Houston FTZ offers variety of services

Receptions in Mexico strengthen ties with top trading partner

PHA sends trade mission to Chile

Houston’s new convention center takes shape
the struggle for perfection...

what's it worth to you?

Barbours Cut container/repair facility

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: 910-881-0031
New Orleans  Beaumont  Galveston  Orange  Freeport  Port Arthur
Our many satisfied and loyal customers know of our harbor tug service in the Texas ports we serve.

We provide safe, prompt and dependable tug boat assistance.

ANOTHER FINE ORGANIZATION IS:

WE'RE OUT FOR BLOOD.

WE NEED MORE OF YOUR TYPE.

GIVE BLOOD

American Red Cross

INTRACOASTAL TOWING & TRANSPORTATION CORP.

Galveston, Texas City
U.S. National Bank Bldg., 77550
(409) 763-6424

Houston
1008 World Trade Bldg., 77002
(713) 227-2297

Freeport
(409) 223-2201

 Corpus Christi
P.O. Drawer 9488, 78408
(512) 884-8709
Complete topside ship repair, cleaning, and pollution control!

The facilities at our two locations have the capacity to resolve your ship repair and maintenance problems.

Our Houston Ship Channel berth on Brady Island accommodates ships to 780', full utilities, 25T tower crane, and complete workshops.

The Orange, Texas facilities have two working berths accommodating ships to 700', full utilities, 50T floating crane, and complete fabrication and machine shops.

Experienced and reliable personnel handle all phases of ship repair, diesel repair and reconditioning, electric motor rewinding and trouble-shooting, cleaning, exterior painting, and tank lining. When your ship leaves our facilities it runs!
# TABLE OF CONTENTS

## VOLUME 29  
**NUMBER 2  
FEBRUARY 1986**

## PORT STAFF

- Richard P. Leach, Executive Director
- James D. Pugh, Managing Director
- J.R. Curtis, Director of Port Operations
- John Green, Deputy Director of Port Operations
- W.D. Dunnahoe, Manager, Turning Basin Terminals
- John Horan, Manager, Barbours Cut Terminal
- W.E. Greer, Manager, Houston Public Elevator
- Leslie J. Sanderfer, Manager, Bulk Plant
- Donald R. Allie, Sales Manager
- Leon Utterback, Eastern Sales Manager
- Jack Wojewnik, Assistant Eastern Sales Manager
- David W. Simpson, Western Representative
- James Widman, Midwest Representative
- D.C. Moetshel, Marketing Manager
- Diana Payne, Marketing Analyst
- Lee Vela, Communications Manager
- Armando Waterland, Inter-American Sales Director
- Misael Breton, Latin America Representative
- Tom Kornegay, Director of Engineering
- Norman E. Huente, Engineering Consultant
- F. William Colburn, Director of Administration
- Linda Reese, Controller
- Alton B. Landry, Manager, Personnel Department
- Betty Garrett, Manager, Purchasing Department
- James Eldridge, Manager, Management Information
- Algerita Scott Davis, Counsel
- Joe Scroggins, Jr., Director of Facilities
- Ted Walters, Deputy Director of Facilities
- A.J.M. van de Ven, Manager, Maintenance Dept.
- Charles Martin, Manager, Security Department
- A. Monroe Bean, Manager, Real Estate
- Louis F. Brown, Jr., Manager, Safety and Insurance
- Michael Scorcio, Director of Community Relations
- Joe F. Flack, County Auditor

## EXECUTIVE OFFICE

<table>
<thead>
<tr>
<th>Office Type</th>
<th>Address</th>
<th>Phone Numbers</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1519 Capitol Avenue</td>
<td>Houston, Texas 77002</td>
<td>(713) 226-2100</td>
<td>TXW: 910-881-5787</td>
</tr>
<tr>
<td>P.O. Box 2562, Houston, Texas 77252-2562</td>
<td>(713) 226-2100</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## TERMINAL OFFICES

