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**Industrial
Development
TEXAS Expansion And Sites NEWSLETTER**

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DECEMBER, 1975



Mrs. Olive Guthrie (standing) shows Charles Hamrick, assistant superintendent of Aransas Pass schools, the techniques she has been teaching crab picker trainees at Blue Sea, Inc. Mrs. Guthrie came from Maine to instruct trainees in the Industrial Commission's industrial training program in Aransas Pass. (SEE RELATED STORY PAGE 2)

—Photo courtesy Mary Cole, THE ARANSAS PASS PROGRESS

Heare Is Named To Small Business Advisory Council

Jerry Heare, director of Community Development for the Texas Industrial Commission, has been appointed to the San Antonio District Advisory Council of the U.S. Small Business Administration.

Heare was chosen to serve a two-year term due to his expertise in Small Business Administration financing programs in community and business development. He will serve in an advisory capacity regarding the effectiveness and need of current and proposed programs, according to Louis F. Laun, acting administrator of the SBA.

The Advisory Council also acts as a channel of information to local business, commercial and investment interests regarding SBA programs.

Heare has been with the Industrial Commission seven years. He previously served as executive vice-president of the Seguin and Atlanta chambers of commerce.

Harwell Lauds Texas' Economic Climate At San Antonio Governor's Conference

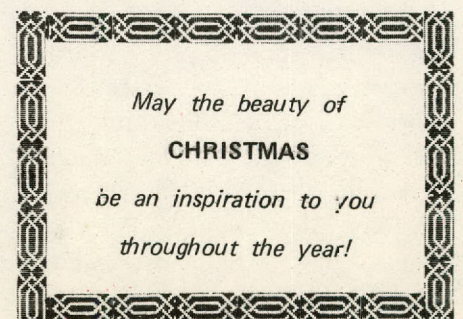
Texas has one of the most favored economic climates in the nation, according to James Harwell, executive director of the Texas Industrial Commission.

Speaking at a recent Governor's Conference on Intergovernmental Relations in San Antonio, Harwell noted that Houston, Dallas-Fort Worth and Austin are among only 15 major U. S. labor markets that do not have a substantial

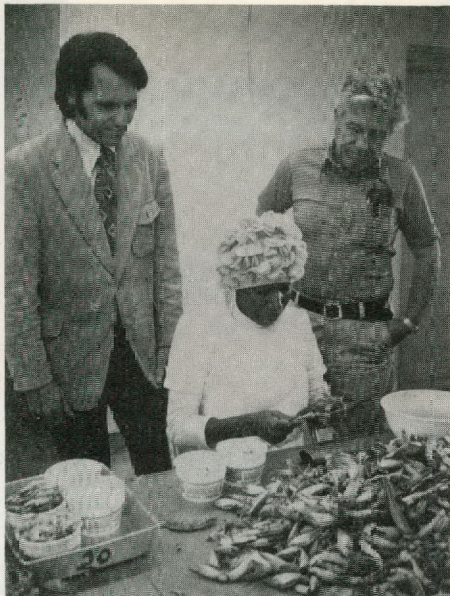
unemployment rate of six per cent or more. In contrast, unemployment exceeds 15 per cent in 134 major areas.

This stable employment during a national recession is a result of Texas' broad and diversified business base, which, according to Harwell, can be maintained only by investments in industrial expansion.

Since 1968 Texas has claimed (SEE TEXAS ECONOMY PAGE 2)



Industrial Training Program Is Underway in Aransas Pass



W. C. Slacum (R), owner of Blue Sea, Inc., shows TIC's industrial development specialist Don Weber trainees at work in the crab picking room at Blue Sea. Weber worked out the details of the industrial training program.

—Photo courtesy Mary Cole, THE ARANSAS PASS PROGRESS

TEXAS FIRST Increases Pledges To Hire 7,108

The Texas Industrial Commission has received pledges from private-enterprise employers to hire 7,108 new workers during the next year as a result of Governor Briscoe's TEXAS FIRST Job Creation Campaign.

