, th nation's oldest agricultural organization, is continuing its said, "I have talked with California State long tradition of community service by establishing a "Wake of the Quake Fund" to how we could be of the most help. He said aid the victims of the devastating the greatest need is financial. Money is earthquake that rocked southern California.

National Grange Master Robert Barrow needed to purchase the

Barrow said, "We have set up an Earthquake Relief Fund and sent a mailing to 4,000 local Grange chapters asking for donations. We feel confident that Grange basics of food members across the country will respond as most affected states.

quickly and generously as they did last summer when the Midwest was struck by terrible floods." The Flood Relief Fund received over \$113,000 and helped Grange members and non-members alike in the si

Export prospects brighten as world supply tightens

The February 10th supply/demand report was friendly to slightly bullish for cotton prices. December '94 futures reached a new high on February 11th at 70.42 cents per pound, breaking the "round number" barrier. The Lubbock area remains dry. Weather uncertainty will play a big role in "new" crop futures through planting and the early growing

Prospective world cotton supplies are tighter with smaller crops indicated for China, Pakistan, India and Australia. As a result, projected U.S. 1993/94 exports were increased 300,000 bales to 6.5 million. Ending stocks were decreased 4.2 million, down from 4.5 last month and 4.9 in December.

Cotton export prospects from the U.S. continue to improve as foreign supplies diminish and policies in Pakistan, India and Turkey are now directed at restricting exports in order to support their domestic textile industries. Foreign consumption is expected to exceed 1993/94 production by a substantial 12 million bales after a 9.2 million deficit in 1992/93. A marketing loan deficiency payment for the 1994/95 crop does not appear likely because as world stocks have decreased, the "A" Index has jumped to over 80 cents, up from 55 cents last fall.

The U.S. 1994/95 crop may be around 17 million bales and total use 17 million. That would indicate a fairly strong market until the new crop becomes more certain. The



Dr. Carl Anderson

ending stocks of 4.2 million may be ffurther reduced by August because of strong demand. The June 31 estimate of planted acreage will be very important to the 1994/95 market. Higher prices at planting may encourage acreage beyond the current prospective 13+0 million acres. If so, production may be larger than now expected and the market may start eroding around mid-year. That is, because of the bullish sentiment now, new crop prices may peak earlier than the normal mid-summer peak.

Therefore, it appears financially advisable to have a marketing plan that will benefit from the price rally in "new" crop futures and still minimize the risk of a much lower price at harvest. Favorable prices may encourage more acreage this spring and slow demand this fall.

resulting in much lower prices by harvest.

There are several pricing strategies that may be used to hedge against lower prices later in the year. These strategies include forward contracts, minimum price contracts, put options and more sophisticated strategies that use puts and calls, and synthetic puts. When contracting, be sure to read the "fine print" so that you understand terms and conditions of the contract.

Barring bad weather, the market is expected to offer much better pricing opportunities for growers during the first half of 1994 than in the second half. It is usually desirable to spread out pricing in increments during a rally than after the peak has occurred. If you missed out on benefitting from the current price rally on 1993/94 cotton by not purchasing call options last fall on March, May or July '94 futures as a "storage hedge", or holding cash cotton over into 1994, then you might consider becoming a better market watcher+ Market signals that a rally was very possible in early 1994 surfaced starting in MidNovember. The cost of not participating in the price rise exceeds \$50 per bale already and may become much greater before July. A marketing plan, to be most profitable, considers opportunities in the market before and after harvest.

(Carl Anderson, A&M Cotton Marketing Specialist with the Texas A&M Extension Service, is a noted authority on the cotton markets..)

from Page 1

But, forced to carve out new markets over the past year in the hostile world of ag competition, they're learning how to turn up new, innovative

And they believe they've found some good ones

The dry bean is not an original idea by any means . . . merely to pack up their Texas Panhandle-grown commodity and sell a high quality dry bean in the grocery store. But it's simple, and it is working.

Dry bean sales to the Texas consumer market

began in January with a truckload of 45,000 pounds of beans, packed in 2, 4 and 10-lb. plastic bags, bound for the 42-store network of United

Super Markets. Fleming Foods is also distributing the Beantime beans along with Affiliated Foods, Lowes, Venture Foods, Food King and Thriftway. Food services handling the beans include Ben E. Keith and Sysco.

But dry bean marketing is not all that's new at Beantime.

Another bean wrinkle has been unveiled by Slaughter and beantime marketing director Robert

On the drawing board right now is a cooked, dehydrated flaked bean - a product with

Unique flaked, dehydrated bean product cooked at Plainview Beantime could break into the snack food, space and defense industry or feed the world's masses

... The product delivers same flavor as frozen Bowl-of-Beans developed locally last year, officials claim

applications in the snack food market, space, defense, even feeding the world's masses.

