

PORT OF HOUSTON

SEPTEMBER 1987

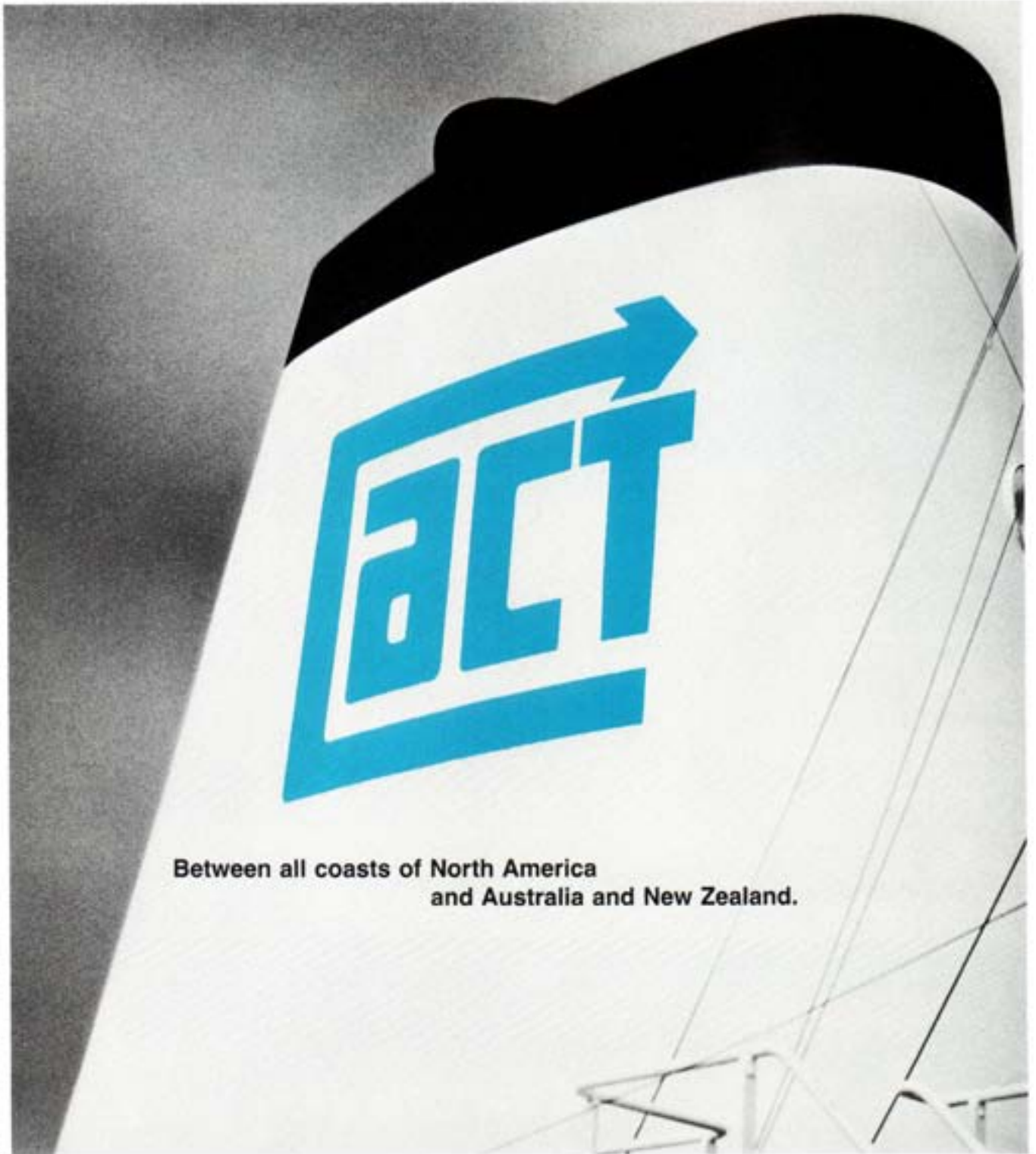
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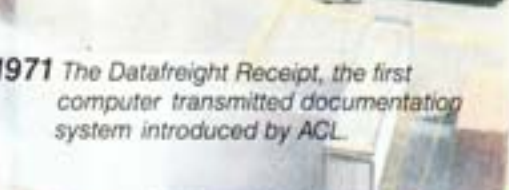
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1987 ACL lengthens G-3 vessels increasing their size to 2600 TEU's, the largest vessels in the world.



1973 Atlantic Coast Express, ACL's nationwide trucking service, begins operation.

PORT OF HOUSTON

Volume 31 September 1987 Number 9

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County Auditor

A more extensive list of PHA personnel can be found on page 40.



Official
Publication
Port of
Houston
Authority

Executive Offices
1519 Capitol Avenue
Houston, TX 77002
P.O. Box 2562
Houston, TX 77252-2562
Tel: (713) 226-2100
TWX: 910-881-5787
Telecopier: (713) 226-2134

Field Office
60 East 42nd Street
New York, NY 10165
Tel: (212) 867-2780

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O N T H E C O V E R

Project cargo and heavy lifts are handled efficiently and carefully at Port of Houston Authority facilities. This box contained industrial equipment bound for Xingang, China. It was part of a shipment that included five steam generators and 25 gas compressors.

