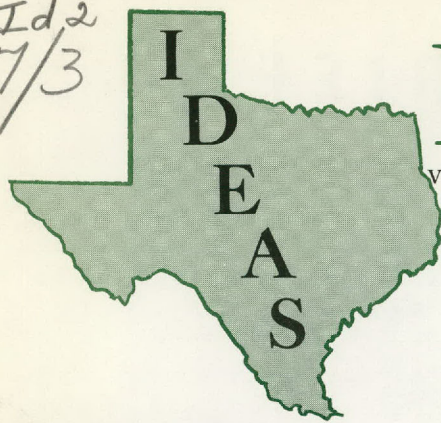


I 400.6
Id 2
7/3



NEWSLETTER

VOL. 7 NO. 3

Published Monthly By The Texas Industrial Commission

MARCH, 1977

FORT WORTH PUBLIC LIBRARY
U. S. DEPOSITORY 607

MAY 19 1977

Havey Chosen International Trade's Man-of-the-Year

James Havey, director of the International Development Division of the Texas Industrial Commission, has been chosen "Man-of-the-Year in International Trade."

Havey is the first governmental candidate to receive the award.

Selection was made from state-wide nominations gathered by the Texas International Trade Association. A committee composed of previous award recipients made the final selection based on individual accomplishments during the calendar year.

(See HAVEY Page 3)

Start-up Training Bags Jobs for Texans

A job is "in the bag" for the 15 Texans who recently completed an industrial start-up training program coordinated by the Texas Industrial Commission.

The job - producing woven polypropylene bags for use in commercial transportation.

Super Sack Manufacturing Corporation of Savoy produces nearly 200 such bags a day. They range in size from 10 cubic feet to 60 cubic feet with a maximum work load of 3,000 pounds.

The company, the first of its kind in the nation, markets its product around the world.

Quentin Muncy, industrial development specialist with the Industrial Commission, coordinated the training program with cooperation from the Texas Education Agency,

(See TRAINING Page 3)

TEXAS INDUSTRIAL WEEK

The Climate is Right for Business & Industry in Texas



Governor Dolph Briscoe signs a proclamation designating the week of April 1-7 as Texas Industrial Week as Sam Naifeh (L) of Orange and Paul Kerr of Temple look on. Naifeh is state chairman of the Texas Association of Business and Kerr serves as the association's state vice chairman.

Texas Industrial Week celebrates its second quarter century with the 26th annual salute to business and industry, April 1-7.

Entitled "Salute '77 - The Climate is Right for Business and Industry in Texas," the observance is sponsored by the Texas Association of Business. The slogan underscores the role of business and industry in the state's designation as having the number one business climate in the nation.

Texas Industrial Week was

established in 1951 through a joint resolution of the Texas legislature. It provides the opportunity to recognize the contributions that business and industry make to state and local economies.

Officially opened with a proclamation by the Governor, the week is celebrated in communities throughout the state with plant tours, seminars, speakers, displays, open houses, radio and television interviews and special newspaper sections.



GOVERNOR
Dolph Briscoe

CHAIRMAN
C. Truett Smith

EXECUTIVE DIRECTOR
James H. Harwell

**DIRECTOR OF OPERATIONS
EDITOR**
Edwin F. G. Latta

ASSOCIATE EDITOR
Cheryl Lynn Rummel

REPRODUCTION SUPERVISOR
Cynthia Henry

For Service Call:
Area Code 512
475-5551

Operations Division
Consolidated Services

Finance & Accounting (475-5556)
Information Services (475-5561)

Research & Program Development (475-5556)

475-5561

Industrial Development Division

Industrial Services

Industrial Locations

Advertising

Special Projects (475-5551)

475-5551

International Development Division

International Trade

Texas International Trade Office, Mexico

475-5556

Community Development Division

Community Services

Minority Business Enterprise (475-5945)

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 -

International Information Corporation is now providing lists of product inquiries and bid requests from foreign governments and firms. This "Foreign Customer Notification Service" is available to small manufacturers and distributors on a weekly subscription basis. Write the firm at 541 Commonwealth Avenue, Boston, MA 02215 or call (617)262-5040 for more information.

Chambers of commerce are asked to provide the Industrial Commission with wage and job skill information for their particular communities. The Research and Program Development Department is in the process of compiling the information for inclusion in the computer data bank.

The March issue of Texas Business computer

the information for inclusion in the computer data bank.

