The Houston contingent, from left standing: McKaskle, Mancuso, Pat McDonough, New York office secretary; Bracewell, Perry, Robinson, Lindsay, Fonteno, Westmoreland, Mann, Goyen, Leach, McConn, Harrison, Randerson, Altwater, Macey, Garrett, Eckels, Utterback, Wojewnik. Seated, Middleton and Rousser.

Svend Hansen Jr., Hansen and Tidemann Inc.; George Altvater, Port of Houston; V.P. Staunton, Sea-Land Service, and Leon Utterback, Port's New York Office.

Councilman Goyen; Catherine Cole, Baltic Shipping Co.; Ed Lett and Gerry Ekedal, both with the Journal of Commerce.

Herbert Baker Jr., Waterman Steamship Corp.; C.A. Rousser, Port of Houston; Charles C. Boyle and William Ryan, both with Waterman Steamship Corp., and William Squicciarini, Lykes Brothers Steamship Corp.


Horace Simi, V.P. Staunton, Hugh Lacey, Brian Dugan, Wheeler Rucker, and Thomas Yost, all with Sea-Land Service.

Capt. Minghung Wei, Evergreen Line; Richard Paddon, Hansen and Tidemann Inc.; Houston Mayor McConn; Wayne White, Hansen and Tidemann Inc. in Houston, and Owen W.H. Wu, Evergreen Line.

Leon Utterback, Port's New York Office; Dick Wittkamp, Cobal International, Cleveland; William Proksch and W.P. Jansen, both with Inter-project Shipping Services.

Frank Robirosa, Farovi Shipping Corp.; Councilman Westmoreland; Port Commissioner Perry, and Houston Mayor McConn.

Martin Santini, Seven Santini Brothers; Patricia Parsk, Step-Savers Inc.; Leon Utterback, Port's New York Office; and Bernard Kaminsky, Step-Savers Inc.
Brazilian Steel Now Being Imported Here

J.T. Steel Corporation, which leases a 3.5 acre tract from the Port Authority in the Port of Houston Industrial Park East, is benefiting from the rapid expansion of the Brazilian steel industry.

Until recently almost all of Brazil's steel production had been absorbed in internal markets. But the new Tubarao project in that country promises an additional three million tons capacity in the near future, so Brazil is actively courting the export market.

Houston-based J.T. Steel early this year concluded negotiations with a number of Brazilian steel mills to introduce Brazilian steel into the booming Gulf markets. The company imports 10,000 to 15,000 tons per month in shipload quantities directly from Brazil.

Most of the material is produced against specific client orders and is loaded directly from the ship to client's trucks or barges at the Port. However, a certain percentage of each shipment is stocked at the J.T. Steel storage yard at the Port for spot inventory sales.

Ricardo Golzi, a Brazilian steel engineer, is president of J.T. Steel, with Michael Harrington and Tom Siragusa serving as exclusive sales agents for the Gulf area.

New Sanko Ship Discharges Cars, Loads Grain

With the arrival of the AIHOU MARU on its maiden voyage recently, the Sanko Steamship Company, Ltd. of Tokyo estimated its contribution to the Houston area economy runs into the "millions of dollars" annually.

On an average there are 90 Sanko vessels calling at the Port of Houston each year, most of them bringing in cars and steel products. When the ships sail back to Japan they are usually loaded with grain.

The master of the AIHOU MARU, Captain Keiji Tarumata was presented a Port of Houston maiden voyage plaque to display on his ship. While here, the ship discharged 2,276 Toyota automobiles and then was converted to a bulk carrier for grain by removing the car deck sections from the hold. The sections were secured into cradles on deck for the return voyage.

Sanko Line had the AIHOU MARU built as a part of the Japanese effort to correct the imbalance of trade presently existing with the United States. Some 35 to 40 of Sanko’s 300 plus vessels are designed for this type of trade. In addition, sanko also operates a fleet of tankers, many of which call at the Port of Houston.

An unusual feature of this ship is a stern ramp on her starboard side. This ramp may be used for discharging autos or other mobile cargo in addition to the normal side port opening for cars. The AIHOU MARU, which was delivered in September, has 26,196 deadweight tons and has an overall length of 606 feet and breadth of 90 feet.

Port of Houston Magazine
When Christian Haaland, the Norwegian shipping magnate, decided in 1914 that he should go into business for himself, he never dreamed that the company would meet with such great success.

Mr. Haaland started slowly and built a solid foundation for his company. His ships engaged in the tramp trade and somewhat later he added tanker tonnage.