- Turning Basin: (713) 670-2400
- Barbours Cut: (713) 470-1800

## BULK PLANT OFFICE

<table>
<thead>
<tr>
<th>Address</th>
<th>Phone Numbers</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>5100 Penn City Road</td>
<td>(713) 453-5531</td>
<td>Houston, Texas 77015</td>
</tr>
</tbody>
</table>

## FIELD OFFICE

<table>
<thead>
<tr>
<th>Address</th>
<th>Phone Numbers</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>60 East 42nd Street, New York 10165</td>
<td>(212) 867-2780</td>
<td></td>
</tr>
</tbody>
</table>

## DEPARTMENTS

- **HOUSTON HUMMER**: 9
- **PORT TIDINGS**: 51
- **TRADE MISSION TO CHILE**: 18
- **TEXAS MARITIME HISTORY**: 20
- **BARBOURS CUT TERMINAL**: 25
- **ECONOMIC PANEL**: 27

## PORT COMMISSIONERS

- A. Bennett, Jr., Chairman
- M.D. Perry, Commissioner
- H.J. Middleton, Commissioner
- R. Gonzales, Jr., Commissioner
- A.B. Shepard, Jr., Commissioner

---

On the cover: Steel—in the form of pipe, tubes and bars—was the leading commodity in the Houston Foreign Trade Zone in 1985.

THE PORT OF HOUSTON MAGAZINE (ISSN 0032-4825) is published monthly by the Port of Houston Authority and is distributed free to maritime, industrial and transportation interests in the United States and foreign countries. The magazine staff includes: Editor, Lee Vela; Associate Editor, Ann Bordellon; Advertising Manager, Sheila Adams; Staff Photographer, Ray Carrington; and Production Supervisor, Nancy Switzer. This publication is not copyrighted and permission is given for the reproduction or use of any original material, provided credit is given to the Port of Houston. Additional information, extra copies or advertising rates may be obtained by writing the PORT OF HOUSTON MAGAZINE, P.O. Box 2562, Houston, Texas 77252-2562.
In January, a 30,000 ton shipment of oil case tubing arrived at the Port of Houston from Argentina, but as far as the U.S. Customs Service is concerned, the long steel tubes may never officially enter the United States.

Eventually, when economic changes prompt an increase in drilling activity, the tubing may become part of oil drilling rigs in the jungles of Colombia. Meanwhile, it will be stored at the International Storage Co. site near the Turning Basin in Houston. U.S. Customs will not levy duties on it, and local agencies will not require the owners to pay ad valorem taxes on it because it is stored in a foreign trade zone (FTZ) site.

Foreign trade zones offer a number of advantages that can improve a shipper's cash flow and save paperwork. A major factor is the deferral or saving of customs duties.

Firms realize savings in FTZ

A number of companies have found the Houston FTZ useful, according to Curtis D. Spencer, president of the Houston FTZ Corp., the company that manages the zone for the Port of Houston Authority.

The owners of the oil case tubing at the International Storage Co. site will realize an estimated $221,000 in duty savings.

A Puerto Rican firm expects to save approximately $40,000 by storing tomato paste at the Ex-Im Freezers, Inc., site. The same firm figures it saved $54,000 last year through use of the Houston FTZ.

Bagged polyethylene pellets stored at the Trammel Crow Distribution Corp. site were made in Saudi Arabia. They will eventually be exported to still another country. Owners of the pellets estimate duty savings will exceed $50,500.

More than $32,000 in duties may be saved by the owners of drill pipe from Mexico that is currently being end-finished at the Texas Steel Conversion, Inc., site.

A wide variety of firms use the Jetero International site near Houston's International Airport for storage of consumer goods, including computer ribbons, all-purpose glue, perfumery, wearing apparel, fish food and aquarium supplies. The average duty savings at Jetero is $58,800.

While in the zone, many products are repacked, relabeled or marked, blended, tested or inspected. The facilities where they are stored must be maintained, patrolled by security officers and, in the case of cold storage facilities, tended at all times. In some cases, materials are actually changed into another product.

"This is an example of the way a foreign trade zone can benefit the owners of the material and the local
Oil case tubing from Argentina is moved from the M/V ANIMAL to waiting truck for the trip to a site within the Port of Houston FTZ.

