

# WEST TEXAS Country Trader



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Abernathy  
Weekly Review  
The Canyon News

The Castro County News  
The Clarendon News

The Lorenzo  
**EXAMINER**  
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Plainview Daily Herald  
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Thursday, November 4 1993

The Slatonite  
The Tulla Herald

## AgReview Exclusive Interview:

### Rick Perry comments on summit, NAFTA, value-added program

**AgReview:** You were involved in last week's Ag Summit at College Station. What were your impressions of the Summit and its potential to change the face of Texas agriculture?



PERRY

**TEXAS AG COMMISSIONER RICK PERRY:** "First impression, it was a very much a who's who of Texas agriculture — with the faces of all the academicians, producers, persons from all phases of agriculture were there in the crowd. I'm sure there were some missing, but it was quite an array of ag leadership from across the state."

**AgReview:** Any major themes make an impression on you, from what you heard?

**PERRY:** "The single most heard concern, and I think it is a theme, was environmental regulation, governmental interference with agriculture. I think that is a real concern with a lot of people. They are just putting so much regulatory burden — particularly in the environmental area, on agriculture. And that does not bode well for our producers."

Another one of the major issues that came out of

the Ag Summit is this: We have to do a better job of public relations, of educating the public. If we don't then there may be some who educate them about us in not a positive way.

**AgReview:** What have you found is a good means to reach the urban Texan when it comes to ag education?

**PERRY:** One of the best ways we've got is the State Fair of Texas. The Food and Fiber Pavilion, which is a very large pavilion, is open for the full term of the fair. We had upwards of 3 million come through the fair, the walked through the pavilion. It is a great tool, and one I don't think has been used, historically, as well as it could have been. We've turned it into a very entertaining, highly educational exhibit. It has great displays, featuring interaction between the fair goer and electronic means. Nobody walked in there who didn't leave impressed and entertained."

**AgReview:** There seemed to be a call by some of the summit speakers for more of an exchange of ideas between environmentalists and the producer, groups that traditionally have been at odds with one another.

**PERRY:** I think that is happening, and I think it is a hard thing for both groups. Historically, one group

thought it didn't trust the other group. But, truly, what has happened on the environmental side is that they realize they will lose the environmental battle if they try to do it by just holding the regulatory club over the head of business, whether it is agriculture or whatever."

They are going to have to look at what we refer to as free market environmentalism — with some sort of incentive based on the regulatory climate, if they are going to see any progress made on the environmental front."

**AgReview:** What about a vehicle to put many of the summit's these ideas into action? Will your office be watching closely, and will it possibly serve to help guide some of these ideas into practical applications?

**PERRY:** Dr. Edward Hiler (Texas A&M Vice Chancellor and Dean of the School of Agriculture) and Texas A&M basically are the lead dogs in the show, if you will, and they are going to be burdened with putting this summit report together. Once that occurs, I think different segments of agriculture will be getting involved. We can definitely be facilitators at the Texas Department of Agriculture so far as moving some of these ideas forward, and being a

See PERRY, Page 7

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# AgReview



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## Farm Safety 4-Just Kids organizes

The organizational meeting for the newly-chartered Plainview chapter of Farm Safety 4-Just Kids will be held at 7:30 p.m. Thursday in the Elks Club banquet room.

Cathy Christensen, an employee of Excel and one of the steering committee that helped charter the group, said anyone in the community is interested to attend and, or take part.

Enough members were obtained recently that the national organization issued a charter to the Plainview group.

"We will simply meet to get acquainted and plan activities," Christensen said. "We want everybody to get together, meet each other and begin to get involved."

Election of officers will be one of the first orders of business. The chapter will also begin plans to enter a float in the Dec. 2 Christmas parade and present programs in schools after Jan. 1.

## Special Ag Summit report:

# Kika de la Garza urges summiters 'Write congressman' on NAFTA vote

By STEVE HILL

A&M Extension Journalist

### COLLEGE STATION

The chairman of the House Agriculture Committee and a Mexican trade official brought perspectives from different sides of the border, but the message on the North American Free Trade Agreement was the same.

Both argued that NAFTA, which is expected to be considered in a critical vote Nov. 17 by the U.S. House of Representatives, will be a big benefit for U.S. agriculture.

U.S. Rep. Kika de la Garza of Mission and Dr. Luis Tellez Kuenzler of the Mexican Secretariat of Agriculture and Water Resources both told Texas Agricultural Summit participants last week that the opportunity is theirs for the taking.

Tellez is undersecretary for planning for the secretariat and president of the

Mexican ruling party's National Commission for Economic Modernization. He addressed the concluding luncheon of the summit in person, while de la Garza did so by a phone hookup from Washington — but their messages were similar.