Founded during World War I, the company was doing a thriving business when World War II erupted. Although the company suffered losses, it survived its second threat to security. When the war ended the fleet was rebuilt and supplemented by two reefer vessels which were delivered in 1948 and 1950.

The two reefers were shortly afterwards put on time charter to the Jamaica Banana Producers Steamship Co. to run between Jamaica and Great Britain. The Haaland Company, of course, maintained its interests in tankers, eventually specializing in gas and chemical tankers.

Thomas Christian Haaland, son of the founder, joined the company and immediately assumed great responsibility. At the age of 30, Thomas established the Concordia Line, which is recognized today as one of the major lines serving the Middle East.

Concordia Line has two regular services. The smaller ships serve the U.S. East Coast and the Canary Islands, Barcelona, Genoa, Naples, Cyprus, Beirut, Lattakia and return via Genoa, Livorno, Marseilles, Barcelona and Alicante.

The larger vessels of the Concordia Line call at the Port of Houston and other Gulf and East Coast ports going to Jeddah, Muscat, Dubai, Abu Dhabi, Bahrain, Dammam, Kuwait, Abadan, Khorramshahr and Basrah, returning via Bombay and Cochin in India.

The Mediterranean service is on a weekly basis and the Arabian Gulf is fortnightly, handling everything from break bulk to heavy lifts.

The first Concordia service to the Mediterranean was inaugurated in 1948 and the Arabian Gulf service was established in 1952. Thomas Haaland died last year and the company is now being operated under the direction of Gerhard M. Gerhardsen.

Ships of the fleet going to the Mid East include the CONCORDIA LAGO, CONCORDIA TADI, CONCORDIA TAREK, CONCORDIA TALED, CONCORDIA VIKING and the CONCORDIA SUN, a sister ship of the STAR, is now under construction at Tonsberg and is expected to be in service next Spring.

In the United States, the Company's Director is Daginn Gunnarshaug of New York, where he is a Director of the New York Shipping Association and he is on the negotiating committee to work with the I.L.A. He is also a Director of the Job Security Program and chairman of the Study Group of the J.S.P.

Boise Griffin Steamship Co., Inc., is the General Agent for Concordia Line and in Houston the agent is Dalton Steamship Corporation.

Discussing new plans for the Concordia Line service are, from the left, John J. Nelson, Vice President, Traffic, Boise Griffin Steamship Co., Inc., general agents; Daginn Gunnarshaug of New York, U.S. Director, and Bob Blair, Vice President, Traffic, Dalton Steamship Corp., Gulf agents.
COMMISSIONER REQUESTS AMENDING Regulations: F.M.C. Commissioner Carl Bakke, has requested the F.M.C. to redo or amend proposed ocean ship conference self-policing regulations due to a great many, and far reaching modifications which have developed since the original final publication of these rules was set forth by the Commission in April of 1978. These current rules, which will supposedly improve the self-policing of conferences and various other rate fixing agreements are scheduled to become effective January 1, 1978. Commissioner Bakke dissented with certain regulations published by the F.M.C. which would use information received from reports submitted by activities of conference actions compiled by neutral bodies, which could be used by the F.M.C. for civil penalty claims on actions which have already been assessed damages by the neutral body. Mr. Bakke feels the current self-policing requirements by neutral body assessments already are a deterrent to malpractices by conference members, and if such objective review of conditions in a given trade shows that deterrents or damages caused by malpractices are being deterred by the neutral bodies' efforts, and allows the self-policing efforts to keep within the requirements of Section 15, additional civil penalty claims by the Commission would constitute, overkill or double regulation. Mr. Bakke feels that current regulations should specifically be written as to show that neutral bodies are required to maintain an active program of periodic, unannounced document and cargo inspection, differing from the current scheduled annual on-sight inspections, so as to check on possible secret rebates or direct financial concessions in ocean commerce. However, Mr. Bakke does not feel that periodic surprise visitations, (annual or otherwise), are warranted on associates of conferences. However, Mr. Bakke feels access to information needed, which is in the files of the associates of a body, is warranted or is necessary when the neutral body investigation has probable evidence showing that such information is available in the files of such associates. This dissent was issued in FMC Docket 73-64, Self-Policing Systems.