In citing the latest figures, Ed Latta, coordinator of TIC's TEXAS FIRST efforts, noted that 342 persons have already been hired under the program. "The response has been tremendous," Latta said, crediting the community coordinators with much of the program's success.

The following individuals will join other community coordinators throughout the state in an effort to locate jobs and place unemployed or underemployed Texans in them: Weldon Cowan, Necona; Glen Beyer, Rockdale; Tom Hymer, Leonard; George Lundquist, Edinburg; and James Hardy, Denison.

If he had only participated in an industrial training program, Peter Piper's pepper picking proficiency would probably exceed a peck a day.

At least that is the belief of Frank Alagna, manager of the Texas Industrial Commission's industrial services department in charge of the industrial training. Although TIC does not at this time offer a training program for pepper pickers, Alagna said that there is a similar program for crab pickers now underway in Aransas Pass.

"The objective of the five-week program is to train crabmeat pickers in a technique that will yield high quality meat at a rate averaging four pounds per hour with a specific yield of pounds of meat per pound of crab," says Don Weber, industrial development specialist handling this program.

The Industrial Commission is coordinating the training for Blue Sea Inc., a crabmeat processing company in Aransas Pass. Funding is handled through the Texas Education Agency with supervisory assistance from the Aransas Pass Independent School District.

"The crab industry has never

TEXAS ECONOMY

(CONTINUED FROM PAGE 1)

capital expenditures by manufacturers of more than \$1.4 billion a year.

Texas is one of the leading states in attracting business capital and this increased investment provides a source of new employment opportunities at a time when most of the country is suffering from recession.

"Texas still has the most viable economy for industrial expansion with California falling second," Harwell said. "The short-term energy outlook in Texas is favorable and continues to attract industries consuming natural gas to the state."

been developed to its potential in this area," says W. C. Slacum, owner of Blue Sea Inc. Slacum said that the product is available 52 weeks a year but there are not enough skilled workers available to handle the potential.

Blue Sea Inc. is presently expanding and modernizing its facilities and Slacum voiced his need to develop a labor force as well as train his present employees to be more efficient.

Aransas Pass Mayor J. M. Attaway brought up Slacum's problem at the Coastal Bend Council of Governments meeting and a suggestion was made to contact the Industrial Commission for assistance.

After studying the situation, Weber contacted Charles Hamrick, assistant superintendent of schools in Aransas Pass, and they worked out the training details. Weber then arranged for an instructor to come down from the Chesapeake Bay area where the steamed crab industry has been flourishing for 150 years.

After pre-employment training the 24 trainees will complete five weeks on-the-job training. This involves one hour of classroom instruction and seven hours of "hands-on" training for a total of 184 hours.

Blue Sea will provide the training site and utilities as well as all training equipment. The company will not be obligated to offer employment to the trainees nor will the trainees be obligated to accept a position with the company after the training is completed.

Commission to Meet

Texas Industrial Commissioners will journey to Austin December 17 for a special called meeting of the twelve-member commission with TIC Executive Director James Harwell to review staff projects for the coming year.

The Commission will hold its regular quarterly meeting January 15-16 in Wylie.



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DIRECTOR OF OPERATIONS
EDITOR
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ASSOCIATE EDITOR
Cheryl Lynn Rummel

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For Service Call:
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Havey Urges Increased Investment In International Development Program

Texas is increasing its foreign exports faster than any other state, but more money must be spent to continue this growth, according to James Havey, director of international development for the Texas Industrial Commission.

Texas exports to foreign countries are increasing at an annual rate of 15 per cent as compared to the national average of ten per cent.

Speaking at a House sub-committee hearing on international trade development, Havey warned that unless more money is allocated to TIC's international development program, the lead that Texas holds over the other states could dwindle.

"We are providing a service to Texas manufacturers interested in exporting goods," Havey said, "but, it is a curtailed service." He said that his staff is the same size now as it was six years ago when his office was created.

