

THE WORLD RELIES ON THE PORT



These 89 consulates provide vital links between the port and trade opportunities throughout the world. Many are among the port's top 50 trading partners. Every one of them is treated as if they represented the port's most important trading partner.

Each year, the Port of Houston Authority participates in three events held specifically for the members of the Consular Corps.

"There is a cruise that the Port of Houston hosts for the Consular Corps members aboard the *M/V Sam Houston* during the spring, a reception every December, and the port authority is also a major sponsor of the Houston Junior Chamber of Commerce's annual Consular Ball held every October," said Robert Morgan, Jr., PHA trade development manager. "This year marked the 57th year that a consular ball was held."

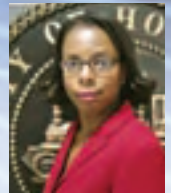


Robert Morgan, Jr.

Morgan works closely with the director of Houston's International Protocol Alliance, Deanea LeFlore. The Houston International Protocol Alliance is a department of the Greater Houston Convention and Visitors Bureau and serves as the office of protocol for the city of Houston.

LeFlore counsels the mayor and the city council on international affairs and protocol and assists the mayor and other city officials in their interactions with international dignitaries. The Protocol Alliance is the

city's official liaison to Houston's Consular Corps and advises the corporate community and the general public on matters of protocol, cross-cultural relations, international affairs, etiquette and event planning.



Deanea LeFlore

"The port is really helpful with government officials who visit Houston and want to see the port," said LeFlore. "They will host luncheons, make special presentations, and conduct tours on the water on the *Sam Houston*. Sometimes a visiting dignitary will contact the port directly for a visit and others work through the Protocol Alliance."

The Protocol Alliance works with organizations such as the port authority to increase the consulate presence in Houston. With 89 consulates, Houston trails Los Angeles (111) and New York (109).

Rwanda recently established a presence in Houston. Namibia's move to Houston is a result of former Houston Mayor Lee Brown's trade mission to Africa. Port commissioner Kase Lawal joined Brown in persuasively lobbying the Namibian government about the usefulness of having a consulate in Houston.

Representatives of countries visiting Houston follow the international business trends, according to Morgan. China has been actively visiting for the past decade and Africa has become more active.

"Nigeria and South Africa are both under-represented in Houston," said LeFlore. Securing their presence here is a goal of the Consular Corps Task Force. ■

FOREIGN CONSULATES FLOCK TO HOUSTON

Houston's leadership in world trade has made it the home of the third-highest number of foreign consulates in the United States. Only New York and Los Angeles surpass Houston's total.

Here are the top imports and exports by value from each country represented by a foreign consul in Houston:*

Albania

Top Import: Crude Oil

Top Export: Meat

Angola

Top Import: Crude Oil

Top Export: Machinery Parts

Argentina

Top Import: Oil (Not Crude)

Top Export: Synthetic Rubber

Australia

Top Import: Crude Oil

Top Export: Machinery Parts

Austria

Top Import: Tubes & Pipes

Top Export: Insulated Wire

Bangladesh

Top Import: Textiles

Top Export: Machinery Parts

Barbados

Top Import: Ethyl Alcohol

Top Export: Polymers of Ethylene

Belgium

Top Import: Oil (Not Crude)

Top Export: Acyclic Hydrocarbons

Belize

Top Import: Track, Ski & Swim Suits

Top Export: Oil (Not Crude)

Bolivia

Top Import: Carpentry of Wood

Top Export: Special Purpose Motor Vehicles

Botswana

Top Import: Sweaters

Top Export: Machinery Parts

Brazil

Top Import: Motor Cars

Top Export: Machinery Parts

Cameroon

Top Import: Oil (Not Crude)

Top Export: Machinery Parts

Canada

Top Import: Crude Oil

Top Exports: Ethers

Chile

Top Import: Oil (Not Crude)

Top Export: Oil (Not Crude)