"The challenge is not for American producers, but for Mexican producers," Tellez said. "The challenge for Mexican agriculture is much, much bigger. I do hope American producers take advantage of the opportunity."

De la Garza echoed him. "I see nothing but opportunity," he said.

Tellez said the Mexican economy has improved dramatically over the past decade, but Mexican agriculture has not been able to keep pace with consumer demand there, and he expects more of the same in the future.

He said it is already

cheaper to purchase wheat from Chicago in Mexico City than it is to purchase it from the Mexican state of Sonora because distribution and transportation are so much more efficient for U.S. wheat. Many other commodities and products can also do well in Mexico, he said.

Tellez said rapid political and structural changes in Mexico, including opening of previously closed markets and privatization of industry, has sped economic growth and will continue to do so.

NAFTA will be beneficial to Mexico, de la Garza said, but he added that U.S. citizens need to keep their own best interests in mind — and he thinks that means they should support NAFTA.

Economic benefits for the United States will be numerous, but they will be lost if the country isolates itself from an increasingly

global economy, he said. Passage of NAFTA is a key not only to continued growth of trade with Mexico, but also the stability of Mexico's economy, its relationship with the United States, the reputation of the United States with other Central and South American countries, and growth of mutually beneficial trade relationships with Japan and the European Community, he said.

"Our own national security demands it," de la Garza said.

Asked by an audience member what the consequences of NAFTA's failure would be, de la Garza said, "That's difficult to assess, but it will not be good."

An impending congressional vote on the issue could very likely be decided by one or two votes, he said.

If passage does not occur, conditions for

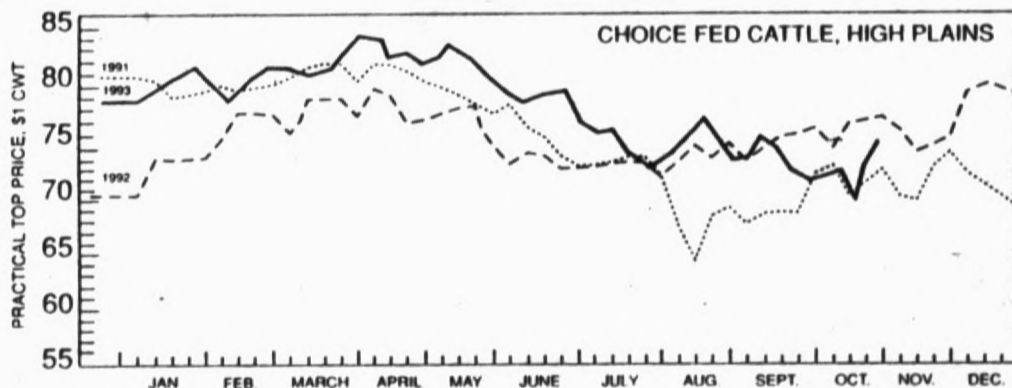
continued opening of trade will be lost and momentum built by current negotiating teams will disappear.

"That chemistry will be lost forever," he said. "We have a window of opportunity that will be lost."

Both Tellez and de la Garza discounted concerns about the environment, saying both countries are committed to a safe environment and will be better equipped to do so if NAFTA passes.

To ensure passage, de la Garza said, summit participants urged summit participants to contact their congressional representatives and also work to correct any misinformation about international trade and agriculture.

"You hang in there. I will hang with you, and I don't see anything but things getting better," he said.



Courtesy Texas Cattle Feeders Association, Amarillo

## Choice fed cattle, High Plains

The above report reflects market activity through October 29.

## Clinton 50 votes short as NAFTA fight nears

By JIM LUTHER

Associated Press Writer

WASHINGTON (AP) — President Clinton, battling in Congress for a trade agreement he considers vital to U.S. interests, would happily settle for the same two-vote margin that passed his economic plan.

But because of fear that the agreement would destroy jobs, the president is at least 50 votes short.

Clinton was never so far behind before the House approved his deficit-cutting

plan, including a major tax increase, 218-216, in August. The Senate added its endorsement when Vice President Al Gore broke a 50-50 tie.

Because the issue this time is a three-nation treaty that cannot be amended without the concurrence of Mexico and Canada, Clinton's ability to deal for votes is severely restricted.

Neither opponents nor backers of the North American Free Trade Agreement,

See NAFTA, Page 5

## A case of ample cotton supply, weak demand

The cotton market weakened in October despite the 1.5 million bale drop in the expected crop from August to October. The main reason is that world stocks relative to stagnant demand are ample.

