

NEWSLETTER

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TEXAS DOCUMENTS

"Petroavance" trade shows will feature Texas companies

Two international trade shows featuring Texas Industrial Commission sponsored "Texas Areas" will mark the beginning of 1979.

"Petroavance-Venezuela '79" is scheduled for January 23-27, in Caracas and "Petroavance-Mexico '79" for February 13-16 in Mexico City.

Recruiting completed in November has 12 Texas companies scheduled for the Venezuela show and 15 participating with TIC in Mexico.

The areas will feature petroleum and natural gas exploration, production and distribution equipment manufactured by Texas companies.

(See PETROAVANCE, Page 6)

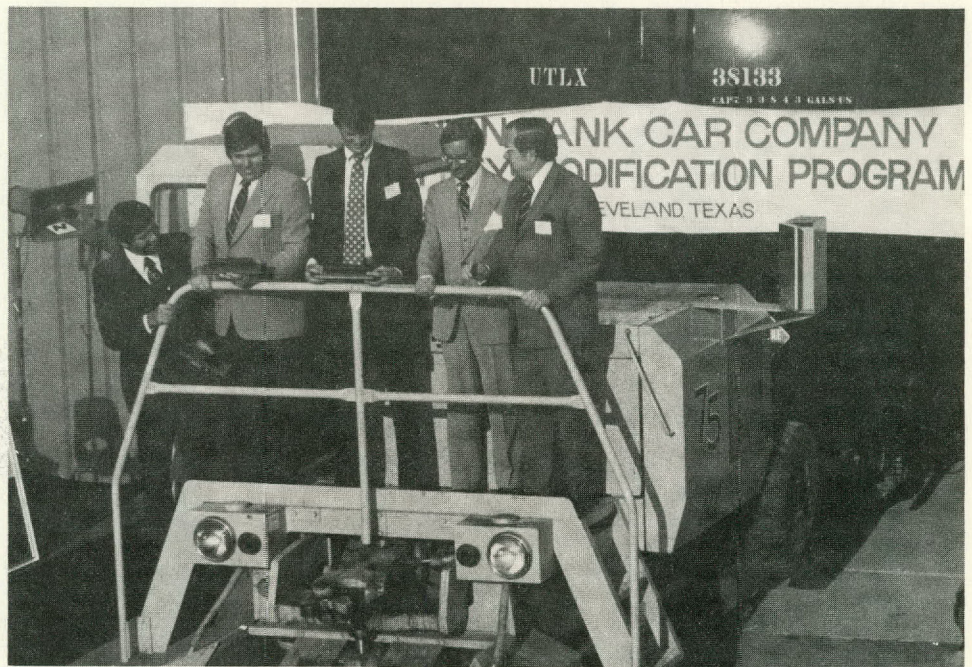
Rep. of China's "Buy in America" will benefit Texas firms

TIC's International Development Division reports that more than \$29 million will be pumped into the Texas economy from the Republic of China under the "Buy More in America" program.

Under the program, the Chinese government sent a number of special missions to the United States. Although the buying missions are completed for this year, the Texas Chinese Consul General has agreed to keep the Industrial

(See CHINA, Page 6)

Union Tank Car Co. dedicates new plant at Cleveland, Texas



Company and government officials get together for Union Tank Car Company's plant dedication ceremonies. Pictured from left to right: State Representative Jim Browder; State Senator Carl Parker; U.S. Representative Charles Wilson; Jack Kruienza, president of Union Tank Car Company; and Governor Dolph Briscoe.

Company, city and state officials gathered in Cleveland last month for the official dedication of Union Tank Car Company's new \$10 million tank car modification plant.

When in full operation the plant will modify ten tank cars a day. It is equipped to handle 2,640 cars annually when fully manned.

The Industrial Commission began working with company officials in October of 1977, and after the company decided on the Cleveland location, TIC began developing a

start-up training program tailored to meet their needs. Since then 260 local citizens have received training in the specialized skills required by the industry.

Recent train disasters have focused attention on the safety of railroad tank cars. Company president Jack Kruienza said that the 122,000 square-foot facility permits tank car owners and operators to respond to Department of Transportation requirements for installation of thermal insulation, couplers

(See UNION TANK CAR, Page 3)



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NEWSBRIEFS

Ideal Derrick Service, Inc., a minority-owned firm in Odessa, will be among the Texas firms participating in Petroavance-Venezuela '79. TIC's Small and Minority Business Development Department initiated the firm's participation and will continue to provide technical assistance.

