

NEWSLETTER

VOL. 8 NO. 3

Published Monthly By The Texas Industrial Commission

MARCH, 1978

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APR 06 1978

TEXAS DOCUMENTS

Texas Industrial Week Set for April 1-7



Governor Dolph Briscoe signs a proclamation designating the week of April 1-7 as Texas Industrial Week. Looking on are Paul Kerr (L), president of American Desk Manufacturing Company and 1978 chairman of the Texas Association of Business, and Lawrence Durland, refinery manager of Amoco Texas Refining Company and TAB's state vice chairman.

Texas will pay tribute to business and industry during the week of April 1-7, by celebrating Texas Industrial Week.

Created by a joint resolution of both houses of the Texas Legislature in 1951, Texas Industrial Week gives all citizens the opportunity to recognize the amount of time, effort and capital the business community has invested in our present and future industrial expansion.

The observance is sponsored each year by the Texas Association of Business.

This year's theme, "Texas on the go...working today for a better tomorrow", is especially fitting at this time. Over the past ten years, the number of corporation headquarters in Texas has increased 79%.

In 1977, plans were made for 250 new and 291 expanding manufacturing firms in Texas. The result of these new and expanding firms is the creation of thousands of additional jobs, a higher standard of living, and a greater appreciation for the free enterprise system for all Texans.

Kicked off by the signing of a proclamation by Governor Dolph Briscoe, Texas Industrial Week will be celebrated across the state in various ways. Chambers of commerce, community clubs, schools, churches, and many other groups have already stepped on the bandwagon by making plans for open houses at plants; window, lobby, and billboard displays; school career days; out of town tours; and special newspaper editions and radio and television broadcasts.

Commission to Meet

The Texas Industrial Commission will hold its regular quarterly meeting April 28 at the Inn of the Golden West in Odessa. The meeting will be hosted by the Odessa Chamber of Commerce.

The 12-member Commission meets quarterly in January, April, July and November in different communities across the state at the invitation of local leaders.

If your community is interested in hosting a meeting, please contact TIC Executive Director James Harwell and specify the time that is most convenient.

Mission to West Germany aids state's reverse investment program

TIC Executive Director James Harwell said that significant gains were made for Texas' reverse investment program during a recent mission to West Germany.

Harwell and James Heath, manager of the Special Projects Department, accompanied a group of 11 professional industrial developers to meet with manufacturing representatives in Dusseldorf, Hamburg, Mainz, Munich and Stuttgart.

Making the two-week trip were: Brodie Allen, executive director of the Corpus Christi Industrial Commission; Dwayne L. Sparks, vice president of the Friendswood Development Corporation; Al Cisneros, general manager and port director for the Port of Brownsville; Anthony A. Bernabei, president of Panache Properties, Inc.; F. J. Spencer, International Management Services; Brennon Hatley, Dallas Chamber of Commerce; Robert Kimbrel, director of Area Development for Lone Star Gas Company; James Leard Conner, Conner Realty; Kent Fuller, Economic Development Division of the Houston Chamber of Commerce; Ralph Thomas, president of the San Antonio Economic Development Foundation; and Jack Vaughn, Shindler/Cummins.

"All the people we contacted maintained continued interest in Texas for a location or a possible joint venture," Harwell said. "Now we will follow up by filling specific information requests from each company in hopes of persuading them to come to Texas for an actual site inspection."



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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 -

ACF Industries of New York has announced plans to build a new plant in the Brazos County Industrial Park. Construction is scheduled to begin in mid-1978. The plant will employ 40-50 people in the production of industrial butterfly valves.

A political action committee has been filed with the Secretary of State's Office to collect and spend funds promoting the passage of a constitutional amendment that will allow Texas cities and counties to issue revenue bonds to build and lease manufacturing facilities. For more information write the Jobs for Texans committee, P. O. Box 12366, Austin, 78711, or call 512-472-6035.

Champlin Petroleum Company recently announced construction plans for a 400 million pound-per-year cumene manufacturing facility in Corpus Christi. The \$27 million plant should be completed in early 1980. Champlin is a wholly owned subsidiary of the Union Pacific Corporation.