The plant is keeping this new dehydrated product under wraps at its plant, divulging just enough information reveal its potential without discussing the production process they have developed.

The excellent taste of our original product has been preserved through the process and can be reconstituted many months after packaging," Cook said. "This product can be used to feed starving, under nourished, and impoverished people in our country and around the world."

Sambles of deydrated beans have gone out to potential buyers in Australia, California and South Texas, Slaughter revealed. Potential buyers include fast food outlets which sell refried beans, even makers of bean dips.

So as 1994 dawned, bean competitors from around the nation saw their own bags of beans shifted both ways on the shelf to make room for new, locally-produced Beantime Dry Beans.

Packed in their colorful checkerboard-covered bags, the beans were not hard to find as they flooded into United stores last month.

"It's simple, we want to grow Texas products and process them in Texas," explained Slaughter, the man who organized the 114-member United Bean Co-Op, then ascended to the presidency of Beantime Foods, Inc., last November.

In January, their locally grown Beantime dry beans hit the grocery markets to compete against other brands grown — all out of state beans the Panhandle farmers hope to compete against.

They feel this name identification with their Bowl-of-Beans individual microwavable meals which have made a penetration into business in the frozen food section of grocery stores - will help propel their dry beans into a good position against competitors.

Flaked beans also appeal to the health conscious. They are a high protein, low-fat, no cholesterol, high fiber food that has been a long time staple on dinner tables around the world.

Flaked beans, which some believe is even more exciting product that their original home-cooked variety, could soon be manufactured at the same cooking plant where frozen, microwavable Bowlof-Bean containers began rolling off the assembly line about a year ago and continue to be cooked regularly.

These flaked beans will consist of the same fully-spiced, home cooked, tasty pinto's, placed through a dehydration process, flaked, and

packaged in various size containers.

The product will have long shelf life, low moisture content, and whose tastiness would rival that of whole beans. Boiling water can be added to the dry bean product, heating it for serving as refried beans or bean dip.

Beantime continues holding their original Bowl-

of-Beans at the forefront of marketing strategy.

South Plains

Feb. 27 - March 1

CORN CLASSIC DENVER, COLO. —

National Corn Growers Association will hold their annual meeting in Denver featuring industry updates, a report on what to expectd from the 1995 Farm Bill and exhibits. Information is available by calling NCGA at 314-275-9915.

March 3

PORTALES, N.M., FARM, RANCH and DAIRY EXPO — The Texas Plains Two-Cylinder Club will display its antiques. An auction featuring antique tractors and implements will be held.

March 18-20

OLD TRACTOR SHOW IN PLAINVIEW - The second annual Plainview Old Tractor Show will be held at Ollie Liner Center, with unloading and set up set for the 18th.

April 16-17

COTTON GIN FESTIVAL

- The 4th Annual Cotton Gin Festival will be held in Burton in South Central Texas featuring cotton gin, antiuque farm equipment, folklife demonostrations, parade, contests, kids stuff, entertainment and arts and crafts.

May 6-8

PAWNEE, OKLA., OLD TRACTOR SHOW Typical old tractor event.

Information available at 405-282-7008.

May 28

FLOYD COUNTY OLD SETTLERS — Day of celebrating and fun, plus a parade including antique tractors.

Free Colorado Spruce trees to be given away

Ten free Colorado blue spruce trees will be given to each person who joins the nonprofit National Arbor Day Foundation during February 1994. Colorado blue spruces have silver blue-green color and compact conical shape. The trees will be shipped postpaid at the right time for planting between March 1 and May 31 with enclosed planting instructions. To order trees, send a \$10 membership contribution to Ten Free Blue Spruces, National Arbor Day Foundation, 100 Arbor Avenue, Nebraska City, NE 68410, by February 28, 1994.