Besides, even with U.S. ending stocks projected to be lower at 5.4 million bales, they are still up 16 percent from last season's 4.66 million. Looking back, the farm price last year averaged only 54.6 cents per pound when stocks were smaller than now projected.

Therefore, it is basic economics that is causing the price received by producers this season to average below the base loan of 52.35 cents per pound.

THE MILL-DELIVERED price is the lowest since 1986. And, domestic mill use in August was the highest in more than 50 years.

Because the world cotton price is depressed, the U.S. adjusted world price (AWP) is far



## COTTON MARKET UPDATE

Dr. Carl Anderson

below the loan rate. As a result, the marketing loan deficiency payments are large, currently boosting the net price for cotton to producers by more than 10 cents per pound.

The demand problem in the U.S. is focused on slow exports that apparently stems from stable foreign consumption. The economic and political turmoil in Central Asia has curtailed usage substantially — especially in Russia. But, cotton production in Pakistan, India and Uzbekistan

remains strong. India, with about 19 million acres, is expected to produce a record 10.8 million bale crop.

A VERY TROUBLING and challenging situation for the U.S. cotton industry is the fact that cotton textiles and apparel imports are flooding into the U.S. at a record pace. The imports are large despite the low price for U.S. cotton. The equivalent in raw cotton of imported textiles made from cotton is about 7.0 million bales.

While it is encouraging that total annual U.S. cotton consumption is roughly 17.0 million bales, it is also very discouraging that the U.S. textile industry is not able to capture more of this growing cotton market. No doubt, expanding the domestic textile market for U.S. cotton is one of the greatest opportunities for American agriculture.

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

# True pleads for rural/urban cooperation

Special to AgReview

**COLLEGE STATION** — Farmers and consumers must form an alliance to ensure that agriculture continues to provide the nation's needs while satisfying concerns for the well being of all, the president of the Texas Farm Bureau told



**TRUE** agricultural leaders here last week.

Speaking at the Texas Agricultural Summit on the Texas A&M University campus, S.M. True of Plainview called for balance and reason in addressing the concerns of the many groups which pose a host of problems for agriculture today.

"As leaders in agriculture, we must listen carefully," True said. "We must hear and understand the concerns of farmers and ranchers. We must effectively communicate those concerns to government and to the public."

"We must also listen to the public," he said. "They have very real concerns. We must educate the public, but that process begins with understanding the concerns and needs of our neighbors in urban America."

True, a farmer who produces cotton, grain sorghum, wheat and beef, said many practices common in Texas agriculture today are responses to common concerns of producers and consumers. He said these include minimum tillage and integrated pest management.

True said production agriculture is the foundation of the entire agribusiness structure. "If this foundation crumbles, the entire structure is in danger of collapse," he warned.

"For any production system to survive, it must be economically sustainable," True stressed. "What we are talking about is a profit for agriculture, for farm families. Profit and incentive must be built into the solutions our industry develops for our future."

He said that failure of many to understand the risks inherent to farm production and the economic and social impact of policies and regulations poses serious threats to the industry.

"Consumers benefit from an abundant supply of quality food at bargain prices" achieved at no risk to the consumer, True said. "The risk is assumed by the farmer. The farm programs that we have in this country are the only means by which farmers can minimize risk, in effect sharing some of it with consumers."

"Everyone's hit list for deficit reduction has agri-

culture at the top. Someone will have to explain to me how cutting farm program benefits will balance the budget" when such programs amount to less than 1 percent of federal spending, he said.

More disturbing, True said, "is that decisions made far from the farm can steal profit like a thief in

the night." He said these decisions range from regulatory guidelines applied according to strict, unbending rules with no analysis of mitigating circumstances to shortsighted approach to farm policy and programs.