The Texas Air Control Board has upheld construction permits issued to American Hoechst Corporation for a monomer and polymer plant in the Bayport Industrial District. Production is scheduled to get underway in 1980.

A seminar designed to introduce potential southwest exporters to the Japanese market was held March 15 at the World Trade Center in Dallas. The seminar was sponsored by the U. S. Department of Commerce, the Japan Trade Center of Houston, Dallas Chamber of Commerce and the International Trade Association of Dallas.

Two San Marcos plants are undergoing expansions that will add 55 employees to the labor force according to Gordon Thompson, vice president of the San Marcos Chamber of Commerce. Skandia

Roof Tile, which produces concrete aggregate roof tiles, will add 25,000 square feet and 25 employees. Indeco, Inc. is undergoing a 20,000 square foot expansion and will add 30 new employees.

The thirteenth Job Matching Fair is scheduled for April 12 from 9:00 a.m. to 6:30 p.m. in Exposition Hall in Corpus Christi. Working with the Texas Industrial Commission as cosponsors are the Corpus Christi Chamber of Commerce, the National Alliance of Businessmen, the Texas Employment Commission, the Coastal Bend Manpower Consortium, and the Corpus Christi Industrial Commission.

An industrial plant in Georgia and a group of existing buildings in Fort Hood are scheduled to get the first total solar energy systems in the world. Tracking parabolic trough collectors will provide 60-90% of the yearly energy requirements of five buildings at the Texas army base. The development team for the Texas project consists of American Technological University, Westinghouse Corporation, Heery and Heery, and the Georgia Institute of Technology.

EGC Shepherd, Inc., manufacturers of plastic seals, gaskets, and packings for refineries, recently began operations in Shepherd. The firm currently employs five people but anticipated a payroll of 50 in the near future.

The January issue of *Nation's Business* reports that American business leaders believe the climate for their firms' ability to operate profitably is declining. The decision-makers were polled by the National Chamber and the Gallup Economic Service.

Reed Plastics Corporation of Holden, Massachusetts, recently announced the opening of its new color concentrate facility at Grand Prairie. The firm manufactures color concentrates.

Petroavance '78 Means \$\$\$ for Texas Firms

Texas oil field equipment and service industries will realize a big boost in sales as a result of their participation in Petroavance '78 in February.

Petroavance '78, sponsored by the U.S. Embassy & Department of Commerce, is an annual event held in Mexico City in conjunction with Petroleos Mexicanas (PEMEX).

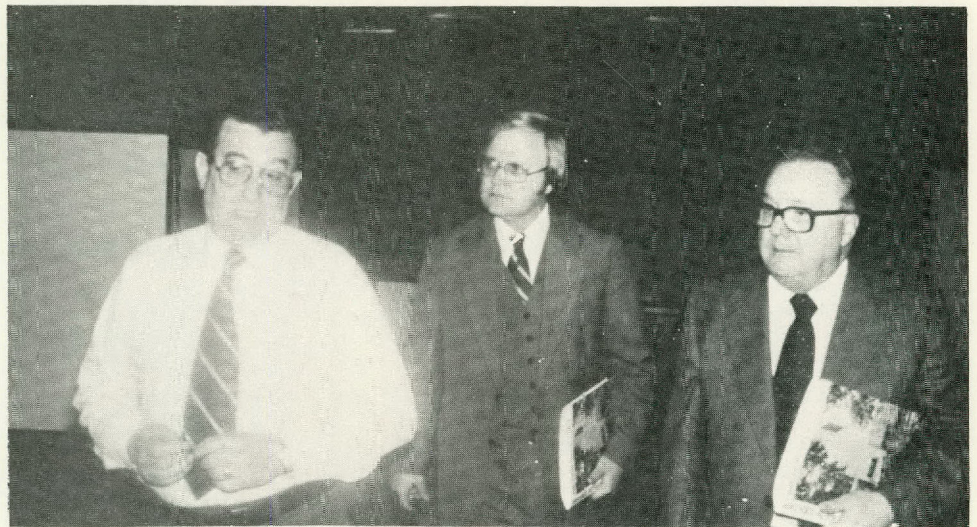
"Preliminary figures indicate that the trade show was a tremendous success, surpassing all previous sales records," said James Havey, director of TIC's International Development Division.

