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THE COVER
A typical day at the Port of Houston finds several wharves crowded with oil field equipment. To find out how important this cargo is, see Page 16.

The Port of Houston Magazine
TED SUMERLIN, Editor
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Members of the Houston Consular Corps and their wives were honored last month at a reception given by The Good Neighbor Commission of Texas and Governor and Mrs. John Connally in the World Trade Club.

Formed nearly a quarter of a century ago to promote friendly relations between the English-speaking and Spanish-speaking peoples of Texas, the Commission has in recent years extended its work to promoting friendly relations between Texas and Latin America and with the other nations of the free world.

Governor Connally spoke informally at the reception which was attended by six of the nine-member Good Neighbor Commission, who came from all over the State to be present, and Glenn Garrett, executive director of the Commission.

Photographs here show some of the guests and Commissioners present for the occasion.
This striking aerial photo shows why the Port of Houston is looking to continued growth in the future. In the foreground work moves on schedule on Wharves 29, 30 and 31 and on the shipside storage warehouse immediately behind Wharf 30. Stretching back up to the grain elevator (top center) are the twelve new wharves that have been completed in the last ten years and have given much of the impetus to the Port's steady growth. Operating on a pattern of one huge open wharf, followed by two transit-shedded wharves, then another open wharf and two more shedded, the Port is able to offer ideal facilities to shippers and importers of all types of cargo.

1969 BUSINESS OUTLOOK OPTIMISTIC

By GEORGE W. ALTVATER
Deputy Director

If trends of the last few years hold true during 1969, the Port of Houston can expect at least a six per cent increase in its foreign trade, but at this writing several imponderables loom on the scene to cloud any crystal ball predictions.

First, the duration of the longshoremen’s strike can have a very significant bearing on whether or not the nation’s third port can continue its steady pattern of a six per cent yearly average growth set over the last decade.

Second, the delicate international monetary situation could alter the picture considerably and we shall all be watching further developments as the Western Nations try to maintain a stabilization of currencies in Europe, and as the United States continues its efforts to get our foreign trade into balance.

Also, with a new Administration in Washington, we shall have to see what will be the general trade policies. There are some who think the Administration will be less responsive to foreign trade and tend back toward increased tariffs, imposed quotas and similar restrictions, but I should think this hardly likely.

Too, there are indications some producing countries may reduce their steel exports as much as 18 per cent. With Houston the nation’s leading port for the importation of iron and steel, this could dampen our trade picture somewhat. I think it more likely, however, that any such reduction might be felt more at other ports than here, where facilities and markets are so ideal for handling this weighty commodity.

Despite these imponderables, the strong picture on the home front in the thriving and expanding Mid-America and dynamic Southwest areas served by the Port of Houston, would tend to tip the balance in favor of a rather sanguine outlook for 1969.

Markets in the Port of Houston’s trade area are booming.

JANUARY, 1969

In this vast sector stretching from the Mississippi to the Rockies, the demand is ever increasing for such commodities as steel (Houston had a nearly 40 per cent increase in 1968 over its record-breaking year of 1967 in this field) and automobiles (an even greater increase of nearly 50 per cent in these for 1968.)

Commodities from this area which should continue strong in the 1969 export picture are non-metallic minerals, packaged petroleum, petro-chemicals, newsprint, machinery and vehicles, synthetic resins and packaged and bulk rice and bagged wheat.

Also in the movement of export general cargo, there should be a continued demand for oilfield machinery. Any outbreak in the delicate Israel-Arabian situation could, of course, affect this picture, but in other areas of the world where exploration is going on apace, the demand will continue. Houston is the nation’s leading port in the exportation of all types of equipment of this kind.

Looking at the import picture, we can expect the domestic markets we serve to hold strong on coffee, wood and wood products and machinery, in addition to the iron and steel and vehicles already mentioned.

The Navigation District continues in its development of new facilities—and in the Fall of 1969, we expect to have completed construction and placed in operation two shedded and one open wharf, plus an additional shipside storage warehouse. This will complete the development of fifteen new wharves in the last twelve years and with other modernization of facilities, will bring to more than sixty-five million dollars our investment in capital expansion during this period.

