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**Industrial  
Development  
TEXAS Expansion  
And  
Sites NEWSLETTER**

MAILING ADDRESS: BOX 12728, CAPITOL STATION, AUSTIN, TEXAS 78711 \* OFFICE ADDRESS: 7TH FLOOR SAM HOUSTON STATE OFFICE BLDG.

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THE OFFICIAL PUBLICATION OF THE TEXAS INDUSTRIAL COMMISSION

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*Egyptian President Answar Sadat (center) reveals his plans for increasing Egypt's agriculture production to Lieutenant Governor Bill Hobby (right) and Stanley Koetting, vice president of Plains Builders of Lubbock.*

## Mideast mission returns

A group of businessmen representing six Texas firms have returned from a two-week trade mission to the Mideast.

Lieutenant Governor Bill Hobby and James Havey, director of TIC's International Development Division, led the mission which focused predominantly on agriculture to Iraq and Egypt.

Havey said that the mission was successful in meeting its objective — giving the Texas firms

a chance to survey the Mideast market and share their knowledge and expertise in the field of agriculture with countries eager to spend money on developing their agricultural potential.

"It's difficult to put a dollar value on this type of mission," Havey said. Follow-up visits for further discussion are already being planned.

Members of the mission were:

(See *TRADE MISSION* Page 3)

## TIC SPONSORS BOILER CONVERSION SEMINAR

A seminar to outline switching from gas to coal fueled boiler operations for industry and electric utility companies will be conducted July 6 by the Texas Industrial Commission in cooperation with the Texas Railroad Commission.

"Virtually every industry in the state is affected by the Railroad Commission order regulating the amount of gas which can be used in boiler operations," Jim Harwell, executive director of the Industrial Commission, said.

"Texas is one of the first states to recognize the need to conserve our dwindling natural resource of natural gas, and to issue this consumption-limitation order. We felt a responsibility to help our industries with this semi-technical information seminar on how to best go about making the change."

The day-long conference will be held in the Tiffany East Ballroom of the Austin Hilton Inn. Railroad Commissioner Mack Wallace will open the seminar, which features national experts on the various stages of the conversion process.

The Railroad Commission order requiring the fuel change will be detailed by Frank P. Youngblood, director of the gas utilities division

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## - NEWS BRIEFS -

More than 100 business and civic leaders explained business opportunities in the Dallas-Fort Worth area at the fourth Metroplex Economic Promotional Tour June 9-10 in Chicago and Minneapolis-St. Paul. Charles Pistor, president of the North Texas Commission, Fort Worth Mayor Clif Overcash and Dallas Mayor Robert Folsom led the tour.

The Lamar County Chamber of Commerce will host the next quarterly meeting of the Texas Industrial Commission scheduled for July 15-16 in Paris.

July 1 is the deadline for submitting nominations for the Volunteer Industrial Developer of the Year (VIDY) Award. Nominations should be attentioned to Gary Bowling, Chairman, VIDY Award Committee, TIDC, Bryan Place, Suite 100, 4103 South Texas Avenue, Bryan, Texas 77801.

After one year of operation Governor Dolph Briscoe's TEXAS FIRST job creation campaign has received 37,360 job pledges and has verified that 34,746 people have been hired. Last month the Governor extended the program for five months.

The Quanah Industrial Foundation recently announced the location of a garment plant which will employ 27 people. Thomas Manufacturing Company will produce two styles of men's jeans and work pants.

Four El Paso industries were recognized for their participation in the TEXAS FIRST program. Representatives from Kessler Industries Inc., Taylor Publishing Company, Baw Manufacturing Company and Billy the Kid, Inc. were presented certificates for their participation. The four companies hired a total of 966 new employees during the past year.

Governor Briscoe participated in the May groundbreaking ceremonies for the multimillion dollar Motorola, Inc. main complex in Fort Worth. The facility will employ about 2,000 persons in the manufacture of two-way radios.

Members and advisors to the Joint House Committee on Textile Industry Development toured the Apparel Mart in Dallas in May. The Committee is now compiling an assessment report on its findings from meetings around the state to be presented at the 65th Legislative session.

Attracting New Industry, a publication outlining the five-step approach to organizing a community industrial development program, is now available from the Industrial Commission. Anyone interested in obtaining a copy should contact Jerry Heare, director of TIC's Community Development Division.

### TIC Conducts El Paso Clinic

Thirty-nine realtors, bankers and community development leaders attended a TIC sponsored industry clinic in El Paso last month.

The El Paso Development Corporation is in the process of outlining specific industrial development objectives and requested the Industrial Commission's assistance, according to E. H. Sheffield, manager of TIC's community services department and coordinator of the clinic.

Jerry Heare, director of the Community Development division, and community development specialist Roy Williams also took part in the clinic which was held in El Paso so that more community leaders would be able to attend.

Discussion centered on the basic steps in attracting desirable industries to a community.

"First, establish in your mind some general objectives of industrial development in your area, expressing them in terms of employment gains you wish to make or utilization of natural resources at your disposal or in terms of complementing existing industries you already have," Williams advised.

"After you've set general objectives, begin research. This way you concentrate your efforts on those kinds of industries you want."

# Boiler Seminar

(CONTINUED FROM PAGE 1)

of the commission.

