the struggle for perfection...

what's it worth to you?

YOUNG AND COMPANY
Contract Stevedores and Terminal Operators
P.O. Box 4445  2855 Mangum Road  Houston, TX 77210
Western Union Cable: YOUNGCO  Telephone: (713) 688-7700  TWX: 910-881-1710
New Orleans - Beaumont - Galveston - Orange - Freeport - Port Arthur
Our many satisfied and loyal customers know of our harbor tug service in Houston and other Texas ports.

We can please YOUR shipowners, shipmasters, pilots, and agents. Give us the opportunity.

We offer the safety, know-how, promptness and dependability you need.

ITT TUGS are pleased to donate this space to tell others about something besides our superior tug service.

INTRACOASTAL TOWING & TRANSPORTATION CORP
Houston • Galveston • Freeport • Corpus Christi
Complete topside

ship repair

and maintenance!

HOUSTON

NEW ORLEANS

Houston Ship Repair

(713)452-5841
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Page</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Motor freight&lt;br&gt;Vital to the Port of Houston.</td>
</tr>
<tr>
<td>10</td>
<td>Owners’ representatives&lt;br&gt;More than 40 attend sales meeting and luncheon.</td>
</tr>
<tr>
<td>13</td>
<td>China shippers&lt;br&gt;Hosted aboard M/V SAM HOUSTON.</td>
</tr>
<tr>
<td>15</td>
<td>M/V TEXAS CLIPPER&lt;br&gt;Arrives back in U.S.</td>
</tr>
<tr>
<td>16</td>
<td>Rear Admiral Alan B. Shepard, Jr.&lt;br&gt;Takes office as port commissioner.</td>
</tr>
<tr>
<td>19</td>
<td>Summer of peace&lt;br&gt;Irish teenagers tour the port.</td>
</tr>
<tr>
<td>21</td>
<td>Belize&lt;br&gt;Prime minister encourages business.</td>
</tr>
<tr>
<td>22</td>
<td>Doing Business with China&lt;br&gt;Cultural differences addressed.</td>
</tr>
<tr>
<td>25</td>
<td>Overseas markets&lt;br&gt;Available to all manufacturers</td>
</tr>
</tbody>
</table>

## DEPARTMENTS

### HOUSTON HUMMER
- 9 PORT TIDINGS

### PHA PROGRESS
- 27 PORT SIDE

## On The Cover: One of the hundreds of trucks that load and unload daily at the Port of Houston docks.
If you stood with your eyes closed, the sounds alone would probably enable you to identify the activities at the Port of Houston’s Turning Basin wharves and at its Barbours Cut Container Terminal.

The hiss of air brakes and the roar of engines, coupled with the sweet, oily smell of diesel exhaust, would clearly signal the arrival and departure of trucks carrying freight from around the world.

And if you listened long enough, you’d probably notice that the noise hardly ever stops. Between 800 and 1,000 trucks loaded with break-bulk cargo, containers, imported steel and other commodities arrive and depart from the Turning Basin docks every 24 hours. Another 400 rigs load and unload containers at the Barbours Cut facility each day.

The numbers alone illustrate the importance of the trucking industry to the port and its users, said J.R. Curtis, director of port operations. “The vast majority of dry, general cargo moving in the import-export trade these days is moving by truck,” Curtis said. “Trucks are now vital to the success of the port, as well as to shippers, consignees and steamship lines.”

With that in mind, the Port Authority works closely with the trucking industry.
The use of a direct discharge system to move heavy-lift cargoes from ships onto waiting trucks, and vice versa, is one way the port looks to the needs of the trucking industry and the port's customers as a whole, Curtis said. "It streamlines the handling of imported steel and heavy-lift cargoes for the trucks, and reduces the waiting time for ships coming into berth," he said. "If this cargo were discharged over the docks, one ship would so completely congest a wharf that another ship couldn't work there until the cargo was moved. Discharge keeps the docks fluid."

Robert Mackey, director of Kat-B Transcon, Inc., a Houston-based trucking firm licensed to operate in 48 states, agreed. Kat-B operates a storage yard at the Port of Houston for the large volume of steel it handles, in addition to containers and other cargoes.

"At Houston, pipe and steel are delivered without delay or added handling expense on the docks," Mackey said. He attributed the smooth operation to the foresight of people in the local shipping business.

