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Senterra Development Corporation and the James H. Glenville Company, with this total of more than 2,000 prime acres along the Houston Ship Channel, can aptly be called … Houston’s Deepwater Connection.

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TABLE OF CONTENTS

Houston cotton exports move ahead
Innovative handling and pricing are the reason

Foreign trade statistics announced
Houston maintains its position in world market

Maritime Festival was a success
Proceeds benefit International Seamen's Center

First of its kind
New JO tanker calls at Houston

President Bush visits Houston
Discusses North American trade agreement

DEPARTMENTS

Port Tidings

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Executive Offices
60 East 42nd Street
New York, NY 10165
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Fax: (212) 903-2746

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Liner Services

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ON THE COVER
The Port of Houston is still the second-busiest U.S. port in terms of foreign trade, according to figures released recently by the U.S. Department of Commerce. This ship is one of hundreds of vessels used to transport more than 63 million tons of foreign cargo to and from Houston in 1990.

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Avenida Romulo Gallegos
Santa Eduvigis
Caracas 1071, Venezuela
Country & City Number: 58-2
Tel: 283-1489
Fax: 283-2067
Telex: 25541, 27244

Port of Houston Magazine
A 20 PERCENT INCREASE
COTTON EXPORTS
During the first two months of 1991, cotton exports at the Port of Houston were 20 percent ahead of figures for the same period in 1990.

"We don't have the numbers for March yet, but it was a heavy month for cotton," says Dave Simpson, Western sales manager for the Port of Houston Authority. "We could be looking at a significantly higher increase by the time the first quarter ends."

Aggressive promotion of American cotton in overseas markets accounts for the increase to a certain extent. However, top-notch service and innovative pricing have made it possible for Houston to attract a generous share of the cotton sold to foreign countries, according to Simpson.

"Several of our stevedoring firms have taken extra steps to provide efficient service at very reasonable rates," Simpson says. "Add that to the advantages Houston already offers and you've got a winning combination for cotton shippers."

A case in point is Fairway Terminals, which is handling about a third of the biggest cotton sale in history. Dunavant Enterprises Inc. announced last October that it would ship more than 900,000 bales of cotton to the People's Republic of China. Approximately 300,000 bales from this sale will be loaded aboard Cosco North America vessels at Port of Houston Authority facilities.

PACE AND PRICE "Two things made it possible for us to capture this much tonnage," says Jeffrey Hakala, senior vice president of Fairway.

LEFT: These cotton bales at Barbours Cut will soon be stuffed into containers. ABOVE: A truck delivers cotton bales to the stuffing site.
"Those were the locations of our facilities and a subsidy agreement with the Carriers Container Council and the International Longshoremen's Association."

Fairway's container stuffing operations are located adjacent to the docks at the Turning Basin Terminal and the Fentress Bracewell Barbours Cut Container Terminal. "This saves drayage costs," Hakala explains. Approximately 100,000 bales of the shipment will be stuffed into containers at these locations.

In effect, the Carriers Container Council subsidizes employers that use ILA labor to handle certain cargo, enabling them to remain competitive with non-union employers. The subsidy was initially negotiated by Fairway for handling cotton, Hakala said, but the possibility of extending it to other commodities is being explored.

EXCELLENT SERVICE "Another reason so much of this sale will move through Houston is the level of service we always receive there," says Clay Cooley, manager of export shipping for Dunavant. "Dave Simpson and the people at Fairway worked closely with us to develop a really good plan, and they were readily available to iron out the minor kinks that developed as we began shipping. If the vessel capacity had been there, we probably would have moved more through Houston."

"This is one example of Houston's ability to create competitive packages for cotton shippers," Simpson notes. "For example, Ceres Gulf is also stuffing containers at Barbours Cut to alleviate drayage costs. Everyone here is looking for ways to keep our rates competitive."

The United States is one of the world's leading producers of cotton and is also a leading exporter. The Port of Houston ranks fourth among U.S. ports and first in the U.S. Gulf in the handling of cotton exports.