PORT COMMISSIONERS



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PHA FACILITIES HAVE WHAT IT TAKES TO HANDLE THEM



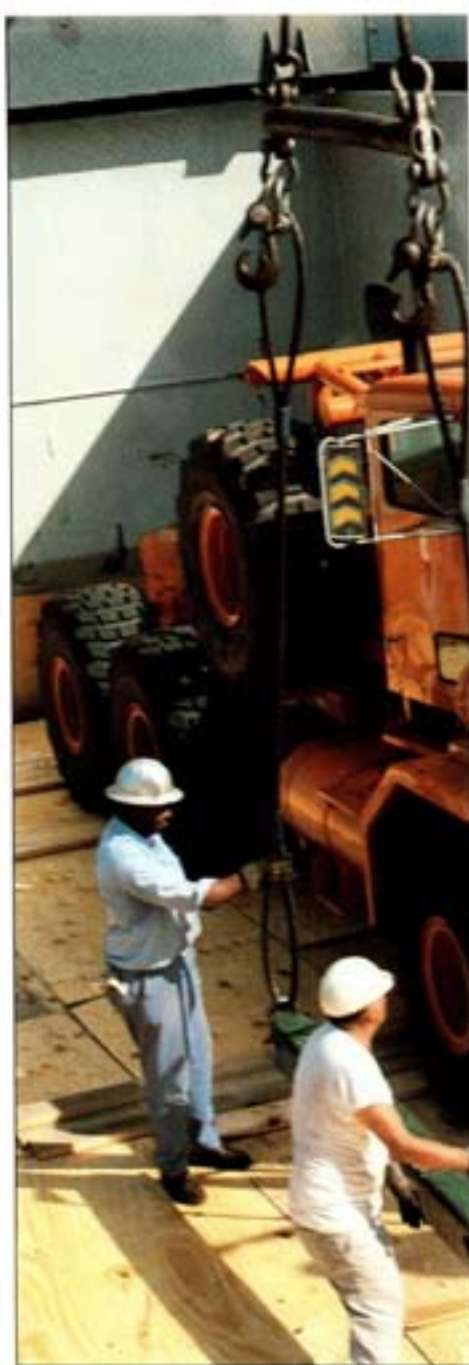
Oil-related projects once accounted for most of the heavy-lift and project cargoes passing over Port of Houston wharves. Today the Port handles large and heavy cargoes used by a diverse range of industries, including chemical processing and agriculture.

What does it take to move heavy-lift and project cargoes? Timing, care and experience. The Port of Houston Authority offers all three, along with facilities that can accommodate the heaviest and most cumbersome of cargoes.

Moving rig parts, chemical reactors and power plants pose no real problems for PHA people or facilities. That's because heavy-lift and project cargoes have been moving across PHA wharves for decades.

Large and heavy pieces of cargo became commonplace at the Port of Houston soon after the Texas oil boom started. Manufacturers of rigs and other oil field equipment sprouted around Houston, and the port became an experienced handler of heavy and cumbersome industrial cargoes.

The petroleum industry isn't bustling as it once was, but heavy-lift and project shipments still move through PHA facilities. Some such cargoes are still oil-related, but many are tied to other growing industries. Heavy-lift and project shipments that have moved through PHA facilities this year include a massive chemical reactor bound for a Clear Lake, Texas, plant; a 75-foot barge bound



for Venezuela; and a 320,000-pound gas turbine.

"Project cargoes are few and far between since the oil decline," says Don Allee, PHA general sales manager. "But we've been able to identify those cargoes that are out there and route many of them through Houston."

The Port Authority offers shippers a variety of modern, flexible facilities that are ideal for the handling of project and heavy-lift cargoes.

WHARF 32 One of the most popular facilities for large cargoes is Wharf 32, located at PHA's Turning Basin Terminal. "Wharf 32 is dedicated specifically to project cargo, heavy lifts and other shipments not suited to regular wharves," says Allee. "It was built with those kinds of



An Osblush truck is lowered into the hold of a vessel bound for the People's Republic of China. At PHA facilities, even the most cumbersome of cargoes are handled with care.

cargoes in mind."

The \$11 million wharf, which is the newest of the Turning Basin docks, features 806 lineal feet of berthing space and 20 acres of paved marshalling area. The wharf apron is slightly sloped to facilitate the movement of heavy cargo.

"The large staging area makes this facility flexible and allows the shipper to manipulate his cargo right on the wharf," says Jim Widman, PHA projects manager. "At Wharf 32, cargo can be crated, inspected, labeled or checked."

One of the most important assets

Wharf 32 offers shippers, Widman and Allee say, is flexible rates.

"With Wharf 32, almost everything is negotiable," Allee says. Shippers using Wharf 32 enjoy the advantage of negotiable free storage time. With project cargoes, components often arrive piece by piece and must be stored until the entire shipment arrives. But at Wharf 32, project cargo shippers don't have to worry about storage charges accumulating.

Freight handling at Wharf 32 may be handled by the shipper, consignee or a designated agent. "This allows the shipper to control his costs by handling the loading or unloading himself or by delegating the work to anyone he chooses," Widman says.

Other wharves at the Turning Basin Terminal also are excellent for moving big and heavy cargoes. The terminal was designed with an alternating arrangement of two docks with covered storage followed by one open wharf, so cargoes of any shape and size can be accommodated.

"The entire general cargo terminal is suitable for project and heavy-lift cargoes," Allee says. "Climate-sensitive freight can be staged under cover, but large pieces can be handled in the open areas. The terminal also has a mobile container crane, so combination shipments can be handled."

BARBOURS CUT Another excellent facility for projects and heavy lifts is Barboours Cut Container Terminal. Don't be fooled by the name — this modern intermodal terminal handles other types of cargo, too. Barboours Cut has 4,000 lineal feet of contiguous wharves and 54 acres of open paved area, providing plenty of working room for handling large



The Port of Houston Authority has the facilities and equipment to directly transfer even the heaviest pieces of cargo between the vessel and truck or rail car.

cargo. The terminal offers one of the fastest truck and vessel turnaround times in the country, so cargo doesn't lie idle.

Getting project and heavy-lift cargoes to and from any PHA facility is no problem. Wharf 32, the other Turning Basin wharves and Barboours Cut all are accessible by rail and are located near major highways. The Port Authority has cranes available for each facility, and cranes with a capacity of 300 tons or more are available by special arrangement with private companies.

