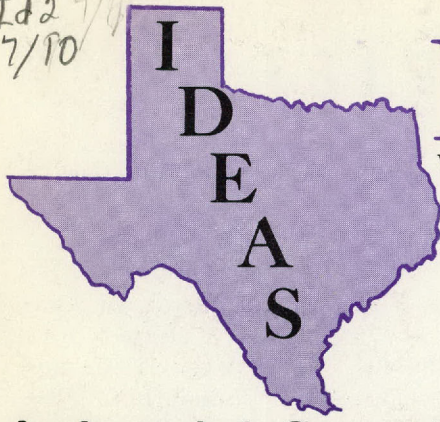


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# NEWSLETTER

VOL. 7 NO. 10 Published Monthly By The Texas Industrial Commission OCTOBER, 1977

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DEC 2 1977

## Industrial Commission Will Direct Industrial Energy Conservation Efforts

The Texas Industrial Commission has been named lead agency in the implementation of the industrial phase of Texas' energy conservation plan.

Funding for the initial four-year program is through the Governor's Office of Energy Resources.

The overall state plan, recently approved by the Department of Energy (formerly the Federal Energy Administration), calls for a 5.5 percent reduction in statewide energy use.

More than half of the savings — 3.04 percent of the state's projected consumption — is to come from the industrial sector.

"Our objective is to help

### BBR reports 34% increase in plant locations

Plans for 177 new and 196 expanding manufacturing firms were reported to the Bureau of Business Research at the University of Texas at Austin during the first three quarters of 1977.

These figures reflect a 34 percent increase from the 118 new plants announced during the same period in 1976. Plant expansion totals reflect a two percent decrease from last year.

Although the standard metropolitan statistical areas continue to attract the majority of the state's industrial activity, nonmetropolitan communities reported a 36 percent increase in the number of new and expanded businesses from 54 in 1976 to 84 this year.

industry conserve 283.81 trillion BTU's of energy in 1980," Jim Harwell, executive director of the TIC, said.

Industry is Texas' largest consumer of energy (46 percent of total). "It is understandable that such a large consumer must receive serious attention in any plan aimed at improving the overall efficiency of state's energy use," Harwell said.

TIC's industrial conservation plan will be centered around two major activities:

(1) the promotion of technical information exchange both within industry groups and among the groups

(2) direct outreach programs to provide low technology industry with information related to its specific processes and information on improving efficiency of particular end uses which are common to several industrial groups

To help carry out these activities an Energy Utilization Department has been created under TIC's Community Development Division. Lance dePlante has been selected to manage that department.

dePlante has had six years experience in management and program administration. He spent four years in corporate recruiting and training with Electronic Data Systems of Dallas and has owned his own national firm developing training programs and recruiting professional personnel for large corporations. He also spent four years as contract management spe-

(See ENERGY PLAN Page 3)

## Seymour Citizens Go After Industry

Fed up with the lack of industry in their community, a group of 89 business and civic leaders from Seymour came to Austin in September to do something about it.

The entire group participated in a TIC-sponsored Texas Industrial Planning Seminar (TIPS) — a one-day program designed to acquaint community leaders with the basic approach to take in attracting new industry.

"This is a record breaker — the largest group we have ever had at a TIPS," Homer Tucker, senior community development consultant with TIC's Community Services Department, said.

The meeting, originally scheduled for the Sam Houston State Office Building, was moved to the Ambassador Room of the Villa Capri Motel to accommodate the crowd. "We just didn't have a room available in our building to handle that many people," Tucker said.

Seymour, located about 50 miles southwest of Wichita Falls, has 3,469 citizens that feel their community has just about everything going for it except a sizeable industrial payroll.

"We tried to limit the attendance to 75, but the people just wouldn't hear of it," said Paul Buck, manager of the Seymour Chamber of Commerce. "Everyone in Seymour wanted to find out first-hand what he or she could do to help bring industry to our area."

The TIPS is the first step in an Industrial Commission program designed to help industrially underdeveloped areas gain the support (See SEYMOUR Page 2)



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The Official Publication of the Texas Industrial Commission. Editorial contributions are welcome and should be addressed to Editor, P.O. Box 12728, Capitol Station, Austin, Texas 78711.

## - NEWS BRIEFS -

State Representative Charles Finnell of Holiday will head a newly formed subcommittee of the Business & Industry Committee to study ways to increase the utilization and funding of the Texas Rural Development Loan Program. The loan program is administered by the TIC. Other members of the subcommittee are: L. P. (Pete) Patterson, Brookston; Irma Rangel, Kingsville; Ernestine Glossbrenner, Alice; and A. C. (Tony) Garcia, Pharr.

Construction will begin in January on the Mensor Corporation's quarter-million dollar facility in the San Marcos industrial park. The company manufactures precise measuring instruments and is currently headquartered in Houston. Gordon Thompson, executive director of the San Marcos Chamber of Commerce, began negotiations with company officials early this year and was instrumental in securing the location for the city.