FTZ offers many advantages

Duty on merchandise to be transshipped, reexported or destroyed in the zone can be eliminated.

Duty on goods that have to be manipulated, processed, assembled or manufactured in the zone can be reduced.

Duty on foreign goods that are destined for markets within the United States can be deferred until the goods leave the zone.

A firm can receive drawback payments, excise tax refunds and export incentives as soon as domestic and duty-paid foreign goods are brought into the zone.

Goods can be insured for just their value plus ocean freight. Merchandise in the zone can be used as collateral for financing purposes.

A firm can accept orders for goods before paying duty or excise tax.

Merchandise subject to U.S. quotas can be stored in the zone until the beginning of the next quota period.

A firm can exhibit and sell merchandise within the zone and withdraw its samples before paying duty.

Goods can be stored indefinitely, awaiting a more receptive market or more favorable sales conditions.

Merchandise can be relabeled to conform to U.S. standards, and samples can be withdrawn to submit to U.S. Customs for classification.

Products can be altered to meet Federal or local requirements.

Houston’s FTZ is distinctive

Houston’s zone differs from most FTZs because it comprises 32 sites spread throughout the sprawling Houston metroplex.

“We have the largest number of non-contiguous sites of any foreign trade zone,” notes Leach.

The multisite arrangement in Houston allows users to select locations near different modes of transportation, as well as specialized public and private facilities.

“In some cases, we have taken the zone to existing industries instead of asking them to build inside new developments,” Leach explains.

At this time, 14 sites in the zone are active, and 11 of these are available for public use.

Sites near the Turning Basin include a two-section industrial park designed for bulk steel shipments and project cargo storage, and various facilities suited to manipulation and modification procedures, storage in controlled environments and general commodity warehousing. One of these is a 25-acre private site where Volkswagen of America, Inc., stores automobiles. Volkswagen operates the site under a provision of the U.S. Customs Audit Inspection Program which allows the receipt and subsequent distribution of vehicles without the usual Customs documentation.

Elsewhere on the channel, FTZ sites offer warehouses and other facilities designed to accommodate a variety of products and procedures. Another site is located near Houston Intercontinental Airport, while still another is near the Bayport Terminal.

The Port of Houston Authority owns approximately 600 acres of semi-developed land that could be granted zone status, Spencer notes. These lands have been set aside for industrial development, warehousing facilities, bulk storage, chemical refineries and manufacturing.

The port authority, which administers the public docking facilities along the Houston Ship Channel, serves as a sort of godparent for the FTZ. The port authority sponsored the zone application and is providing support for the zone until it can become self-sustaining.

Bagged goods are among the many commodities that can be stored in warehouses at a variety of FTZ sites in Houston.
Baytank (Houston) Inc., a bulk liquid storage facility, is located on the Bayport Turning Basin.

"You can't expect something of this nature to be self-sustaining from the beginning," Leach explains. "It's an extra service that complements the many other facilities and services the Port of Houston offers. It gives us a competitive edge in attracting industry and international trade to Houston."

**Carpet, cameras, clothing and chemicals**

In 1984, 66,142 tons of merchandise passed through the zone. In 1985, 74,685 tons moved in and out of Houston FTZ sites.

Steel—in the form of pipe, tubes and bars—was the leading commodity in the zone in 1985, with liquid bulk cargo and industrial supplies also listed as leaders.

"The FTZ is a service that can be advantageous to many companies," notes Spencer.

Products that have moved through the Houston FTZ in its two years of existence include foodstuffs, pharmaceuticals and automobiles. In some cases, owners found it practical to hold these items in the zone until demand for them increased or until new quota periods would permit them to be brought into the domestic market. Meanwhile, duty was deferred and local ad valorem taxes were not levied.

In some cases, modifying or assembling products within the zone can reduce customs duties. Examples of this type of use include attaching buttons to clothing, cutting and sewing imported fabric, cutting leather goods to order and manufacturing medical supplies.