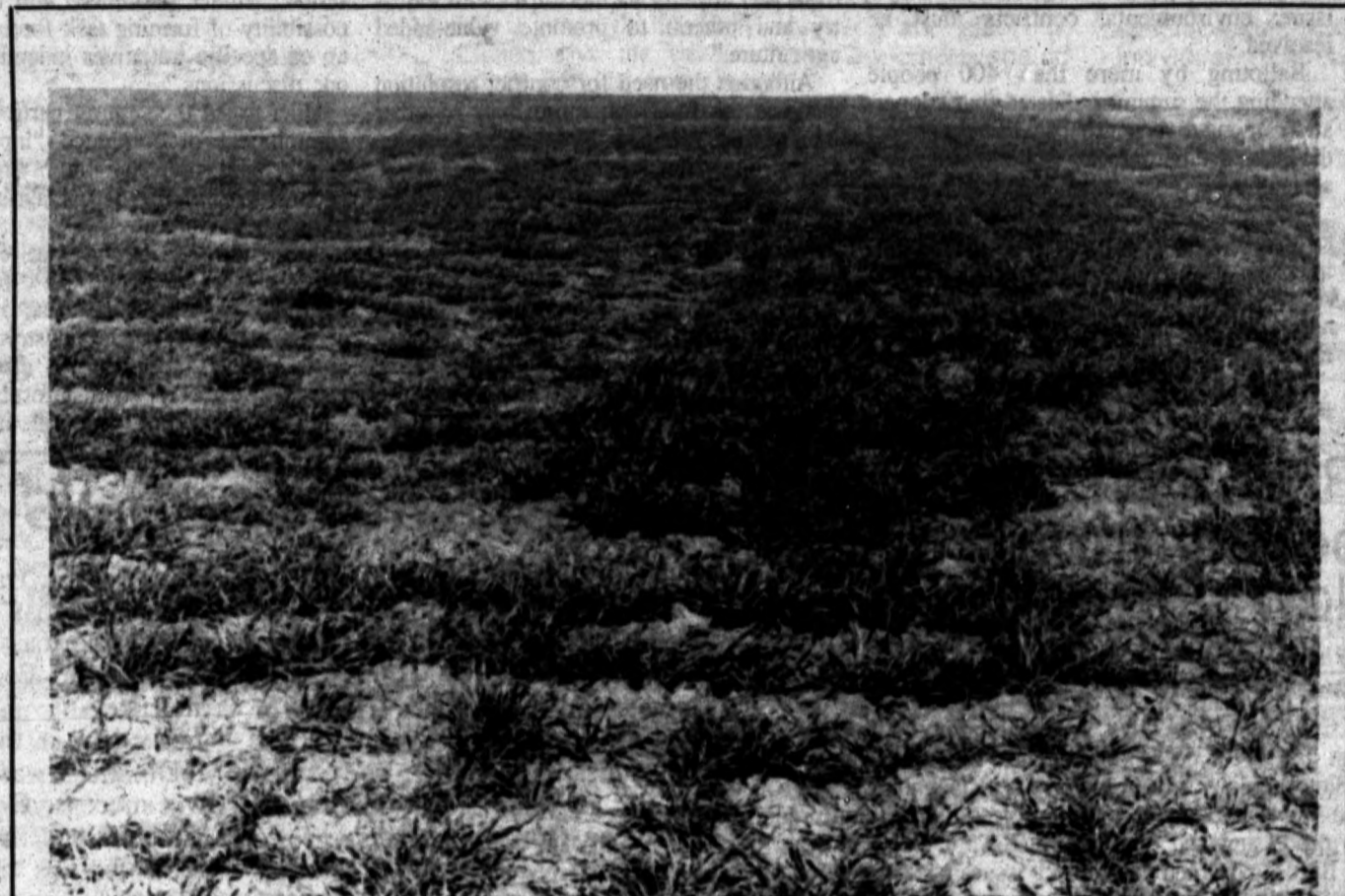
Citing the fifth amendment to the U.S. Constitution, which says the government may not take the

property of a citizen without compensation, True said the rise of government regulations "has created a new kind of taking. This occurs when a landowner is deprived of the use and value of property by regulatory action that is enforced for the common good."

"In the headlong rush to declare every mud hole in

America a wetland, to save every critter, be it beast, bird or bug, we are endangering the lives and livelihoods of our farm families. This must stop.

"There is the moral issue of whether a single individual should bear the expense and hardship for a public benefit."



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Woody Williams/Canyon News

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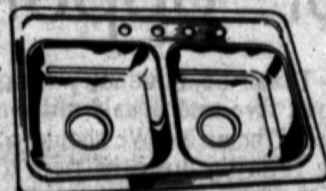
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## Special Ag Summit report:

# Ag sector challenged to resolve environment issue

By KATHLEEN DAVIS

Texas A&M Extension Journalist

COLLEGE STATION — Billed as a first step toward opening a dialogue between oft-opposing groups, the Texas Agricultural Summit finished two days of lengthy discussion with a consensus on at least one major issue: environmental conflicts must be resolved.

Balloting by more than 400 people attending the summit indicated that cooperation among diverse groups will help protect the state's environment while maintaining agriculture's productivity and profitability.

The summit, held at Texas A&M University but organized by a cross-section of interests from around the state, targeted seven issue areas as vital for shaping agriculture, the state's No. 2 industry, for the 21st Century.

"It's important to go from seed to consumer. What we're doing is all

consumer driven," said Dr. Ed Hiler, Texas A&M vice chancellor and dean of agriculture.

"There will be an opportunity for coalition building between agriculture and environmental groups to support federal and state legislation," Hiler said. "And we expect to develop partnerships (with industry and others) to promote value-added agriculture."