THE RIGHT PACKAGE The PHA sales staff also works with trucking companies and ocean carriers to develop competitive transportation packages for cotton shippers. One such effort is the West Texas motor bridge. Using this concept, trucks carry containerized LTL cargo from Houston to West Texas. The containers are stripped and restuffed with cotton, so cotton merchants don't have to bear the cost of having empty containers shipped to them.

"We initiated the West Texas motor bridge at the request of several ocean carriers and cotton shippers," Simpson says. The bridge is particularly attractive for smaller shippers.

"The motor bridge can benefit shippers moving cotton to China, Northern Europe, the Mediterranean and any other market," Simpson adds.

Texas is the No. 1 cotton-producing state in the country, making Houston a natural load port for this commodity. "We like to see Texas cotton move through Texas ports," says Simpson. "So we encourage cotton shippers to call us with suggestions and tell us what their transportation needs are."
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Corporate Office 8222 Manchester St. Houston, Texas (713)928-3330 Fax (713)928-6574
Houston tonnage rises in first quarter

Tonnage at the Port of Houston was up 2 percent for the first quarter of 1991. Total port tonnage — representing the port's public and private facilities — was 23.4 million tons, compared to 22.9 million tons for the first three months of 1990.

General cargo throughout the port rose 15 percent, for a total of 2.1 million tons. Bulk cargo rose 0.8 percent, with significant increases in industrial chemicals (up 22 percent) and petroleum products (up 9 percent).

Tonnage at Port of Houston Authority facilities totaled 2.9 million tons, up 0.6 percent from last year.

Container traffic at PHA facilities climbed by 10 percent, exceeding 146,000 tons. Autos showed a 10 percent increase, totaling 39,000 units.

Maintenance scheduled for fireboat FARNSWORTH

The Port of Houston Authority recently awarded a contract for maintenance and repairs to the fireboat M/V CAPTAIN FARNSWORTH.

Bludworth Bond Shipyard was awarded a contract for the work, which will cost approximately $54,000.

Bludworth Bond will recoat the vessel's hull, as well as inspect and repair the boat's underwater components. The company will also overhaul the vessel's starboard reduction gear.

The FARNSWORTH is based at the Port Authority's Bulk Materials Handling Plant.

Notable increases were posted by the PHA Bulk Materials Handling Plant and Fentress Bracwell Barbours Cut Container Terminal.

Volume at the bulk plant was up 7 percent for a total of 165,000 tons. Barbours Cut Terminal handled 1 million tons, representing a 9 percent increase from the first quarter of 1990.

Two projects completed at Turning Basin Terminal

Two projects were recently completed at the Port of Houston Authority's Turning Basin Terminal.

William H. Gray Construction Co. finished building sewers along the high-level access road on the terminal's north side. The work cost $645,300. The project was part of a five-phase plan to reconfigure the terminal's sanitary sewer system.

Jerdon Construction Co. finished repairs to the slab in Transit Sheds 18 and 19 at a cost of $138,000.

Atlanticargo resumes direct service to U.K.

Atlanticargo has re-established direct service from Houston and other U.S. ports to the United Kingdom.

Starting this month, the carrier began offering direct calls to Tilbury, England, replacing the line's feeder service arrangement via the Port of Felixstowe.

Atlanticargo also has established its own agency network, which includes sales personnel in Felixstowe, Birmingham and Tilbury. Felixstowe serves as the center of the U.K. agency network.

Trolley rail repairs set for Turning Basin crane

Kranco Inc. has received a contract to repair the trolley rail on Portainer Crane 2 at the Turning Basin Terminal.

Section of the rails are worn from heavy use. The repairs will cost approximately $22,500.

FTZ board okays expansion of Wilma Southwest site

The U.S. Foreign Trade Zones Board has approved expansion of a site in Houston's FTZ.

The site, operated by Wilma Southwest Inc., has been expanded from 30.5 acres to 43.2 acres. Wilma's site includes office and warehouse space, industrial space and other commercial space.