Processing and packaging goods while in the zone is also cost-efficient. Houston FTZ sites have been used to repack such items as automotive parts, cameras, foodstuffs, pharmaceuticals, radios, sporting goods, televisions and watches. Carpet has been inspected, inventoried, exhibited and distributed in the zone. Divining equipment has been tested and inspected. Chemicals and gasoline are stored and blended. Medical supplies have been manufactured and exported.

"Some very large firms have become aware of the many opportunities for cost reductions in the zone and are expressing an interest in it," Spencer notes. He is projecting a 50 percent increase in the amount of merchandise that will pass through the Houston FTZ in 1986. Tonnage for 1987 should show a 300 percent increase over 1985 totals, he adds.

---

**Active Houston FTZ sites offer variety of services**

At this time, 14 sites in the Houston FTZ are active. Of these, 11 are available for public use.

**Port of Houston Industrial Park (East and West):** Eighty acres of open storage area and 300,000 square feet of covered area were designed to accommodate bulk steel shipments and project cargo storage. This site is immediately adjacent to the public docks and direct rail service is available.

**Trammell Crow Distribution Corp.:** Two locations offer 432,000 square feet of warehouse space of which 30,000 square feet is air conditioned. These sites are tailored for manipulation and packaging operations and the storage of commodities requiring a controlled environment. Direct rail service is available.

**Dynamic Ocean Services:** This complex features 10,000 square feet of enclosed warehouse space suited to manipulation and general commodity warehousing. It is close to the Turning Basin and offers direct rail service.

**Ex-Im Freezers, Inc.:** Located near the Houston Ship Channel between the Turning Basin and the Barbours Cut Intermodal Terminal, this facility offers freezer storage for fruits, vegetables, seafood, meats, convenience foods and many other commodities.

**Port Houston Storage Depot:** Designed for storage, testing and inspection of steel tubular goods, this site has 10 acres of storage area and 10,000 square feet of warehouse space located near the Turning Basin.

**Jetero International Services:** Handling of goods that will enter or leave Houston by air is the specialty at this facility, which includes 15,000 square feet of warehouse space. Located near Houston Intercontinental Airport, the Jetero site is accessible also to rail service.

**Storage and Processors, Inc.:** Bulk steel shipments and steel tubular goods are stored in this site's 10 acres of storage area, which includes 48,000 square feet of enclosed warehouse space. This facility is located in the Port of Houston Industrial Park.

**Baytank (Houston), Inc.:** A bulk liquid storage facility, this site has 32 tanks with a total capacity of 500,000 barrels and is located on the Bayport Turning Basin. Direct rail service is available.

**Intercontinental Storage Company:** Up to six acres of open storage are offered for bulk steel handling and storage. It is located within the Port of Houston Industrial Park West with direct rail service available.
YOU DON'T HAVE TO KNOW ALL ABOUT EXPORT SERVICES...

...BUT IT HELPS TO KNOW WHO DOES.

“This HAS to be in _________ by the third of the month.”
Fill in the blank. It doesn’t matter whether it’s Seattle or Singapore. Shipping ANYWHERE can be a challenge. Especially if shipping is only part of your job responsibilities. Coast-to-coast or country-to-country when it has to be there it has to be there.

“If this shipment is damaged when it gets there we won’t be able to get another ready for at least a month.”
You know that regardless of what your freight is, it has to get where it is going in good condition. It doesn’t matter whether it’s as big as a drilling rig or as small as a box of computer chips. If it can’t be used when it gets there it’s no good to anybody.

“I don’t care if they have to use a wheelbarrow. Get this part there...NOW!”
Above all it has to be there on time. Sometimes regardless of cost or the method used to get it there. In fact, just knowing what transportation methods are available can be a challenge in itself.

“I don’t want any surprises on the invoice like extra ‘fees’ and ‘special charges’.”
Cost MAY BE, and often IS, a factor. If so, you sure don’t want surprises when you get the invoice. After all, when you give specific weights and dimensions you deserve a specific price. It doesn’t matter whether the amount is a hundred dollars over the quote. It’s more than you expected to pay.

