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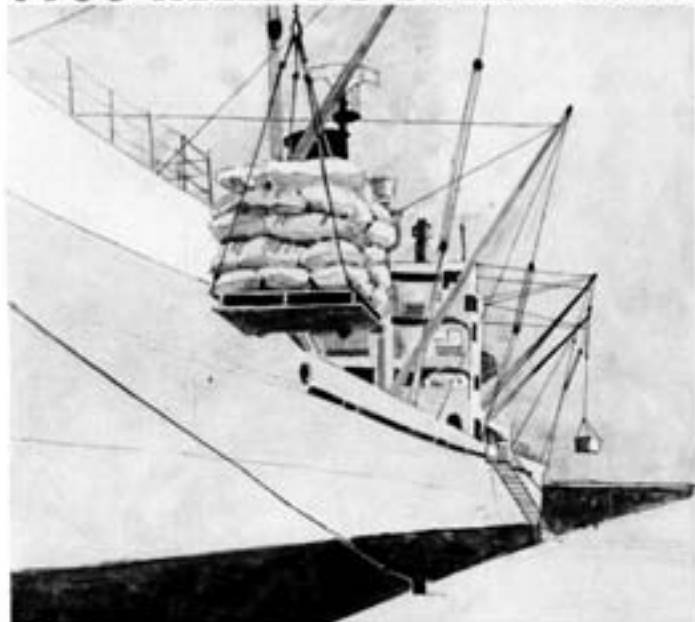
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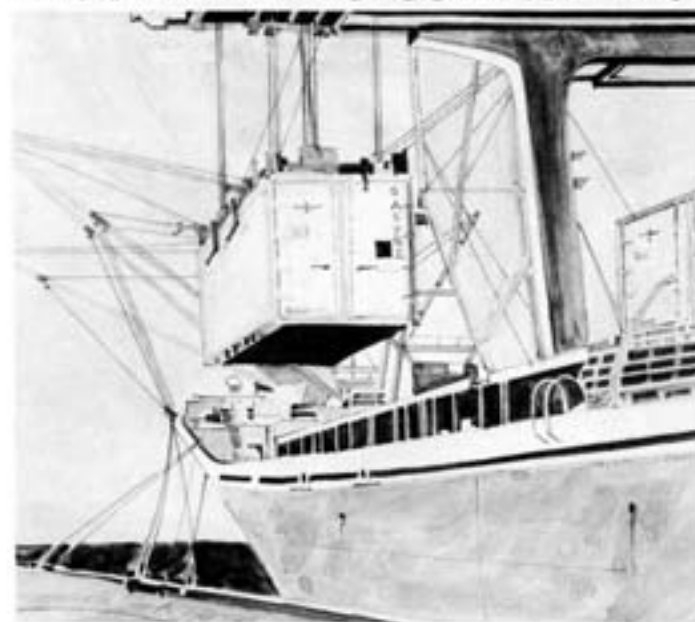
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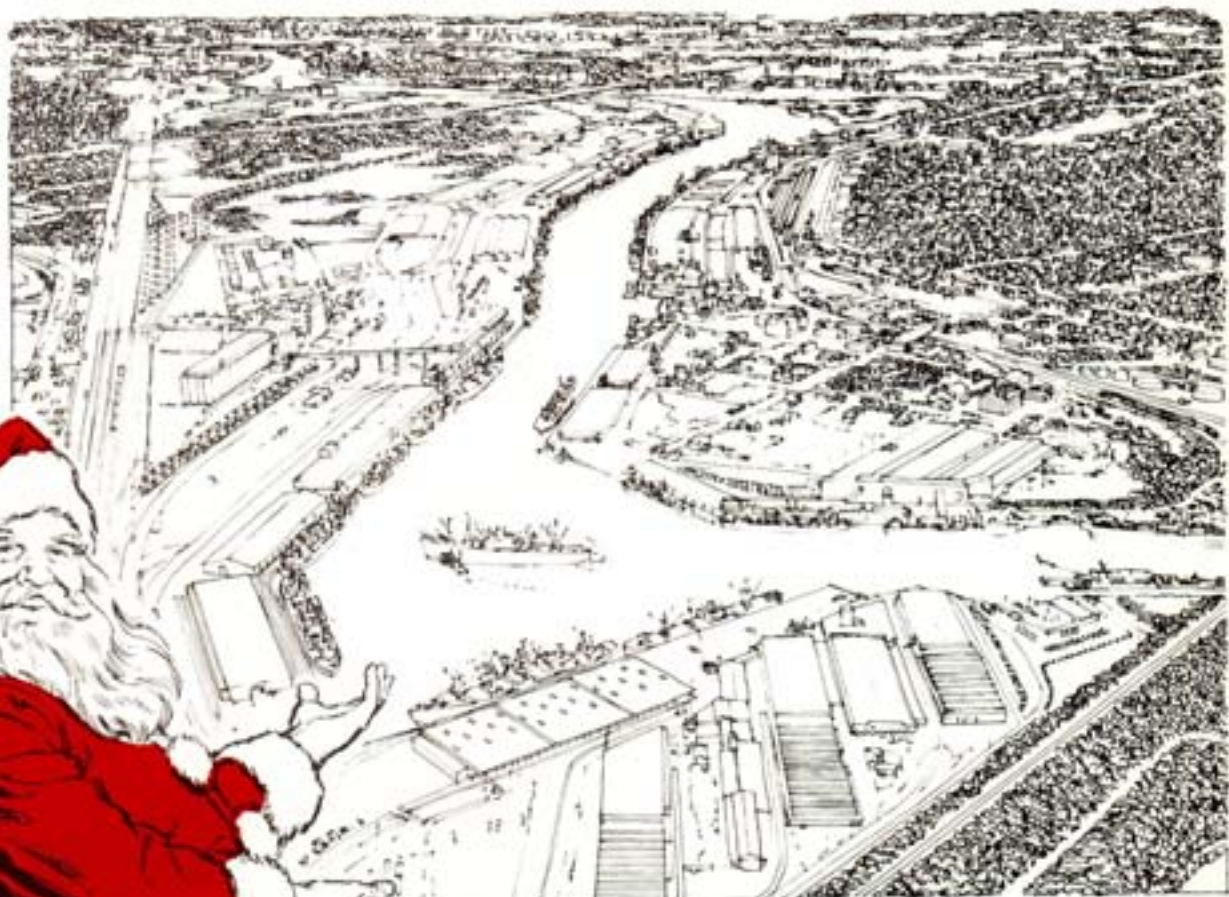