The March issue of Texas Business takes a look at "Exporting" and credits TIC's International Development Division for much of the state's success. In the Publisher's Note, Thomas Allen urges the legislature to take a more aggressive approach so Texas might capitalize on expanding international markets.

Production is scheduled to begin June 1 at Wor-Tex Corporation's new plant in Hillsboro. The firm will employ about 25 persons in the manufacture of granulators.

"How to Be Self-Employed," a book full of helpful pointers for small business owners and managers, is now available from ETC Publications, Department 1627-A, Palm Springs, CA 92262. The cost is \$17.95.

Texas manufacturers can now obtain energy information and

assistance by calling the manufacturers' energy "Hot Line" at (713)845-3628. This new service is provided by the Energy Advisory Service for Texas (EAST) at Texas A&M University.

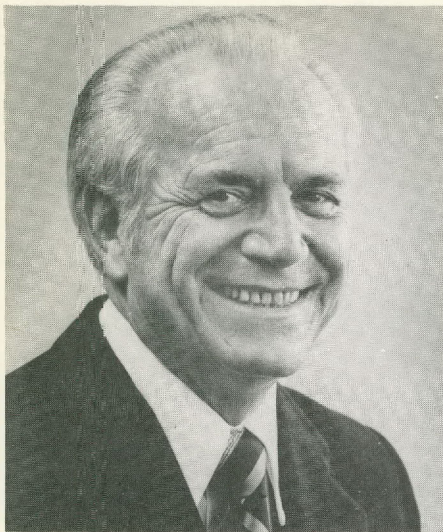
Top government representatives of three important U.S. trading partners will speak at the Fourth Annual International Trade Conference of the Southwest to be held in Dallas May 24-25 on the Southern Methodist University campus. The conference is sponsored by the Center for International Business. For more information write Mark Winchester, World Trade Center, PO Box 58428, Dallas 75258 or call (214)742-7301.

Stockham Valves and Fittings of Birmingham, Alabama, has announced plans to locate a valve manufacturing company in Paris in 1978. The plant will employ 100 persons the first year, expanding to 300-400 when the plant reaches full production capacity.

Practical information on how to start an export business will be presented in a seminar on "World Markets Today for Small Industrial Goods and Consumer Products." The seminar is scheduled for April 6-7 at the Marriott Hotel in Dallas. To register, contact the Domestic and International Business Administration, 1100 Commerce Street, Room 7A5, Dallas 75242. The number to call is (214)749-1515.

The Texas Industrial Commission will hold its regular quarterly commission meeting in Austin April 21-22.

The National Bureau of Standards has established an Office of Energy-Related Inventions to evaluate all promising energy-related inventions. If the evaluation shows promise, ERDA will consider providing financial assistance. For details write National Bureau of Standards, Washington, DC 20234.



JAMES HAVEY

HAVEY

(CONTINUED FROM PAGE 1)

Havey was cited for his efforts in coordinating the four-day visit of Sudanese President Gaafar Nimeri to Texas last July. He was also recognized for leading, along with Lieutenant Governor Bill Hobby, a group of Texas businessmen on a two-week trade mission to the Mideast in May.

Havey's national responsibilities include chairmanship of the International Division of the National Association of State Development Agencies. He is also a member of the South Texas Regional Export Expansion Council.

TRAINING

(CONTINUED FROM PAGE 1)

the Texas Employment Commission and the Savoy and Bonham schools.

"TIC works closely with other state agencies in providing a training program designed specifically to help meet the immediate manpower needs of industries like Super Sack," Muncy said.

An eight-week employee training program was conducted in all the production phases at the plant site.

"We trained the nucleus of 15 and they in turn will train other employees," said James Griffitt, Bonham vocational director.

Plans call for increased production from 200 to 1,000 bags a day. Company officials predict employment to increase up to 100 persons within two years.

HANDLING THE INDUSTRIAL PROSPECT VISIT

EDITOR'S NOTE: *The following is an excerpt from The Industrial Team, a recently revised publication by Jerry Heare, director of TIC's Community Development Division. Upcoming issues of IDEAS will continue the series.*

PREPARATION

Your community has been notified that a prospect plans to visit you. It may come in a number of ways — through your allies, direct to your chamber of commerce, or through another local source. Regardless of the source, the industrial team chairman is called upon to lead the process.