What’s a shipper supposed to do when he gets an assignment like one of these? The answer for many has been a call to Lawrence Export Services, Inc.

You know how time-consuming it can be learning all aspects of the distribution business. Like packing, crating, transportation and warehousing, not to mention documentation and computer tracking. And finding dependable packers, trucking or export service companies can be confusing, too.

But why do YOU need to know everything about export services? Call a company that makes it its business to know everything about the business. Lawrence Export Services, Inc. has brought all these services together under one corporate roof.

NOW YOU KNOW WHO KNOWS.

LAWRENCE EXPORT SERVICES, INC.
5633 Old Clinton Drive  P.O. Box 15006  Houston, Texas 77220  (713) 675-5266
Watts: 1-800-231-4117 (Outside Texas)  Telex: 6868593 LAWXP UW

“COMMITTED TO EXCELLENCE IN DISTRIBUTION SERVICE”
Hank Broadnax entered the maritime industry in 1959 as a sales representative for Waterman Steamship Line in the Dallas Cotton Exchange. Today, he is marketing manager in Houston for the Fritz Companies, one of the country's leading international freight forwarders and customs brokers.

"My first assignment was to solicit cotton and general cargo for Waterman," he recalls. "In those days, cotton was a major cargo in the Gulf ports."

Between that first job and the time he joined the Fritz Companies in 1976, Broadnax served as general sales manager for the Port of Galveston, vice president of sales for Robertson Tank Lines, director of trade development for the Port of Houston Authority and in various positions with several commercial shipping concerns.

"Selling has always been a lot of fun for me, and when I went to work for Fritz 10 years ago, that was the first thing I had to do," he recalls. "Although I had limited experience in the domestic transportation industry, I was fortunate enough to be working for a first-class company already known throughout the country."

"When I came here as geographic manager, Houston was one of the smaller Fritz offices. After a lot of hard work by a lot of people here, we are now the largest freight forwarding office in the company. We are also one of the largest import offices and air freight operations in the Fritz system."

Founded more than 50 years ago, the Fritz Companies have more than 1,500 employees in offices throughout the world. The family-run organization is represented in every major port in America.

In addition to the brokerage activities, Fritz Companies include one of the largest international ocean freight forwarding companies in the nation, the seventh largest international air freight forwarder and the largest national duty drawback organization in the United States. The Fritz system also is the largest exclusive marine insurance broker in the country.

In 1983, President Reagan awarded the corporation the prestigious President's E Certificate, which is presented to companies making significant contributions to the encouragement of U.S. exports.

In 1985 the company continued to grow, handling some $2 billion in freight and duties and serving more than 15,000 clients.

The company is the first broker in the Port of Houston to make use of the Automated Brokers Interface (A.B.I.) program which allows users to communicate directly with the U.S. Customs computer system, thus improving documentation procedures.

A.B.I. will soon provide quicker clearance time for cargo handled by brokers using the service. A.B.I. has been available nationwide about a year.

With A.B.I., brokers will be able to gain clearance for cargo two to four days faster than through conventional means, says Broadnax.

Broadnax was trade development director for the Port of Houston Authority (PHA) from 1968-1973. "I have a lot of good memories with the Port of Houston," Broadnax says. "I feel I had something to do with making it into the world class port it is today."

"The general public doesn't understand the Port of Houston's economic importance to the city," Broadnax adds.

More than 160,000 jobs in the state of Texas are linked to the Port of Houston, according to a survey conducted for the port authority in 1982. Activity at the Port of Houston generated nearly $3 billion in total revenue, the survey indicated, including $742 million in personal income received by individuals directly employed as a result of Port of Houston activity. About $47 million in state and local taxes accrued to Texas as a result of Houston port activity, representing about one percent of total Texas tax revenues in 1981.
The Port of Houston Authority recently hosted its annual sales receptions in Mexico City and Monterrey, Mexico, with nearly 500 representatives of the maritime industry and the international trade communities of Mexico and Houston attending the two functions.

More than 20 Houston area business representatives joined Port of Houston Authority (PHA) sales personnel on the trip. The PHA film, “The Fabulous Fifty Miles,” with narration in Spanish, was featured.