Although the need for conflict resolution came to the forefront, more than 35 other issues were defined by the participants. Other top contenders were the need to:

- Effectively influence opinion leaders and policymakers on the importance of a strong agriculture and rural economy.

- Reconcile landowners' private property rights with public demands to protect the environment and conserve natural resources for present and future generations.

- Devise appropriate goals and ways to educate the public and especially the young

about agriculture.

- Ensure the competitive position of Texas agriculture in world markets.

- Help Texas agriculture monitor, influence and respond to trade policies, treaties and agreements.

"These issues constitute an agenda for action," Hiler said. "We will explore the possibility of forming task forces to follow up on specific initiatives identified during our discussions."

Hiler urged the summit participants for a commitment of continued "input, advice, involvement and leadership in finalizing this agenda for moving Texas agriculture into the next century."

Agriculture Commissioner Rick Perry blames ignorance as the cause for much of industry's woes. He said that as stakeholders in the future of the industry, agriculturalists must "stand up and drive a stake through the heart of misinformation."

Perry also said political issues, like

Proposition 16 on the Nov. 2 ballot, will help create value-added industries to process Texas commodities.

"If we can process the national average — 20 percent — of our commodities rather than 8 percent, we would add \$26 billion every year to the Texas economy," Perry said. He said that is twice the projected economic impact of the now-defunct super collider.

U.S. Rep. Charles Stenholm, D-Stamford, said passage of the North American Free Trade Agreement is vital for the future of Texas Agriculture.

"Full implementation of NAFTA will create the world's largest free trade zone with 370 million consumers and a combined \$6.5 trillion economy," Stenholm said. "As a farmer, that's a market I want access to."

## Research would also benefit from freer flow across borders

By MARY PORTER

Texas A&M Extension Journalist

COLLEGE STATION — Speaking at the Texas AG Summit last week, Swiss researcher Dr. Jost Harr predicted, "Biotechnology, more precisely gene technology, will become the key technology for nutrition, from agricultural production to processing and consumption."

But Harr warned that biotech issues raise strong ethical and socio-political implications.

"And not taking them into account, not discussing them in that context explains the basis of the public's increasing uneasiness," said Harr. "But now, based more on fear than on insight, we are picking ourselves up and starting to explain what gene technology really is."

Harr says evaluation of biotechnology can't be left to either scientists, a fearful public or a regulating institution.

"Scientists have to evaluate the technical feasibility and risks, and a democratically composed and demographically legitimate body has to critically discuss their desirability. The eventual transfer of successful technology products depends on that dialogue," concluded Harr.

Harr also pointed out geographical dimensions to the issue of technology transfer, suggesting states and countries increasingly will be impacted by new economic spaces like the Pacific where two-thirds of the world's population will live by the year 2000.

In spite of recognized need for protected innovation as the basis of competitive technology development, he called for more liberal flow of technology across geographical boundaries, commenting that new borders could hinder free movement of technology advances.

## Free trade equals cheaper Big Mac

COLLEGE STATION — Removal of trade barriers through NAFTA or similar free-trade legislation would mean lower menu prices for consumers at McDonald's restaurants in the United States and abroad, said Fernando Gomez-Gonzales, vice president of McDonald's international marketing division.

A featured speaker at the Texas Agricultural Summit at Texas A&M University Campus, College Station, Gomez-Gonzales told how through its efforts to maintain profitability, McDonald's has become more than simply an international restaurant business or a brand marketer. It has now evolved into a global trading company.

"Have you considered the fact that McDonald's restaurants purchased food and paper exceeding \$7 billion dollars last year? What I am trying to say is that we are also a trading

company — trading finished products across borders — in Latin America, Europe, Asia, the Middle East and North America."

As early as three years ago, McDonald's was spoiled by its own success, Gomez-Gonzales said. Rises in McDonald's menu prices had outpaced inflation. Competing restaurant chains were challenging McDonald's market share. In order to compete, McDonald's had to change.

"We decided we wanted to be a world class purchasing organization," Gomez-Gonzales said.

The lesson for the participants of the Ag Summit is that change is not necessarily a bad thing, and that international markets offer tremendous opportunity for U.S. business, Gomez-Gonzales said.

"We have learned to be flexible. In Japan, we sell teriyaki burgers. In Israel, we serve

kosher foods. In Malaysia, sales of halal (prepared to Muslim guidelines) bone-in-chicken sandwich matches those of Big Mac," Gomez-Gonzales said.

More than 400 agricultural business policy makers, educators, environmental group representatives and legislators had registered for the Texas Agricultural Summit as of Tuesday morning.