C. R. Williams Jr., manager of geological services for Morrison-Knudsen Company, Inc. in Boise, Idaho, will discuss fuel sources and contracts. Storage and handling of fuels will be outlined by William Dyer, director of industrial engineering for Morrison-Knudsen. Pipelines for transporting a liquid mixture of coal will be discussed by Ron Dunn, director of railroad engineering for the Idaho engineering company.

The manufacturing capacity of boilers will be discussed by William Marx, executive director of the American Boiler Manufacturing Association, and design considerations of boilers will be expanded on by A. M. Frendberg, manager of engineering services of Babcock-Wilcox in Barberton, Ohio.

Methods of cleaning material released into the atmosphere from industrial flues — scrubbing and electrostatic precipitators — will be addressed by Don Achenbach, manager of general sales, emission control division of Buell-Envirotech of Houston.

Ralph Hill, sales manager of United Conveyor Corporation of Chicago, will outline methods of ash disposal, including wet or dry storage, conveyors, large scale egress, staging areas, transportation and disposal contracts.

Overall timing and coordination of the conversion procedure will be detailed by Robert Warrick, vice president and general manager of H. K. Ferguson Company in Houston.

Harwell will serve as moderator of the seminar, and will conduct a question and answer session following the individual presentations.

Anyone interested in obtaining a registration form or more information on the seminar should contact Jim Heath, manager of TIC's special projects department.



*Twenty-two members of the Hempstead Chamber of Commerce were briefed on the steps necessary to bring new business and industry to their community at a Texas Industrial Planning Seminar May 7 in Austin.*

Photo courtesy The Waller County News

## Small business is in trouble

Of the 440,000 small businesses that open nationally each year, less than one percent will survive the first three years of operation, according to the Small Business Administration.

To help combat this surprisingly high mortality rate, the University of Minnesota has piloted a Small Business Management Program, funded through the U. S. Office of Education. The program is designed for adults who lack the management knowledge and skills necessary to make a business succeed.

The three-year program is currently being tested in four states including Texas. The Adult and Continuing Education Department of the Brownsville Public Schools is administering the program in Texas.

The program is in its second year of operation. Arturo McDonald, ACE director, reports that only two businesses have closed since the program's inception and these were due to non-business related problems.

The program is now ready to be adapted into any area of the state if funding can be arranged.

## TRADE MISSION

(CONTINUED FROM PAGE 1)

Sam Naifeh, plant manager of the Orange Phillips Petroleum plant which produces fertilizer; Morris Bailey, president of Plains Machinery Company in Amarillo which manufactures construction and agricultural equipment; Will Crenshaw and John Crenshaw, president and vice president of Modern Machinery in Beaumont which manufactures farm implements.

Also Jones Copeland, president of Woods & Copeland Manufacturing, Inc. in Wharton, tractor manufacturers; Stanley Koetting, vice president of Plains Builders of Lubbock which constructs feedmills and Leon Pope, coordinator of International Agricultural Programs at Texas A&M University.

## \*Next Month

IDEAS Newsletter will feature an article on what state government is doing about metrics. This will be the final article in the series intended to inform Texans on the metric system of measurement.

# 14 COMPANIES CHOOSE TEXAS IN MAY

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			DIRECT ANNUAL OUTPUT OF FIRM	TOTAL ANNUAL ECONOMIC IMPACT ON ECONOMY
			NEW	GENERATED	FEDERAL	STATE	LOCAL		
San Antonio Shoe Company	San Antonio	Footwear	40	16	\$ 67,194	\$ 3,407	\$ 4,340	\$ 397,325	\$ 965,500
Pinckert Welding Manufacturing Co.	Dallas	Motorcycle parts	2	4	11,808	789	741	83,811	213,718
Sticks & Stones Unlimited	Dallas	Abrasive honing sticks	4	3	10,367	1,178	656	47,080	145,006
Norton Company	Stephenville	Coated abrasives	250	240	1,035,427	57,058	66,106	6,267,863	14,917,514
Fisher Controls Company	Sherman	Rotary & ball valves	100	152	531,747	28,135	34,406	3,547,231	9,080,911
Diesel Exchange, Inc.	Longview	Rebuilt diesel engines	30	51	\$ 155,192	\$ 9,824	\$ 20,135	\$ 1,212,562	\$ 3,043,531
Synthetic Materials Corporation	Houston	Plastic processing	50	71	362,673	17,079	23,552	1,719,217	4,745,039
Aceco of Texas, Inc.	Houston	Cranes, hoists	100	59	331,065	12,558	15,244	1,799,629	4,049,165
United States Steel Corporation	Baytown	Pipe fabrication	200	292	1,121,859	74,102	68,643	6,973,743	17,155,408
Activa Products, Inc.	Marshall	Craft products	13	19	56,901	3,243	5,566	395,798	1,076,571
Martex Glass Company	Marshall	Metal fabricators	23	20	\$ 61,444	\$ 4,056	\$ 4,579	\$ 346,615	\$ 1,067,574
Dumas Milling Company	Dumas	Livestock feed pellets	3	18	34,560	2,047	3,785	197,693	682,041
M. W. Industries, Inc.	Mineral Wells	Crystal holders	25	15	64,907	3,142	3,827	375,313	960,801
Optron, Inc.	Mineral Wells	Electronic systems	200	158	583,121	31,223	37,699	3,328,673	9,120,564
TOTALS:									
Companies — 14			1,040	1,118	\$4,428,265	\$247,841	\$289,279	\$26,692,553	\$67,223,343

SOURCE: JUNE 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.