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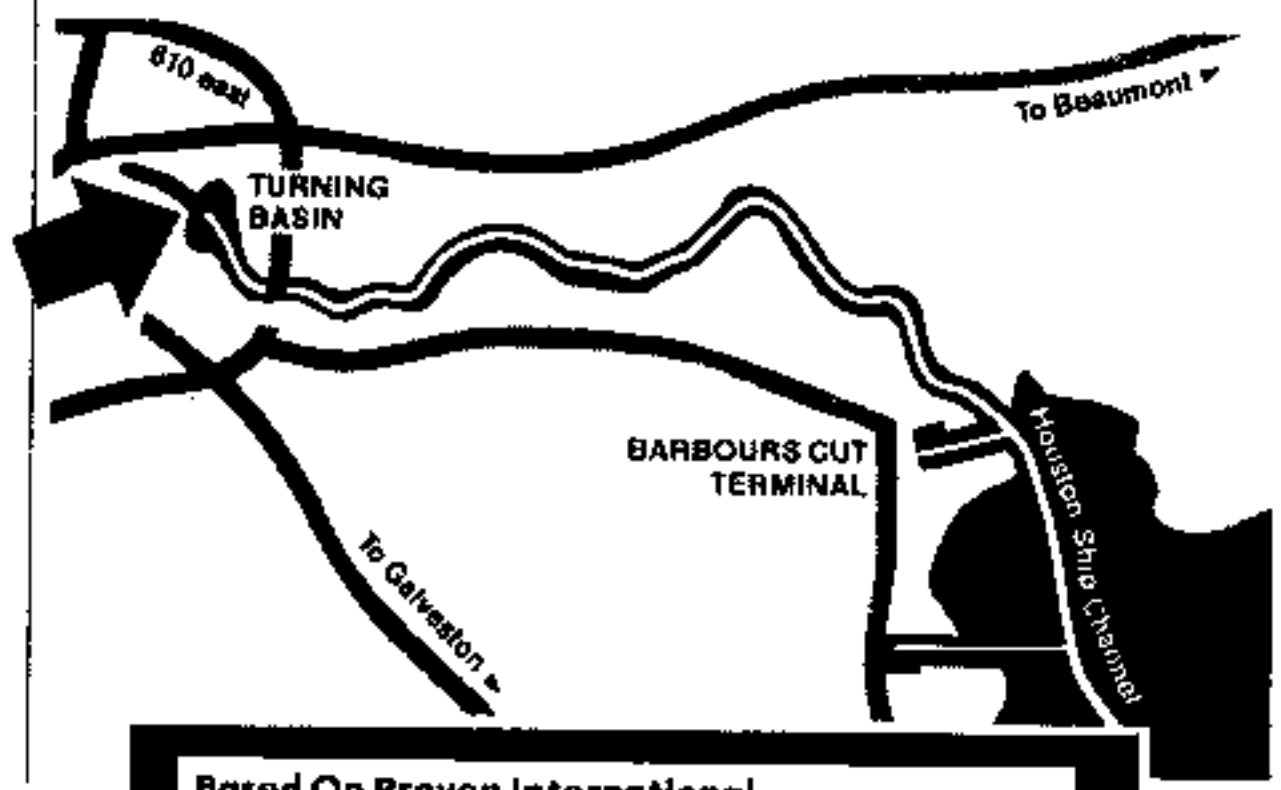
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Maritime Association Officers Are Confident About Business Future