Thus, we are optimistic 1969 will prove a substantial tonnage year for the Port of Houston and we shall make every effort to increase our commerce.
The Port of Houston, with the cooperation of the Houston Junior Chamber of Commerce, presents a handsome laminated plaque to each vessel on its maiden voyage here. The plaque shows an aerial view of the port area and it bears the name of the vessel, engraved in brass. Members of the Jaycees make the presentations as an activity of the International Relations Committee. On board the M.V. MAHSUD Jaycee Frank Stephens, right, made the presentation of Captain John Ross. Observing were Robert Brock, left, Houston traffic manager, and Raymond R. Rodriguez, line manager, both of Texas Transport and Terminal Co., agents for Cunard-Brocklebank.

In maiden voyage ceremonies on board the S.S. DELTA MEXICO Captain John D. Kourian, second from left, is receiving a plaque from Jaycee John Flores. In the second row, from the left, are L. R. "Lefty" Westerman and William E. Walker, both of Delta Steamship Lines, and Bill Dunnahoe, the newly-appointed plant manager of Long Reach Docks, where the 522-foot vessel was moored.

Captain Fuhad Estrella, second from left, who is observing his 51st year at sea, was the recipient of a plaque aboard his new ship, the M.V. JAYME MAIA. Presenting the plaque is Jaycee Frank Stephens. On the left is Kenneth Pantin and on the right is Leonard Abramcik, representatives of Kerr Steamship Company, Inc., owner of the vessel. This was Captain Estrella's first voyage to Houston since 1936.
H. K. Assanani, executive civil engineer for the Port of Kandla, on India's western coast north of Bombay, was particularly interested in new wharf construction at the Port of Houston. He is shown here in the wheelhouse of the SAM HOUSTON with Mate Richard Parker, looking at the new wharves 28, 29 and 30, now under construction (through window).

N. P. Bapat, railway manager of the Bombay Port Trust, was an interested observer as C. E. Bullock, Director of Operations of the Port of Houston, pointed out port construction and facilities along the Ship Channel. Bullock was for many years head of the Port Terminal Railroad Association serving the Port of Houston's wharves.

P. L. Rao, deputy chief mechanical engineer at the Port of Vishakhapatnam, chats here with Vincent D. Williams, Port of Houston administrative assistant, in the after salon of the Port's inspection vessel.

R. U. Pai, personnel officer of the Bombay Port Trust, was particularly interested in personnel and labor relations at the Port of Houston. He is shown here with Alton Landry, personnel manager, left, and C. A. Rousser, Jr., district sales representative who earlier had spoken to the group on general facilities of the Port of Houston.

Port Managers From India Tour Houston’s Facilities

A six-man Ports Managers Study Team from several ports of India visited the Port of Houston for two days last month as part of a nation-wide survey of U.S. Ports being made under the sponsorship of the Agency for International Development of the Department of State.

The visitors were given a complete tour of the Port of Houston and its facilities, in addition to several hours of lecture time covering all phases of Port operations in which they were interested. This ranged from Port operations and traffic to personnel, engineering, customs, bulk materials handling, grain shipment, wharf construction and railroading.

R. U. Pai, personnel officer of the Bombay Port Trust, was particularly interested in personnel and labor relations at the Port of Houston. He is shown here with Alton Landry, personnel manager, left, and C. A. Rousser, Jr., district sales representative who earlier had spoken to the group on general facilities of the Port of Houston.

R. G. Govindarajpauram (who asked his Texas friends to call him just "Mr. Raj") is the senior executive mechanical engineer of the Port of Bombay and was much interested in the operations of the Port of Houston's facilities. He is shown here with Vaughn M. Bryant, left, director of international relations, and James K. Henderson, controller of the Port, on the after deck of the SAM HOUSTON.
THE INTERSTATE COMMERCE COMMISSION issued an order dated November 25, 1968, vacating its order suspending the rail lines' proposed increases sought under Ex Parte 259, with certain exceptions (grain, pig iron and steel scrap). The rail lines originally filed the new general increase tariff on March 11, 1968, with an effective date of May 27, 1968, and the proposal met with a great deal of public protest resulting in the carriers voluntary postponement of the effective date to June 24, 1968, which was suspended and placed under investigation. The rail lines were allowed, however, to publish an interim increase tariff (X-259-A) which generally provided a flat three percent increase observing, as a maximum, the increases sought in their original petition whenever such maximums were less than three percent. Examples of the maximum increases were: Fertilizers, 1¢ per cwt.; Superphosphate, 5¢ per net ton; Sugar in bulk, 3½¢ cwt., in packages, 4¢ per cwt.; coal, 15¢ net ton; etc. Hearings on the original petition were concluded in October and briefs filed by November 2, 1968.