"We who serve the pipe-and-steel products trade are beneficiaries of some fine long-range planning by the Port of Houston, the labor industry and the maritime industry," he said. "The business made possible by Houston's direct discharge system and good terminal facilities has added thousands of dollars in dock wages, union benefit funds, port fees and income for those of us who provide port services."

Operations at the Barbours Cut Container Terminal have also been streamlined, said Terminal Manager John Horan.

Problems at Barbours Cut, when it first opened in 1977, are a thing of the past, Horan said, and today motor freight carriers can count on turnaround times of less than an hour.

A recently installed system for dealing with container releases is one factor that accounts for the quicker service, Horan said. "We now handle all customs, agriculture, and steamship releases by computer," he said. "This saves the drivers an enormous amount of time because now we know right away if the container has been released."

Other improvements include the addition of two new truck lanes at the facility and additional CRT operators to process paperwork. "We've tied each lane to a separate work station in the interchange room via a pneumatic tube system," Horan said. "Eight inbound truck lanes coming into the terminal are tied to work stations upstairs. One truck, one clerk, one pneumatic tube connecting one CRT work station. It keeps the paperwork moving up and down. Trucks don't wait and we get them in and out in under 55 minutes."

Inventory systems are better, too, Horan said. "We can now tell a steamship line or a trucking line that a container is here and tell exactly where it is. None of this 'hunt and peck' stuff. We know where every container is and every chassis."

Horan said chassis are now grouped in the chassis yard by steamship line. "We provide an ILA driver everyday to organize the yard," he said. "When a driver goes looking for, say, a Hapag chassis, the yard clerk points it out and the driver gets it immediately. He doesn't have to search to find it."

Horan said the lower turnaround times which the innovations have created are something everyone can be proud of. "The turnaround time comes from the higher productivity of all personnel," he said. "We all look upon the truck drivers and the truck lines as salesmen for Barbours Cut. We want them to leave here saying, 'Barbours Cut did a good job for us. They knew where everything was, and got us out in less than an hour.'"

The plan appears to be working.

"The facilities here are excellent," said Carolyn Sakowicz of Bowman Transportation container division, and formerly Houston agent for Sea Wheel, Inc. "I never get a whisper about bad service from my drivers. You can get in and you can get out fast. The chassis yard is fantastic and the people there always greet you with a smile. It's a beautiful port facility compared to many others," she added. "There's no comparison; it's definitely a Cadillac."
From fine china to the heaviest equipment you can muster, Strachan Stevedoring is ready to handle your cargo with the most expert crews in the business.

Our operations have been nationally recognized for their low incidence of damage, as well as for speed and efficiency of our fully-equipped Houston Ship Channel locations.

For container storage and RO/RO facilities, plus a full complement of heavy lift cranes and top lift equipment, call Strachan Stevedoring. We’ll show you how more than fifty years of experience can work in your favor.

When you’re really strong, you know how to be gentle.

Barbours Cut
713/683-3500

Turning Basin
Telex: 910-881-3607
Cable: “STRACHAN”
Trucks carrying containers to and from the Barbours Cut Container Terminal are processed in and out of the truck lanes by computer operators. The streamlined process makes it possible to load and unload a container and complete the necessary paperwork in less than an hour.

"We offer whatever service anybody wants through the Port of Houston on import-export traffic," Schroeder said. And the company is prepared to do so safely. "We have extensive training programs for our drivers before we put them on the streets," he said. "You hear a lot about truck accidents. Ours is one of the

S

Shirley Morgan, one of the owners of Morgan Transport, a drayage company operating in the Houston metropolitan area, said she's also seen service improve at Barbours Cut since her company opened in 1979. "We were averaging four hours a day to pick up a container and about four hours to turn one in," she said. "Now it's down to about an hour."

The quick turnaround times are important to others as well, including trucking lines participating in the West Texas cotton motorbridge. The motorbridge is an innovative program designed to bring thousands of container loads into Barbours Cut between now and the end of the cotton growing season. Before the motorbridge concept was introduced in May, much of this cotton was being shipped from West Texas to the Far East via West Coast ports.

Under the program, empty containers are moved from Barbours Cut under the direction of Greater South Traffic Service, Inc. to West Texas where they're loaded with cotton and returned to Houston. The containers are shipped to the Far East via Yangming Line under a special rate agreement. The system will save shippers $162 per container and will bring additional business to both the Port of Houston and the trucking industry, proponents say.