Officers of the West Gulf Maritime Association are, from the left: Ronald J. Christopher, Vice President, Labor Relations; William F. Arnett, President, and Ted Thorjussen, Vice President, Maritime Affairs.

By JERRY BROWN

If trends of the 70's hold true for the 80's, growth both in man-hours and tonnage are expected here at the Port of Houston and in other ports in the West Gulf, says William F. Arnett, President of the West Gulf Maritime Association.

Optimism about future ocean trade in the West Gulf ports is running high at the West Gulf Maritime Association. The Association is a nonprofit corporation organized to represent steamship owners, operators, agents and stevedores in the ports ranging between Brownsville, Texas and Lake Charles, Louisiana.

Organized in early 1968, the West Gulf Maritime Association succeeded the former local maritime associations in the Ports of Galveston, Houston and Brownsville. The purpose of the consolidation was to enhance the capacity of the Association to meet the needs of its members.

The Association is composed of some 73 steamship owners, operators, agents and stevedores operating in the ports of Texas and the Port of Lake Charles, Louisiana. More than 500 U.S. and foreign flag ship owners are represented by the member companies.

The management of the affairs of the Association is vested in a Board of Directors elected by the membership. The Directors' terms are staggered to provide continuity. Under the direction of the Board of Directors, the staff of the West Gulf Maritime Association represents its members in diverse matters affecting the entire industry.

The Association, working with a number of committees appointed from the membership at large, is responsible for the negotiation and day to day administration of collective bargaining agreements with approximately 48 I.L.A. Locals in the West Gulf;

□ The administration and investment management of several trust funds related to the labor contract;

□ The operation of a central payroll office for the consolidation of weekly payrolls of waterfront employers between Brownsville and Lake Charles;

□ The maintenance of a Safety and Health Department to assist employers in the West Gulf with job related safety and health problems, safety training programs and compliance with regulator agencies involved in waterfront safety;

□ Maintaining a liaison with a myriad of federal, state and local regulatory agencies including the National Labor Relations Board, the Federal Maritime Commission, the Occupational Safety and Health Administration, the Coast Guard, Customs, Port Authorities, Pilots Commissions, etc.

The Association also involves itself in other matters



affecting the industry, such as dealing with pilot associations, harbor tug companies, line handlers, and others.

At the helm of the Association is its newly appointed President, William F. Arnett, who joined the Association in the Office of Labor Relations in 1965. Mr. Arnett received both his Bachelor's and Master's degrees from the State University of Iowa and was employed for approximately 15 years as Manager of the Southeast Texas Chapter, National Electrical Contractors Association prior to joining the West Gulf Maritime Association.

Mr. Arnett is assisted by two full Vice Presidents: Ronald J. Christopher, Vice President, whose principal responsibilities are in the area of labor relations, and newly-appointed Ted Thorjussen, Vice President, whose principal responsibilities are in the area of maritime affairs.

Mr. Christopher, who joined the Association in 1973, is a graduate of the University of Texas with a B.B.A. degree and has received his Doctor of Jurisprudence from South Texas College of Law. Mr. Christopher functions in a wide range of activities, principally involving the negotiation and administration of labor contracts affecting employers of waterfront labor in West Gulf ports.

Mr. Thorjussen has been employed recently by the Association to handle on-going matters that deal with maritime affairs. Prior to joining the West Gulf Maritime Association, Mr. Thorjussen was employed for 14 years by Uiterwyk Corporation in New York and Texas.