Demand for industrial space within the site has increased as more companies learn of the zone's benefits, officials with Wilma Southwest say. A key advantage is exemption from inventory taxes on all imports admitted to the zone, as well as all domestic goods bound for export. Also, merchandise admitted to the zone is not subject to duties until it is readmitted into U.S. commerce.

Wilma is a subsidiary of Dutch-owned Wilma International. The parent company expanded its domestic operations into international commerce by participating in the U.S. FTZ program.

The Wilma Southwest FTZ site is located in north Houston within a mile of Houston Intercontinental Airport.

For more information about the site, contact Wilma Southwest at (713) 872-4900.
The Port of Houston ranked second in the United States in foreign tonnage for 1990, according to U.S. Department of Commerce figures.

More than 63 million tons of import and export cargo moved across Houston wharves last year, up one percent from 1989. Total foreign tonnage at the port was valued at $23.8 billion, up 6 percent from the previous year.

Houston was slightly behind the top-ranked Port of Gramercy, which handled 63.6 million tons. The Port of Houston was several million tons ahead of third-ranked New Orleans, which was followed by New York and Norfolk.

Imports accounted for 40.5 million tons, while exports totaled 22.5 million tons, Commerce Department figures show.

"Of the top foreign trade ports, Houston was the only port to rank among the top five ports on both the import list and the export list," says Bruce Kendall, market research manager for the Port of Houston Authority.

TOP COMMODITIES Cereals and cereal products again topped the list of exports from the Port of Houston by tonnage, followed by petroleum and petroleum products, organic chemicals, polymers and plastics, and inorganic chemicals.

"The top five exports represent a smaller share of our total exports this year than in previous years," Kendall notes. "That means our exports are more diversified."

Petroleum and petroleum products continued to weigh in as the largest import to Houston, followed by iron and steel, natural and manufactured gas, organic chemicals, and crude fertilizers and minerals.

Foreign waterborne commerce accounted for 63 million tons of cargo that moved through the Port of Houston in 1990.
TRADING PARTNERS The port’s top four trading partners, ranked by tonnage, remained the same: Iraq, followed by Algeria, Mexico and Saudi Arabia. The United Kingdom joined the list as the port’s fifth-leading trading partner in tonnage.

"Iraq remained the top trading partner because its imports to Houston were quite vigorous before the economic sanctions were imposed," Kendall says. "Still, trade between Iraq and Houston fell by 20 percent, which is a big drop."

"The Port of Houston’s top five trading partners for 1990 all are oil-producing nations," Kendall says. "After the Iraqi invasion of Kuwait, many expected it would be difficult for countries outside the Middle East to make up for the shortfall in petroleum because of their production limits. I think everyone was surprised when these other countries produced enough oil to offset the shortfall."

OTHER FACTS Ranked by dollar value, the Federal Republic of Germany eclipsed Japan this year as the port’s leading trading partner. Japan was second, followed by the United Kingdom, the Netherlands and Belgium.

"Over the past few years, we’ve seen a shift in our top trading partners by dollar value, with more European countries heading the list," Kendall says.

Mexico received the most export cargo from Houston in terms of tonnage, while Belgium received the highest-value amount.

As for imports, Iraq shipped the most tonnage to Houston, while the Federal Republic of Germany sent the most cargo in dollar value.

SMALLEST AMOUNT Trivia buffs may wonder what the Port of Houston’s smallest trading partner is.

"It’s Svalbard, with less than half a ton," Kendall says. Svalbard is a group of islands located north of the Norwegian mainland. □
### LEADING TRADING PARTNERS COMBINED
#### IMPORT AND EXPORT BY TONNAGE

<table>
<thead>
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### LEADING EXPORT TRADING PARTNERS
#### BY TONNAGE

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### LEADING IMPORT TRADING PARTNERS
#### BY TONNAGE

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### LEADING TRADING PARTNERS COMBINED
#### IMPORT AND EXPORT BY DOLLAR VALUE

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### LEADING EXPORT TRADING PARTNERS
#### BY DOLLAR VALUE

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### LEADING IMPORT TRADING PARTNERS
#### BY DOLLAR VALUE

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CONTENTS The series’ introductory volume describes Japan’s climate, culture, geography, economy, foreign investment trends and investment procedures and incentives.