When it comes to special shipments, though, experience is one of the Port Authority's most important offerings.

"Our sales and operations teams have experienced personnel, which is essential to the shipper," Widman says. "Moving heavy-lift and project cargo is a science, and having the assistance of someone who is experienced in this area can be very important." □

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BOND SALE PROPOSED TO FUND PORT OF HOUSTON IMPROVEMENTS

Harris County voters will be asked to approve a \$100 million bond proposal for Port of Houston improvements in a referendum slated for Nov. 3.

County commissioners voted in July to include the port plan with other proposals on the ballot for the \$635 million bond election.

Port of Houston Authority officials told county commissioners during a presentation on the bond proposal that port improvements are vital to Houston's economic growth and diversification.

"We want to promote a world-class port," said Archie Bennett, Jr., chairman of the Port of Houston Commission.

The \$100 million requested in the port proposal would be used as follows: \$80 million for improvements at the Port of Houston Authority's Barboours Cut Container Terminal; about \$16 million for road, sewage and railroad improvements at the Turning Basin Terminal; and

\$4 million for dock improvements at the Bulk Materials Handling Plant.

The Barboours Cut funds would be used for construction of three new wharves and a container freight station, railroad ramp point expansion and infrastructure improvements.

Together the proposed improvements would create an estimated 1,200 construction jobs and another 500 new permanent jobs annually. Other benefits would be increased local tax and inland transportation revenues.

The last bond election involving the Port of Houston was in 1979, when voters approved \$50 million in bonds for port improvements. The bonds funded the addition of a \$4.7 million shiploading system at the Bulk Materials Handling Plant and construction of Wharf 32 at the Turning Basin. □

Workers lay pavement at Barboours Cut Container Terminal to provide additional storage space. A proposed bond issue would finance further improvements.

The proposed improvements would create an estimated 1,200 construction jobs and another 500 new permanent jobs annually.



TRADE DEFICIT DOES NOT JUSTIFY PROTECTIONISM



Proponents of protectionism often argue that the U.S. trade deficit is an evil that justifies protectionist measures, when in fact the deficit is not bad, a federal commerce official says.

"A trade deficit or a trade surplus, as any number of economies will tell you, is not something good or bad," said James Moore, Jr., assistant U.S. secretary of commerce for international economic policy.

Moore and U.S. Rep. Tom DeLay, R-Texas, were guest speakers at a recent luncheon organized by the

James Moore, Jr., assistant secretary of commerce for international economic policy, discussed trade and protectionism at a recent seminar organized by the Houston Chamber of Commerce. Moore told guests during a luncheon speech that a trade deficit should be considered neither good nor bad.

Houston Chamber of Commerce. Both men discussed world trade, protectionism and trade-related legislation.

THREE MYTHS The belief that the U.S. trade deficit justifies protectionism is one of three myths often used when defending protectionism, Moore said. Brazil, he said, has a trade surplus, but also has a huge external debt and a protectionist government.

"Protectionism is a
very expensive way of
saving jobs."

The United States, on the other hand, produces new jobs at a rate that other developed countries envy, he said. During the past four years, the number of new jobs created in the United States was about 11.2 million, more than in Europe and Japan combined for the past decade.

A second common myth, Moore said, is that protectionism saves jobs. "Protectionism protects less innovative companies from the full effects of more innovative countries," he said. "Protectionism is a very expensive way of saving jobs."

Government studies indicate that, for every job protected, the annual cost to consumers often exceeds \$100,000 per year. Trade barriers, he said, already cost the U.S. economy more than \$65 billion annually.

HELP FROM ABROAD "The third myth is that we are mortgaging our future to foreigners by borrowing from abroad," he said. "The fact is that during the past six years, borrowing from abroad has helped finance a retooling of our capital base, which



U.S. Rep. Tom DeLay of Texas discussed a pending trade bill during a recent news conference and Houston Chamber of Commerce luncheon. DeLay said protectionist measures designed to save American jobs often end up costing the American consumer more in the long run.

has made us more competitive for the future.

"We can use foreign borrowing to buy capital goods that will make us more protective," he added. "Borrowing from foreigners is not bad."

U.S. companies have an important stake in foreign countries, Moore said. The largest employer in Singapore is General Electric Co. Argentina's largest exporter is International Business Machines Corp. (IBM). The dollar value of Japanese in-

"Success can be driven only by the burning desire of a firm to find its own way in the marketplace."

vestment in the United States last year almost equalled the \$60 billion trade deficit the United States had with Japan.

"Trade and economic relationships are not only complex, but have an intricacy that is difficult to gauge," Moore said. "It all comes down to this: Success can be driven only by the burning desire of a firm to find its own way in the marketplace. Government can certainly help in some very important ways. But at the end of the day, it is the drive of individual entrepreneurs that counts." □

DELAY DESCRIBES CONGRESSIONAL TRADE AGENDA AS 'REGRESSIVE'

A proposed trade bill under consideration by Congress could prompt some countries to take devastating measures against the United States to get even, U.S. Rep. Tom DeLay says.

"Historical precedent consistently shows us that countries will get revenge for our protectionist acts and will reduce their imports of our goods," DeLay, R-Texas, said recently. "Therefore, we can expect that further jobs and revenues will be lost as a result of retaliation by other countries."

DeLay, during a news conference and subsequent Houston Chamber of Commerce luncheon, discussed the projected effects of a trade bill pending in Congress. The Senate and House of Representatives each has passed its own version of the bill, which is officially dubbed the Trade and International Economic Policy Reform Act of 1987. Delegates from both houses were expected to meet in August to hammer out a compromise version of the bill. The joint conference had not yet been convened when this article was being written.

MANDATORY RETALIATION Both versions of the bill call for mandatory retaliation against countries with "excessive trade surpluses and unfair trading practices," DeLay said. Countries with trade surpluses include Japan, West Germany, Taiwan, South Korea, Italy, China and Brazil.