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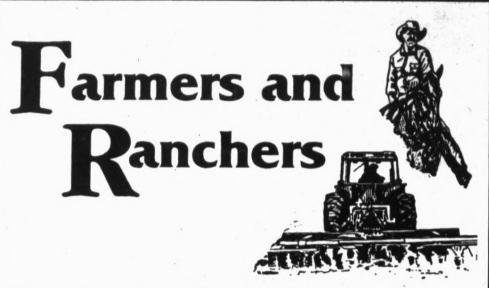
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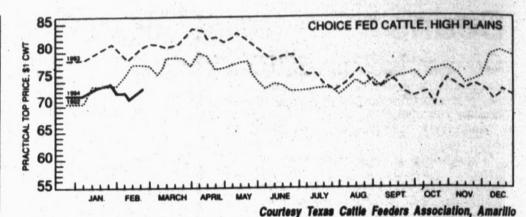
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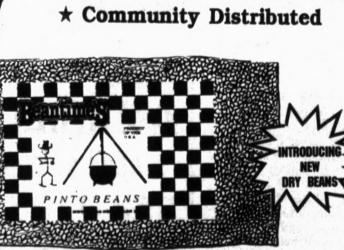
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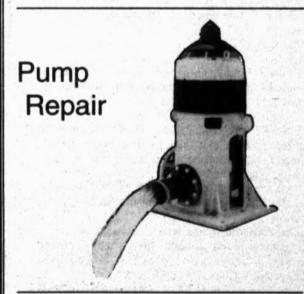
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Plainview

Black farmer recalls challenge of hanging onto dreams, farm

By JEAN PAGEL

Associated Press White

ROSCOE, Texas (AP) -Robert Williams Jr. remembers an early warning that he wouldn't have an easy time as the only black farmer who owned land in Nolan County.

"You got this old farm, I helped you get in," Wil-liams says he was told by a Farmers Home Administration official when he bought 349 acres in 1990. "Son, you standing up there smil-ing, but you're going to have to fight like hell to keep it."

Sure enough, trouble

Williams' cotton crops never flourished on the West Texas land he bought using funds from FmHA, the lending arm of the U.S. Depart-

ment of Agriculture.

After each planting season, his financial woes, widely known among Roscoe's 1,500 residents, deepened. Other farmers taunted him,

Williams said.
Someone killed his dogs, glued shut the locks to his gate and draped the farm's entrance with a banner:

"KKK Go Home Nigger."
Workers at the FmHA office in nearby Sweetwater ridiculed him and denied loans and technical guidance because he was black, he

"It wasn't no secret. They let me know up front that I wasn't like the white man," Williams said. "When it came time for me to get money or do certain things, they just wouldn't do

So Williams, 49, in November 1992 filed his second discrimination complaint against the federal agency.

Bob Nash, USDA undersecretary for small communities and rural development, confirms that an investiga-tion revealed discrimination against Williams. But Nash declined to describe what the Office of Advocacy and Enterprise found.

The case twisted further Aug. 27 when officials from Washington met with Williams and his attorneys in San Antonio.

That seven-hour meeting yielded a document, labeled settlement memorandum,

instructing the FmHA to pay Williams \$1.08 million for farm liabilities and damages and \$270,743.50 in attorneys' fees. It was signed by two attorneys for Williams and Carlton Lewis, acting branch chief for the FmHA's

Equal Opportunity Division.
"Mr. Lewis started the meeting out saying we are not here to say who was wrong, who was right, because we know already that you people have been done wrong," said Williams'

wife, LaVerne.
"I thought finally, some-body is listening to us," she said. "I got excited. He said we're here to settle."

A clause in the document required its submission to Sharron Longino, FmHA acting administrator.

One month later, Ms. Longino rejected the terms.

"There is no authority that would permit me to pay for such things as Mr. and Mrs. Williams' other business debts, lost income, emotional suffering or attorneys fees," she wrote in a letter to San Antonio attorney James

Instead, she offered to take the Williams' farm to satisfy the operating loan debt, and to help work out agreements with other creditors. The FmHA was willing to lease the land back to Williams with a purchase option, or help find another farm, Ms.

Longino wrote.
"They've disavowed the agreement and are attempting to treat it as a proposal, which is preposterous," Myart said

Myart accuses agriculture officials of reneging and using skewed legal reasoning to stall the settlement.

But Nash, the undersecretary, said USDA lawyers are working with the Department of Justice and Williams' representatives to find an acceptable solution. He said Lewis signed the San Antonio document under pressure and without authority.

Williams and his attorneys

deny pressuring Lewis.
"That's his (Williams) interpretation ... and I'm not going to refute it one way or the other," Lewis said, further.

Nash defended his department's handling of discrimi-nation complaints since Mike Espy, who is black, became agriculture secretary last

The USDA didn't identify any discrimination cases in 1991, and just six in 1992, Nash said. But in 1993 the USDA found 26 instances of discrimination and is remedying them as quickly as possible, he said.

"It would be naive for me to say that because Mike Espy is secretary of agricul-ture that no further discrimination will occur at USDA,"
Nash said. "But it is also
very realistic for me to say that Mike Espy and his staff will root out and investigate

every allegation."
Nash said Dennis Cumbie, FmHA county supervisor in Sweetwater, was moved temporarily to the Gillespie County office because inves-tigators found discrimination against Williams.