Other officers of the Association include Donald R. Eberle, Vice President of Finance; Hal Draper, Vice President of Safety, and Billie Parker, Secretary to the Association. The present Chairman of the Board is J.G. Tompkins, III, of Lykes Bros. Steamship Company, and the Vice Chairman of the Board is P.R. Phillips, of Phillips-Parr, Inc.

According to Mr. Arnett, Wiley R. George, who served the Association very effectively as President for a period of approximately 11 years, was forced to reduce his activities in business due to medical reasons.

"Mr. George's outstanding contributions to this industry and this Association are incalculable and he deserves the highest of credits for achievement," Mr. Arnett said.

STRETCHING ALONG BOTH SIDES of the Ship Channel at the Port of Houston are miles and miles of railroad tracks. Over these tracks, move more railroad cars to be loaded and unloaded than at any other Port in the United States. The trains that weave their way through the Port handle all types of cargo destined for international ports of call and U.S. cities.

Many of the railroad cars which move through the Port are delivered or shipped via the Houston Belt & Terminal Railway Company. In 1978, the Belt handled over 358,000 cars carrying goods to or from the ocean-going vessels and the industries along the Houston Ship Channel. This is a 19 per cent increase over the previous year, and a 28 per cent increase over 1976. Preliminary figures for 1979 indicate that the volume of traffic is continuing to grow.

The largest share of the traffic is grain for export. Close to 100,000 carloads of grain were handled by the Belt last year. This is a 52 per cent increase over the number of carloads destined for the five grain elevators on the Ship Channel in 1977. Among the other major export commodities are potash, rice, cotton, and heavy machinery for use in industrial development, including the oil industry. The major import commodities handled by the Belt include petro-chemicals, foodstuffs, steel products and automobiles.

The Belt handles traffic moving to and from the Port in a number of different ways. Over 3,000 cars a year are delivered directly to warehouses and industries on the Ship Channel by Belt engines and crews. The Belt's direct connection with the Port is at Booth Yard, located on the south side of the Ship Channel. From this yard, shipments for Pacific Molasses, New Terminal Warehouse, and City Dock Nos. 41-47 are handled.

Most of the cars, however, are interchanged with other railroads which directly serve the Port of Houston. Almost all of the interchange is with the Port Terminal Railroad Association (PTRA). The point of interchange is the Belt's Basin Yard and the PTRA's North Yard. The high level of activity at these adjacent yards never stops as loaded and empty railroad cars are transferred to and from the PTRA around the clock. The 355,000 cars interchanged with the PTRA account for over 75 per cent of their business.

Houston Belt and Terminal crews and engines pick up and deliver many of the cars to the PTRA. Recently, more road-haul, or inter-city, trains are operating over the Belt's main tracks and interchanging cars directly with the PTRA, rather than first transferring shipments to the Belt. This innovative change in railroad operations reduces the amount of time needed to move a car in or out of the Port. However, the Belt still plays an integral part in this type of interchange because it controls all train movements over this track.

ACTIVITY ON THE Houston Belt & Terminal involves more than just moving cars in and out of the Port by coupling locomotives to railroad cars. The Belt is third largest switching and terminal railroad in the country and among the most progressive. Computerized systems are used by the Belt's thousand employees to facilitate the movement of 5500 cars and 80 trains a day.

The Houston Belt & Terminal Railway Company was established in 1905 when, in a move to eliminate duplication of services, four railroads consolidated their activities in Houston. Through consolidations, mergers, and purchases the original owning lines became a part of four larger

Port of Houston Has Most Rail Traffic Of Any U.S. Port

BY ART ZIEV

railroad systems. The inheritors of the original owning lines, and now the owners of the Belt, are the Missouri Pacific, Santa Fe, Fort Worth & Denver, and Rock Island.

Today the Belt provides a number of vital transportation services for local businesses and its owning lines. One of the major functions is serving over 550 local industries, not counting the industries served through the PTRA. Consumers, as well as local industry, depend upon this rail service to provide many of the items they use daily.

Another important function of the Belt is the origination and termination of road-haul trains operated by the owning lines. This phase of operations involves breaking down inbound freight trains by switching the cars according to their final destination, and the building of outbound trains by coupling together cars destined for the same part of the country.

The Belt operates over a total of 237 miles of track located entirely within the Houston city limits. The main track covers 57 miles, and is shaped roughly like a "D" as it stretches over the central and eastern sections of the city. These tracks connect the 13 yards where the Belt's switching activities are performed. Major classification procedures are performed at three of the yards: Basin, New South, and Settegast. At the classification yards, the cars are sorted and assigned to trains and transfer according to their route and destination within Houston and other locations throughout the country. Transfers, are those switch engine assignments which move cars between points located on the Belt.