Approximately 50 community leaders participated in the Rural Industrial Development Workshop sponsored by the Industrial Commission, A&M's Department of Agricultural Economics and the Texas Agricultural Extension Service. The three-day program offered tips on how to attract new industry to their locales.

The City of Mercedes has signed a formal contract with Sewing Factories, Inc. of Taylor to occupy a city-owned building. The company will employ about 20 initially with an anticipated employment of 60-70 in the near future. The company produces women's fashions on a contract basis.

The Industrial Commission in cooperation with the Texas Resources and Environmental Council sponsored a display calling attention to what Texans are doing to contribute to a clean environment. The display "Texans Working Together for a Clean Environment" was featured in the Capitol Rotunda for two weeks in December.

The Alice Industrial Team, Chamber of Commerce and Industrial Foundation recently capped off a jointly sponsored Industrial Appreciation Week with an informal "thank you industries" social. A proclamation by the Mayor, a special industrial insert in the local newspaper and a special mailing to Alice area industries thanking them for doing business in Alice publicized the week-long promotion.

Ed Latta, director of TIC's Operations Division, was a featured speaker at the State Advertising

and Communications Conference of State Development Agencies (NASDA) in Connecticut. His topic was "Determining a State's Image with Business."

James Williams, president of Trans Research Development Corporation of Irving, reports that his company plans to have an electric car on the highways by late 1979. The company has patented the AC/DC system that meets all qualifications for a practical electric car and is now working to sell the manufacturing rights to a large company.

According to Dr. R. L. Skrabanek, a real estate researcher at Texas A&M University, people are coming to Texas in ever increasing numbers from other states. While this gain accounted for only 13% of Texas' total population growth in the 1960's, it made up nearly 67% of the growth between 1976-77. According to Skrabanek, there is no indication of a slowdown.

As a result of the 1979 appropriation bill for the U.S. Department of Labor, the state is now offering on-site OSHA-type consultative inspections. The amendment exempts employers with ten or less employees from penalty assessment for any number of non-serious violations if the employers had a consultation inspection prior to an OSHA inspection and had made good effort to eliminate the hazards. For a free inspection, call (512)458-7287 or write: Director, Occupational Safety Division, 1100 West 49th Street, Austin, TX 78756.

The Industrial Commission will hold its next quarterly Commission meeting January 19 in Austin. The place is yet to be announced.

The Industrial Commission was one of several state agencies participating in a state level planning seminar sponsored by the Governor's Office of Budget & Planning. In addition to informing sub-state planning

Union Tank Car Co. opens new plant in Cleveland, Texas

(Continued from Page 1)

and headshields on certain classifications of tank cars that carry hazardous materials.

The Cleveland site was selected because of its proximity to the center of tank car population and because of the excellent labor pool. The plant will initially employ approximately 290.



A workman at Union Tank Car Company's new Cleveland plant installs a double shelf coupler to meet Department of Transportation tank car safety standards. The new couplers are designed to prevent vertical disengagement while the tank car is in transit.

NEWSBRIEFS

units of the services and resources available from the state, the seminar also explained procedures for acquiring funds for planning.

Austin job fair draws over 3,000 applicants; 47 firms participate



Long before the Job Fair opened Saturday, December 2, a line began forming outside the door at Municipal Auditorium. The job seekers were lured there on a weekend morning by the possibility of landing one of the 2,500 available jobs.

Inside, representatives from 47 companies, agencies and organizations were interviewing the job-hunters for employment ranging from \$2.65-an-hour porters to \$2,917-per-month research geophysicists.

Included among those offering the jobs were the Texas Depart-

ment of Safety, the Texas Department of Human Resources, Texas Instruments, Lumberman's Investment Corp., Advanced Micro Devices and Capitol National Bank.

The fair was sponsored by the Austin Chamber of Commerce with the help of the Texas Industrial Commission, the Texas Employment Commission and the Capitol Area Manpower Consortium.

Before the day was over more than 3,000 people had registered at the fair and were interviewed by one of the employers, making the Austin Job Fair one of the most successful to date.