Central Freight Lines, a full-service trucking company which offers less-than-truckload (LTL), volume and specialty hauling services to its customers, was the first company to participate in the motorbridge. "We're loading our LTL traffic to West Texas points and bringing back cotton instead of empty boxes," said Lee Schroeder, Central Freight Lines terminal manager in Houston.

The operation has thus far been successful. Now the company is looking at similar programs. "We're looking at moving bone meal and green hides in the same way," he said. "This will mean more business for the Port of Houston."

In a depressed transportation market, the consensus among trucking firms in the Houston area seems to be that innovative programs such as the motorbridge, coupled with outstanding service to their customers, are the only way to attract business. Managers here say they're willing to go the extra mile to do so.

best safety records in the business."

Ms. Sakowicz at Sea Wheels had similar feelings. "A good reputation, a good insurance package and reliability are the important things," she said. "We're turning into a service-oriented country. Anybody can haul something up and down the roads, but you've got to do it in a way the customer can rely on. Once his order hits your desk, he's got to know it's going to be handled right."

Jack Mohlo, vice-president of Express Trucking in Houston, offered perhaps the most optimistic testimonial of all for the future of the trucking business. Mohlo helped found the new company in January, in the midst of the shipping slowdown. "There are still a lot of customers and there's a lot of stiff competition to keep the service good," Mohlo said. "If you're good to your customers, keep good insurance and maintain good drivers, you'll get business."
Let's talk profits...

We just invested another $20 million in your container business!

By making the best—better, the Port of Houston Authority's $150 million Barbours Cut Container Terminal can handle your containerized or ro/ro cargoes with accuracy and speed. It is the Gulf's most modern and well-equipped terminal—the load center of the Gulf.

With four berths, there's 4,000 feet of quay to accommodate your needs, a turning point to assure fast and easy vessel-turning, eight container cranes, and a back-up computer...faster turnaround and efficiency...turning your cargo into profits.

The Port of Houston

Your Gateway to the world with scheduled container services on all major trade routes

Executive Offices: P.O. Box 2562, Houston, TX 77252
(713) 470-1800 TWX: 910-881-5787

Field Office: 60 East 42nd St., New York, NY 10165

John Horan, Barbours Cut Manager
Frank Pitts is an expert at smooth sailing. Whether he’s relaxing on his boat on Lake Conroe or building transportation and logistical packages for shippers, the national accounts manager for Greater South Traffic Service knows how to keep things on an even keel.

Pitts and his company are professionals at moving freight.

"At Greater South, we’re purely a transportation service company," Pitts explains. "We represent the client when dealing in rates and the resolution of problems and we offer advice. We combine the use of all transportation modes, including truck, rail, water, container and international traffic, and attempt to offer an attractive total pricing and service package."

It’s a job the Arkansas native is eminently qualified for, having spent much of his life in and around the transportation industry.

"My whole family worked for Southern Pacific," Pitts says. "My dad was a district sales manager for the company and that’s where I got my start. I spent almost 30 years working in pricing, marketing and sales for the railroad."

The family tradition was broken in 1983, however, when Pitts and his wife Shelby decided to stay in Houston rather than accept a transfer to the West Coast. "We liked the area, and just didn’t want to move again," Pitts says. "We enjoy living in The Woodlands and sailing our boat on nearby Lake Conroe."

When he left Southern Pacific, Pitts took the expertise he developed over three decades with him. He now uses it to secure the best rates for his clients with the least amount of hassle. It’s a job he says has become increasingly complex since deregulation hit the industry.

"Basically, your rate levels are now what you’re skilled enough or smart enough to negotiate. Before, you could just look at the tariff and say, ‘Okay, my rate from point A to point B is $500 and that applies to everybody.’ That no longer exists. Today, if you’re not a skilled enough transportation person to know what’s there and what you can ask for, you can easily leave some money laying on the table."

Depending on its level of need, a company might use all of Greater South’s services, or just a few, Pitts says. "The shipper can use us to whatever extent he wants to. If he’s really price conscious and only wants our help in pricing, that’s fine. If he uses us for expanded purposes, that’s fine too."