Track maintenance is a continuing procedure to keep the road in top condition.

TRACK MAINTENANCE is a continuous program on the Belt. In 1972, the Belt began a massive track improvement program. Phase I, which has been completed, included installation of new ties and ballast under existing rail to further reduce the likelihood of a derailment. To ensure that the track remains in excellent condition, the Belt continues to install new ties and ballast when necessary.

The second phase encompassed the laying of new and recycled track. Continuous welded rail, the best type of track available, has been laid on the main track. New jointed rail is being laid on all yard leads where most of the switching is performed, while the yards are being relaid with rail salvageable from the welded rail program.

The switching activities and the setting up of trains is handled by a fleet of 29 switch engines owned by the Belt, and 23 engines leased from the Missouri Pacific. The Belt owned fleet includes five new 1500 horsepower engines delivered in November of this year. To extend the life of the Belt's locomotives and to provide trouble free service, major overhauls are being performed on all but the newest engines. The work is being done by the Belt's own crews at the Milby Street Diesel Shop. The overhaul program was started in January 1978, and is expected to be completed by December 1980. The locomotives owned by the Belt, Fort Worth & Denver, Rock Island, and Santa Fe also receive routine service at the Milby Street Diesel Shop.

The volume of traffic on the Belt is growing, just as the amount of cargo moving through the Port also is increasing. To meet the growing demand for rail service, the Belt has made a number of capital plant improvements, such as the track programs and the locomotive overhauls. In addition, the Belt is continuing to construct new yard tracks.

ONE OF THE KEYS to effectively and efficiently handle the growing traffic levels is to increase the velocity of the cars in the terminal, or in other words, to decrease the amount of time each car spends on Belt property. It is in this area that the Belt has made, and is continuing to make, significant progress. In an effort to increase the velocity, the Belt has looked towards the use of computers and other innovative approaches to upgrade their information systems and track signal systems.

As part of the program to improve the flow of traffic over



A closed circuit television system is used to monitor all trains entering and leaving the Belt system.

the Belt, a Terminal Operations Control center (TOC) was established to enable the monitoring and control of all train movements on the main track. From this central location, senior operating officials coordinate approximately 130 train and transfer movements over 57 miles of track each day as they make sure that traffic flow continues as smoothly as possible.

To increase the efficiency of TOC, a Centralized Traffic Control System (CTC) was put on line in 1978. CTC is a remote control system of main track signals and switches operated by a single individual at TOC. The implementation of CTC and TOC eliminated the need for engine crews to stop the train to align switches and to have to obtain permission from a number of different yard offices in order to complete their movements. Although CTC and TOC are not unique to the Belt, the system in use on the Belt is considered to be one of the most advanced systems on a terminal railroad in the United States.

In a major step towards improving their information systems, the Belt implemented a computer program called CARS, which is an acronym for Computer Automation of Railroad Systems. CARS is an on-line computerized car inventory and control system designed specifically for use on the Belt. This system is representative of the state-of-the-art with respect to terminal systems utilizing minicomputers.

CARS enables the railroad personnel and management to keep tabs on railroad car inventories, location, and movements within the terminal. The actual standing order of every car on all tracks on Belt property is continuously updated and maintained in CARS.

ANOTHER IMPORTANT FUNCTION of CARS is its use in the production of switch lists and industry job work orders. These lists provide comprehensive information on all cars located on a particular track or section of the railroad. This system not only prints the switch lists and job orders for the track selected, but also generates information on the next track assignment for each car. This function of CARS facilitates the reporting of car movements that duplicates the actual switching operation.

The implementation of cars and the closed circuit television system allowed the Belt to implement two changes which have improved railroad operations and customer service. In May 1979, all of the Yard Offices were consolidated in order to eliminate duplication of services and provide better coordination of yard activities. Customers are now afforded better service because of the establishment of a one call customer service located at Operation Control Center where clerical employees have direct access to all car information available in the Belt's computer.

The Belt's capital improvement projects are helping to improve service to all of its customers. In addition there is currently a project underway which is designed specifically to improve communications and operations between the Belt and the PTRA, called TIES, Terminal Information Exchange System. This project includes the implementation of CARS on the PTRA. TIES will also improve the exchange of information between the various railroads serving Houston and the Port.

Add all of the Belt's activities together and you find a progressive railroad working to provide excellent service for its customers. All indications point to a growing demand for transportation services in Houston, and the Belt will be there to meet this demand.