The rail carriers published their new increase tariff X-259-B on one day's notice effective November 28, 1968. Examples of the measure of the increases are as follows: Iron and Steel Articles, five percent minimum increase, 2¢ cwt. or 40¢ per ton; Canned Goods and Green Coffee, flat six percent; Switching Charges, six percent; Transit Charges, six percent. minimum $3.00 per car and stopping-in-transit $3.00 per stop. The increases range from three percent to ten percent on a selective basis according to the commodity or service it covers.

The Commission, in its order of November 25, 1968, stated that there was a critical need on the part of the nation's rail carriers for additional revenue to offset their increased operating costs and the public interest and the national defense would be adversely affected unless the proposed increases were allowed to become effective at this time. These increases are again on an interim basis, subject to refund to the shippers if the Commission finds them to be unlawful when the final report, embracing all of the tariff scheduled under investigation, is issued and is not to be construed as a prejudgement of the entire proceeding. Several petitions for reconsideration have been filed with the Commission but were declined as were efforts through the Federal Court to obtain a temporary restraining order.

THE SUPREME COURT has at least temporarily halted the Northern Lines rail merger pending the Court's final disposition of the Justice Department's challenge of the transaction. The Interstate Commerce Commission approved the merger in November, 1967, but the plan has been blocked by Court orders since that time. The merger would unite a 28,000 mile system consisting of: Great Northern Railway; Northern Pacific Railway; Chicago, Burlington & Quincy Railroad (Ft. Worth & Denver); and the Spokane, Portland & Seattle Railway. The Justice Department appealed the I.C.C.'s approval and the matter has been in litigation since then. A special three-judge Federal Court unanimously upheld the I.C.C. on November 20, 1968, followed by the Justice Department's appeal to the Supreme Court in which they allege that the merger would drastically reduce rail competition through much of the West and sought the restraining order pending the Supreme Court's final decision in the matter maintaining that it would be very difficult to "unscramble" the railroads later if they were allowed to merge and the high court ultimately upset the I.C.C. approval. The Chicago, Milwaukee, St. Paul and Pacific Railroad had been a principal opponent of the consolidation leading to an earlier refusal by the I.C.C.; however, the Northern Lines were apparently able to offer sufficient protective conditions to this opponent, thereby eliminating their objection and was able to get the plan approved by the I.C.C.

THE INTERSTATE COMMERCE COMMISSION announces the availability of a new edition of the General Rules of Practice. The booklet is a valuable guide for attorneys and practitioners who appear in or enter into proceedings before the Commission. The booklet is to be issued in loose-leaf form and will be updated from time to time. It is available from the Government Printing Office, Washington, D.C. (20402) for the price of one dollar.
S~ENE .AT THE
WORLD TRADE CLUB

Norwegian Ambassador Arne Guneng, center, was a recent visitor to Houston and honored at a luncheon given by the Navigation District in the World Trade Club. He is shown here with, from left to right, G. W. Altvater, deputy director of the Port of Houston; Severin Knutson, prominent Houston engineer who was born in Norway; Finn Madsen, Norwegian consul general in New Orleans; Hon. Thorleif Jorgensen, Norwegian consul in Houston; Ambassador Guneng; J. P. Turner, executive director of the Port of Houston; Howard Telepsen, chairman of the Navigation and Canal Commissioners and whose parents came from Norway, and W. D. Haden, II, a Commissioner of the Port of Houston.

Promotion of South Africa and study of U. S. legislative methods was the object of a visit here recently of the Majority Party Whip of the South African Parliament, Dr. P. S. van der Merwe, second from left, and Opposition Party Representative S. J. Marais Steyn, fourth from left. With the two South African legislators, from the left, are Robert S. Reid, vice president, and Svend Hansen, president, both of Hansen & Tidemann, Inc.; George van Haght, Houston representative for South African Marine Lines (Safmarine); and Wayne White, vice president of Hansen & Tidemann, agent for Safmarine. Mr. Hansen is also Honorary Consul of South Africa.

The Houston Council of Master Mariners held their December meeting in the World Trade Club and are shown here. President is Captain Benny Silverman, front center. The group is made up of men who have served or are still serving as Master Mariners in the United States Merchant Marine.