Cumbie said he worked in Central Texas for about one month because the Gillesp County office had been without a supervisor. He said he had not heard that investiga-tors found discrimination in the Williams case.

Myart titled his 26-page case summation "The Williams Tragedy: Down in the Land of Cotton, Look Away! Look Away!"

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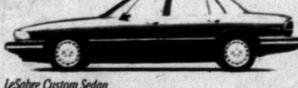


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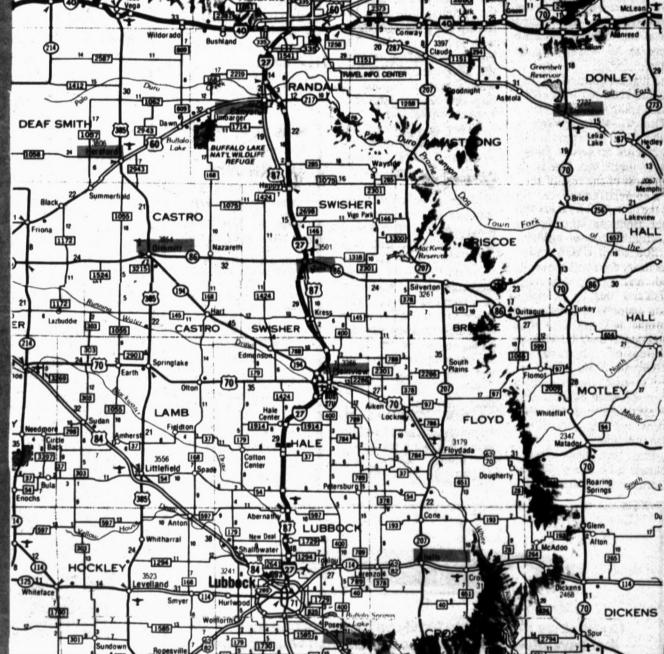
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Springlike weather to settle in through

COLLEGE STATION. Texas (AP) — Springlike conditions for the rest of this month should make Texans forget last week's ice storm, the Texas Agricultural Extension Service reports.

The hard freeze and ice storm which hit much of Texas exacerbated some problems with keeping cattle well-fed, but caused few other problems beyond slowing field work.

A break in the winter weather should allow agricultural producers to get out and work in their fields, said Jon Zeitler, meteorolo-gist at the Southwest Agricultural Weather Service in College Station.

"People may want to really take advantage of this weather, particularly given the poor conditions we've had over the past few

weeks," Zeitler said. He said an upper-level disturbance moving through South Texas by Wednesday would bring light, scattered showers to the Coastal Plains and East Texas. By the weekend, however, it should be fair and clear.

"High pressure will be settling in over Texas for the remainder of the week, and by the weekend that's going to bring fair skies and tempratures across the state that are from 10 to 15 degrees above normal," Zeitler said.

That would mean highs in the 60s for more northern reaches of the state and 80s in the lower portions, with most of the rest of the state enjoying temperatures in the 70s. Lows would range from the mid-40s in the High Plains and West Texas to the mid-60s in the Rio Grande Valley, Zeitler predicted.

Texans can look for warm and dry conditions to continue next week, with temperatures above normal and possibly much above normal in South Texas, Zeitler said.

Little precipitation can be expected in the western half of the state, he said, meaning problems with dryness could continue.

However, much of the eastern portion of the state can expect early-spring rains to begin within the next month, Zeitler said.

Extension district directors in that area reported widespread difficulties with short moisture.

"The wheat crop perked up some where snow fell a week ago, but moisture is still short," said Paul Gross, district director for the High Plains. "Wheat fields are providing little if any grazing at this time."
The South Plains and

Rolling Plains districts also reported inadequate soil moisture and heavy supplemental feeding of cattle, as did West Central Texas and Far West Texas.

The Coastal Bend

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reported that hard frosts and short precipitation have kept pastures dormant and hay supplies tight. Still, cattle remain in good condition, district director Lin Wilson said.

In Southwest Texas. recent rains have helped the progress of pastures and ranges. Cattle, sheep and goats are in relatively good condition considering the sparse forage that resulted from the extended dry spell of the summer and fall of 1993, the district reported.

Melon planting started in South Texas this week, and citrus and sugarcane harvests continue. Onions are progressing well there, the district reported.

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Dry weather this weekend and next week should help eastern por-tions of the state, where some areas have been too wet for field preparations, according to Extension directors in the North Texas, East Texas and Southeast Texas districts.