LAW JUDGE RECOMMENDS RATE DISCOUNTS: A Federal Maritime Commission Administrative Law Judge, has recommended that ocean rate-Making conferences be given permission to offer contract shippers rate discounts on intermodal through services, in addition to their conventional port to port shipments. The law judge's recommended decision involved proposed enlargements of conferences authority by the Trans-Pacific Freight Conference of Japan/Korea, which operates from ports in Japan and Korea to U.S. Pacific Coast ports, as well as to inland U.S. points by rail or truck, and also the Japan/Korea Atlantic and Gulf Freight Conference, whose members also offer inbound service from inland points in Japan and Korea to inland U.S. destinations via U.S. Gulf and Atlantic Coast ports. One justification offered by the administrative law judge, for adding this authority to the conferences' rate authority, would be to compete with highly subsidized rate cutting competitors, such as the nationally owned ship lines.

SEEKS JURISDICTION OVER CLOSED CONFERENCES: F.M.C. Chairman Daschback has come out in support of F.M.C. backing and jurisdiction over closed conferences for steamships engaged in U.S. foreign trade. Although the F.M.C. Chairman still favors bilateral and pooling agreements, he feels, however, carriers should have freedom to choose a method of rationalization of services which is most attractive to them. The Chairman feels if the steamship companies opt for closed conferences, the F.M.C. should have the authority to permit and regulate such conferences. The Chairman feels that a major area of the F.M.C. would be to make sure closed conference rates are equitable and also the conference should require composite rate of return figures from closed conferences with authority to cancel approval of the conference or the tariffs if the rates of return would be unreasonably high. Mr. Daschback also came out in favor of antitrust exemption for shippers' councils as a needed force necessary to offset carrier interest in closed conferences.

COMMITTEE PROPOSES DEMURRAGE INCREASES: The Association of American Railroad's Committee on Compensation, at a meeting in San Francisco, on October 19, 1978, has decided to go ahead with a modified proposal which would increase demurrage rates and change rules for computation of charges. These new charges which were adopted in Docket COC-97 would revise Items 805, 810 820 and 900 of the Demurrage Tariff No. 4, and establish the following demurrage charges after expiration of free time: $20.00 per car per day, for each of the first four chargeable days; $30.00 per car per day, for the next two chargeable days; and $60.00 per car per day thereafter. On cars subject to the average agreement, one credit would offset one debit for the first four chargeable days. The railroads had originally proposed increased charges from $10.00 to $30.00 for each of the first two chargeable days; $20.00 to $60.00 for each of the next two days; and from $30.00 to $90.00 for each subsequent day. Originally the railroads had proposed that two credits would offset one debit, but only for the first two chargeable days. The Bureau opposed the original proposal and is studying this new proposal, and will decide what course of action to take when the tariff has been amended.

CLAIMS PROPOSED RATES NONCOMPETITIVE: The Department of Justice has opposed proposed amendments to conference agreements by two North Atlantic Ship Conferences, Amendment No. 9552-3, North Atlantic/West Europe Rate Agreement and No. 9427-4, Germany-North Atlantic Rate Agreement, which proposed to allow proponents to agree on intermodal rates and other charges. The Justice Department claims these two proposed amendments are anti-competitive and the F.M.C. should either disapprove or evaluate them at an evidentiary hearing.

16 Port of Houston Magazine
Tokyo Shippers Hear About Port of Houston Developments

Port of Houston officials recently returned from a trade development trip to the Far East where they met with shippers and port executives and explained new developments at the Port of Houston. Howard Middleton, Port Commissioner, G.W. Altvater, Executive Director, and C.A. Rousser, Director of Trade Development, made the trip and were hosts at a reception in Tokyo at the Imperial Hotel. Photos on this page are of some of the guests at the function. Identifications are from left to right.

December, 1978
Documentation seminar Slated

The documentation and handling of shipments of hazardous cargo by sea and air will headline discussion at the Fourth Annual International Ocean/Air Documentation Seminar to be held December 7 in Houston.

A panel consisting of an admiralty attorney, an ocean carrier representative, a hazardous cargo shipper, a freight forwarder and a U.S. Coast Guard representative will discuss the responsibilities and laws associated with transportation of hazardous cargos, according to Dewayne Hollin, seminar coordinator and marine advisory representative to industry for Texas A&M University.

The half-day seminar will be held in the Marriott/Astrodome Hotel and registration begins at 11 a.m. The $15 registration fee includes a luncheon. The Texas A&M University Sea Grant College Program and the International Transportation Management Association are co-sponsors of the annual seminar.