The three-day summit's stated purpose is to lay the foundation for Texas agricultural policy into the 21st century. Participants, who held the most current information on demographic, environmental and technological trends, met to define issues accordingly.

Major issue areas identified by summit participants included: uncertain world markets for agriculture, new ways of doing business in agriculture, changing consumer demands.

## NAFTA a 'major' opportunity for U.S. beef industry

### ■ Cargill chairman says trade alliances a modern necessity

Special to AgReview

COLLEGE STATION — Cargill Chairman and CEO Whitney MacMillan urged those at the Texas Ag Summit to support the liberalization of global trade through the passage of the North American Free Trade Agreement and a successful conclusion to the world trade talks.

In the keynote speech before the summit at Texas A&M, MacMillan said passage of NAFTA would remove tariffs and other trade restrictions, especially those limiting access to the growing Mexican market.

"NAFTA would create a \$7 trillion market in North America, made up of 365 million consumers," he said.

Cargill is the parent company of Excel Beef, which operates plants in Plainview and Friona. It also operates major grain and seed facilities on the South Plains.

NAFTA is a critical issue of Texas agriculture, MacMillan said.



MACMILLAN

"The Texas beef industry slaughters more than five and a half million head every year," he said. "We should continue working to bring down barriers to meat imports that still exist in many countries, notably in the Pacific Rim, and in particular, Mexico."

Elimination of existing tariffs could help triple the size of the Mexican market for U.S. meat exports by the turn of the century. That's a potential billion-dollar market, just across the river.

No country can isolate itself from the world marketplace, particularly in agriculture, MacMillan added.

"In today's world, economic alliances are growing just as important, if not more important in many areas, as political alliances," he said.

"Trade is the tool for crafting better lives. Trade brings more and better choices, lower costs, greater efficiency and greater public good. This fundamental principle has been the guiding force behind most of the key policy decisions made by the United States in the post-World War II era."

MacMillan argued that isolation ignores the competitive advantage of the U.S. agriculture. For example, he said, the beef industry's work to reduce trade barriers has resulted in expanded exports of beef and other value-added farm products, while sales of bulk commodities struggle.

Freer trade of beef has also benefited the rest of agriculture and all of rural America, he said. "The increased demand for the feeds needed to produce cattle and other value-added products for export increased demand for U.S. grains. They also created thousands of new jobs in rural America that otherwise wouldn't have been there."

Another reason for the expansion of trade, MacMillan says, is that incomes have risen in many regions of the world. "And as incomes rise, demand for proteins increase as well."

Improved income and the demand for improved diets are good news for cattle ranchers, he added. Mexico has become the fastest growing market for U.S. farm products, he said, adding "Under NAFTA, Mexican incomes will expand further, increasing their buying power. Overall U.S. exports to Mexico have jumped from \$12.4 billion in 1986 to \$40.6 billion last year. A \$5.7 billion U.S. trade deficit with Mexico in 1987 became a \$5.2 billion surplus by 1992. This trade expansion created 400,000 new U.S. export-related jobs."

The Department of Agriculture estimates that U.S. farm exports to Mexico would increase by \$2 to \$2.5 billion under NAFTA.

MacMillan deflated the argument that NAFTA will mean less attention to environmental protection.

# NAFTA

From Page 2

or NAFTA, are ready to say the fight is over. The pact's fate will be decided in a vote Nov. 17 in the House.

"It's hand-to-hand combat out there now," said Rep. Ron Wyden, D-Ore., a supporter. "We're still going uphill but I believe we are going to win it."

Jim Jontz, a former Indiana congressman who is

directing an anti-NAFTA lobbying group called the Citizens Trade Campaign, says: "I'm not betting the farm today. If they could sell part of the White House lawn to get the votes they would do it."

House Democratic Whip David Bonior of Michigan, who is in the unusual position of leading opposition to NAFTA, claims 208 committed "no" votes — just 10 short of an absolute majority. Treaty backers, including

Republican Whip Newt Gingrich of Georgia, don't dispute that, but say it does not necessarily reflect what will happen when the vote is taken. Gingrich said Sunday that "frankly we need to keep the president focused on the Democratic side where they have far fewer votes than we do."

Most Democrats oppose the agreement, chiefly because organized labor fears it will make it easier for U.S. companies to move jobs to

Mexico to cut their wage costs.

Clinton cannot win on this issue without a heavy majority of the 175 House Republicans.

"I wish last week the president had come up and pushed as hard for NAFTA and for job creation as he pushed in health care," Gingrich said on CBS's "Face the Nation."

The Senate almost certainly would support the agreement but cannot consider it unless it passes the House.