British Consul General Gerald Simpson, center, was guest of honor at a luncheon in the Board Room of the World Trade Club prior to his departure for London to assume new duties after more than four years in Houston. Shown, from left, Charles McEniry, Texas Transport & Terminal Co.; Andrew Kettles, British Consul; Ed Fecteau, U. S. Department of Commerce; G. W. Altvater, deputy director of the Port of Houston; Peter R. Phillips (rear) LeBlanc-Parre, Inc.; Consul General Simpson; E. J. Fay (rear), international trade consultant; Vaughn M. Bryant (rear), director of international relations, Port of Houston; J. P. Turner, Executive Director, Port of Houston; Cleburne Maler, Commissioner of Region VI, U. S. Customs Bureau, and Joseph Gumina, Furness, Witty, Ltd. On the right, at another luncheon in his honor, sponsored by fellow members of the Houston Consular Corps, Consul General Simpson was presented a gift by Sweden's Consul General Tore Hogstedt, Dean of the Consular Corps.
James L. Hutcheson, representative of the British National Export Council, was a recent visitor to Houston and Texas in the promotion of British trade in this area. While here he made an inspection visit of the Port of Houston aboard the inspection vessel SAM HOUSTON.

One of the many groups to tour the Port of Houston aboard the inspection vessel SAM HOUSTON last month was this Kansas group of Future Farmers of America and 4-Hers with their sponsors. From the left, they are Robert W. Schoeff, extension specialist at Kansas State University; Joe F. Luecke, Kansas Association of Wheat Growers; Adrian Palansky, Kansas State Wheat Sweepstakes Winner, Kansas State University; Earl L. Van Meter, county agriculture extension agent of La Crosse, Kansas; Gary Schneck, 4-H, Larned, Kansas; Edwin H. Petrovsky, of Iuka, Kansas, District 4-Kansas Wheat Commission; Mark DeWald, 4-H, La Crosse, Kansas; Ken Roden, Port of Houston grain elevator manager; Bernard Weller, Jr., 4-H, Montezuma, Kansas; and John R. Dukelow, Kansas Wheat Commission, Hutchinson, Kansas.

Recent guests of the Port of Houston aboard its inspection vessel, the SAM HOUSTON, included Biehl & Company's General Sales Manager Dan S. Waheed, center, and visitors from abroad—Magnus Helgeland, left, and Ian Mackenzie, both representatives of the Wilh. Wilhelmsen Lines of Oslo, Norway. Biehl & Company is the steamship line's agent.

Two staff members of a Japanese steel firm, Marubeni-Lida Co., Ltd. were recent visitors to the Port of Houston aboard the SAM HOUSTON. Ryoichi Etoh, manager of the transport and insurance department of the company's ocean freight section is on the left and Richard Fernandez, traffic manager for the firm's Houston office, is on the right.
Beer, Books Cheer Sailors' Holidays

To seamen from a country which consumes more beer per capita than any other nation, Christmas without an ample supply of that amber beverage could be a pretty dismal time.

Not that Belgian seamen don't have their daily allowance of beer, but Christmas time is special as any seaman knows, and on seamen's wages they can't always do too much about it.

This year, as it has for the last three, the Houston International Seamen's Center saw to it that visiting seamen in port, far from their homelands and loved ones, had an extra supply of beer and some books and magazines to read, as well.

Typical of the scene at the Turning Basin on Christmas Eve was the distribution made to seamen aboard the Belgian vessel GAND of the Armement Deppe of Antwerp.

Albert H. Liefts, president of the Seamen's Center and himself a former Belgian sea cadet and later master mariner in the Belgian Merchant Marine, personally supervised the collection of books, beer and magazines and their subsequent distribution.

When he was at sea, Liefts says, he knew how dismal Christmas could be away from home and how boring the long hours often became on distant voyages. When he came ashore in Houston and went into the trucking business nearly twenty years ago, Liefts began doing something about it.

Throughout the year, but especially at Christmas, he gathers books and magazines wherever he can find them and his trucks deliver them to the seamen in port. Many can read English, but even those who cannot, enjoy the photographs and advertisements in American publications, he says.

At Christmas, he solicits friends, organizations and any one he can for funds to buy the beer to supplement his reading matter. Beer distributors also come through with some complimentary cases.

On his Christmas Eve distribution tour this year, Liefts was accompanied by the Rev. Taft Lyon, pastor of Trinity Presbyterian Church, who organized and heads the Ministry to The Port of Houston. This is a group of ministers from both Roman Catholic and Protestant churches who minister to visiting seamen and work with the International Seamen's Center in its program.