Each of the other six volumes focuses on one of Japan’s major regions: Kyushu-Okinawa, Chugoku-Shikoku, Kinki, Tokai-Hokuriku, Kanto and Hokkaido-Tohoku.

For more information, contact JETRO’s Houston office at (713) 759-9595 or call the organization's New York headquarters at (212) 997-0400.

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Almost a ton of shrimp was cooked, but it disappeared fast at the recent Port of Houston Propeller Club Shrimp Boil. The annual event was a sell-out, with more than 1,600 people attending.

The shrimp boil kicked off the eighth annual Maritime Festival, which benefits the Houston International Seamen’s Center. The center provides a convenient place for seamen to rest and relax while in port.

**FOOD AND FUN**

More than 50 teams representing the transportation industry participated in the festival’s traditional barbecue cook-off. The industry’s most accomplished cooks set up elaborate pits — some looked like vessels — and prepared their prized recipes.

Mariachi, brass and country-western bands provided the entertainment. Industry teams competed in a volleyball tournament, while visitors strolled among the game and crafts booths.

**THE CENTER**

Located within the Port of Houston Authority’s Turning Basin Terminal, the seamen’s center opened in 1973. More seafarers — some 50,000 annually — visit the Houston center than any facility of its kind in the world.

The center’s facilities include volleyball and basketball courts, telephones, pool tables, a large-screen television, a snack bar, a gift shop and an Olympic-size swimming pool.

The center is supported by local churches and staffed by volunteers. Each year, the facility is host to a unique “school” for seamen’s center chaplains from all over the globe.
SEAMEN'S CENTER

The Maritime Festival was opened with a ribbon-cutting ceremony. Shown (from left) are: Janie Zajicek, festival volunteer; Howard Middleton and Ned Holmes, Port of Houston Commission; State Rep. Mike Jackson; the Rev. Rivers Patout, Seamen's Center; Richard Leach, Port of Houston Authority; La Porte Mayor Norman Malone; Mike Ashley, U.S. Customs Service; and Genie Kobary, festival volunteer.

The fare at the Maritime Festival and Propeller Club shrimp boil included almost a ton of boiled shrimp and barbecue prepared by industry teams.
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In the world of shipping, our future is making history.
The M/V JO ASPEN, the first chemical carrier of its size with all stainless steel tanks, recently called at the Port of Houston on its maiden voyage.

The vessel has a deadweight capacity of 12,600 tons and was built by Societa Esercizio Cantieri (SEC) of Italy. A second vessel of identical capacity will be delivered in July.

The JO ASPEN and its sister vessel were built for Petrolnavi and will be chartered by JO Tankers, a Norwegian chemical transporter.

STAINLESS THROUGHOUT The JO ASPEN is 139 meters long and has a breadth of 21.25 meters. The ship has 25 stainless steel tanks. The center tanks, cargo pipes and ladders of the JO ASPEN are built of Swedish-produced steel that resists corrosion and provides extra strength.

Twenty-two JO Tankers vessels (Continued on Page 21)
MEETING CALENDAR

The Port of Houston Magazine publishes the Meeting Calendar as a service for local transportation related organizations. Listings are provided by the individual organizations and may be submitted or updated by calling Mary Cortinas at 226-2191 or writing to P.O. Box 2562, Houston, Texas 77252-2562.

AMERICAN MERCHANT MARINE VETERANS: Meets the second Tuesday of each month, 11 a.m. at the Houston International Seamen’s Center. For information, call Jim Titus, 337-3131.