According to early reports, \$3+ million in sales were recorded off the floor with an additional \$133+ million in orders to be filled within the next 12 months.

Although the fair was open to industries from throughout the United States, Texas was dominate.

As a result of this show, one small new-to-market Texas company is now in the process of filling a \$5 million order. Another Texas firm is in the final negotiations for a \$25 million sale.

"Of course, we can't take all the credit for the fair's success, but we would like to think that our



Ivan Cosimi (L), director of the U. S. Trade Center in Mexico City, takes State Representative Tony Polumbo of Houston and TIC Chairman C. Truett Smith (R) on a tour of the Texas exhibits.

initial recruiting efforts were responsible for the fine Texas showing," Havey said.

Havey began contacting the more than 300 potential Texas participants in July urging their attendance.

"The rapidly developing Mexican petroleum industry is a most lucrative market, and there is always a threat of foreign competition attempting to capture part

of it," Havey said. "It is vital that we keep our new products and technologies before this market so that Mexico continues to purchase products and services from Texas."

TIC's International Development Division is now planning for a chemical/petrochemical processing equipment and instrumentation show to be held at the U.S. Trade Center in Mexico in August. Another oil field equipment show similar to the one just held is being planned for January of next year in Caracas, Venezuela.

Interested companies are urged to contact TIC's International Development Division.



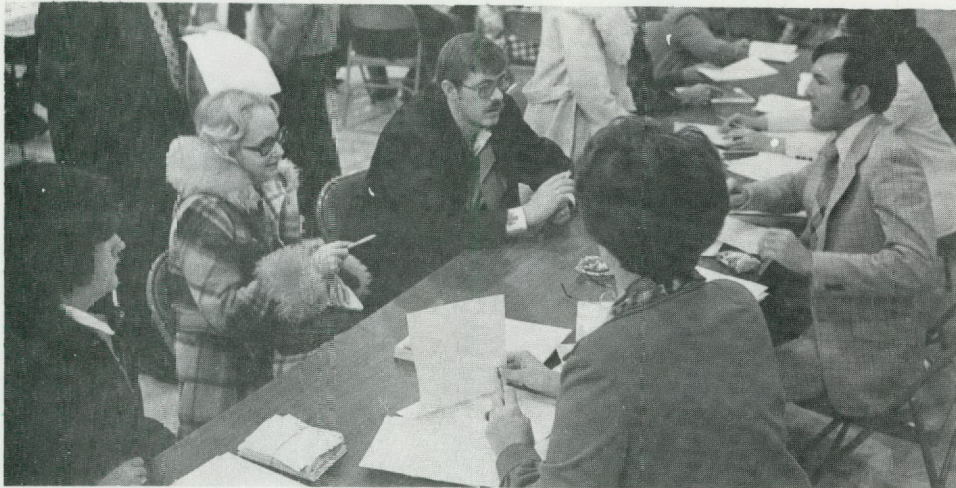
Woolley Tool & Manufacturing of Odessa was one of the many Texas companies participating in Petroavance '78. Standing before the company's display are (from left to right): Jim Maulcin with Challenger Rig and Manufacturing, Inc. in Odessa, State Representative Tony Polumbo of Houston, and John Goss of Marine Equipment Systems in Houston.

Industry will spend \$14+ billion on new plants and equipment

Manufacturing industries are expected to spend \$14.26 billion for new plants and equipment during the first quarter of 1978, according to the Boyd Company, a New Jersey-based corporate location firm.

This is a 13.9 percent increase from first quarter 1977 levels. Total capital investment by manufacturers during 1978 is expected to total \$67.35 billion, up 10.4 percent from 1977.

JOB FAIRS — A Success Story for Cisco



Job seekers discuss employment opportunities with Texas Employment Commission personnel.