There were plenty of willing hands this year as Liefts' trucks pulled up at the tied-up ships in the strike-bound port on Christmas Eve morning to announce the free beer and reading material. In many instances officers indulged their men to the extent of letting them break out some of the wares for sampling.

Perched on a pile of books and magazines, a happy GAND seaman and his buddies break out the first beer and toast the Port of Houston and the International Seamen's Center.
Oil Field Supplies Are

IMPORTANT EXPORT

At Port of Houston

If you were interested in looking for the “big” categories of dry cargo that make up the impressive statistics which prove the Port of Houston’s prominence in world trade, you would probably pass this one by with hardly so much as a glance:

Oil Field Supplies & Equipment... 133,000 Tons

Of the 5.1 million tons of general cargo handled in foreign trade through the Port of Houston in 1967 (the last year for which complete statistics were available at this writing) the 133,000 tons of oil field supplies and equipment represented less than three per cent of the total.

Yet, this tonnage is among the most important handled through the Port of Houston.

The reason is that petroleum—which means oil, gas and the products thereof—provides more than half of the world’s energy. Thus, the drilling rigs, pumps, valves, pipe and thousands of other pieces of equipment used in oil and gas wells throughout the world are essential to almost every facet of human endeavor in which energy is required.

“The largest single concentration of oil field supply and equipment firms in the world is in the Houston area,” said H. R. Safford, Jr., executive vice president of the Petroleum Equipment Suppliers Association (PESA). The Association itself has its headquarters in Houston and 102 of its approximately 135 members have plants, offices or other facilities here.

“This means, of course, that the Port of Houston moves a vast amount of the oil field equipment and supplies which are sent abroad,” Safford continued.

As the demand for oil and gas increased, Safford explained, and as the search for these valuable minerals expanded into the most remote areas of the world, the firms in the oil
field equipment manufacturing, service and supply industry also broadened their world-wide operations.

And the Port of Houston figures prove it:

In 1963, the Port of Houston moved about 53,000 tons of this type of equipment. Within four years, by the end of 1967, the Houston Port statistics reflected the 133,000-ton figure—an increase of nearly 156 percent!

“And these figures,” according to Henry M. Broadnax, the Port’s general sales manager, “do not reflect the vast amount of specialty items which have moved through the Port of Houston and which have increased in volume along with the hardware type of items included in the category we refer to as ‘oil field supplies and equipment.’”

“Although the increase in tonnage is, itself, impressive,” PESA executive Safford said, “it is also important to note that the type of equipment and the areas of the world for which it is destined have shown remarkable variations over the last few years.”

Safford’s reference to the “type of equipment” is reflected in the more sophisticated and specialized oil field drilling and production items developed in recent years to meet new demands under conditions and in locations practically unheard of less than a decade ago.

This, in turn, ties in with his reference to areas of the world which had never seen a jackknife or offshore drilling rig until recent years.

“Nor is there any foreseeable end to these developments,” Safford said. “New oil and gas fields are under the driller’s bit now from the far northern reaches of Alaska to the tropical south Atlantic waters off the coast of newly-carved nations of southwestern Africa.”

A major share of the equipment that will be used in developing these new areas is flowing through the Port of Houston.

Executives of equipment manufacturing, service and supply firms cite a variety of reasons for using Port of Houston facilities.

R. A. Forsman, director of marketing for the Baash-Ross Division of Joy Manufacturing, represents a firm which is one of the leading suppliers of drilling equipment and drill pipe. Baash-Ross has been trading through the Port of Houston for about a quarter-century, and Forsman is chairman of the PESA’s International Operations Committee.

“We send about 95 per cent of our exports through the Port of Houston,” Forsman said. “We even bring in equipment from as far away as our California plant in order to ship it through the Houston Port.”

Forsman said the long, overland haul from the West Coast to Houston is necessary because more ships sail from Houston for the active oil areas of South America, Europe, Africa and the Middle East than from any other convenient major port.

“Sixty to seventy per cent of our shipments,” Forsman explained, “are under the control of the nation for which they are destined. This means the country of destination decides the port of embarkation. And for most of the countries we do business with, the port is Houston.”

Forsman said rail and highway access to the Port of Houston is comparatively easy, which simplifies moving shipments from plant to dockside.