Clinton says the treaty, which he inherited from the Bush administration, will simply make U.S. products more available and cheaper for Mexicans to buy, creating demand and jobs.

The agreement would create the world's largest free-trade zone by gradually removing most tariffs and other barriers to trade among the three nations. The dispute in Congress is almost entirely about U.S.-Mexican economic relations for two reasons: There already is a U.S.-Canadian trade pact, and unlike Mexico, Canada and the United States have sophisticated economies.

"The fundamental issue is the enormous disparity in trying to negotiate a Third World economy into the U.S. economy," says Sen. Donald Riegle, D-Mich., noting the average Mexican worker makes about one-eighth the U.S. wage.

If wages were the only factor in a company's decision where to locate, Haiti and Bangladesh would have booming economies, argues Trade Representative Mickey Kantor. "There is nothing to stop any company — foreign or domestic — from moving to Mexico today," he says.

Almost as damaging to U.S. jobs as the wage disparity would be the pact's many protections for investors who send their money into Mexico, says Jontz, whose anti-NAFTA group is financed by labor and environmental groups.

The administration acknowledges some workers will be displaced. It is proposing a retraining program to qualify them for new jobs and offering some compensation until they are re-employed. Critics say that proposal is far too small and its financing uncertain.

Congress, like Clinton, cannot change provisions of NAFTA. The lawmakers

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Dear Rollie:

The response from our ads in the Plainview DAILY HERALD, and COUNTRY TRADER was excellent. The initial meeting at the Plainview Chamber of Commerce building on September 27th was attended by 83 people from Plainview, Tulia, Dimmitt, Hart, Canyon and Lubbock. Now, at the end of the third week of classes, 89 people are enrolled and attending counselor training. I consider this result outstanding. My staff and I have been working very hard to produce a fine service for the participants attracted.

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# PERRY

From Page 3

facilitator in getting some of these groups together. And in the case of environmentalists and producers, we can be very instrumental in doing that.

**AgReview:** What about NAFTA. Do you have any sense as to what its chance for passage will be when the U.S. House votes on it in about two weeks?

**PERRY:** I think the low point for NAFTA was about three weeks to a month ago. Mr. Ross Perot was at his apex. The labor leaders had a lot of leaders scared. In the last 30 days, there has been a lot of focus on NAFTA, with a lot of facts instead of fiction — instead of misinformation and out and out demagoguing.

You are seeing people come to the pro NAFTA position realizing this can be a major, major boom for jobs in the United States. Of course, Texas will be a major beneficiary. I think it is looking well, and you've got Bill Clinton — he decided he is going to make NAFTA a real issue, instead of giving it lip service.

The President of the United States has decided to put his considerable influence, and his party I might add, behind NAFTA. And, the Democratic Party is where the

parole has always been with NAFTA.

**AgReview:** What you are doing to lobby for NAFTA in the days ahead?

**PERRY:** I am going to Washington, D.C., on Nov. 8-10, and I will be testifying in some hearings. I will be doing some major press work and lobbying members of congress of other states.

**AgReview:** The Texas Farmer Stockman Show held in Lubbock in October has been billed as one of the big ag events of the year. What will be the benefits to Texas in the future of having such a show in this part of the Southwest?

**PERRY:** If you are a producer, it's obvious. You get one-stop shopping of the newest in technology, whether in equipment, techniques or farm buildings. The knowledge that you have accumulated all in one place is pretty phenomenal. We've needed it for a long time. For the people who have products to sell, farmers have an opportunity to get in touch with Texas suppliers. We have a lot of Texas-based ag suppliers. This is value-added processing — buy it, build it, process it in Texas instead of some other state.

One of the areas we've been missing with some of these shows,

on the consuming side of it, we have the opportunity and I hope shows we will do this in the future, to focus a little more on the consuming public, bringing out the urban dweller and educating them on the extraordinary industry that drives the economy of the State of Texas. I think that is good public relations.

**AgReview:** You are a big proponent of value added processing. Where and when was the concept launched in Texas, and how is the value-added concept catching on?

**PERRY:** The father of modern day value-added processing is Charlie Scroggs. Back in the 1960s Charlie was talking about Texas agriculture needing to change its focus from production agriculture to value processing. We were already prolific growers. Charlie said we didn't need to be learning to be more productive. We needed to add value to what we already raised.

For a lot of reasons, Texas didn't look at it. I think one of our problems being that we, as producers, thought we were getting along all right. We wanted to take our cotton to the gin and get paid for it today. I was taught at Texas A&M how to be a more productive grower, a producer. I had only one business course in four

years by the time I got my animals science degree. Did they teach us about production agriculture? Yes, from morning 'til dark. †

Another problem was an unwillingness of financial institutions in the state to fund value-added products. If you walked into a bank 10 years ago in Plainview or Haskell and said you wanted \$10 million to put in a cotton mill they would have laughed at you. That wasn't an area they were comfortable with.