In addition to rate packaging, some of the services offered by Greater South include cargo insurance, container drayage, and special billing which relieves the customers of having to pay multiple invoices on transactions where several carriers are used. The company also operates its own motor carrier service and acts as a truck brokerage firm.

In addition to conducting his business, Pitts belongs to a variety of organizations, including the Southwest Shippers Advisory Board, Delta Nu Alpha and the Transportation Advisory Board of the University of Houston. "Belonging to them gives me a chance to talk about industry trends, both good and bad, and to see old friends and make some new ones," Pitts says.

It’s also one of the ways in which he stays ahead of what’s happening in the transportation business, Pitts says. "It’s a complicated business and we’re seeing a lot of changes. With deregulation, everything is now negotiable. It’s really brought our industry to the forefront."
Port Authority hosts sales meeting

The Port of Houston Authority trade development staff hosted a sales presentation and luncheon for more than 40 owners' representatives from the top steamship companies in New York. Armando Waterland, director of trade development, spoke to the group on activities at the port as well as on the general business climate of the Houston area. The Port Authority film, "The Fabulous Fifty Miles," was shown to the group as a part of the presentation. □

P. Murphy, Southern Cross Overseas; and C. Uggla, Atlanttrafik Express.

S. Hansen, Johnson Maritime; and H. Dieterssen, Belgian Line.

H. Yelesna, Turkish Cargo Line; and E. McArdle, SeaLand Agencies.

E. Nygård, Hoegh Line; and S. Hansen, Johnson Maritime.

W. Adams, Southern Cross Overseas, and Armando Waterland, PHA.
and lunch for owners' representatives

Mr. Ji and Mr. Xu, sales representatives for Calco; H. McKay, vice president for Southern Star Shipping; and Leon Utterback, Eastern sales manager for the Port of Houston Authority.

Captain Ho, vice president of operations for Yang Ming Line; R. Whitehouse, executive vice president for Grancolombiana; K. Chang, Evergreen Group; and Y. Hah, executive vice president for Korea American Shipping.

R. Splan, U.S. Lines; Leon Utterback; and R. Whitehouse, executive vice president for Grancolombiana.

M. Ji and Mr. Shui, owners' representatives for Calco; Jack Wojewnik, PHA assistant Eastern sales manager; D. Massey, owners' representative for Djakarta Lloyd Line; T. McMahon vice president for Dalichi Chuo Shipping; and K. Nagafuji, owners' representative for Dalichi Chuo Shipping.

E. Steinbuch, president of Zim Line; L. Gusmao, owners' representative for Lloyd Brasileiro; and Armando Waterland.

Waterland and J. Liu, president of Yangming Line.
When it comes to comprehensive service, Kerr Steamship Company, Inc., has the edge over its competitors hands down. The professional personnel staffing our extensive network of offices in the major ports and hinterland market cities of North America are in constant communication to cut the red tape out of your cargo movements. If you need a bill of lading released in Anchorage, Dallas or Miami, we can do it. If you have a special cargo handling problem in Boston, Baltimore or British Columbia, we can solve it. If you have a sales lead in Charleston, Chicago or Cranford, we can pursue it. No matter where you are, or what your problem is, we've got you covered.
A delegation of visitors from the People's Republic of China recently toured port facilities aboard the M/V SAM HOUSTON including the Turning Basin area where they were greeted by port officials.

The delegation included Madam Hao, deputy general manager of China National Chartering and China National Trade; Yan Hu, American department, China National Chartering; and Su Er De, U.S.A. department, China National Chartering.

Also along on the tour were J.R. McPherson, president of Strachan Shipping Company, and Mickey Lane, president (Texas), Strachan Shipping Company. Strachan represents China National Chartering for the U.S. Gulf of Mexico.

Trade between China and the United States reached $2.3 billion in the first four months of 1985, an increase of 24 percent over the same period in 1984. Well-drilling equipment, computers, lumber and rail stock were the top export commodities, totaling more than $1 billion during the period.

In 1984, export trade with China through the Port of Houston totaled more than 688,000 tons of cargo. Leading commodities in 1984 were wheat and plastic resins and imports from China including crude minerals and gasoline.

The delegation was presented a Texas flag and a plaque commemorating its visit. Shown here from right to left are Rear Admiral Alan Shepard, Jr., port commissioner; Chairman Archie Bennett, Jr.; Madam Hao, China National Chartering; and Port Commissioner Howard Middleton.

