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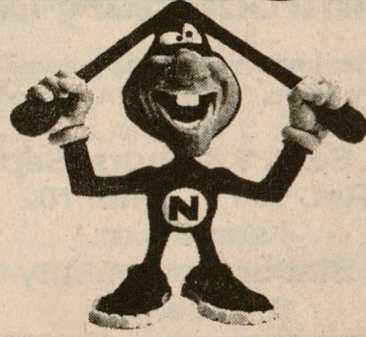


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**Heart association, beef council team up, promote good health**

AUSTIN (AP) — The American Heart Association hasn't exactly been friendly to the beef industry's efforts to promote its product, but it joined hands with the Texas Beef Industry Council Wednesday to proclaim that lean red meat can be part of a healthy diet.

Dr. Michael H. Crawford, president of the heart association's Texas branch, acknowledged that his group and the beef industry "didn't see eye-to-eye" in the past, primarily because beef has a reputation for high fat and cholesterol levels that can clog arteries.

But he said Wednesday, "I think it's through that conflict that this new direction took place. Now there is a cooperation towards pursuing a common goal of reducing the amount of fat that's involved with beef, both in its production and in the way it's cut and marketed in the grocery store."

"Cutting down on saturated fat and cholesterol does not mean that

you have to cut out beef, lamb or pork."

Crawford is co-director of the cardiology division at the University of Texas Health Science Center in San Antonio.

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— Dr. Michael H. Crawford, president of the heart association's Texas branch

Representatives of the National Live Stock and Meat Board met with heart association members five years ago to discuss new research into the nutrition value of beef, said Anne Anderson, executive director of the Texas Beef Industry Council.

The council and heart association held its press conference Wednesday

as part of a national, week-long heart association Food Festival that begins Sunday.

During the festival — an educational program touting the cardiovascular benefits of a low-fat, low-cho-

lesterol diet — more than 4.5 million brochures featuring lean-beef recipes will be given to Texas shoppers.

Anderson said the red-meat representatives had asked association members to assess the main problem facing their industry.

Their response "was only a three-letter word, and that word was

"fat," she said. "That was the

challenge that we in this industry faced for the last five years."

To reduce fat, the beef industry has worked to breed leaner and to trim meat more closely,

Anderson said. The industry is conducting a \$26 million advertising campaign promoting beef.

The diet includes five ounces of lean meat, fish or poultry each day, along with fruits, vegetables, bread and low-fat dairy products, said Lynne W. Scott, vice chairman and registered dietitian at the Diet Modification Clinic at the Baylor College of Medicine.

Three ounces of trimmed, lean beef contains 76 milligrams of cholesterol, 189 calories and an average of 3.4 grams of saturated fat, Anderson said.

Cardiovascular disease is the leading killer in Texas and the United States. More than 51,000 Texans die of cardiovascular disease in 1985.

**New technology in trucking industry beats out old with soft-sided trailers**

MANSFIELD (AP) — A truck is a truck. Right?

Wrong. New technology can strike even the staid trucking industry. Build a better box and freight-haulers will beat a path to your trailers, believes Fred Ufolla, president of a Mansfield startup called Nu Van Technology. "They'll blow the doors away," Ufolla says.

Nu Van Technology was born this year out of another Mansfield manufacturer of truck trailers, Aztec Products Inc. Aztec produces a variety of trailers under traditional and new techniques.

Nu Van specializes in new types of trailers for long-distance hauls.

At first blush, both companies' innovative trailers appear awfully low-tech.

The difference: soft sides instead of hard sides.

Truck trailers for decades have been made of aluminum sheets attached to posts surrounding a flat bed, with a solid ceiling.

The new products, made by a handful of American manufacturers including Nu Van and Aztec, use curtains on the sides.

When loading or unloading the truck, the curtains fold back.

When hauling freight, the curtains are closed and buckled into place by heavy-duty straps. The resulting walls act just like aluminum sheets, Ufolla says.

That is mandatory. Say you're hauling large appliances stacked on top of each other.

That creates a high center of gravity in the load.

"When you're coming around the mountains... and you've got a high-center-of-gravity load, it (the load) will come through that wall" if it can't bear the weight, Ufolla says.

Once those basic trucking needs are addressed, the advantages of soft-sided trucks are measured in seconds, minutes and hours.

Consider companies using so-called "just-in-time" inventory techniques. In the just-in-time approach, trucks become a company's warehouses.

Parts should arrive just in time to go from loading dock to assembly line. This saves a company overhead and labor.