We've also got problems with trucking regulations, very onerous if you are in the trucking industry. And we've got some pretty high trucking rates.

We also have a work-mans compensation problem and in the workers liability and tort law area.

One of those areas, singularly, would have just a total and absolute watering down effect to processing. But all of these combined have basically kept our state

from being too focused on processing.

What we are doing is helping to change the mindset, and mentality of producers and lending institutions. Workers compensation is heading in the right direction, but we are not where we need to be. The Governor of the state will have to decide if we want a business climate more conducive to businesses or trial lawyers.

What we've done involves the \$25 million initial outlay to the Texas Agriculture Finance Authority for use in guaranteed loans to Texas ag industry. I knew about the program,

being in the Texas Legislature in 1989. When I came into office, we knew it was over there, but it was not up and running. They were not doing anything with it. Within six months we got the rules written and got it taken care of.

(Texas voters were to decide the fate of quadrupling the funding level for the TAF to \$100 million. In its two and one-half year of existence it has funded numerous projects and has shown a \$500,000 profit. On election eve, the TAF had 300 applications in house for potential value-added projects in need of the expanded funds.)

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## TCG not for NAFTA as it is

**DIMITT** — Carl King, the Chairman of the Texas Corn Growers Association, has called on Congress to defeat the North American Free Trade Agreement as it is now written.

Though King and others have called for revisions in NAFTA, President Clinton last week said he is not in favor of renegotiation of the treaty, and is pushing for a mid-November vote in the U.S. House.

Both the TCGA and National Farmers Union (parent of the Texas Farmers Union) have voiced past reservations about NAFTA.

King, who is also chairman of the board of the American Corn Producers Association, quoted an old Latin proverb, which states, "Wise men learn by other

men's mistakes; fools, by their own."

King claims his stand on the issue was solidified after examination of alleged harmful effects of the Canadian Free Trade Agreement on U.S. farmers and how it compares to NAFTA.

King, a Dimmitt corn farmer, claimed that since ratification of the CFTA, producers of oilseed, durum wheat, barley, sugar, peanuts, feeder cattle and hogs have been "ruthlessly victimized by the unfair provision of said agreement."

"If that is what we got from CFAT, just what is in store for U.S. farmers in NAFTA," asked King.

King cited the interdependence of markets, and the way in which lower prices in one commodity can affect others.

"If the barley market is hurt, so goes other feed grains such as corn," he said. "If hogs and cattle prices fall, eventually fewer animals will consume corn. If raw sugar prices fall, so does the price of corn sweetener."

"Besides, there are few corn farmers that do not grow other commodities," King said. "Many of us raise livestock, soybeans, sugarbeets or other commodities, too."

King also released the following statistics showing, he says, that country of origin rules have not been properly enforced under CFTA:

■ Canadian exports of sugar-containing products to the U.S. have risen from 3,796 metric tons to 118,456 metric tons.

## NCG solid behind NAFTA

**PLAINVIEW** — Neal Burnett, treasurer of the National Corn Growers Association, says his organization wants Congress to pass NAFTA when it is expected to vote on the ag issue prior to the holiday recess in mid-November.

Burnett added that the NCGA and its Texas affiliate, the Lone Star Chapter, are firmly behind the North American Free Trade Agreement, citing immediate benefits that would come in dealings with Mexico.

"Even though we know everything about NAFTA is not exactly like we'd like to have it, we believe there will be many more pluses than minuses in the long run," Burnett said late last week.

The stand by the NCGA differs from that of the

Dimmitt-based American Corn Growers, which is calling for renegotiation of NAFTA before they would consider supporting it.

The NCGA, based in St. Louis, Mo., is the older of the two commodity organizations.

"The National Corn Growers and the Texas Lone Star Chapter were among the first to endorse NAFTA," Burnett said.

Burnett affirmed that there are issues that are not agreeable to all, citing "areas that are going to have to be worked on." He added, "But it is going to take a long period of time to work these things out."

Burnett did not address any issues raised concerning Canadian trade, but instead focused on the

potential for trade with Mexico.

"Mexico is a poor country now, but it will be to our advantage if they become economically better off," Burnett said. "They would buy more from us than other countries."

Burnett said the NCGA is citing estimates to show that if NAFTA passes, corn exports to Mexico could conceivably double immediately.

He called for passage of NAFTA, citing "it as the best place to start."

"I don't think from the start that everything will be like we like it, but you have to start somewhere," Burnett said. "We should have done this a long time ago."

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