Port of Houston Entertains New York Shippers

The Port of Houston entertained about 350 steamship executives and shippers recently at Club 21 to make them aware of the many improvements being made to facilities. A group of city and county officials joined with a delegation of Port of Houston executives to act as hosts at the three luncheons. People in the pictures on this and the following pages are identified from left to right.



William J. Squicciarini, Assistant Vice President of Lykes Bros. Steamship Co., was presented a Golden Bear Award during one of the three luncheons. From the left are Leon Utterback, the Port's Eastern Sales Manager; R.P. Leach, Executive Director; Mr. Squicciarini, and Ferriss Bracewell, Chairman of the Port Commission, Port of Houston.

Hosts for the luncheons included City and County officials as well as Port representatives. From the left, seated, are: Richard P. Leach, Executive Director of the Port of Houston; Port Commissioner John Garrett and Port Commission Chairman Ferriss Bracewell. Standing are: City Councilman Justin Robinson, Ted Thorjussen of the West Gulf Maritime Association; Councilman Frank Mancusso, Leon Utterback, Jack Wajewnik and Pat McDonough, all of the Port of Houston's New York office; C.A. Rousser, Director of Trade Development for the Port; County Judge Jon Lindsay; Councilmen Johnny Goyen, Homer Ford, Jim Westmoreland and Larry McKaskle, and Ted Sumerlin, Communications Manager of the Port.



Dominick F. Pensante of Abex Corporation, John P. Scally of General Electric, Blanche Prakes of Thyssen, Inc. and Catherine A. Cole of Baltic Shipping Co.



Robert P. Fafalak of Thorson Chemical Corp., Hidekatsu Kitani of Niccho-Iwai American Corp., County Judge Jon Lindsay and Robert Kehoe of SCM Corp.





J.L. Tompkins of Potash Company of America, Jack Wojewnik of Houston, Donald J. Connell of Moram Agencies and Anthony A. Vinci of General Electric Co.



Milton J. Brush of Agricultural and Industrial Chemicals, Inc., Ted Thoujussen of Houston, Daniel V. Martin of Bewater Sales Company and Alumatil G. George of Rio Doce America, Inc.



George F. Bradford of Daval Steel Products, Frank Mancuso of Houston, Joe Feinstein of Amtorg Trading and R.O. Innes of O.G. Innes Co.



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Robert J. Doyle of Hanson & Orth, Inc., E.A. Konopka of Technip, Inc. and Fentress Bracewell of Houston.



Roy Bradbury of Potash Company of America, Sy Greenberg of Marc Rich & Co. International, Mangho C. Kripalani of Amkrip Corp. and Joseph Galinowski of Browning Chemical Corp.



Jim Westmoreland of Houston, Sy Greenbert of Marc Rich & Co., Steven I. Schueller and Linda Gerlach, both of Associated Metals and Minerals Corp.



Roger Small of Phelps-Dodge, Robert J. Virgulak of EZ America, Ltd., Art Viterito of Javco, Inc. and Murray Finkel of SCA International.



Steven E. Mattson of Great Waters of France, Inc., Richard Collins of Draco Marine, C.A. Rousser of Houston and Harold Whitestone of Industrial Raw Materials Corp.



Steve Caruso and Gregory DePhillis, both of TradeArbed, K.H. Cheng of Gibbs & Hill, Inc. and Justin Robinson of Houston.

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William J. Honan, Jr., left, and Ted Ruhly, both of Moller Steamship Co. with Homer Fard of Houston in the center.



Captain D. Mihajlovic of Tras Asia Marine Corp., Leon Utterback of the Port's New York office, Alfred A. Nuzio of East Coast Overseas Corp., Judge Jon Lindsay and Jim Westmoreland, both of Houston.



John Garrett of Houston, John McMullen, owner of the Houston Astros baseball team and J.J. McMullen Associates and Matty Morgenstern of Zim-American Israeli Shipping Co., Inc.



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William J. Ryan of Waterman Steamship Corp., Capt. D. Mihajlovic of Trans Asia Marine Corp., C.G. Boyle and John A. Nahas, both of Waterman.



Emanuele Costa of Saudi National Lines, John T. Goodhue of West India Line, Erik Borgen-Larssen of Hoegh Lines (USA) Inc., William F. Burns of Costa Line Cargo Services and Jack Wojewnik of Houston.