If the bill is passed, DeLay said, the Houston area alone would lose 5,300 jobs and \$100 million in revenue within a year of its enactment. Those figures, said DeLay, don't include the damaging effects of possible retaliation by other countries.

Congress' current trade agenda is one of "regressive, antigrowth policies," DeLay said. "Under the misnomer of competitiveness, we are being asked to approve the most protectionist piece of trade legislation since the Depression-causing Smoot-Hawley Act. 'Competitiveness' is the new name, but it's the old game of paying off special interests: regulation, subsidy, protection — it's all the same."

OTHER FACTORS Economists estimate that current unfair trade practices account for only 10 to 20 percent of the U.S. trade deficit, DeLay said. The most significant contributors to the deficit are volatile exchange rates, adjustments from inflationary to deflationary monetary policies and sluggish growth rates among this country's trading partners, he said.

Government should not rely on protectionist tariffs as a cure-all, he said, but instead should free U.S. businesses "from the shackles of over-regulation."

"Our workers and businesses can compete with anybody if allowed to do so," he said. "The real crux of the matter is we must compete or retreat."



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PORT TIDINGS

Fender system improvements planned for PHA's Turning Basin Terminal

Plans are under way to improve and repair several wharf fender systems at the Port of Houston Authority's Turning Basin Terminal.

The Port of Houston Commission recently authorized the Port Authority to seek bids for work at Wharves 21 and 22.

The existing timber fender system on the wharves will be replaced with an energy-absorption system, said Tom Kornegay, PHA director of engineering. The new system will consist of layers of rubber, steel galle work and timber to protect the concrete wharves. The new system is expected to cost \$1.2 million.

The work is part of an ongoing program to better protect some of the Turning Basin Terminal's busiest wharves, Kornegay said. Energy absorption fender systems already have been installed at Wharves 8, 16, 17, 20 and 32. Eventually, the Port Authority plans to protect Wharves 16-32 with the energy absorption systems, Kornegay said.

The Port Commission recently awarded a contract to M&M Lumber Co. Inc. for the purchase

of 110 dressed pine timbers. The timbers cost about \$19,500 and will be used to replace damaged wharf fenders until the energy-absorption type system can be installed at the designated wharves.

The Port Authority recently began seeking bids for 50 V-type rubber dock fenders to be installed at some Turning Basin wharves. The rubber fenders were expected to cost about \$50,000 and would be used mostly at Wharves 10-15 to improve the existing timber fender systems.

Barbours Cut site of three projects

Work is beginning on assorted improvements and repairs at the Port of Houston Authority's Barbours Cut Container Terminal.

The Port of Houston Commission recently let a contract to Beyer-Schindewolf Construction Co. Inc. for repaving George Altwater Drive with concrete. The work will cost about \$980,000.

The contractor will pave the two-lane asphalt street, which is adjacent to the south side of Barbours Cut Terminal, with concrete. The work is expected to start Sept. 7 and will take about a year.

The Port Authority recently began seeking bids for repairs to a damaged dolphin at LASH Berth 1. Dolphin A was damaged as a vessel made an emergency docking. The repairs are expected to cost about \$65,000.

The installation of hurricane tie-downs for yard cranes at Barbours Cut Terminal No. 1 recently was completed at a cost of \$27,000. Collier & Walker Inc. was contractor for the work.

Elevator tracks slated for rehabilitation

A contract recently was awarded to W. T. Byler Co. Inc. for the rehabilitation of two railroad tracks at the Port of Houston Authority's Houston Public Elevator. The work is expected to cost about \$127,700.

The repairs are part of an ongoing program to evaluate and rehabilitate tracks at the PHA Turning Basin Terminal.

ICW dredging begins east of Bolivar Roads

Dredging of the Gulf Intracoastal Waterway from High Island to Bolivar began in August and should be completed in January, according to an announcement from the U.S. Army Corps of Engineers.

Mike Hooks Inc. of Lake Charles, La., is performing the work. Estimated cost of the project is \$1.1 million. The contract also calls for dredging of the Bolivar peninsula slips used by the Texas Highway Department ferries that run between Galveston and Bolivar peninsula.

The 6.6 miles of channel was last dredged in November 1985. More than one million cubic yards of material will be removed to maintain authorized project dimensions of 12 feet in depth and widths ranging from 125 feet to 300 feet. A pipeline dredge will be used and dredged material will be placed in confined areas.

Slab repairs slated for Wharves 12 and 13

The Port of Houston Commission recently awarded a contract to Forde Construction Co. Inc. for the repair of concrete slabs at Turning Basin Terminal Wharves 12 and 13.

The work is expected to cost \$15,570. These wharves have sustained damage from routine use.

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TORM LINES EXPANDS U.S.-WEST AFRICA SERVICE

Torm Lines has added two vessels to its U.S.-West Africa service, enabling the Danish carrier to offer additional ports of call and improved transit time.

The *M/V TORM AFRICA* and the *M/V SIMO MATAVULJ* recently visited Houston on their maiden voyages. The two new vessels bring to four the number of ships to be used in the service.

The *TORM AFRICA* will be used as a feeder vessel in West Africa, extending Torm's service to additional ports not accessible by oceangoing ships. With Abidjan as its homeport, the shallow-draft vessel will call at Tema, Ghana; Lome, Togo; Cotonou, Benin; and Warri and Calabar, Nigeria. The *TORM AFRICA* is a deck container ship with a capacity of up to 148 TEUs. While in Houston, it was fitted with a crane that has a lifting capacity of 75 metric tons.