“And when the equipment reaches dockside,” Forsman said, “it gets quick handling.”

Many of Forsman’s observations about the advantages of moving oil field supplies and equipment through the Port of Houston are reflected in the views of other international trade experts working with PESA member firms.

Robert P. Riddle is export traffic manager for Houston-based Wilson Industries, a major supplier of drilling and production equipment to the petroleum industry and a com-

A pump drive for oil field drilling “mud” is being readied for export to Venezuela. It weighs 68,130 pounds.

A bulky machine to be used in a mid-East oil field is loaded on board a vessel at the Port of Houston. In the foreground is a stack of oil well drilling pipe. Much oil field equipment is skid-mounted to make it easier to move from one location to another. These are diesel power units and associated equipment in crates and boxes.
Two big separators, weighing 96,180 pounds each, are being prepared to go aboard the ELSE SKOU as deck cargo.

Two big separators, weighing 96,180 pounds each, are being prepared to go aboard the ELSE SKOU as deck cargo.

pany which sends nearly 100 per cent of its exports through the Port of Houston.

More sailings that are convenient to the areas we must reach, one-day service in moving equipment on board a ship and expediting of our shipments are some of the foremost reasons we like to do business through the Port of Houston,” Riddle said.

“It is the nature of the oil business,” Riddle pointed out, “that emergency shipments or quick deliveries are essential to keeping a well operating. Usually there’s a ship heading in the right direction, and the people who operate the Port of Houston bend over backward to help us get a rush shipment through in such situations.”

A 22-year veteran of the international trading field, Hilmer Olsen, manager of the international division of Houston’s Bowen Tools, Inc., represents another major organization that sends “a good 95 per cent” of its exports through the Houston port facilities.

“We do business in every oil drilling province in the free world,” Olsen said. “And in the last five years, our exports have increased about 55 per cent.”

Olsen said that of the many advantages he finds in using the Port of Houston, among the outstanding ones are the crating and freight forwarding companies that abound in the port area.

The crating and freight forwarding firms get a firm nod of approval from many of the oil field equipment and service firms doing business through the Port of Houston. Also cited as an advantage is the availability of firms which specialize in testing oil field equipment prior to shipment.

Continental-Emasco Company, a division of the Youngstown Sheet & Tube Company, is a large manufacturer of oil field drilling and production equipment, including rigs and spare parts, and a large general supplier of many different types of equipment to the petroleum industry. W. W. Storms is manager of the Houston international sales office for Continental-Emasco.

“In most instances,” Storms said, “our customers handle all the shipping arrangements. These customers have their own forwarders, which means we have indirect but very important interests in the kind of forwarder service available here in Houston. Everything we’ve seen indicates that service is excellent.”

Storms recalls an instance in which a South America-bound ship was loading at the Houston docks with a large Continental-Emasco cargo that included two drilling rigs and many thousands of feet of drill pipe.

Extra dockside space was needed to arrange the equipment for orderly loading onto the ship.

“The forwarder explained the problem to the Port of Houston officials,” Storms said, “and the port people got busy and shifted things around to get the job done. A complete drilling rig, crated for shipment, is a truly massive collection of equipment. Two of them at once is a very major problem if you’re not properly set up to handle a situation like that. But the Houston port management and the forwarders are accustomed to the special needs of our customers and do a remarkable job in taking care of these needs. That’s one reason such a large amount of our exports go through the Port of Houston.”

It is such special attention to the peculiar needs of the oil industry, perhaps, which has made the Port of Houston such an important medium for the shipment of oil field supplies and equipment.

Take, for example, the story told by Robert W. Raiser, export traffic manager in Houston for the National Supply Division of Armco Steel Corporation. National Supply is a large manufacturer of drilling rigs, drive groups, pumps, pump trailers and many other major items of oil field supplies and equipment.

About 90 per cent of National Supply’s exports of this type of equipment ships out through the Port of Houston.

“We had large separator vessels coming into the Port of Houston by rail,” Raiser said. “When this equipment was ready for loading aboard ship, we had to hunt it down in a nearby marshaling yard. These vessels are large and bulky. Moving them from a marshaling yard to dockside was a real nuisance.

“We explained our problem to the Port of Houston officials. The solution was for the Port to make available a 20-car rail
siding near the grain elevator on the north side of the channel. They considered our problem, arranged for the siding and now other firms, as well as National Supply, have a convenient rail siding near the docks to use for such situations."

