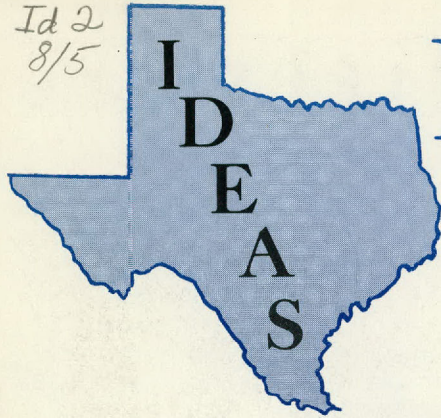


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NEWSLETTER

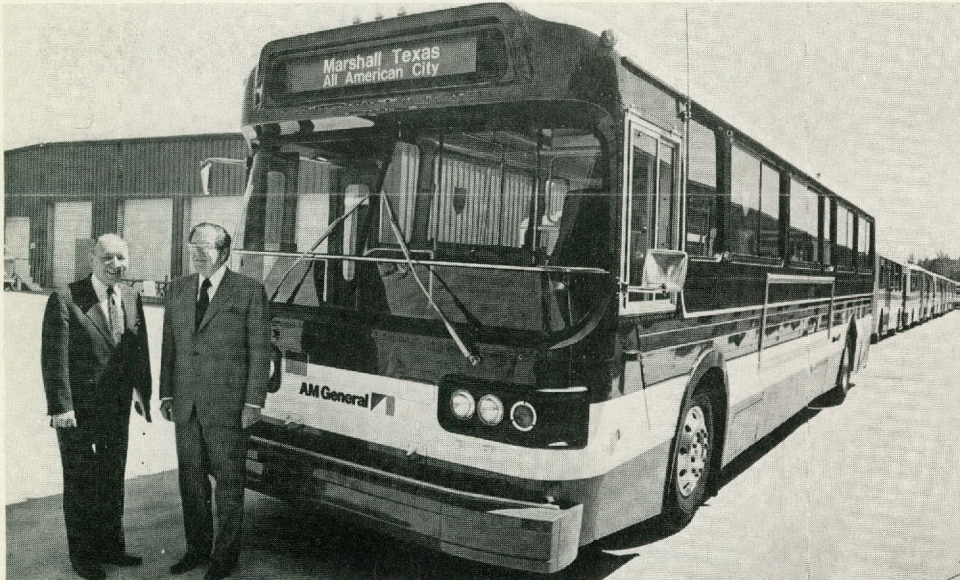
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OCT 13 1978



A new 48-passenger bus was presented to the City of Marshall by the AM General Corporation during ceremonies in late April. Governor Dolph Briscoe (R) and L. S. MacKay, vice president of operations for AM General, stand in the shadow of the red, white and blue vehicle which was built by employees who participated in Texas Industrial Commission's industrial start-up training program.

TIC will sponsor seminar to explain new air quality standards

Plans are being finalized for a statewide seminar to make Texans aware of the effects of new air quality standards on industrial growth.

Addressing the Texas Industrial Commission at its regular quarterly meeting, TIC Executive Director James Harwell explained the purpose of the upcoming seminar which is scheduled for July 6 at the Austin Municipal Auditorium.

"We hope to clear up a lot of misinterpretations by outlining exactly what the amendments to the Federal Clean Air Act are and then suggesting how Texas cities can continue to enjoy industrial

growth within these federal guidelines," Harwell said.

Representatives from both the Environmental Protection Agency and the Texas Air Control Board will be on hand to answer questions following panel presentations. Case studies of industries which have located plants in Texas since the recent rulings will be included on the agenda.

"We have had countless requests for clarification and guidance from concerned community leaders as well as from our industrial prospects," Harwell said. "Hopefully, after attending our (See TIC SEMINAR Page 6)

Nominations Open For VIDY Awards

Nominations are now being accepted for the Volunteer Industrial Developer of the Year Award.

For the eleventh consecutive year, the Texas Industrial Development Council will recognize civic leaders who have made the most significant volunteer contribution to economic growth in their community.

Awards will be presented in two population categories: Category I - communities under 49,999, and Category II - communities over 50,000.

