

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 consideration 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 recommendation.

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

STATEMENT OF WILLARD E. ROBERTSON, PRESIDENT, INTERNATIONAL AUTO SALES AND SERVICE, INC.

Mr. Chairman, and Members of the Committee on Public Works of the United States House of Representatives:

I am Willard E. Robertson of New Orleans, Louisiana. The business of my company is the importation, distribution, and the sale of automobiles and spare parts for the cars which we sell. My operations involve an area of four states bordering the Gulf of Mexico.

I wish to express my thanks to the Chairman and the Committee for granting me the opportunity to appear and speak on behalf of the proposed modification of the Gulf Intracoastal Waterway, eastward from its junction with the Mississippi Gulf Outlet to the Michoud Canal and in the Michoud Canal.

This modification has been approved and recommended by the District Engineer, New Orleans District, dated 18 December 1967, the Division Engineer, the Board of Engineers for Rivers and Harbors, and the Chief of Engineers.

In support of these favorable recommendations I would like to direct the attention of the Committee to the fact that this report estimated we would import 20,000 vehicles in the year 1965. We actually imported 19,384 vehicles in that year. In 1966, we imported 22,998 vehicles and in 1967, we imported 23,616 vehicles. From these established facts it is evident that the projection of the District Engineer in his report of December 18, 1967 is accurate, and perhaps conservative.

We anticipate receiving 32,000 vehicles in 1968.

The estimate reflected in the District Engineer's Report of a savings of \$3.35 per unit imported is also supported by our statistics, and, as the volume of vehicles imported increases, we may reasonably anticipate that this savings will increase.

If this modification to an existing waterways is authorized, funded, and completed, my company will promptly proceed to construct adequate waterside facilities designed to provide for our present and future requirements. We firmly be-