Find out all you can about the prospect's company. You may not know the name of the firm, but you do need to know the firm's requirements. You may have answered basic data prior to the visit by mail. Now you need the details of the prospect's site requirements. Most of your allies who will escort the prospect will provide you with the information as soon as they have it.

Call the team together and provide each team member with a copy of the prospect's total needs. Outline the prospect's time schedule and go over his specific requirements. Ask each team member to prepare a presentation on their area of knowledge that will answer the prospect's questions. Ask them to write down the information and make arrangements to have copies made. These should be placed in a special packet for the prospect. Duplicates should be kept for your files and possible future use with other prospects.

Each team member should be made aware of the time and place of the meeting with the prospect. They should be encouraged to be on time and be prepared to spend one or two hours minimum without local interruption. Not all team members may be called upon. The prospect may want a small group to talk about sites, financing or labor. If so, the team should understand. It may be possible that the rest

of the team join the prospect for a meal, if it is appropriate. Never overwhelm the prospect with too many local people.

Your prospect will more than likely wish to keep his visit confidential for a number of reasons. First, he has not decided on your town and does not want people mad at you or him if he selects another location. Second, he may not be eager to have his competition know what he is up to and third, he may not wish to have false rumors get back to his own company employees until the company is ready to tell them. Rumors of a prospect locally could drive up land prices out of normal proportion, also.

Respect the prospect's confidentiality. Ask team members to restrain themselves. If the prospect locates, there will be plenty of time for publicity later.

Committee Considers Development Feasibility

TIC's Special Projects Department is engaged in assessing the feasibility of continuing the fiber and apparel industry development program in Texas.

Department Manager Jim Heath is working with a five-man work committee composed of representatives from the four fiber producing entities, mill processors, and the apparel industry.

The committee has already come up with several proposals including a suggested title for the proposed private and public sector association — Fibers and Apparel Council of Texas.

Following another work session in early April, the general membership will meet in Austin to consider the proposed organizational by-laws and adopt the charter and work program to promote the development of fiber mills and the garment industry in Texas.

Representatives from the fields of research, finance, business consultation, state government and public relations will also be represented on the Council.

14 COMPANIES CHOOSE TEXAS IN FEBRUARY

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			DIRECT ANNUAL OUTPUT OF FIRM	TOTAL ANNUAL ECONOMIC IMPACT ON ECONOMY
			NEW	GENERATED	FEDERAL	STATE	LOCAL		
Reed Tool Company	Sugar Land	Tubular products	750	1,898	\$6,653,810	\$356,484	\$351,065	\$40,615,184	\$105,193,327
Coral Enterprises	Longview	Wire & electronic assembly	20	19	79,506	3,813	4,386	632,471	1,359,813
Eastex Weld-Fab	Longview	Metal fabrication	10	11	48,104	2,287	2,765	291,434	667,384
Tait-Andritz, Inc.	Lubbock	Sewage purification equipment	18	14	52,481	2,810	3,393	299,580	820,849
Thomas C. Wilson, Inc.	Odessa	Portable power tools	10	10	40,966	2,034	8,841	200,690	582,001
Carmun Industries, Inc.	San Antonio	Screw machine products	8	5	\$ 17,873	\$ 1,132	\$ 1,509	\$ 117,940	\$ 300,747
Cyana Ohio Company	San Antonio	Organic chemicals	5	20	63,374	6,534	6,586	503,372	1,344,003
Eagle Container Corporation	San Antonio	Corrugated boxes	8	11	30,420	1,741	3,219	211,780	586,631
King's Men Meat Co., Inc.	San Antonio	Frozen food processors	10	72	106,284	6,321	12,940	611,845	2,429,025
G & H Machinery Company	Seguin	Aircraft support equipment	20	17	82,179	4,125	4,884	505,420	1,116,978
Texas Western Meat Co.	Bonham	Meat processors	20	144	\$ 212,567	\$ 12,641	\$ 25,881	\$ 1,223,690	\$ 4,858,049
Butler Weldments Corporation	Cameron	Steel machine bases	20	22	96,208	4,573	5,529	582,869	1,334,770
Wor-Tex Corporation	Hillsboro	Granulators	25	24	85,547	4,638	5,235	512,169	1,398,221
Ralston Purina Company	Meridian	Fruit juices	90	185	403,092	23,331	34,901	2,693,965	7,974,136
TOTALS:									
Companies — 14			1,014	2,452	\$7,972,411	\$432,464	\$471,134	\$49,002,409	\$129,965,934

SOURCE: MARCH 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.