For additional information contact Mr. Hollin, 12605 East Freeway, Suite 302, Houston, 77015; telephone (713) 453-8557

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During the recent trade development trip to New York City for the National Foreign Trade Convention, the Port Authority's New York office staff members presented Executive Director George W. Altvater a gold cigarette lighter from Club "21". Altvater is eligible for retirement early next summer and the New York staffers wanted to express their friendship and gratitude to him during what may be his last official trip to the Port's field office. Altvater is shown at left receiving the congratulations of Leon Utterback, Eastern Sales Manager, while Jack Wojewnik, Assistant Eastern Sales Manager, and Pat McDonough, New York office secretary, look on.

L.P.M. Burghouwt, right, Managing Director of I.T.C. Holland B.V., Haarlem, Holland, inspects the offices of their new subsidiary with Edward A. Punch, Sr., left, Vice President of I.T.C. - USA. Because of the unprecedented growth of the Holland Headquarters, I.T.C. has established subsidiaries in Houston, Singapore and Japan to better serve various phases of the Marine Industry. I.T.C. involves its fleet of tugs and barges in worldwide ocean transportation of heavy objects. I.T.C. was the very first to transport a jackup drilling rig on an ocean going barge in 1973 and thus began the "Dry Towing" of rigs.

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His Excellency Berndt Von Staden, Ambassador of the Federal Republic of Germany and Mrs. Von Staden were in Houston recently to speak on the economic ties between Germany and the United States with emphasis on Texas and Houston. His Excellency's visit was in conjunction with the Kulturfest at Sakowitz department store. While in Houston his Excellency visited NASA and was given a first hand tour of the Port of Houston aboard the M/V SAM HOUSTON. Shown aboard the M/V SAM HOUSTON during the presentation of a color plaque of the port are from left: John H. Garrett, Commissioner, Port of Houston; Mrs. Von Staden; His Excellency Berndt Von Staden; and Dr. Elenore Linsmeyer, Consul General, Federal Republic of Germany.
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Bambrick Joins H.&T.

James E. Bambrick has been named Vice President, National Marketing/Sales for Hansen and Tidemann, Inc., ship agents and chartering brokers, and he will be headquartered in their New York office.

Mr. Bambrick will be responsible for coordinating a national marketing and sales program throughout all of H.&T.'s 18 offices in the United States in behalf of liner services for which they serve as general agents.

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Karl P. Kersten has been named Southwest Regional Sales Manager for Alltrans International, Inc. with offices in Houston, Kenneth J. O'Brien, Vice President-Sales, announced. The Gulf continues to gain in importance and the opening of a new regional office underscores the significance of Houston, he said. Alltrans is representing Antwerp Bulk Carriers (ABC), an independent carrier offering service from Houston to Europe and the United Kingdom in 20 and 40 foot dry containers. A native of Japan, Mr. Kersten formerly worked in the Secaucus, N.J., office of Alltrans.

Port Booklet

“What U.S. Ports Mean to the Economy” is a 58-page publication being released by the Maritime Administration. It examines in detail the role of America’s ports in our society, especially how they affect and are affected by the rest of the economy.

Copies of “What U.S. Ports Mean to the Economy” are available through MarAd’s Office of Public Affairs, 3895 Main Commerce Building, Washington, D.C. 20230.

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Captain H. Nic. Gronn, a veteran of 23 years in the shipping business, is President of Cargo Consultants International, Inc. which coordinates cargo movement between shippers, consignees and the shipping industry. The company will also handle ship and cargo brokerage, port captain's supervision and cargo surveys. After retiring from 18 years of active sea duty, Capt. Gronn became active in general transportation, logistics, marketing and sales.

Signs Big Lease

At a ceremony in the Barber Blue Sea offices in Oslo, Ray R. Miles, Executive Vice President, slapped a BBS sticker on a model CTI container, to mark the signing of the world's biggest container leasing contract ever.

The new agreement extends a master leasing agreement between the two firms dating back to the inauguration of Barber Lines in 1969 - from its present minimum 14,000 twenty foot equivalents, to a minimum 16,000.

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R.W. Letourneau, Manager of International Marketing Department for Iran International Shipping Company of Los Angeles, a N.V.O.C.C. has opened Houston offices at 806 Main Street, Suite 1007. Ebrahim Safa is the manager.

Iran International specializes in LCL and FCL service to the Middle East and offers shippers and Forwarders through Bills to many outport areas of Iran.

Coates Named
Itel Corporation announced that J. Douglass Coates has been named president of the Itel Specialized Container Division, a newly formed marketing unit Itel Container, (formerly SSI Container Corporation), a division of the Transportation Services Group.

Itel now offers not only the standard 20 and 40 TEU containers but also refrigerated, tank, flatrack, open top and bulk containers to meet the special needs of shippers.