The soft-sided van saves time.

With hard-sided trucks, there is only one way for a forklift operator to get the cargo out: Through the back door.

The advantages of such soft-sided

trucks can be measured in inches, as well. Using curtains eliminates posts. That saves two inches on each side of a trailer. Trailers typically are 48 feet long. It adds up.

In addition, the decks of the new trailers often drop down between the wheels, creating more storage space. A forklift can't easily reach a dropped deck in a standard trailer.

All told, one of these new trailers can increase the amount of usable space by 20 percent, says Ufolla.

Then, says Aztec's Larry Davis, comes what makes the trailers "a thing of the future."

"They are so doggone versatile," he says.

The trick: Turning one trailer into two.

The soft sides can be supplemented by adjustable ramps. The trucker gets a normal four-sided trailer, plus a flatbed trailer — with a two-tiered bed if needed.

"In our industry nowadays," says Ufolla, "a trucker has to have two-way loaded miles to make it."

Profits on one haul aren't enough to support driving an empty truck back.

So these innovative vans are not so low-tech after all.

Too, the curtains are a particular type of material — polyester coated

with polyvinyl chloride. PVC,

in high-grade plastic pipes.

Those PVC-coated curtains are backed by strong reinforced steel to create walls that will hold up under the heaviest load.

And many Aztec trailers feature another reinforcement — a plastic designed to combat the curtains' biggest liability: susceptibility to theft. Without additional reinforcement, the standard PVC-coated curtains can be cut by a strong knife.

That is unacceptable to long-term customers. Coca-Cola, for instance, has been a major proponent of the Mansfield-made vans.

But vandals that can slice through a van will. In the worst case, Ufolla, a thief could cut through the curtain and remove products from the other side.

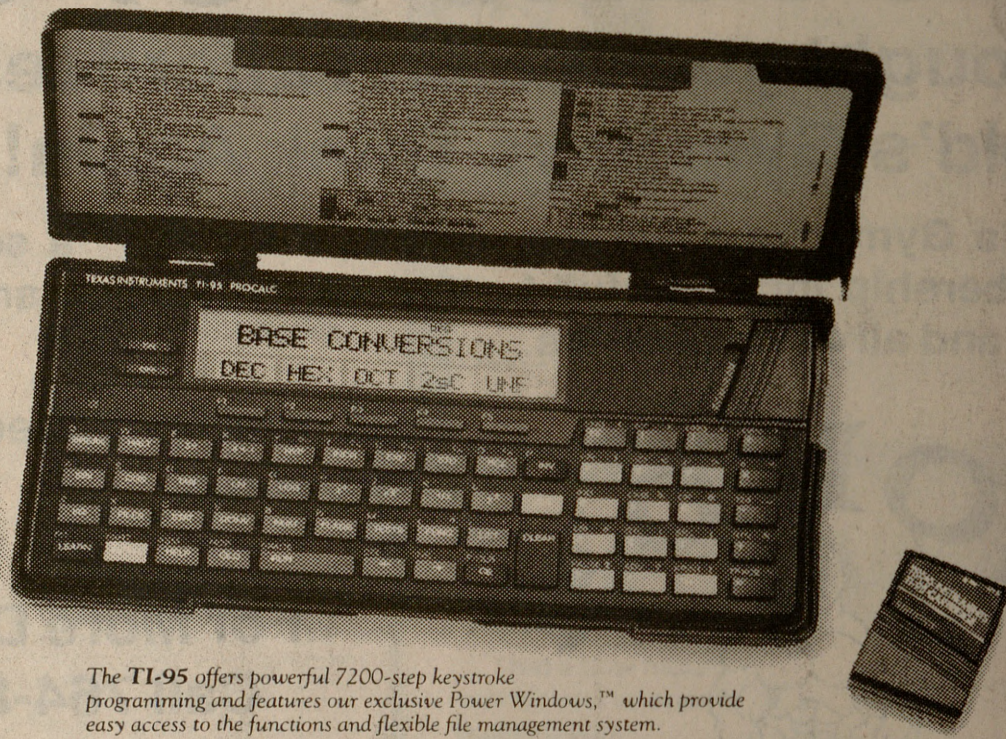
But the curtains not only eliminate the labor-intensive process of covering lumber with tarpaulin. They are the tarp.

"This is a niche product," Ufolla says, "but if you find the right person who knows how to use it, it's a moneymaker," says Ufolla, both for the customer and the field manufacturers.

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