Any civic leader who is not a full-time professional industrial developer, commercial realtor or chamber of commerce staff member, and who has played a major role in the economic growth of their community between July 1, 1977, and June 30, 1978, is eligible. (See VIDY AWARDS Page 6)

Community Leaders . . . TIC's Energy Utilization Department has a number of programs designed to help Texas industry cut industrial energy costs. At your request an energy utilization specialist will be happy to speak to area industry representatives and explain the various services which are available to industry at no charge.

If you are interested, why not give us a call. Someone in our Energy Utilization Department will be happy to arrange a meeting in your community.



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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.

Applications are being accepted for the upcoming Chemical/Petrochemical Processing Machinery and Instrumentation Exhibition in Mexico City August 29-September 1. The exhibition is limited to U.S.-manufactured goods. Once again, TIC's International Development Division will organize a Texas area. For more information call Thomas L. Thomas, Project Officer, Office of International Marketing at (202) 377-4463 or contact TIC's International Development Division.

National Transformer Corporation recently announced plans to open its third Texas plant in Crosbyton. The company will initially employ approximately 20 transformer assemblers. The firm manufactures transformers custom built to customer specifications and already has plants in Spur and Johnson City.

Glenn Brown, vice president of the Dairy Products Institute of Texas, Inc., was elected chairman of the Metric System Advisory Council at the May quarterly meeting. Brown replaces Bill Wright of Houston who resigned. Dorothy Toothaker of McAllen will serve as vice chairman.

A new study recently completed by the California State Department of Finance concludes that Texas is the "No. 1 Business Climate State". The study was based on 1977 data comparing 88 key factors in the fifty states. In 1976 the Fantus Corporation also named Texas No. 1 in a study done for the Illinois Manufacturers Association.

Construction is underway for a \$50 million cement plant for Texas Industries, Inc. near Hunter. About 100 persons will be employed at the new facility which is expected to be completed by late 1979.

Navasota is the site of the next Job Matching Fair which will be

held June 3 at the VFW Hall. Working with the Industrial Commission to sponsor the fair are the Navasota Industrial Foundation, Brazos Valley Development Council and the Texas Employment Commission. Amarillo held its third Job Fair May 20 and Big Spring is planning one for July.

TIC Chairman C. Truett Smith will accompany a delegation of Texas community leaders to North Dakota June 4-6. The group will visit several cities that have successfully adopted the "mini-mall" concept in their downtowns and determine the feasibility of adopting similar programs in Texas communities.

The first in a series of industry specific seminars will be held June 6 at the University of Texas at Arlington for the meat packing industry. TIC's Energy Utilization Department has designed each workshop to answer an industry's specific questions on industrial energy conservation. This seminar is being cosponsored by the Southwestern Meat Packers Association.

Remember June 30 is the deadline for communities to submit nominations for the annual Governor's Industrial Expansion Awards for 1977. For more information contact your regional chamber of commerce or TIC's Community Services Department.

Union Carbide Corporation has announced plans to construct a \$20-30 million air separation plant in Groves. The plant will employ approximately 20 full-time people when in full operation.

An article in the May issue of *Money* magazine, "Job Meccas for the '80's", lists four Texas cities in the ten fastest growing employment centers in the U.S. **Beaumont**, with a six percent projected annual compound growth rate for jobs, leads the ranking fol- (See NEWS BRIEFS Page 4)



Dr. Steven Freedman, acting assistant director for Combustion Systems with the Department of Energy in Washington, discusses alternate combustion methods at the TIC-sponsored Boiler Conversion, Conservation and New Technology Conference in early May. Nearly 250 industrialists from across the state attended the one-day meeting.

BBR Reports 1st Quarter Location Figures

First-quarter figures for new and expanded manufacturing plants reveal no particular departures from last year's trends, according to the Bureau of Business Research at the University of Texas at Austin.

Fifty-five new plants were announced during the first quarter of 1978 compared to 56 for the same period last year, marking a two percent decrease. Expanded facilities increased 23 percent from 53 in 1977 to 65 reported in the first quarter of 1978.

The 25 Standard Metropolitan Statistical Areas (SMSA's) continue to attract the majority of new and expanded industrial activity in the state.