Photo Courtesy: Ralph Leone, Visuals Unlimited, and the Amarillo Chamber of Commerce

On December 11, 1976, the first job fair was staged in Amarillo. Promoters and sponsors were anxious that day because this was to be the initial step in Governor Dolph Briscoe's Job Matching Campaign. By the end of the day, all misgivings had been dispelled as observers labeled the event "a tremendous success".

Since then eleven more fairs have been held in communities across the state providing new opportunities to job seekers from throughout the United States.

EACH FAIR A SUCCESS

Each has been a success story in its own right, meeting and exceeding the host community's expectations.

One of the most exciting editions of these success stories was recorded in the small West Texas community of Cisco.

"I think everyone was a bit apprehensive about holding a job fair in a town this size, but now I don't think there's any skepticism," said Gene Abbott, vice president of the Cisco Chamber of Commerce. "We've proven that job fairs can be a good thing for smaller communities."

Cisco did indeed prove its point because even today the town continues to enjoy the benefits

of its first Job Matching Fair.

Prior to the fair, a job market was something believed nonexistent in Cisco. Manufacturers were hesitant to expand for fear of an inadequate labor supply and residents did not seek employment because they were unaware that jobs were available.

"I feel that in a small town like this we tend to get complacent," said Eddie McMillian, chairman of the chamber's industrial committee. "Until we had an industrial committee meeting, no one was aware that we needed at least 150 people to fill positions. After this meeting, we thought we were in trouble, but the fair turned out to be our answer."

LABOR MARKET AWAKENED

Response to the fair awakened a seemingly dormant labor market, and today things are starting to happen in Cisco. Four companies have already announced plans to expand their operations.

Bob Ford with the Russell-Newman Company, manufacturers of lingerie, has announced that his company is planning to increase its employment capacity from 130 to approximately 300.

"Since the fair we have a better line on getting enough people. Before, we just weren't sure that

the workers were available," Ford said.

George Owens of the Reynolds Manufacturing Company, which makes custom windows and doors, said that his company also intends to increase its operation. "At the time of the fair we were in bad need of help. Now we have filled those positions and will soon be needing even more people," he said.

OTHER COMPANIES EXPAND

Other companies announcing substantial expansions as a result of the job fair are Pressed Steel Products and Oil States Rubber Company. Pressed Steel, a manufacturer of pressure vessel heads, will undergo a \$500,000 expansion that will double the present production. Approximately 20 new employees will be hired.

Oil States Rubber will expand their production line which will require about 15 additional employees. The firm produces rubber products for the oil industry.

In response to the anticipated growth in the labor force the citizens have joined together to enlarge the Cisco Child Care Center. This in itself will provide an additional 6-10 new jobs.

MEDIA COVERAGE A KEY

Abbott credits the overwhelming success of the fair to the expertise of Industrial Commission personnel and to the coverage provided by local and regional media.

"We were on two television stations, seven radio stations and had several good newspaper write-ups," Abbott said. "This was one of the big keys to our success."

As for complications and problems resulting from this rapid turn of events, Abbott said there are few.

"Oh, we might have some trouble with housing, but I think that will be a very short-term difficulty. In fact, our builders don't even consider it a problem," Abbott said.