Although 90 per cent of all types of products manufactured in the United States are manufactured in Texas, only about ten per cent of Texas companies export their products, according to Felix Guerrero, director of the Houston office of the U. S. Department of Commerce.

In testifying at the hearing, Guerrero said that the Commerce Department is limited in the help it can provide. His office tries to locate manufacturers of potential exports and help them market their products in foreign countries, but manpower shortages do not permit promotion of Texas exports.

"In addition to assistance at the federal level, Texas firms need a positive program of assistance in the area of market development and in transportation of Texas goods to the foreign marketplace," Guerrero said.

Guerrero believes that the Industrial Commission could do a more effective job "if it can find the resources to back up its programs."

He said that the greatest efforts should be to encourage small and medium-sized Texas manufacturers to export their products, since large companies can afford to find and develop their own markets.

"The firms need information on overseas markets, they need leadership in taking that first step, and by all means they need to feel that their state is behind them," he said.

Both Guerrero and Havey believe that beefing up Texas' export program could ease the state's unemployment situation. For every \$1 billion in products exported, 60,000 jobs are created in Texas.



8 COMPANIES CHOOSE TEXAS IN NOVEMBER

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			DIRECT ANNUAL OUTPUT OF FIRM	TOTAL ANNUAL ECONOMIC IMPACT ON ECONOMY
			NEW	GENERATED	FEDERAL	STATE	LOCAL		
Greene & Sons Molding Co.	Grand Prairie	Wooden moldings	4	3	\$ 8,799	\$ 512	\$ 844	\$ 61,745	\$ 154,980
Allied Automation, Inc.	Dallas	Food processing machinery	35	34	119,765	6,494	7,329	717,036	1,957,508
Asarco, Inc.	El Paso	Antimony metal	20	37	145,851	8,907	10,780	1,121,139	2,601,042
Armoloy of Houston, Inc.	Houston	Electroplating	4	3	17,542	490	616	52,723	149,733
Glen Tex Manufacturing	Eagle Pass	Clothing	50	21	84,246	4,860	5,561	604,631	1,372,512
Printer's Ink	Austin	Offset printing	4	4	\$ 13,982	\$ 786	\$ 1,020	\$ 75,135	\$ 218,643
Huntsville Meats, Inc.	Huntsville	Meat packaging	12	87	127,540	7,585	15,528	734,214	2,914,830
Norton Concrete Co. of Tyler	Hawkins	Ready-mixed concrete	6	8	24,918	2,384	2,007	159,087	419,990
TOTALS:									
Companies - 8			135	197	\$542,643	\$32,018	\$43,685	\$3,525,710	\$9,789,238

SOURCE: DECEMBER ISSUE OF TEXAS INDUSTRIAL EXPANSION, BUREAU OF BUSINESS RESEARCH, U.T. AT AUSTIN.

NOTE: IMPACT CALCULATIONS PRODUCED BY THE TIC USING THE GOVERNOR'S OFFICE DIVISION OF PLANNING COORDINATION ECONOMIC MULTIPLIERS.

BBR Requests Plant Location Facts

Chamber of commerce managers are reminded to report all new and expanded industries in their area to the Bureau of Business Research (BBR) at the University of Texas at Austin.

The BBR compiles information on new and expanded industries throughout the state for inclusion in their monthly publication, *Texas Industrial Expansion*.

"We are interested in all industries large and small," said Dr. Stanley A. Arbingast, director of the BBR. "Every effort is made to report up-to-date information and we will gladly forward report forms to any chamber manager requesting them."

New industry is defined as those facilities new to the state or constructed on a new site removed from any existing facility. Construction that was either immediately adjacent to or on a site where there were existing facilities is classified as expanded industry.

The BBR gathers its data from diverse sources, most notably, the chambers of commerce, the Texas Industrial Commission and daily and weekly newspapers.

"Cooperation in furnishing the information will be appreciated," Arbingast said.