The Texas Industrial Commission will hold its regular quarterly commission meeting 9:00 - 12:00 noon November 18 in the Administration Building of the Dallas/Fort Worth Regional Airport. The North Texas Commission will host the meeting.

John Gayle was recently elected president of the 82-member Tulia Industrial Foundation. Gayle succeeds John Will Nichols who will serve on the board of directors.

AristOKraft Cabinets, a division of Beatrice Foods Company, recently broke ground for their new facility in the Burnet Industrial Park. Gilbert Verkamp, corporate vice president of AristOKraft and overseer of the Burnet plant operation, praised the Texas Industrial Commission, which he said is one of the finest he has worked with in all his experience in locating new plant sites for his company. The company, formerly known as

United Cabinet, will employ upwards of 100 persons once it reaches full production.

Alton Marwitz, president of the First National Bank of Lampasas, was recently elected president of the Lampasas County Development Foundation, Inc. Clayton Duke of the Peoples National Bank will serve as vice president.

The Industrial Development Research Council's (IDRC) area industry conference is scheduled for October 30-November 2 at the St. Anthony Hotel in San Antonio. The program—"Factors in Facility Planning"—will address some of the vital issues facing real estate executives and facility planners today. IDRC is the professional association of corporate real estate and facility planning executives.

### Seymour

(CONTINUED FROM PAGE 1)

services needed to attract new industry. Industry specialists from the Industrial Commission, Texas Electric Service Company and Lone Star Gas Company briefed the group on every phase of community and economic development.

State Senator Ray Farabee of Wichita Falls also stopped by to welcome his constituents to Austin and offer his support.

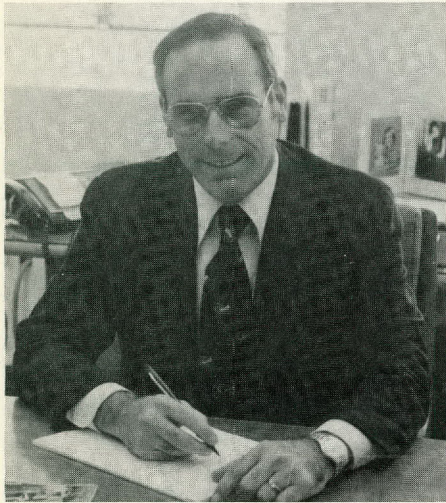
Lester Yates, president of the Seymour Chamber of Commerce and Industrial Foundation, feels that the trip to Austin was most beneficial. Seymour citizens have already begun to organize an economic development program to provide systematic answers to the questions industrial prospects might have about their city.

"The enthusiasm is incredible," said Dave Floyd, chairman of the industrial team. Floyd and his team of nine volunteers are ready to answer any questions industry might have.

Now all they need is industry, and with their enthusiasm, it shouldn't be too long in coming.

# Energy Plan (CONTINUED FROM PAGE 1)

cialist for General Dynamics of Fort Worth.



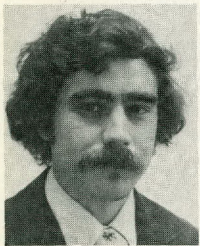
LANCE dePLANTE

The Energy Utilization Department will be working closely with other TIC departments to help industry realize a reduction in overall energy consumption.

"Industry has always done a good job conserving energy, but we feel that if the state takes a more active role, an even greater reduction can be achieved," dePlante said.

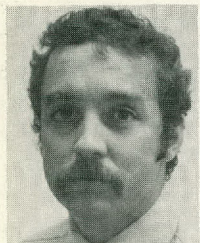
He stressed that the industrial conservation plan has no mandatory provision. "By keeping industry informed of technological advances and successful conservation efforts in other states, we can help Texas industry achieve maximum energy conservation," he said.

## Four Join Industrial Commission Staff



Mike McAndrew has joined the Research & Program Development Department as an economist. He was previously employed by

First Computer Services and Cameron Brown Company, both subsidiaries of a large North Carolina Bank Holding Company, as a research economist. There his duties included economic analysis and financial planning and forecasting. McAndrew has a bachelor's degree in economics from the University of Texas at Austin.



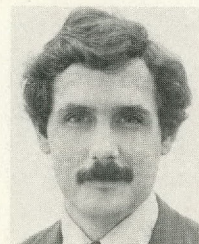
Pete Baldwin has joined TIC's new Energy Utilization Department as an energy utilization specialist. For the past 11 years, Baldwin

worked with the Governor's Energy Advisory Council where his primary responsibility was the implementation and conduct of energy seminars and workshops. He has written articles for the *Texas Energy Report* and was instrumental in the production of the book *An Analysis of the National Energy Plan - A Texas Response*. Baldwin re-

ceived his undergraduate degree from Hardin Simmons University and his masters from Texas Tech.