17 COMPANIES CHOOSE TEXAS IN JANUARY

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			ANNUAL OUTPUT OF COMPANY	TOTAL ANNUAL ECONOMIC IMPACT ON TEXAS
			DIRECT	INDIRECT	FEDERAL	STATE	LOCAL		
Alco Steel Fabricators	Stephenville	Steel fabricating	10	15	\$ 47,334	\$ 4,844	\$ 3,819	\$ 341,530	\$ 870,902
Alpha Box Company	Longview	Corrugated boxes	10	33	209,276	12,130	12,572	871,231	2,282,625
Ambeton Corporation	Mansfield	Precast concrete products	*	*	*	*	*	*	*
Capro, Inc.	Conroe	Light-duty cable	14	20	70,407	6,279	4,748	460,920	1,189,174
Color Capers, Inc.	Dublin	Aprons & uniforms	75	41	198,429	17,241	13,184	1,246,012	2,791,067
Farmer's Pride Quality Meats	Bonham	Meat processors	40	335	\$ 673,334	\$ 61,312	\$ 84,136	\$ 3,847,633	\$15,852,248
Glover-Pucci Co.	Dallas	Printing & engraving	*	*	*	*	*	*	*
McNeil Consumer Prod. Co.	Round Rock	Nonaspirin pain pills	150	272	1,651,457	88,942	79,248	5,467,468	15,254,236
Modern Pipe	Beeville	Plastic pipe	40	71	282,555	24,645	18,511	1,635,724	4,596,384
Northern Electric Co.	Snyder	Electric blankets	150	137	484,194	44,134	31,869	4,585,613	9,446,363
Royal Park, Inc.	Borger	Women's garments	150	83	\$ 396,858	\$ 34,481	\$ 26,368	\$ 2,492,025	\$ 5,582,136
Quick-Way Stampings of TX	Houston	Metal stamping	*	*	*	*	*	*	*
Solartech Systems Corp.	Lubbock	Solar energy systems	20	23	92,713	8,070	5,930	616,389	1,485,497
Technol, Inc.	Arlington	Hospital supplies	8	11	42,150	3,491	3,246	254,040	696,070
Texas Plastic Industries	Houston	Injection molded products	28	50	197,788	17,251	12,958	1,145,006	3,217,467
Tyler Steel Company	Tyler	Steel fabricating	20	29	\$ 94,667	\$ 9,689	\$ 7,638	\$ 683,060	\$ 1,741,803
Union Tank Car Co.	Cleveland	Modify tank cars	200	414	1,317,248	141,860	85,021	7,828,707	22,781,537
TOTALS: **			915	1,534	\$5,758,410	\$474,369	\$389,248	\$31,475,358	\$87,787,509

Companies - 17

* Information not available

** Totals reflect only those plants where information is available

SOURCE: MARCH 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.

Industrial Commission Acquires D&B Texas Business Files

TIC's Information Services Department has just acquired the most current edition of the Dun & Bradstreet Texas Business Files.

The computer tape contains a complete listing of businesses in Texas with pertinent information such as number of employees, sales volume, type of product, number of years in business, etc.

According to department manager Danny Choate, several new programs have been added to the current data base to allow maximum use of the D&B files. "For example, we can now run an analysis by SIC (Standard Industrial Classification) of all existing industries in any particular community or county," Choate said.

Other examples of new services include the ability to:

- List the largest companies in Texas by employment in SIC sequence.
- Report the largest companies in a city by sales and SIC Code, showing the chief executive and telephone number.
- List all companies in Texas with local employment over a specified number by county in SIC sequence and by primary SIC Code.
- Report all companies in any county by SIC Code, by employment and provide a detail analysis of firms in this range.
- Provide an SIC analysis for a multi-county area. This report provides data on numbers of firms engaged in specific activities, the number of people employed by that activity and the sales volume. Also given are totals for major two-digit SIC groups and the entire area.
- Report all companies by SIC Code, by city and employment, and list the top 100

of these by sales.

- Report the largest employers in a given geographic area naming the chief executive officer.
- List only companies engaged in a specific line of business for any city, county, or other specific geographic area.

This information can only be used for official TIC business. Inquiries should be directed to the Information Services Department.

Procter to Chair NASDA Research Group

Dr. Phyllis Procter, manager of TIC's Research and Program Development Department, has been elected chairman of the National Association of State Development Agencies' (NASDA) research group for 1978-79.

A major project of the group is the preparation of NASDA's bibliography of economic research by states. They will also look into ways of improving the systems that different states use for recording industrial locations and expansions.

Dr. Procter served as vice chairman of the group last year.

spotlight on Lancaster

Many small communities today are facing an age of uncertainty. Towns isolated from urban areas are slowly shrinking as inhabitants flee to more populated areas seeking opportunities believed not to exist at home.

Communities located near metropolitan areas face an entirely different situation. As big cities increase in population and area, they also bring growth and prosperity to outlying towns.