Industrial start-up training gets trailer plant rolling



Tony Wagner, manufacturing engineer for Conroy Industries, explains the various aspects and benefits of industrial start-up training. Pictured from left to right: Dor Weber, TIC industrial development specialist; Wagner; Ralph Thompson, manager of personnel for Conroy; and State Representative Bennie Boock, II of New Braunfels.

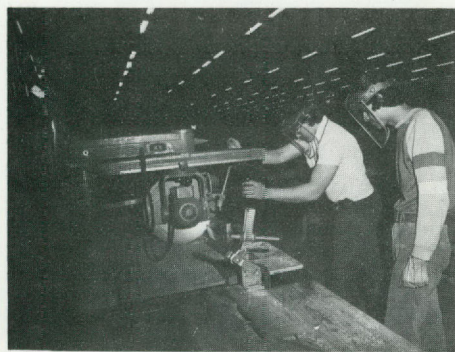
Production is now underway at Conroy Industries in New Braunfels thanks to their cooperation with two state agencies and the New Braunfels Independent School District (NBISD).

The first phase of an industrial start-up training program, completed in late November, has allowed 21 trainees to acquire the specialized skills needed in manufacturing the aluminum boat trailers produced by Conroy.

An additional 23 potential employees are currently undergoing training as part of the second and third phases of the start-up program.

"When January comes, the factory could be employing up to 100 workers, most of whom live in New Braunfels," said Leland Cox, director of vocational education for NBISD. "If each of these prospective workers makes \$9,000 a year, well that's \$900,000 that will help the city's economy."

The training program is being coordinated by the Texas Industrial Commission through funds provided by the Texas Education Agency. The actual training is being conducted by the NBISD, both at their classrooms and on-site at Conroy Industries.



TRAINEES LEARN METALWORKING SKILLS AND SAFETY TIPS AT CONROY. UPPER LEFT: Young worker practices safe operation of punch press in Conroy's new shop in New Braunfels. RIGHT: Trainees review metal finishing techniques and quality controls for trailer frames. LOWER LEFT: Safety instructions in setting up and cutting structural metal members is provided in Conroy's training program. A total of 44 employees completed training in various aspects of boat trailer production during December.

21 Companies chose Texas in OCTOBER

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			ANNUAL OUTPUT OF COMPANY	TOTAL ANNUAL ECONOMIC IMPACT ON TEXAS
			DIRECT	INDIRECT	FEDERAL	STATE	LOCAL		
Andrew Corp.	Denton	Satellite comm. antennae	100	181	\$ 917,628	\$ 62,894	\$ 48,533	\$ 6,468,723	\$ 13,454,944
Armstrong Mach. Works	New Braunfels	Alum. & brass foundry	40	56	201,162	17,941	13,565	1,316,915	3,397,641
Augat-Datatex	El Campo	Wire wrap panels	150	159	593,146	53,590	42,757	4,026,737	10,107,110
Chapparrall Electric	Georgetown	Reconditioned motors	10	11	44,982	3,704	2,828	347,101	777,506
Comm. Channel & Dock	Port Lavaca	Shipbuilding	50	70	273,872	21,381	16,005	1,212,121	3,769,696
Eastman Whipstock, Inc.	Abilene	Drilling instruments	25	39	\$ 148,377	\$ 12,728	\$ 8,943	\$ 900,187	\$ 2,322,482
Gulf Energy Ref. Corp.	Brownsville	Refinery	*	*	*	*	*	*	*
Hefner Plastics, Inc.	Coleman	Hmgbrd. feeders--tackle boxes	8	14	56,511	4,929	3,702	327,144	919,275
Hitachi Semiconductor	Irving	Semiconductors	*	*	*	*	*	*	*
Howmet Turbine Comp.	Wichita Falls	Turbine engine components	600	888	2,652,817	271,927	369,460	20,977,554	52,234,109
Jerky Treats, Inc.	Corpus Christi	Pet snacks	200	1,562	\$ 3,212,951	\$ 337,595	\$ 378,173	\$19,663,749	\$ 67,250,022
Igloo Corp.	Katy	Ice chests & water coolers	*	*	*	*	*	*	*
Lane, Runyan & Co.	Houston	Commercial printing	14	14	50,729	5,105	3,560	287,303	824,560
Orbit Oil & Gas, Inc.	Hagansport	Gas processing	*	*	*	*	*	*	*
Lindo Apparels	El Paso	Jeans	150	83	396,858	34,481	26,368	2,492,025	5,582,136
Polyspede Elec. Corp.	Richardson	Solid state AC & DC drives	40	44	\$ 179,930	\$ 14,816	\$ 11,311	\$ 1,388,406	\$ 3,110,029
Prince Fashions, Inc.	Carrollton	Ladies knit sportswear	40	22	105,829	9,195	7,032	664,540	1,488,570
Reynolds Alum. Recycling	San Antonio	Aluminum recycling	3	5	15,253	1,655	1,341	109,857	286,727
Robertshaw Controls Corp.	El Paso	Automatic controls	400	440	1,799,301	148,162	113,114	13,884,068	31,100,312
Southwest Chem. Services	Crockett	Additive concentrate	100	358	1,510,545	143,652	106,266	8,888,098	22,042,483
Vandsco Posters, Inc.	Arlington	Commercial printing	15	15	\$ 54,352	\$ 5,470	\$ 3,814	\$ 307,824	\$ 883,455
TOTALS:**			1,945	3,961	\$12,214,243	\$1,149,225	\$1,156,772	\$83,262,352	\$219,551,057