A transportation specialist, Mr. Coates was Vice President, Operations, SSI Container Corporation, prior to assuming his new position.

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December, 1978
Gastler To Head Katy Railroad

R.N. Whitman, chairman of the Board and President of the Missouri-Kansas-Texas Railroad Company announced the election of Harold L. Gastler as President and Chief Operating Officer, effective January 1, 1978. Mr. Whitman, remains Chairman of the Board and Chief Executive Officer of the Railroad.

Mr. Whitman also announced the election of Karl R. Ziebarth as Executive Vice President - Financial of the railroad, effective the same date. Both officers will also become members of the Missouri-Kansas-Texas board of directors.

Thomas G. Todd, was elected Vice President - Operations of the railroad at the same board meeting.

Mr. Whitman noted that these promotions were made to insure continuity of management and continuation of the same spirit of teamwork and service which has been a key element in the revitalization of the Katy Railroad.

Mr. Gastler, 51, Vice President - Operations of the M-K-T since 1974 has been with the Katy since 1973. Prior to coming to the M-K-T, he served as Vice President - Operations of Chicago and North Western Railroad, and President of the Toledo, Peoria and Western Railroad. Mr. Gastler began his railroad career with the SLSF Railroad after graduating from the University of Missouri.

Mr. Ziebarth, 40, Vice President, Secretary and Treasurer of the Missouri-Kansas-Texas Railroad Company, began his career in banking. Graduating from Yale University he subsequently served as a railroad analyst, consultant and expert witness, specializing in railroad matters.

Mr. Todd, 46, is a career M-K-T employee who is currently General Manager of the railroad. He began his service with the M-K-T in 1950 as a telegraph operator.
Columbus Line Launches Ship

The COLUMBUS LOUISIANA was launched in Bremerhaven, West Germany on November 4. The vessel, which is the first of three newbuildings for Columbus Line's North America/Australia/New Zealand service, was christened by Mrs. Elizabeth Hayes, wife of the Commandant of the United States Coast Guard, Admiral John B. Hayes.

The COLUMBUS LOUISIANA is scheduled to be delivered into the Columbus Line service in March, 1979 by Hamburg-Sud, the line's principal. The 19,000 DWT vessel has a capacity of 900 twenty-foot containers. It can carry 650 TEU's in seven tiers under deck; of these, 480 will be refrigerated.

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December, 1978
NO PEACE IN THE MIDDLE EAST WITHOUT U.S.

Peace in the Middle East will not be achieved "without the continuous efforts of the United States and all of the countries who share the responsibilities for peace and security in the world."

This was the view of a leading Arab diplomat in a recent speech at the Houston World Trade Club. His Excellency Dr. Mahmoud Riad, Secretary-General of the League of Arab States, which represents 22 nations, addressed members of the Houston World Trade Association.

He said, "The only way before us as Arabs is to be real partners in the present structure of world civilization depends on how much development we can achieve in our countries, on how far we can utilize our natural resources to the common benefit of our people and the peoples of the world'.

I see the future of the United States - Arab relations to be better served through more planned and concentrated economic cooperation based on the understanding of the real needs of development in the Arab world".
Frank Tencza Joins Soros Associates

Frank J. Tencza has joined Soros Associates, consulting engineers, as a vice president.

Mr. Tencza has over 30 years' experience in the engineering and management of bulk materials handling projects for the steel, power, mining and other major industries.

Since 1975, Mr. Tencza has been with Stone and Webster Engineering Corporation, Process Industries Group, New York, as manager, Projects Division.

Soros Associates is an international engineering firm specializing in the planning, design and construction management of port developments, offshore terminals and bulk handling systems.

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Norton, Lilly & Company, Inc. recently announced the appointment of Roy L. Morrow as Marketing Manager. He will be responsible for the national sales effort for the Shipping Corporation of India and Bermuda Express Service, and for the East Coast sales effort on behalf of Showa Line.

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CTI-Container Transport International, Inc., became the first company in the world to launch its 200,000th 20-foot equivalent (TEU) shipping container.

CTI has doubled the size of its container fleet in the last two years to meet the tremendous surge in container shipping. As a result, during the last two years, the company has been involved in the biggest equipment purchasing program in the history of the industry, with the financial support of its parent company, Reliance Group, Inc.

Containers Doubled

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Office Space For Lease In Pilots’ Building

This attractive and modern building is the new home for the Houston Pilots. A number of single offices and suites are available for lease. Conveniently located on Loop 610, just minutes from the Port. See Mr. Johnson for information.

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