The Dallas-Fort Worth SMSA led the state with 30 new or expanded projects followed by the Houston SMSA with 15. The Longview, Austin and San Antonio SMSA's had 11, 7, and 6 new or expanded projects respectively.

Nonmetropolitan communities recorded 22 new or expanded plants compared to the 25 reported during the same period last year.

Reverse Investment Mission Nets First Plant Announcement

Members of the Texas Industrial Commission were briefed on the initial success of a recent reverse investment mission to select Western European nations at their April quarterly meeting in Odessa.

TIC Executive Director James Harwell reported that more than 30 of the companies contacted on the trip have expressed serious interest in direct plant locations or entering into joint ventures with Texas partners.

SGE Corporation, an engineering and construction firm headquartered in Paris, France, has already announced plans to team up with the Hayman Company, a Dallas-based general contracting firm, to form So. Ge. Texas. The new company will be a turn key engineering and construction

operation employing an estimated 150 people.

Impact calculations produced by the Industrial Commission show that So. Ge. Texas will have an annual economic impact on the state in excess of \$13 million.

"We are more than pleased with the feedback we are getting as a result of this trip," Harwell said. "Both the participants and the manufacturing representatives that we contacted have expressed a strong need for continued efforts in the area of reverse investment."

Harwell and Special Projects Manager James Heath coordinated the February mission and accompanied a team of professional industrial developers from across the state on the trip.

spotlight on Granbury

Nearly a century ago Granbury was not very different from any other small Texas town. It was a place where the cotton farmers could conduct their business, a place where one could dispose of legal matters at the county courthouse and a place where people could find entertainment at the local Opera House.

In those days Granbury boomed, but the prosperity was short-lived as the railroads shifted the wealth and growth to two larger cities (Dallas-Fort Worth) lying a few miles north. The town slowly decayed.

The once beautiful Opera House and the other downtown buildings were falling down or in urgent need of repair.

Then in the late 1960's the Brazos River was dammed to form Lake Granbury. Residents that had abandoned their town began to return, seeking the small town amenities. A few of these returning citizens spawned a movement to restore Granbury to the picturesque community that it was during its boom days.

First one house was restored and made into a downtown restaurant. Then an attorney turned the old bank building into an office and the idea caught on. By the mid-1970's most of the buildings in the square were restored. Just about everyone in town had a hand in restoring the Opera House which reopened in 1975.

A few more shops and restaurants have opened since then, and visitors come from miles around to see a town that is a pleasant reminder of a past way of life.

The creation of this living museum can be credited entirely to the citizens of Granbury. Their accomplishment was the result of private donations mixed with love, hard work and determination.

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

New Texas Firm Will Manufacture Biological Fertilizer

A group of Texas and Japanese businessmen recently announced plans to enter into a joint venture to manufacture and market a biological fertilizer known as "Fertilaid".

The new company, Fertilaid Systems, Inc., will be headquartered at Chevy Chase North in Austin with research facilities in Manor and process and production facilities in Houston and the Rio Grande Valley. Although still in the organizational stage, the company already has a guaranteed \$1½ million order from Japan.

Fumio Fujita, president of the majority partner Kyoritsu Yuki Company, Ltd. of Tokyo, will also serve as president of Fertilaid Systems, Inc. The decision to enter into the joint venture came about after an exhaustive research program to authenticate the performance characteristics of the product and a marketing program to test its consumer acceptance in Japan.

Fertilaid was created 25 years ago by Dr. John C. Porter, Sr. of Austin in an effort to enhance soil fertility and to supplement the petrochemical fertilizer industry.

Considered by many to be a product ahead of its time and need, its usage was limited to Dr. Porter's agri-consultancy practice.

In 1972, the proprietors of Fertilaid were prompted by the

Two Join TIC Staff

Leeta Murphy and Joe Stevens recently joined TIC's Energy Utilization Department as Energy Search Specialists.

Prior to joining the TIC staff, Murphy worked for the Project CITE Resource Center in Austin conducting on-line data base searches. She holds a Bachelor of Science degree in social sciences from Sul Ross State University.