Companies — 21

* Information not available.

** Totals reflect only those plants where information is available.

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

NOTE: IMPACT CALCULATIONS PRODUCED BY THE TEXAS INDUSTRIAL COMMISSION USING ECONOMIC MULTIPLIERS DERIVED BY THE TEXAS DEPARTMENT OF WATER RESOURCES INPUT-OUTPUT BRANCH.

CORRECTION:

Last month GTE Lenkurt was incorrectly listed as a new plant in Laredo. The plant should have been listed in El Paso. We apologize for any inconvenience.

IRS program helps small businesses

In a word association game, "taxes" would probably draw such responses as "tension," "money," or "problems," and the like. Because the Internal Revenue Service is aware that taxpayers do not find "taxes" an especially easy or appealing subject, it recognizes its responsibility to help people as much as possible.

— FREE WORKSHOPS —

A new service this year is a series of tax workshops being presented in nine Texas cities including Austin, Beaumont, Corpus Christi, El Paso, Harlingen, Houston, McAllen, San Antonio and Waco. The workshops are given on the third Wednesday of every month. Participants receive a Business Tax Kit (IRS Publication 454) which includes tax forms, instructions, answers to common questions, and other materials pertinent to the taxes and reports applicable to a business. A checklist of some of the federal taxes that a sole proprietor, partnership, or corporation may be liable to pay is included.

— PUBLICATIONS —

Publication 454 may also be obtained at local IRS offices, as can IRS Publication 334, "Tax

Guide for Small Business," which explains in detail how federal tax laws apply to various business organizations. The comprehensive 192-page publication includes a discussion of recent developments in tax laws that may affect a business, as well as a section on IRS audits of returns and appeals rights. Also featured in Publication 334 is a checklist of commonly used forms, including a sample of various forms already filled in, a checklist of some of the taxes for which a business person may be liable, and a tax calendar listing tax deadline dates for business operations.

Readers wishing to attend the workshops or who want to receive Publication 334 should call their nearest IRS office listed in the white pages of the telephone directory as INTERNAL REVENUE SERVICE.

Petroavance shows feature Texas firms

(Continued from Page 1)

"Recent petroleum discoveries in Mexico along with the substantial growth projected for Venezuela make both inviting markets for Texas manufacturers," said James Havey, Director of TIC's International Development Division.

The Mexican national oil company — Petroleos Mexicanos — (PEMEX) budget for the next six years will total nearly \$45 billion with \$4.7 billion already designated for new investment.

Venezuela's market was \$255 million in 1977 with a projected growth of \$700 million by 1982.

Both shows are sponsored by the U.S. Embassy and the U.S. Department of Commerce. Petroavance-Mexico will be held in conjunction with PEMEX.

Rep. of China's "Buy in America" program benefits Texas firms

(Continued from Page 1)

Commission informed of future procurement missions.

"The totals of more than \$18 million in oilfield equipment and \$11 million in agricultural products represents a substantial contribution in our state's revenue,"

said Jim Havey, director of International Development. Havey spoke with members of the Chinese mission at the closing ceremonies in Dallas and assured them of future cooperation between TIC and the Republic of China.

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