Raiser, who has spent 35 years in international trade in various parts of the country, including New York, noted that his company brings manufactured equipment from as far away as California for shipment through Houston's port.

The availability of ships en route to the oil areas of the Mediterranean, Middle East and Africa is a determining factor in bringing in the goods from California to Houston. "Because time in the oil business costs such large amounts of money," Raiser said, "time is usually our most important consideration. And it takes just as much time to ship to the Mediterranean area from Houston as it does from New York. One reason is because ships out of New York usually make stops along the way. That's another reason we do so much business through Houston."

Raiser also points to the understanding Houston port officials have of the needs and problems peculiar to the oil field supply industry. As the export manager of a major Houston-based drilling mud manufacturer put it: "We simply find it's easier to explain our problems and get them solved at the Port of Houston."

"Our materials come in large bags. These oftentimes require very special handling because the powdered mix used in making drilling mud will vary in type and usually shifts around in the bags. Whenever we've had problems, especially with the handling of these bags, we simply contact the port authorities and it's taken care of. We have found the longshoremen, for example, very willing to work with us in such instances."

In the case of Hughes Tool Company, a major manufacturer and supplier of drilling bits and tool joints, about 99 per cent of its export business goes through the Port of Houston. "The Port of Houston's management and the men on the docks have been most cooperative through the years," said Pete Connor, vice president of international sales for Hughes Tool. "Loading and unloading procedures are extremely efficient. If we ever do run into a problem, we can usually call the Port and get an immediate solution."

As the oil discovery picture changes and shifts into new areas, the Port of Houston will be handling even more cargo from the oil field equipment manufacturing, service and supply industry, PESA's Safford predicts. A major oil industry publication, recently forecasting areas of activity in 1969, cited Ghana, Ivory Coast, Sierra Leone, Togoland, South West Africa and Madagascar in Africa. In Europe, Greece, Portugal and the Adriatic Sea off Italy and Yugoslavia were named. In Southeast Asia and Oceania, the publication noted such popular targets for new oil exploration as Indonesia, New Zealand, Malaysia, Brunei, Timor, South China Sea and Sea of Japan.

In the Western Hemisphere, there are the Caribbean Islands, Central America and many new areas in South America. And, of course, the big new developmental drilling programs in Alaska.

"With these areas and the others that already are very active," Safford said, "the Port of Houston can expect even more increases in tonnage from our industry. This tonnage will inevitably grow."
VOLPE NAMED

President-Elect Richard M. Nixon has picked Governor John A. Volpe of Massachusetts to be his Secretary of Transportation, to replace Alan S. Boyd, the nation's first Secretary of Transportation.

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One of the largest cranes ever built is shown enroute to Houston, aboard Mechling Barge Lines giant deck barge the PAUL BUNYAN. Built for use in the offshore oil and construction trade by Manitowoc Engineering Company of Manitowoc, Wisconsin, the crane and accessories weigh over 750 net tons and is capable of lifting a 1000 ton dead weight load the equivalent of 15 stories high. It will be delivered to the Todd Shipyards at Houston for assembly and mounting aboard a 300' long by 100' wide deck barge being built for the Pomeroy Company, a subsidiary of the Santa Fe Drilling Company. The crane moved from Manitowoc, Wisconsin, down Lake Michigan to the Illinois and Mississippi rivers and across the Gulf Intracoastal Canal to Houston, aboard a giant deck barge which was especially constructed to move nuclear reactors and heavy machinery up to 1800 tons.

Foreign Trade
Hits All-Time
High in 1968

Foreign trade at the Port of Houston for the first eleven months of 1968 was running more than ten per cent ahead of the entire twelve months period of 1967, figures just released by the Navigation District reveal.

Through November 30 the Port had handled 4,733,060 tons of foreign trade general cargo and 11,516,601 tons of foreign bulk cargo for a total of 16,249,661 tons.

This compares with an entire year's total of 14,720,883 tons of foreign trade in 1967 which was, itself a record, and also marks the first time the Port has exceeded the magic 15 million ton yearly figure in its foreign trade movements.

On an eleven months comparison, the Port's general cargo foreign trade was running 15 per cent ahead of the first eleven months of 1967. Bulk foreign trade was nearly 25 per cent ahead of the same period a year ago, due largely to the pick-up in grain shipments this year as against the slack 1967 season.

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