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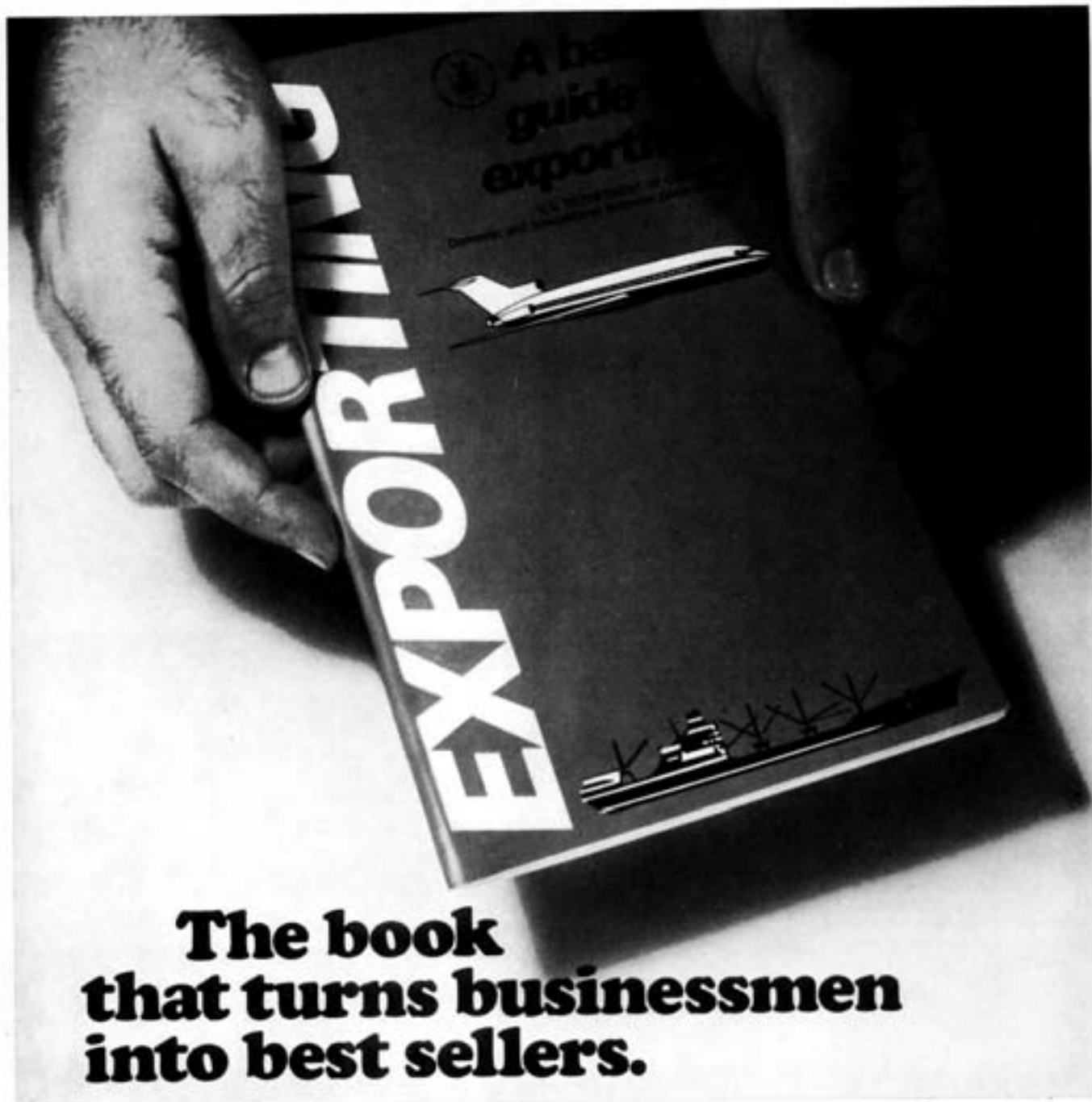
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Bernard Miller of Metallurg Alloy Corp., Barbara Anderson and Sid Lapidus, both of International Minerals and Chemicals Corp.



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Consulate Officials Assigned To Houston

Denmark

The opening of the Consulate of Denmark in Houston in May, 1979, marked the first time Denmark has had a career consulate office in Houston.

Kaj Hansen, Consul of Denmark, said, "until May, Denmark had been represented in Houston by Paul Hedemann, an Honorary Consul. Mr. Hedemann held this position for several years and has been retained as a consultant. He plays a very important role in the work of our office."

Mr. Hansen, in Houston a short time, sees this as a city of prosperity and continued growth, even at a time when other major cities are feeling the effects of inflation.

"Houston is 'what's happening' in the Sunbelt States. Some of our people thought that the consulate office should be located elsewhere, but the business climate here was a deciding factor in choosing Houston as the consulate site," he said.