The following specific livestock, crop and weather conditions were reported by district Extension directors:

PANHANDLE: Soil moisture short. Extreme cold early last week; warmed toward weekend.

Cattle good condition: some stressed by cold. Supplemental feeding continues. Wheat perked up by snowfall. Land preparation continues as weather

SOUTH PLAINS: Soil moisture short to very short. Extreme cold last week, but very little moisture. Supplemental feeding of livestock continues due to extreme dry conditions. Wheat in need of moisture. Land preparation and some pre-irrigation continues.

WEST CENTRAL TEX-

AS: Soil moisture short to adequate. Livestock good to fair; supplemental feeding continues. Wheat slowed by cold, dryness. Numerous greenbugs. Small grain growth inhibited. Spring calving in progress. Pruning, dormant oil applications continue.

ROLLING PLAINS: Soil moisture short to adequate. Heavy supplemental feed-ing continues with limited wheat and declining range quality. Some counties reporting limited or no wheat grazing.

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Coalition attacks critics of bovine hormone

WASHINGTON, D.C. Pressure on consumers to boycott dairy products made with new bioengineered growth hormones is a disservice to the institution of sound science, according to letters of The Advancement of Sound Science Coalition (TASSC).

"Boycotting BST might make activists feel better about themselves," said TASSC Chairman Garrey Carruthers, former Governor of New Mexico and a former professor of agricultural economics.

"But turning their backs to the product and pouring perfectly good milk down the drain helps no one," Carruthers said.

"America is the world leader in biotechnology because of our strong belief in valid, peer-reviewed scientific methodology. We know that biotechnology can produce healthier products and help cure dreaded diseases. We can't afford to turn away from these remarkable advancements, which are backed by sound science."

BST is a protein hormone composed of amino acids, similar to the hormone insulin. Use of BST is expected to significantly boost milk production in dairy cows. After 10 years of review, the U.S. Food and Drug Administration (FDA) has approved the use of genetically engineered hormones that increase the productivity of dairy cows. In addition to the FDA, the National Institutes of Health and the American Medical Association have found the product to be safe for people and for cows.

York Times" (Feb. 4), the FDA has said that milk produced with BST is indistinguishable from milk that is not. A report issued last month by representatives from the White House and seven federal agencies, whose goal was to determine the drugs' impact on U.S. consumers, the diary industry and the economy, found that "there is no evidence that BST poses a health threat to humans or animals."

"BST is absolutely safe," said Dr. Manfred Kroger, professor of food science at Penn State University; he has a Ph.D. in dairy science. "Hypothetically, if we followed Mr. Rifkin's logic on this issue, we would still be riding in horse and buggies.'

According to "The New York Times" (Feb. 4), the Pure Food Campaign has "18 full-time workers and was spending roughly \$100,000 per month." Mr. Rifkin has vowed to stop agriculture biotechnology by first halting the use of

"By pouring perfectly good milk down the drain, the Pure Food Campaign is being wasteful and is ignoring the results of sound science," said Dr. Margaret Maxey, a professor of bioethics with the University of Texas at Austin. "The government has studied this an dhas thorough data from a 10 year period. Where are Mr. Rifkin's figures? The simple truth is that science does not support his claims.

Critics of BST claim that use of the product may lead to increased use of antibiotics to treat symptoms in of these antibiotics, which were not criticized by activist groups prior to the introduction of BST, remain as stringent now as they were before the introduction of BST.

Genetic engineering is being tested for possible applications to help cure children of cystic fibrosis, to create living skin for burn victims and to cure diseases such as HIV and cancer. Agricultural applications are similarly promising. Genetic engineering may increase a plant's pest resistance, the shelf life of products and fight plant diseases. Bio-engineered tomatoes, for example, can

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ment standards for the use be left to ripen red on the vine, instead of the current system that picks tomatoes green and gasses them before reaching consumers.

"If we follow Rifkin's lead on BST, we're ignoring the first major biotechnology advancements for world agriculture," said Floy Lilley, a charter member of the Advisory Council of the National Education Forum on Food Safety Issues and guest lecturer at

the University of Texas at Austin. "Opposition to BST is a case of fantasy over fact. We cannot afford to let fear mongers sidestep the evidence of sound science."

"This is a prime example of a special interest group using its own political agenda to drive policy. It has nothing to do with the valid information that sound science has provided," said TASSC's Chairman Carruthers.

TASSC is a grassrootsbased, not-for-profit watchdog group of scientists and representatives from universities, independent organizations and industry, which advocates the use of sound science in the public policy arena. It is committed to monitoring all public policy related science to ensure that a sound science and valid peer-review process are used.

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