Several members of the local media joined the tour including Myra Jolivet, KHOU-TV news woman (right). Jolivet interviewed Chairman Bennett.

Mickey Lane, president, Strachan Shipping Company (Texas) and Pete Rodriguez, Strachan line manager for China National Chartering.

Jim Widman, Port of Houston Authority Midwest representative and Madam Hao.

- Cranes with capacities exceeding 200 tons.
- Fork lift fleet with capacities to 80,000 pounds.
- Specializing in steel, project, and heavy-lift cargoes inbound and outbound.
- Marshalling yard inside the Port for project cargo. Steel yard for storing or distributing steel projects.
- Complete break-bulk and container services.
- Bonded or public warehousing and trucking facilities at subsidiary Sea Marine Warehouse.
- Constant supervision at every job, large or small.
- Port Stevedoring Company is one of the largest locally owned stevedoring companies on the Gulf Coast. We invite your inquiry.
The T/S TEXAS CLIPPER arrived back in the U.S. on August 3, after completing its 21st annual summer training cruise. The ship is used as a "training ground" and "summer school at sea" for approximately 236 Texas A&M University at Galveston students.

More than 225 dignitaries, family and friends, were aboard August 4, for the "homeward bound" final leg of the eight-week cruise. During the nine-hour trip, student cadets conducted tours of the recently refurbished vessel and guests were treated to a barbeque lunch, movies and a watermelon fest during the day.

This year's cruise included visits to St. Georges, Bermuda; Las Palmas, Canary Islands; Naples, Italy; Cadiz, Spain and Porta Delgado, Azores Islands.

Training aboard the ship includes practical experience in operating and maintaining the ship as well as courses in seamanship, navigation and safety. The students are preparing for their license examinations to become officers in the U.S. Merchant Marine upon graduation.

Students majoring in marine transportation, marine science, and marine biology trained toward deck officers licenses, and students majoring in marine engineering operated and maintained the ship's engines while training toward engineers license during the cruise.

The "summer school at sea" students are freshmen students who are taking their first college credit courses while serving as crewmembers of the CLIPPER.

The TEXAS CLIPPER has had "three faces" since its launching in 1944. Originally named the QUEENS, the CLIPPER saw service as a troop transporter at the end of World War II, often transporting as many as 8,400 troops in a single trip, with 400 beds for hospital patients. After World War II, the ship was loaned to American Export Lines, which converted the ship into a luxury cruiser and sailed it as the EXCAMBION. It typically carried 124 passengers on long Mediterranean cruises from New York.

In 1965, the maritime administration assigned the ship to Texas A&M University at Galveston to be used as a training ship for the University's Corps of Cadets. Since that time, it has traveled over 200,000 miles and trained over 3,000 U.S. Maritime Service cadets. The ship is considered not only a training facility, but also a goodwill ambassador for the State of Texas and for the nation.
How to double the size of your yard without buying a single acre.

Paceco’s Transtainer gantry crane can stack considerably more containers per acre than straddle carriers. Twice as many as front-lift trucks. So, you can double your yard’s capacity without buying a single acre.

The Least Expensive Yard Handler

You can buy an ordinary straddle carrier or front-lift truck for less than a Paceco Transtainer. But, how many would you have to buy to match the performance of a hard-working Transtainer?

And what about the long run? The Paceco Transtainer’s life expectancy has proven to be at least two to three times longer than strads or FLTs.

How long can you expect your Transtainer to last? Officially, Paceco estimates 20 years. But, it’s hard to say since every Transtainer built by Paceco is still in service. Even the seven units built between 1960 and 1962.

Goodbye, “Elephant House”

The Transtainer is a dedicated stacking crane, so it has a lighter duty cycle. That means less wear and tear and considerably less downtime. Below 1% in many cases. Lower maintenance and repair costs. And unlike straddle carriers Transtainers don’t require “elephant houses.”

The Bottom Line in Yard Handling Equipment

If you’re caught in the yard space crunch, or want a more efficient yard operation, we think Paceco’s Transtainer is the answer. Terminal operators in over 100 ports all around the world agree.

For a new color brochure call (601) 896-1010 or write Paceco, Inc., P.O. Box 3400, Gulfport, MS 39505-1400. Telex 589-924.