

gentlemen can respond confidently and positively to the conclusions and recommendations presented therein.

In comparing actual exports of Anhydrous Ammonia to those projected within Figure 5, Page A16 of the Corps' report, it can be seen that total 1966 through 1968 exports should approximate those forecasted. This will occur despite the effects of Hurricane Betsy, which caused an approximate 50% reduction in 1966 exports.

In 1967 we were just about on target, exporting 46,300 tons and this year we should make up the 1966 deficit by exporting 71,500 tons.

In considering further expansion into foreign markets, Air Products must react in proportion to her relative competitiveness. Of course, the lower our export costs, the more competitive we can become and the greater our incentive for capital investment.

This modification and improvement project will help Air Products reduce the export costs through direct access to deep water transportation. With lower anticipated export costs we become motivated towards considerations of capital expenditures which would otherwise be economically unjustifiable.

Increased capital expansion could allow production cost reductions through the efficiencies associated with expanded volume. Prices could then be lowered within our export markets and help enhance our world position.

Expanded production facilities would also benefit the American farmer by inducing lower domestic prices. With lower cost production capacity, Air Products would expand domestic efforts. This increased supply would stimulate national competition into reducing prices and provide the catalyst for technical improvements of their products.

Deep water transportation ability would also tend to motivate Air Products towards diversification into other commodity exports and to allow the domestic manufacture of certain goods instead of through foreign subsidiaries. These factors, of course, would contribute towards improving this country's balance of trade.

In addition to these economic benefits and to those outlined in the report by the Corps of Engineers are the employment opportunities created for unskilled and semi-skilled workers. We could conceivably aid in the training of "hard-core" unemployed.

Therefore, gentlemen, Air Products strongly solicits your support for this modification and improvement project, and requests your favorable support of the Corps of Engineer's conclusions and recommendations.

Thank you again, gentlemen. I have submitted a copy of my comments for the record.

STATEMENT OF THE BOARD OF COMMISSIONERS OF THE PORT OF NEW ORLEANS

The following statement is submitted in behalf of the Board of Commissioners of the Port of New Orleans, an agency of the State of Louisiana, in support of the proposed project for enlargement of the Gulf Intracoastal Waterway east of the Mississippi River-Gulf Outlet and the Michoud Canal to provide ship channels in these waterways.

The Board of Commissioners of the Port of New Orleans created by the Constitution and statutory laws of the State of Louisiana is empowered and charged with the responsibility of constructing and maintaining wharves and other port facilities, of regulating the commerce and traffic of the port and harbor of New Orleans and of administering the affairs thereof in such a manner as may, in the Board's judgment, be best for the maintenance and development of the port. The Board is composed of five members prominently identified with the commerce and business interests of the port. The members of the Board are appointed by the Governor of the State of Louisiana, each to serve a term of five years.

The jurisdiction of the Board of Commissioners of the Port of New Orleans embraces the Parishes (Counties) of Orleans, Jefferson and St. Bernard in Louisiana. The Gulf Intracoastal Waterway from Lake Borgne to the Inner Harbor-Navigation Canal and the Michoud Canal, as well as the Mississippi River-Gulf Outlet, are within the limits of the Port of New Orleans.

In addition to its other duties, the Board was designated by the then Governor Earl K. Long on December 10, 1936, as the assuring agency for the State of Louisiana, to obtain and convey to the United States of America the rights-of-way and spoil disposal areas and to satisfy other provisions of local cooperation required of the State in connection with the construction, operation and main-