The annual receptions bring together leaders of the international business communities and serve to inform participants of new improvements in facilities and services at the Port of Houston.

Mexico, Houston’s number one trading partner for combined import and export tonnage, recently applied for membership in the General Agreement on Tariffs and Trade (GATT). GATT provides a contractual basis for administering international trade. Like the International Monetary Fund (IMF) and the International Bank for Reconstruction and Development (the World Bank), GATT is one of the main pillars of the multilateral economic system established after World War II.

Mexico applied for GATT membership in November of 1985, and the PHA held its receptions the following month. “Most of those attending the receptions were very optimistic about the GATT decision,” commented Armando S. Waterland, director of inter-American sales for the PHA.

The decision to join GATT will give Mexico some flexibility in dealing with short-term problems that require temporary protection, like the credit crunch resulting from declines in petroleum prices. Membership in GATT does not mean the country must adhere to a liberal trade policy, but it does provide a framework for negotiating concessions from other countries in exchange for liberalization of policies.

Cargo may have been the topic as this group talked during the Mexico City reception. Shown, from left, are Luis L. Salinas, Salinas Forwarding Co., Inc.; Jaime Perez, Eximtraffic, S.A.; Greg Martinez, Yangming Marine Line; and Raul Echeverria, Navitrans/Transpac.
Kerr Steamship Company, Inc., with its network of established offices, throughout North America, is continually serving world markets successfully, since 1916.

- Highly Motivated, Computer Responsive Marketing Organization
- Efficient, Computerized Logistical Control and Documentation Systems
- 35 Articulated, Full FunctionWorld Offices
  - Steamship Agents – Terminal Operators – Stevedores

Kerr Steamship Company, Inc.
American General Tower – Suite 1500 – 2727 Allen Parkway – Houston, Texas 77019
Telephone: (713) 521-4600 – Telex: 775692
Mexico City

Shown, from left, at the Mexico City event are three representatives of Compañía de Asesoramiento de Transporte: Claude Pajot, Ricardo Guerrero and Rosa María Enriquez.

Diplomats were among those in attendance in Mexico City. Shown, from left, are Robert W. Miller, U.S. Department of Commerce, U.S. Embassy; Luis A. Morales, director, State of Texas Office in Mexico; Mrs. Paul S. Lessig and Paul S. Lessig, U.S. Embassy.

Enjoying each other's company in Mexico City were, from left, Roberto Ramos Casas, Carga de Mexico; Juan Antonio Merigo, Trafimar; Jorge Christen, Panalpina Transportes Mundiales; Eugenia Benitez, Tequila Cuervo; and Mariano Pina Quevedo, Transmar.


Monterrey

Roy González, González International/Radix Group, left, visits with Arturo Martínez, Concorcio Exp. Mexicanos.

Rey González, Jr., PHA commissioner, speaks to the group in Monterrey, as Armando Waterland, PHA director of inter-American sales, observes.
The Monterrey reception brought together leaders of both business communities. Shown, from left, are Jorge Tijerina, Uni-Carga; Rey Gonzales, Jr., PHA commissioner; Roberto Martinez, CYDSA; and Walter Hunziker, Uni-Carga.

Jose Apresa, Ferrocarriles Nacionales de Mexico, and Ignacio Munoz, Southern Pacific, S.P., in Mexico, visit during the PHA reception in Monterrey, Mexico.

Misael Breton, PHA's Latin America representative, chats with Mario A. de La Huerta, Vitroflex, center, and Jorge Cisneros, Trafimar, right.

HYLSA was well represented at the Monterrey gathering. Shown from left, are Alejandro Frias, Lorenzo L. Watts and Antonio Campuzano.

Government and business officials mingle in Monterrey. Shown, from left, are Robert M. Shipley, U.S. Consulate, Monterrey; Luis L. Gomez, Lamosa; Herbert Davila, U.S. Consulate, Monterrey; and William L. Kave, representative of the governor of the state of Nuevo Leon, Mexico.