Stevens is a recent graduate from Duke University with a Bachelor's degree in physics. He will work part-time in the Energy Search Center while continuing his education in electrical engineering at the University of Texas.



TIC Executive Director James Harwell (R) congratulates Dr. John C. Porter (L) and Fumio Fujita as they announce plans to enter into a joint venture to manufacture and market a biological fertilizer known as "Fertilaid".

International Development Division of the Texas Industrial Commission to seek market opportunities overseas. Attention was focused on Asia where the problem of less land, pollution, and over-population is most acute.

After five years, the efforts have been rewarded with an enthusiastic acceptance in Japan and a new partner to help them meet the challenge of the domestic and international market.



Yngve Holmberg (L), newly appointed Consul General of Sweden, made an informal visit to Industrial Commission offices earlier this month. Holmberg said that a group of approximately 20 Swedish industrialists will visit Texas this fall. Pictured from left to right: Holmberg, TIC Executive Director James Farwell, and James Harris, manager of TIC's International Trade Department.

-NEWS BRIEFS-

(CONTINUED FROM PAGE 2)

lowed by Ft. Lauderdale, Tampa, Houston, Albuquerque, El Paso, Austin, Columbia (SC), Tucson and Greenville/Spartanburg (SC). All top ten growth towns are in the Sunbelt.

In early June Data General Corporation of Westboro, Massachusetts, will begin operating a training center in the Dallas/Ft. Worth Metroplex to train newly hired computer service engineers. The center will accommodate several hundred trainees within two to three years. Until now, training activities have been at the company's Massachusetts headquarters. Data General officials worked closely with the North Texas Commission and studied more than a dozen cities before selecting the Metroplex location.

Alcon Inc., an Ohio-based manufacturer of electrical connectors, recently announced plans to open a plant in Corsicana. This is the company's first expansion into the Southwest. Approximately 75 persons will be employed.

(See NEWS BRIEFS Page 6)

19 COMPANIES CHOOSE TEXAS IN MARCH

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			ANNUAL OUTPUT OF COMPANY	TOTAL ANNUAL ECONOMIC IMPACT ON TEXAS
			DIRECT	INDIRECT	FEDERAL	STATE	LOCAL		
Velcon Filters, Inc.	Harlingen	Filter casings	20	25	\$ 91,021	\$ 11,454	\$ 6,514	\$ 564,995	\$ 1,457,584
Seal Tite Insulation Co.	Turney	Cellulose insulation	4	9	36,595	4,017	2,439	225,606	631,697
Melton Webb Printing	Dallas	Printing	*	*	*	*	*	*	*
The Unlimited Corp.	Dallas	Women's wear	11	6	29,103	2,529	1,934	182,748	409,356
Epic Products Int'l. Corp.	Dallas	Printing machinery	22	34	120,651	11,443	8,013	718,555	1,976,026
Martel's Machine	Odessa	Oilfield equipment	12	19	\$ 71,221	\$ 6,110	\$ 4,293	\$ 432,089	\$ 1,114,790
Able Enterprises, Inc.	Ennis	Plastic RV windows	8	14	56,511	4,929	3,702	327,144	919,275
Levi Strauss & Co.	El Paso	Children's pants	100	55	264,572	22,987	17,579	1,661,350	3,721,424
Texas Instruments, Inc.	Houston	Electronic instruments	*	*	*	*	*	*	*
Ken-Reich Drills	Sherman	Hydraulic drilling rigs	10	16	59,350	5,091	3,577	360,074	928,991
Viletta Corporation	Houston	Skin care prod. & china	150	437	\$1,720,215	\$144,430	\$113,967	\$13,273,161	\$ 30,395,539
Owens-Illinois	Houston	Can products	*	*	*	*	*	*	*
Clif Mock Co.	Conroe	Oil field equipment	50	78	296,753	25,456	17,886	1,800,374	4,644,965
Corsicana Meat Packing	Corsicana	Meat packing	40	335	673,334	61,312	84,136	3,847,633	15,852,248
Abex Corporation	Corsicana	Rail wheel assemblies	50	62	227,554	28,634	16,285	1,412,389	3,643,964
Euryza Foods	Orange	Rice to milk processing	300	2,142	\$4,428,839	\$450,450	\$592,477	\$28,968,713	\$ 94,148,317
PMC Ramco, Inc.	Fort Worth	Conveying equipment	30	26	99,654	9,026	6,685	461,431	1,471,965
E-Systems, Inc.	Arlington	Postage machines	100	105	427,184	37,306	26,515	2,633,450	6,530,956
BJ-Hughes, Inc.	Round Rock	Drilling rig tools	200	310	1,187,012	101,826	71,545	7,201,497	18,579,862
TOTALS: **			1,107	3,673	\$9,789,569	\$927,000	\$977,547	\$64,071,169	\$186,426,959