"Houston is a place of growth and prosperity," he said.

"The labor market here will be better and continue to surpass that of the older, industrial states, for another 20-25 years. In addition, the cooperative effort between labor and management provides for an excellent business climate, here," he said.



The Houston office of the Consulate of Denmark serves five sunbelt states in addition to Texas. They are New Mexico, Oklahoma, Louisiana and Mississippi. Mr. Hansen hopes the consulate will eventually expand to include the states of Alabama, Florida and Georgia.

The primary function of the Houston office is three-fold. Working with seamen, helping Danish immigrants as well as non-Danish citizens who wish to visit that country, and most importantly, developing the commercial trade market between the U.S. and Denmark are all important functions of the office, said Hansen.

"Over 70 per cent of our work in the Houston office is commercially oriented," said Mr. Hansen.

"This is because there is not a large number of immigrants in the South. When immigrants settled in this country, especially during the 1800's the South was not accessible. Most settled in the northern states."

"Most people think of Denmark as only farm lands. While farming is very important, industry is also important. Danish exports are diversified. Over 2,000 items are exported to the United States and other countries. Major exports include food stuffs such as Danish ham, furniture and specialized machinery. Imports include oil drilling rigs,

December, 1979

airplane equipment and tools and machinery necessary for oil exploration.

Three major lines, Maersk, Nordana and Torm Lines currently serve Denmark and the Port of Houston.

"The Port of Houston is a major import/export port and is very important to our economy," said Mr. Hansen.

Korea

Sung Kwoo Kim, Consul General of the Republic of Korea, sees Houston becoming the center city of the world.

"Houston is a center of energy, business and culture," he said.

Mr. Kim took over the operations of the Houston office of the Korean Consulate in July. He came to Houston from Sydney, Australia, where he was Consul-General for four years.

The Korean Consulate has been operative in Houston since 1968. The Houston office serves Texas, Oklahoma, Arkansas, Mississippi and Louisiana. In addition to the Houston office, 11 additional consulate offices are located throughout the United States.

"Houston is the home of about 12,000 of the one-half



million Korean immigrants living in this country," said Mr. Kim.

"The office here is responsible for working with Korean immigrants, as well as promoting trade and cultural exchanges and information between the U.S. and Korea.

"Korea exports about \$1 billion more than it imports from Houston each year. Exports from that country include iron and steel, fabrics, and manufactured goods.

Mr. Kim cites the United States' open policy administration and the stability of the American society with the successful trade agreements between this country and Korea.

"Koreans are treated fairly and protected by the constitutional rights of U.S. citizens and this helps bring about good relationships between our countries," said Mr. Kim.

In addition to the large number of Koreans living in Houston, the city provides a base for nine Korean businesses and two banking exchange centers. According to Mr. Kim, an increasing number of Korean businesses are staffing Houston offices.

LOS ANGELES



C.A. Rousser, Port of Houston Authority; Carl Sauer, Atlantic Richfield Co.; Scott Chapman, Mitsubishi Int'l Corp., and Frank Hiraiwa, Mitsubishi Int'l Corp.



Neal W. O'Connell, Lykes Bros. Steamship Co.; Al Altuna and Dick Frick, both of Southern Pacific Transportation Inc., and K.S. Ellner, Getty Oil.



Carl Hurston and Cathy Lucas, both of Grefco, Inc.; C.A. Rousser, Port of Houston Authority; Bill Drutt, Intermarine Services, Inc., and David Barnett, Retla Steamship.



Gary Williams, A.T. & Santa Fe Railway Co.; Gordon McDaniel, McGrath Service, Houston; Jim C. Hazard; Sal Giordano and Don W. Scott, all of Atlantic Richfield Co.



Ullrich Rumohr, U.S. Borax & Chemical Corp.; Richard Jones and William Lockwood, both of A.T. & Santa Fe Railway Co., and Joseph Weinberg, TransAir.



Fred Geier, Pacific Wood Products; R.L. Lutz, Atlantic Richfield Co.; John Hancock, W.T. Hughes and Dante Boccadero, all of Ralph M. Parsons Co.



Harold E. Scully, Maersk Steamship Co.; Spencer Keng, Orient Glass Inc.; Bill Scott, Toyomenka America, and Tom McDowell, Frank P. Daw Co.



Teresa Wong, Timothy Chang and Yungtai A. Hsu, all of Evergreen Line; W.R. Cook, Port of Houston Authority; and John Chu, Evergreen Line.