Governor's Intern Ellen Juran will assist the Research & Program Development Department with long range planning projects as well as day to day research requests. Juran is enrolled in the masters degree program at the LBJ School of Public Affairs and will serve a nine-month internship as part of her program requirements. She received a BA in political science from the State University of New York, College at Purchase.



Chuck Newell has also joined the staff of the Research & Program Development Department as a statistician. He will primarily be involved with researching federal and state documents. Prior to joining the Industrial Commission, Newell spent three years working in the U.S. Document Department of the Texas State Library. He received a BA from the University of Texas.

## Choate to Manage Information Services



DANNY CHOATE

Danny Choate, formerly of the Industrial Commission's Research and Program Development Department, has been named manager of the Information Services Department, Director of Operations Ed Latta announced.

Prior to his selection, Choate worked for two years with the research staff as an economist. His efforts were centered in the area of labor survey methodology. During this time he worked extensively with the Information Services Department in obtaining meaningful data from the labor questionnaire input.

Choate holds a masters degree in economics from Oklahoma State University and a B.A. from the University of Texas at Arlington.

"I am looking forward to entering the world of computers in more of an official capacity," Choate said. "While working on the labor surveys, I had the opportunity to gain valuable knowledge and experience in data processing."

One of the primary goals that Choate plans to stress as manager is the establishment of strong communications between the department and other TIC divisions as well as other state agencies.

"The background Choate brings to this department will broaden our concept of data processing activities and significantly enhance our ability to provide more services to the agency and the various publics we serve," Latta said.

# 13 COMPANIES CHOOSE TEXAS IN SEPTEMBER

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			ANNUAL OUTPUT OF COMPANY	TOTAL ANNUAL ECONOMIC IMPACT ON TEXAS
			DIRECT	INDIRECT	FEDERAL	STATE	LOCAL		
Marble Top Mfg. Co.	San Antonio	Cultured marble products	4	6	\$ 19,654	\$ 2,272	\$ 1,490	\$ 144,326	\$ 353,599
Transco, Inc.	Jacksonville	Sheet metal work	5	8	31,429	2,476	1,803	193,993	500,502
Precision Cable Mfg. Co.	Garland	Cables	5	9	36,274	3,418	2,162	269,498	603,676
The Label Group, Inc.	Dallas	Labels	6	9	32,947	2,229	2,578	150,466	436,351
Morgan Relocatable Modular	Eastland	Metal portable buildings	100	169	628,593	49,522	36,063	3,879,878	10,010,085
Southern Fittings Co., Inc.	Longview	Slings and rope	5	4	\$ 14,715	\$ 1,269	\$ 1,073	\$ 104,351	\$ 257,747
Triangle Packaging Co.	Longview	Corrugated shipping containers	10	17	47,397	4,927	5,837	355,656	1,013,620
United Stainless & Alloy Corp.	McAllen	Stainless steel pipe fittings	5	7	25,145	2,243	1,696	164,614	424,704
Mason County Peanut Growers	Mason	Peanut drying	15	55	130,231	13,091	12,442	969,242	2,801,109
Texarkana Ceramic Industries	Willis	Technical ceramics	25	31	112,418	26,424	7,845	524,934	1,627,295
BEI Electronics, Inc.	Eules	Electronic security systems	100	106	\$ 395,430	\$ 35,727	\$ 28,505	\$ 2,684,491	\$ 6,738,072
Southwest Cellulose, Inc.	Abilene	Insulation	100	143	526,876	43,633	40,572	3,175,510	8,700,897
In-Sol, Inc.	Taylor	Insulation	25	36	131,719	10,908	10,143	793,877	2,175,223
TOTALS:									
Companies — 13			405	600	\$2,132,828	\$198,139	\$152,209	\$13,410,836	\$35,642,880

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

NOTE: IMPACT CALCULATIONS PRODUCED BY THE TIC USING ECONOMIC MULTIPLIERS DERIVED BY THE TEXAS WATER DEVELOPMENT BOARD, INPUT-OUTPUT BRANCH.

## Directory of Texas Manufacturers Available Soon

Orders are now being accepted for the 1977-1978 *Directory of Texas Manufacturers* from the Bureau of Business Research at the University of Texas at Austin.

The *Directory* is the most complete and up-to-date source of information on Texas manufacturing plants and has been designed especially for agents or individuals selling to or buying from Texas manufacturers.

For each of the more than 14,000 plants included, the *Directory* lists the name, address, and telephone number of the plant, name of executive officer, and descriptions of products.

Volume 1 contains an alphabetical listing of plants by firm name and a listing of plants organized by city. Volume 2 contains the product listings arranged by Standard Industrial Classification number and an alphabetical index of products with SIC numbers.

Cost of the two-volume set is \$40.00 plus a \$2.00 sales tax for Texas residents. For more information contact the Bureau of Business Research at 512/471-1616.