This type of growth, however, can be a mixed blessing, because with the growth often comes a loss of identity.

Lancaster, located just south of Dallas, is one community that was not content to see its past disappear in the face of an urban onslaught.

An article in the January issue of *Southern Living* applauds Lancaster's successful efforts in rejuvenating its once unique qualities.

In the past two decades Lancaster experienced a rapid surge in growth. Though many of the town's original buildings remained intact, the town was slowly losing its character.

Residents became concerned and organized a 15-member committee called Citizens for Coordinated Planning of Lancaster. The group, comprised of interests from all areas of town, planned the town's revitalization and pointed the direction for its future.

For their efforts, citizens of Lancaster now have a renovated town square and business district reminiscent of the 1890's. Historic areas have been designated and select residential areas have been singled out for restoration. The town also has a new master plan giving direction to inevitable future growth.

The price tag for all the improvement has been surprisingly low and participants feel that the reason is the slow, deliberate planning that preceded the project.

Today Lancaster is reaping the rewards of its efforts. New tenants are moving into the downtown area and residents seem to carry a new found pride in their unique community.

EDITOR'S NOTE: This is the second in a series of articles spotlighting Texas communities. If your community qualifies, drop us a line.

Committee Establishes Outline For Energy Auditor Program

TIC's Energy Utilization Department's program for certification of industrial energy auditors took a big step forward as a result of a meeting held in late February.

Members of the Certification Curriculum Committee discussed goals and established a course outline for the program which is tentatively scheduled to begin in June.

The committee approved a 47 semester hour graduate level engineering course along with basic program objectives. Instructional material is now being prepared by select committee members and will be submitted to the Industrial Commission for approval in early May.

"I was very pleased with the progress we made during this initial meeting," said Lance dePlante, manager of the Energy Utilization Department. "This is a very serious-minded and hard-working group of people."

Committee members include representatives from the academic and industrial sectors as well as from the Industrial Commission. They are: Dr. Marie Dalton, University of Houston; Dr. Philip Schmidt, University of Texas at Austin; Dr. Jack Holman, Southern

Methodist University; Dr. Duane Jordan, Texas Tech University; and Dr. Giles Willis, Texas A&M University.

Also Dr. Larry Witte, University of Houston; M. A. Williams, Union Carbide Corporation; Curt Beyer, Exxon Company, USA; Michael Ozymy, Texas Power and Light Company; and William Brown, Thermon Manufacturing Company.

TIC committee representatives include: Jerry Heare, director of the Community Development Division; Lance dePlante, manager of the Energy Utilization Department; and Energy Utilization Specialists Bob Smith and Ted Waldrop.

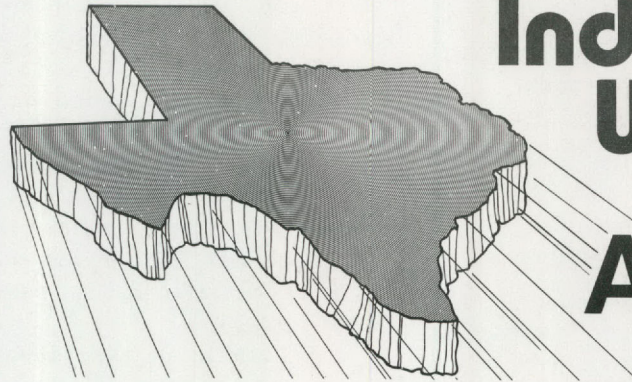
"Mini-Mall" Tour Deadline Approaches

Community leaders interested in participating in the North Dakota "mini-mall" tour are urged to contact the Texas Industrial Commission by April 15.

"We've already received considerable interest from state representatives, bankers, area planners, and utility company representatives," said E. H. Sheffield, manager of the Community Services Department. "We still have some openings and anyone interested should give us a call."

The three-day tour is scheduled for June 4-6 and will accommodate a maximum of 40 participants. Cost is approximately \$300 per person which includes air and ground transportation and lodging.

SUPPORT- Texas Industrial Week



April 1-7

TEXAS INDUSTRIAL COMMISSION
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