The *SIMO MATAVULJ* will serve Torm's direct ports of call in West Africa, which are Banjul, Gambia; Monrovia, Liberia; Abidjan, Ivory Coast; Lagos and Port Harcourt, Nigeria; and Douala, Cameroon. The ship has an overall length of more



The *M/V SIMO MATAVULJ*, operated by Torm Lines, recently called at the Port of Houston during its maiden voyage. The vessel will offer direct service between the U.S. Gulf and West Africa on a monthly basis. Attending a ceremony to welcome the ship to Houston were (from left) Vrcic Goran, chief engineer; Donald Allee of the Port of Houston Authority; Capt. Z. Kera, master of the vessel; and Ray Gill of Kerr Steamship Co., agent for the vessel.

than 633 feet and a deadweight capacity of 24,432 tons. The multi-purpose vessel, which is the largest one operated on this trade route by a regular service, has three twin cranes with a lifting capacity of 50 metric tons each. The cranes can be combined to give the vessel a heavy lift capacity of 100 metric tons.

The new ships are not the first ad-

ditions Torm has made recently to its West Africa service. Last year the *M/V VODICE* was added to the fleet.

Torm Lines is based in Copenhagen and offers monthly service between the U.S. Gulf and West Africa. The carrier, which is represented by Kerr Steamship Co., has served the West Africa trade for more than a decade. □



Torm Lines' *M/V TORM AFRICA* picked up cargo at the Port of Houston during its maiden voyage and was fitted with a 75-ton-capacity crane. On hand to welcome the ship to Houston were (from left) Ray Gill of Kerr Steamship Co.; Felicia Cook of Torm Lines; Donald Allee, Port of Houston Authority; Capt. Jorgen Hansen, master of the vessel; Peter Southwell of Torm Lines; Henning Theobald of Kerr Steamship; George Turner of Consolidated Crane Co., which sold Torm the ship's crane; and Chief Engineer Fritz Frhderinse.



Torm Lines' new deck container ship, *M/V TORM AFRICA*, has a shallow draft, enabling it to call at ports inaccessible by oceangoing vessels. The *TORM AFRICA* will be used as a feeder vessel in Torm's U.S.-West Africa service.



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A TALE OF TASTE ON TWO CONTINENTS

In which Houston entrepreneurs sell Louisiana crawfish to Sweden with financial backing from a British bank.

It's a prehistoric-looking shellfish that appears less than appetizing in its natural habitat. It lives in swamps and rice fields and has to be purged of its muddy heritage before it is fit to eat. Its shell is hard and the meat is difficult to extract.

In spite of all this, the crawfish (also known as a crayfish) has a rich taste that has made it a popular delicacy in many countries. Mention crawfish in Louisiana and someone will surely tell you, "That's what they serve for breakfast in heaven." Devotees in other states and countries would probably agree.

NEW TRADE LINK The unflagging loyalty of crawfish eaters is partly responsible for the development of a new trade link between Houston and Europe. In Sweden, which claims to hold the world's record for crawfish consumption, August is a special time to drink schnapps and do some serious crawfish eating. This year more than 500,000 pounds of the crawfish they ate came from Louisiana by way of Houston.

The Swedes became enamored of this food when they had a good supply of them in their own ponds. Their love of crawfish persisted after they exhausted their own supplies

20 years ago, and for years they imported crawfish from Turkey. Recently Turkish ponds suffered contamination that drastically cut production in that country.

That's when executives from Sea Fresh Foods Inc. and Lloyds International Trading Co. decided to begin exporting crawfish. Sea Fresh has of-



Stuart Lynn (left) and Kenneth Watler, president of Sea Fresh Foods, show off a box of the company's frozen crawfish.

ices in Houston and a plant in nearby Anahuac. Lloyds International Trading Co., a subsidiary of Lloyds Bank in Great Britain, provided the necessary financing by buying Sea Fresh products and reselling them to the Swedes, sharing the profits with Sea Fresh.

FRESH TASTE Alan Harp, a Houston entrepreneur, founded Sea Fresh in 1984 after obtaining exclusive rights to use a unique freezing

process developed in Baltimore, Md. "The process gives crabs and crawfish a shelf life of two years or more and they taste as good thawed as they did the day they were caught," maintains Dr. M. Stuart Lynn, Sea Fresh's chief executive officer.

Seafood processors in Louisiana also have entered this market, but Lynn says they do not use Sea Fresh's patented process.

BARBOURS CUT The crawfish are packed in colorful boxes labeled "Amerikanska Kalaskraftor" ("American Party Crawfish") and sent to the Ex-Im Freezer facility near La Porte, Texas. From the Ex-Im warehouse, the crawfish go in containers to Barboours Cut Container Terminal to be loaded aboard vessels operated by Atlantic Cargo Services and Mexican Line. World Commerce Forwarders handles forwarding of the shipments.

In June and July, an average of 25,000 pounds of crawfish were being prepared each day in the Anahuac plant. Norway and Finland are also good markets for this product, Lynn noted. In the meantime, efforts have begun to sell Sea Fresh's blue crabs in Japan and in Scandinavia. "Next year we expect to be a major force in these markets," Lynn added. □



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PORT RECOGNITION DAY PLANNED IN OCTOBER

Entertainment, international foods and boat tours all are slated for Port Recognition Day, to be held Oct. 4 at the Port of Houston Authority's Turning Basin Terminal.

This is the first year a day has been set aside especially to recognize the importance of the Port of Houston to the surrounding area. The event's organizers, who hope to make this an annual celebration, include several local chambers of commerce, the Texas Parks and Wildlife Department and San Jacinto College.

"Through a cooperative community effort, we want to give recognition to the port and show our appreciation for its contributions to the Houston economy," said Jim Manley, president of the North Channel Area Chamber of Commerce, one of the organizing groups.

The day's events will run from 10 a.m. to 5 p.m. A ribbon ceremony is scheduled for the dedication of the Houston Ship Channel as a national historic site by the American Society of Civil Engineers. A colorful parade of decorated vessels will precede the ceremony.