Companies — 19

* Information not available

** Totals reflect only those plants where information is available

SOURCE: MAY 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.

VIDY Awards

(CONTINUED FROM PAGE 1)

ble to be nominated.

Any TIDC member may nominate one or more civic leaders for the award and should include the following information:

- (1) Name, business title, volunteer titles, and telephone number of nominee.
- (2) Describe the event or accomplishment for which this person is being nominated. Keep in mind a majority of this accomplishment must have been made during the period of July 1, 1977, through June 30, 1978.
- (3) Describe any obstacles encountered, and how they were solved during the course of accomplishing this specific goal.
- (4) Give a brief background of the nominee's involvement in civic activities, positions held, etc.
- (5) Attach any news articles, correspondence, or certificates which might document the specific accomplishment of the nominee.
- (6) State the population category of the entry, either Category I, under 49,999 population size, or Category II, over 50,000 population size.
- (7) Name, address, telephone number, and signature of TIDC member making the nomination.

Nominations should be attentioned to: Douglas B. Henson, Chairman of the VIDY Awards Committee, Texas Industrial Development Council, Bryan Place, Suite 100, 4103 S. Texas Avenue, Bryan, Texas 77801.

Deadline for receiving nominations is July 1, 1978.

6

TIC SEMINAR

(CONTINUED FROM PAGE 1)

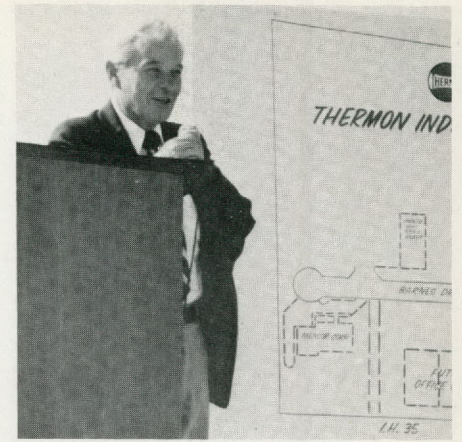
'nuts and bolts' seminar they will have a better understanding of such things as offset policy, attainment and non-attainment areas and prevention of significant deterioration. Most importantly, they will know exactly what their options are and how best to proceed."

The seminar, "Managing Industrial Growth Under New Air Quality Standards", is being sponsored by the Industrial Commission in cooperation with the Texas Air Control Board, Environmental Protection Agency, Texas Industrial Development Council, Texas Association of Business, Texas Municipal League and the County Judge & Commissioners Association.

Pre-registration will be accepted through June 23 for \$15.00 (includes lunch and seminar materials). Registration at the door is \$25.00.

Communities which have not yet returned their updated questionnaires for TIC's Insta-Site program are urged to do so as soon as possible. Current information is vital to attracting new industries to our state and your community.

If you have lost the form or have questions, please contact Danny Choate, manager of the Information Services Department.



TIC Executive Director James Harwell was featured speaker at groundbreaking ceremonies marking the expansion of Thermon Industries in San Marcos.

-NEWS BRIEFS-

Samuel Townsend has been named Director of Programs of The Center for International Business (CIB). Townsend will direct CIB's newly opened office in Houston. CIB is an independent, non-profit membership organization established in 1974 to promote greater understanding of international trade and investment.

Celanese Corporation is relocating Celanese Chemical Company, Inc. from the parent company's New York headquarters to Dallas. The company has plants in Bay City, Bishop, Clear Lake and Pampa.

TEXAS INDUSTRIAL COMMISSION
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