Guests at the Monterrey reception included representatives of the maritime industry and international trade community. Shown, from left, are Ramon Guerra, HYLSA; Alberto Hernandez, DYSA; Jesus B. Aguillera, THOT; and Jaime Lozano, Catalizador Industrial.
I

Steel pieces arrive by sea

Houston's new convention center takes shape

Big John, one of Brown and Root's huskiest mobile cranes, roared and clanked as it slowly and steadily lifted a giant steel column from the hold of the Korean ship, the M/V HAI MONG, and transferred it to the apron of Wharf 32 at the Port of Houston.

The 110 by 41 foot column was the largest in the 840-ton shipment of steel structural pieces fabricated by Hyundai Heavy Industries Co., Ltd., for use in the construction of the George R. Brown Convention Center in Houston. The shipment, which arrived in December, was the first of six loads of fabricated steel that will be brought from Korea to Texas before the convention center is completed.

Although the majority of the steel used in the center will be domestic (approximately 60 percent), some is being imported (approximately 40 percent). The shipment aboard the HAI MONG included four tower columns, an assortment of tubular columns, trusses and other structural pieces, according to Joo H. Nam, Houston manager for Hyundai.

Scheduled for completion in 1987, the new convention center will complement an extensive list of other facilities and services already available to corporations and organizations interested in holding meetings in Houston. In January, the Greater Houston Convention & Visitors Council and the Houston Civic Center announced that 33 major conventions have already been
booked for the facility through the year 2009.

Located on the east side of the downtown business district, the center will be easily accessible from all of the city's freeways. Convention-goers will be able to walk to all major downtown buildings, theatres, restaurants, retail stores and hotels along a network of skywalks and air-conditioned, underground concourses.

Houston's Chinatown is only a block away. An Hispanic cultural, entertainment and retail complex, Mercado del Sol, is within three blocks of the center, and The Park, an enclosed atrium mall with more than 70 shops and restaurants, is only a few minutes from the convention center site.

The building itself will contain nearly 500,000 square feet of almost column-free exhibit space, 80 percent of it at street level. Additionally, the center will contain a 31,500 square foot grand ballroom which can handle theatre-style seating for 4,500 people and banquet seating for 2,650. A general assembly hall will seat 3,600 in a fixed-seating auditorium configuration. The registration area alone will contain 53,000 square feet of floorspace.

Divisible walls can be used to create as many as 43 meeting rooms of various sizes and configurations. Surface parking for 3,000 cars will be provided.

"The flexibility of the new center's exhibit space will allow several conventions to meet simultaneously, with few days lost due to set-up and take-down time," notes Leonard E. Rolston, president of the Greater Houston Convention & Visitors Council.

Houston is the fourth largest city in the U.S. and is the only U.S. city outside New York to maintain permanent companies for the four major performing arts. The Houston Symphony Orchestra, the Houston Grand Opera, six professional theatres, the Houston Ballet and the Miller Outdoor Theatre have helped the city acquire a reputation as a cultural center. Houston museums contain exceptional collections, and the city's museums and art galleries offer highly rated exhibitions.

The city is served by two publicly operated airports and 10 major privately operated airports. A wide assortment of hotels and motels cluster in key parts of the city, offering economy to luxury class accommodations.

A center of world commerce, Houston is an established location for corporate headquarters and has 55 consulates representing foreign nations. The Port of Houston ranks third in the U.S. in total tonnage and second in total foreign waterborne tonnage.

Model shows George R. Brown Convention Center as it will look when completed.
CREW QUARTERS
AT THEIR BEST.

DAYS INN
Try us. And compare.

Houston-Cavalcade
I-45 & Cavalcade
Houston, Texas 77009
(713) 869-7121

Houston-Wayside
I-45 at S. Wayside
Houston, Texas 77023
(713) 928-2800

- Steamship Agencies/Companies Rates of $27.00 at either location (Plus Tax)
- Direct Billing Available
- Deluxe “State of the Art” Accommodations
- Full Service Restaurants
- Multilingual Staffs

Call Us Today At Each Inn For Lunch and Tour or Further Information.