Entertainers will perform throughout the day, and tours aboard the PHA inspection vessel M/V SAM HOUSTON will be offered during the afternoon. The end of a 15-day running marathon benefiting the historic battleship U.S.S. TEXAS will coincide with the festivities.

For more information about Port Appreciation Day, contact the North Channel Area Chamber of Commerce at (713) 455-4868 or P.O. Box 9759, Houston, Texas 77213.

UNIMAR TO OFFER CG-STYLE INSPECTIONS

Unimar Inc., International, plans to offer U.S. Coast Guard-style inspections for vessels and facilities starting Sept. 15.

Unimar personnel trained by the Coast Guard will inspect for compliance with U.S. laws and can offer suggestions on how to make vessels and facilities meet federal regulations.

Unimar is a Houston-based company offering inspection, surveying and consulting services to the marine industry. For more information about the inspections or other new Unimar services, call the company at (713) 673-4186.

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CGM ANNOUNCES 'SMART MONEY' SWEEPSTAKES WINNER

An American Eagle gold coin was awarded recently to the winner of CGM's sweepstakes as part of the carrier's "Smart Money" advertising campaign.

Philo Remedios, traffic manager for Levi Strauss International in San Francisco, was declared the grand winner at a Houston drawing attended by numerous CGM customers. The Port of Houston Authority's director of marketing, Steve Jaeger, officiated at the event held at a local French restaurant. The drawing was held in conjunction with a CGM advertising campaign with the theme "Smart Money Counts On CGM."

"I have been using CGM for our traffic of jeans and denim material to Europe. I appreciate the quality of CGM's service, and have been very impressed by the dedication and responsiveness of their organization," said Remedios. Loic Minvielle, CGM owner's representative on the West Coast, presented the heirloom coin in San Francisco where Levi Strauss is headquartered. Kerr



Steve Jaeger, marketing director for the Port of Houston Authority, drew the winning name in the CGM "Smart Money" sweepstakes. Shown, from left, are CGM Owners Representative Vincent Minvielle, Jaeger and Ray McDermott of Kerr Steamship Co.

Steamship Sales Representative Mariana Mercuri also received the gold coin.

"Advertised in shipping trade journals and a general business magazine, the 'Smart Money' campaign has brought us a tremendous response nationwide," said Vincent Minvielle,

CGM owner's representative in Houston.

CGM offers weekly, fully containerized service between Europe and Houston, as well as other U.S. Gulf ports. Kerr Steamship Co. acts as U.S. general agent for CGM's U.S. Gulf Service.



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Presentation in Monterrey, Mexico, involves Houston

Atlantic Container Line and Eximtraff, ACL's agent in Monterrey, Mexico, recently honored the governor of the state of Nuevo Leon, Jorge Trevino Martinez, for his efforts in promoting trade between Mexico and the United Kingdom via the Port of Houston. Shown (from left) are Daniel Perez, president of Eximtraff; Lupe Salinas, ACL district sales manager in Houston; Katbleen O'Leary, ACL general manager in Houston; and Martinez.

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EXPORTERS URGED TO AUTOMATE REPORTING PROCEDURES

From the days of the graceful clipper ships to today's modern containerized vessels, the American vision is of shrewd Yankee traders selling our industrial goods overseas while importing raw materials for the nation's factories.

Between 1976 and 1985 the value of imports into the United States increased nearly threefold, from \$132 billion to \$352 billion. The volume of exports nearly doubled from \$115 billion to \$215 billion. The number of export transactions (individual shipments of specified goods) rose from 7.5 million to over 9 million.

Such trading activity generates a huge volume of paperwork which the exporter must prepare and the U.S. Census Bureau must process. Researching data for and preparing a Shipper's Export Declaration (SED) usually takes approximately 12 minutes of a company employee's time.

SED FORMS A typical form includes

This article was prepared by Dr. John G. Keenan, Director of the U.S. Census Bureau. It discusses the advantages of automating export reporting procedures.

the name and address of the exporter, address of receiving party, carrier, loading port - including pier, exporter identification number and a line transaction for each item shipped. A line transaction includes identifying marks and numbers, number of packages, description of

Researching and preparing an SED takes approximately 12 minutes. . .

merchandise shipped, gross weight, commodity classification number, quantity and value at the port of export.

In addition to goods shipped overseas by vessels and airplanes, goods are shipped by truck or train to Canada and Mexico. The exporting carrier ultimately is responsible for filing each SED with the U.S. Customs Service.

TIMING IS CRUCIAL If you are the exporting carrier, you need the docu-

ments in hand before exportation. It's costly to delay departure time or to unload merchandise because the exporter or freight forwarder cannot supply the proper documents.

Under the paperwork system, the Customs Service collects SEDs and checks the manifest forms to verify the cargo being loaded on a vessel. If the SEDs are tardy, then the carrier delays movement of the vessel or asks fines for not having complete shipping papers.

NEW SYSTEM Since Congress and the Commerce Department have ordered the Census Bureau to collect and report statistics on the nation's trade economy, it is vitally important that all trade data is processed each month and that late reporting is kept to a minimum. Therefore, the Census Bureau has been working with the Customs Service to speed the collection of information on the volume and value of exports and imports.