COUNCIL OF AMERICAN MASTER MARINERS INC., PORT OF HOUSTON CHAPTER: Meets third Thursday of each month at 11:30 a.m. at Brady’s Landing. For information, call James Caylor, 436-1413.

DELTA NU ALPHA-CHAPTER 282: Next meeting to be announced. For information, call Nell Deshazo, 471-5886.

HOUSTON CUSTOMHOUSE BROKERS & FREIGHT FORWARDERS ASSOCIATION: Next meeting to be announced. For information, call 228-7447.

HOUSTON TRANSPORTATION PROFESSIONALS ASSOCIATION: Meets the second Friday of each month, 11:30 a.m. at Sonny Look’s Restaurant. For information, call Jeanne Hooke, 241-3555.

INTERNATIONAL MAINTENANCE INSTITUTE-SAM HOUSTON CHAPTER: Meets the third Tuesday of each month, 6 p.m. at the Concord Hotel (formerly Ramada Inn-Hobby Airport). For reservations, call Joyce Hoden, 481-0869.

INTERNATIONAL TRANSPORTATION MANAGEMENT ASSOCIATION: Meets the second Wednesday of every month. For information, call John Wenzl, 228-7447.

MARINE SERVICES ASSOCIATION OF TEXAS: Meets the second Tuesday of each month, 11:30 a.m. at Houston Engineering and Scientific Society, 312 Buffalo Speedway. For more information, call Ron Harper, 871-0642.

MARINE SQUARE CLUB OF HOUSTON: Meets the second Wednesday of each month, 11:30 a.m. at Brady’s Landing.

NATIONAL ASSOCIATION OF RAILWAY BUSINESS WOMEN: Meets the third Wednesday of each month. For information, call Lois Dippel, 546-3341.

NATIONAL DEFENSE TRANSPORTATION ASSOCIATION: Meets the last Thursday of each month, 11:30 a.m. at Kaphan’s. For information, call Glenn Meadows, 468-4724.

PORT SAFETY AND ADVISORY COUNCIL: Meets the first Thursday of alternating months starting with January, 11:30 a.m. at the International Seamen’s Center at the Port of Houston Authority’s Turning Basin Terminal. For information or reservations, call Lt. I.G. Fisher, 671-5106.

TEXAS A&M UNIVERSITY MARITIME ASSOCIATION: Meets the fourth Wednesday of each month, 11:30 a.m. at Brady’s Landing. For information, call Jim Moore, 928-5010.

TEXAS INTERMODAL TRUCKERS ASSOCIATION: Meets the second Tuesday of each month, 6:30 p.m. For information, contact Truman Griffin, 920-2179.

TEXAS BUSINESS TRAVEL ASSOCIATION: Meets the second Wednesday of each month. For information, call Tina Ruffeno, 236-4079.

TRANSPORTATION CLUB OF HOUSTON: Meets the first Tuesday of each month, 11:30 a.m. at the Allen Park Inn. For information, call Tony Galindo, 686-0050.

U.S. MERCHANT MARINE ACADEMY ALUMNI ASSOCIATION, HOUSTON CHAPTER: Meets the first Thursday of each month, 11:30 a.m. at Brady’s Landing. For information, call Bill Bowes, 451-2711.

WOMEN’S TRANSPORTATION CLUB OF HOUSTON: Meets the second Monday of each month, 5:30 p.m. at Kaphan’s. For information, call Jewel Bell, 664-6850 or Linda Romer, 821-9626.

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Houston Ship Channel Dry Bulk Storage Facility

LOCATION:
Port of Houston Authority’s Bulk Materials Handling Plant,
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FACILITIES:
- 25,000-metric-ton capacity wood warehouse, with stainless steel hardware and self-supporting roof, designed for the storage of ammonium sulfate, general fertilizers and similar dry bulk products.
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- Receipt by truck (by ship via truck transfer). Hopper car unloading possible with new investment.

TERMS:
- Available July 1991 with options for (1) operating lease with existing management, (2) triple net lease or (3) sale.

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