One aspect of this effort is the adoption of automated collection of data on exports through an Auto-

Continued on Page 25

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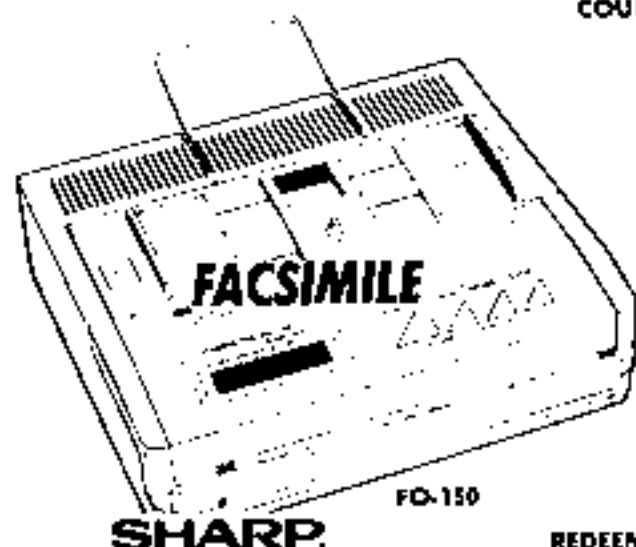


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FOUR JUGOOCEANIA VESSELS CALL HOUSTON SIMULTANEOUSLY

Four Jugooceania Line vessels recently were at Port of Houston Authority facilities simultaneously.

The vessels were the *M/T BANAY*, discharging pipe from Spain, the *M/V MATONIA*, discharging pipe from Turkey, the *M/V ZETA*, loading general cargo for Egypt, Morocco and Algeria, and the *M/V TRINAFATI*, loading wheat for Morocco.

Briefly, all four vessels were at the Port of Houston simultaneously. They were worked within jaws of each other.

Having four ships in Houston at one time is a first for Jugooceania Line. "We feel this represents a general upturn in business between Houston and its trading partners in North Africa and the Mediterranean," said Reece Dickinson, southwest region sales manager for Gulf & Eastern Steamship and Chartering Corp. Gulf & Eastern is the U.S. general agent for the carrier.

Jugooceania is a Yugoslavian flag independent liner service specializing in breakbulk cargo.



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GALA TO BENEFIT SEAMEN'S CENTER AND HONOR MEXICO

The second annual fund-raising gala to benefit the Houston International Seamen's Center has been set for 6:30 p.m. Friday, Sept. 28, at the Warwick Hotel, 5701 Main Street, Houston.

The event, which raised more than \$34,000 for the center last year, will honor the country of Mexico this year. Mexican music, entertainment and an auction of gifts will be featured.

The Seamen's Center acts as a "home away from home" for visiting crewmen at the port. It is supported by a unique coalition of churches, the Port Authority and concerned citizens. Each year the center serves some 10,000 crewmen from around the world.

For more information about the event, contact International Seamen's Center (713) 672-0511.

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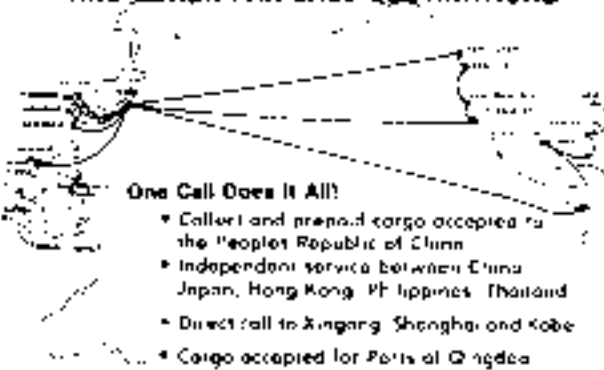


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CENSUS *Continued from Page 21*

ated Export Reporting Program (AERP). This program has resulted in electronic reporting of over \$40 billion worth of exports annually. It has eliminated, for more than 50 participating companies, the filing of nearly 2 million SEDs with the Customs Service during the past year, representing 20 percent of all export shipments.

SAVINGS This represents a taxpayer savings of some \$500,000 yearly. In addition, the average cost to the exporter of preparing export documentation, including an SED, was estimated recently at about \$18 and rising.

Under provisions of AERP, exporters and freight forwarders have the choice of sending monthly reports to the Census Bureau either by direct wire transmission, computer tape or flexible IBM-compatible diskettes. Carriers may only submit data on computer tape. Customs is notified that the shipper's export information has been sent to the Census Bureau and not to expect paper documents.

The Census Bureau will work with any exporter, forwarding agent or exporting carrier to help make the transition to automated reporting as smooth as possible. The Foreign Trade Division staff will provide written instructions regarding the technical specifications and the information required of the automated reporting system.

The staff will meet with members of the interested company to answer questions and to discuss schedules

and internal controls designed to generate automated export reports. Following a trial run and review period to correct any differences, the AERP is put into operation and the filing of individual SEDs is stopped.

Direct computer transmittal or the use of computer tapes or 'floppy' diskettes are permitted so the data will arrive by the 10th day of the month following the report month. After the data are processed, the tapes will be returned to the participating company.

In addition to working with the nation's exporting companies, the Census Bureau has been communicating

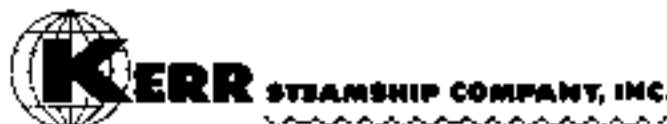
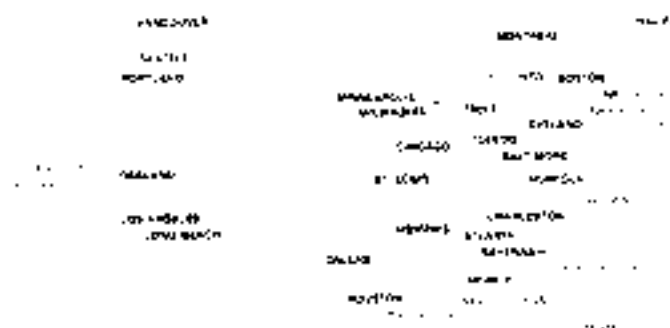
with port authorities throughout the nation. Some of them are developing automated reporting systems that will allow shipments to go through Customs in hours rather than days. This scenario may ultimately permit the Census Bureau to extract its data from port authority systems, resulting in even faster service and less burden to the exporting industry and the nation's taxpayers.

For further information or to set up an appointment with the Census Bureau staff, phone (301) 765-7774 or write to the Census Bureau, Foreign Trade Division, Washington, D.C., 20233.

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GULF & EASTERN ANNOUNCES THREE PERSONNEL CHANGES

Gulf & Eastern Steamship and Chartering Corp. recently announced personnel changes in its Houston office.

Reitee Dickerson has been named southwestern regional sales manager, and Chris Streeter was named equipment control supervisor. In addition, Annette Triska was named trade manager for ACT-PAGE line.

All three women have worked for Gulf & Eastern for a number of years and have many years' experience in the Houston shipping industry, said Yemil Zarzar, Gulf & Eastern vice president.



Trade mission to Mexico is successful

A delegation of about 30 Houston business and civic representatives recently returned from a trade mission to Monterrey and Guadalajara, Mexico. The delegation, led by Houston City Councilwoman Eleanor Tinsley, returned with solid leads for business ventures in both cities. In Monterrey, group members met with representatives of CONACO, the Mexican National Chamber of Commerce. Shown at the meeting are (from left) Jose Mastretta of CONACO; Arturo Cueto of CONACO; Goldie Wagbalter, Tinsley's assistant; Macarena Arreola of CONACO; Tinsley; and Luisa Kluger of the Houston International Protocol Alliance.



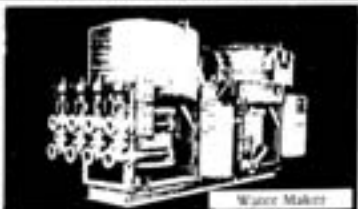
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MEETING CALENDAR

Delta Nu Alpha-Chapter 30: Meets the last Thursday of each month, 11:30 a.m. at Brady's Landing. For more information call Steve Grossard, 227-9735.

Delta Nu Alpha-Chapter 282: Next meeting will be Sept. 21, 11:30 a.m. at the Rodeway Inn in Pasadena. For more information call Keith Williamson, 278-8261.

Houston Transportation Clerks Association: Meets the second Friday of each month, 11:30 a.m. at Kaphan's. For more information call the association, 217-9788.

International Maintenance Institute-Sam Houston Chapter: Meets the third Thursday of each month, 8:00 p.m. at the Innada Inn/Mobley's Annex. For reservations call Joyce Kibler at 951-1869.

International Transportation Management Association: Next meeting to be announced. For more information call Mark J. Dison at 871-3591.

Marine Services Association of Texas: Meets the second Tuesday of each month at 11:30 a.m. at Brady's Landing. For information call Sabine Pagano, 581-2723.

Marine Square Club of Houston: Meets the second Wednesdays of each month at 11:30 a.m. at Brady's Landing.

National Defense Transportation Association: Meets the last Thursday of each month, 11:30 a.m. at Kaphan's. For more information call Terry Patton, 653-5663.

Port Safety and Advisory Council: Next meeting will be Sept. 3. For information call 1111-1111 (extension) at 0727-6000; P.O. Box 100, Galveston Park, TX 77551.

Texas A&M University Maritime Association: Next meeting to be announced. For information call 1792-1091 at 577-5582 or 104-1033.

Transportation Club of Houston: Meets the last Tuesday of each month at 11:30 a.m. at Brady's Landing. For more information call Jim Willett, 228-2675.


U.S. Merchant Marine Academy Alumni Association, Houston Chapter: Meets the last Thursday of each month, 11:30 a.m. at the Houston Engineering and Seaworthiness Club, 6615 Fairme. For reservations call 531-2721.

West Gulf Intermodal Association: Meets the last Wednesday of each month, 5 p.m. at Ditty's Restaurant in Galveston. For more information call Shelly Thompson, 221-0254.

Women's Transportation Club of Houston: Meets the second Monday of each month, 5:30 p.m. at Kaphan's. For information call Zelia Keating, 682-5545.

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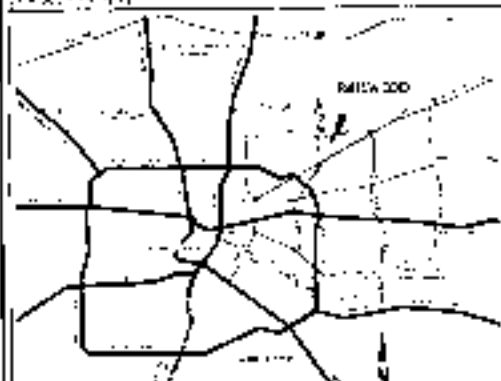
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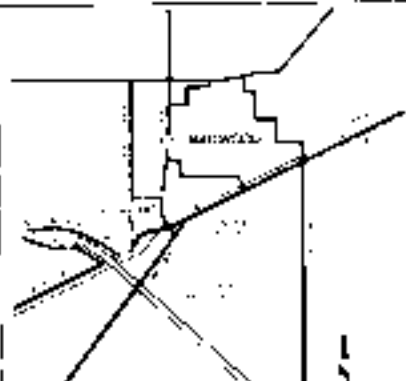


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RHINEHART ELECTED TO LEAD HOUSTON PROPELLER CLUB

Lloyd Rhinehart has been elected president of the Port of Houston chapter of the Propeller Club for the 1987-88 term.

Michael Sullivan will serve as first vice president and John Hoopbaugh will be second vice president.

Other officers for the new term are A. Monroe Bean, treasurer, and William Kling, secretary.

Members of the club's board of governors are Alan Barry, Charles Hoernoy, Van Burkhardt, Chris Orth, Rick Bates, James Pugh, Barry Bowen, Robert Deem, David Foreman and Robert Davee.

The Propeller Club of the United States is the world's largest nonprofit organization dedicated to the furtherance of the U.S. waterborne commerce industry.



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