China

Top Import: Tubes & Pipes

Top Export: Cyclic Hydrocarbons

Colombia

Top Import: Crude Oil

Top Export: Acyclic Hydrocarbons

Costa Rica

Top Import: New Tires

Top Export: Polymers of Ethylene

Cyprus

Top Import: Aluminum

Top Export: TV & Radio Parts

Czech Republic

Top Import: Tubes & Pipes

Top Export: Nuts

Denmark

Top Import: Electric Generating Sets

Top Export: Antiknock Preps

Ecuador

Top Import: Crude Oil

Top Export: Oil (Not Crude)

Egypt

Top Import: Unclad Iron & Steel

Top Export: Machinery Parts

El Salvador

Top Import: T-shirts

Top Export: Polymers of Ethylene

Equatorial Guinea

Top Import: Crude Oil

Top Export: Machinery Parts

Ethiopia

Top Import: Coffee

Top Export: Fixed Vegetable Fats & Oils

Finland

Top Import: Electric Motors & Generators

Top Export: Hand Tools

France

Top Import: Ethyl Alcohol

Top Export: Antiknock Preps

Georgia

Top Import: Cyclic Hydrocarbons

Top Export: Molybdenum Ores

Germany

Top Import: Oil (Not Crude)

Top Export: Synthetic Rubber

Ghana

Top Import: Oil (Not Crude)

Top Export: Motor Vehicles

Great Britain

Top Import: Oil (Not Crude)

Top Export: Machinery Parts

Greece

Top Import: Oil (Not Crude)

Top Export: Electric Generating Sets

Guatemala

Top Import: Coffee
Top Export: Oil (Not Crude)

Guyana

Top Import: Crustaceans
Top Export: Trucks

Haiti

Top Import: Sweaters
Top Export: Wheat

Honduras

Top Import: T-shirts
Top Export: Insulated Wire

Hungary

Top Import: Motor Cars
Top Export: Air or Vacuum Pumps

Iceland

Top Import: Frozen Fish
Top Export: Artificial Corundum

India

Top Import: Clad Iron & Steel
Top Export: Nitrile-Function Compounds

Indonesia

Top Import: Crude Oil
Top Export: Machinery Parts

Ireland

Top Import: Odoriferous Mixture
Top Export: Polymers of Propylene

Israel

Top Import: Aircraft Parts
Top Export: Oil (Not Crude)

Italy

Top Import: Glazed Paving & Hearth Tiles
Top Export: Nuts

Ivory Coast

Top Import: Crude Oil
Top Export: Machinery Parts

Jamaica

Top Import: Beer
Top Export: Oil (Not Crude)

Japan

Top Import: Tubes & Pipes
Top Export: Amine-Function Compounds

Jordan

Top Import: Men's or Boys' Suits
Top Export: Motor Cars

Korea

Top Import: Tubes & Pipes
Top Export: Nitrile-Function Compounds

Kyrgyzstan

Top Import: Sweaters
Top Export: Charity, Return Articles

Latvia

Top Import: Oil (Not Crude)
Top Export: Nuts

Lebanon

Top Import: Furniture
Top Export: Motor Cars

Lithuania

Top Import: Oil (Not Crude)
Top Export: Meat

Malaysia

Top Import: Crude Oil
Top Export: Turbojets

Malta

Top Import: Books
Top Export: Oil (Not Crude)

Mexico

Top Import: Crude Oil
Top Export: Oil (Not Crude)

Mongolia

Top Import: Feldspar
Top Export: Pulley Tackle & Hoists

Namibia

Top Import: Fish
Top Export: Oil (Not Crude)

Netherlands

Top Import: Oil (Not Crude)
Top Export: Oil (Not Crude)

New Zealand

Top Import: Butter
Top Export: Machinery Parts

Nicaragua

Top Import: Men's or Boys' Suits
Top Export: Oil (Not Crude)

Norway

Top Import: Crude Oil
Top Export: Machinery Parts

Pakistan

Top Import: Linens
Top Export: Cotton

Panama

Top Import: Compression Ignitions
Top Export: Oil (Not Crude)

Papua New Guinea

Top Import: Coffee
Top Export: Machinery Parts

Paraguay

Top Import: Cane or Beet Sugar
Top Export: Prepared Media for Sound

Peru

Top Import: Oil (Not Crude)
Top Export: Oil (Not Crude)

Philippines

Top Import: Boilers
Top Export: Petroleum Gases

Poland

Top Import: Insulated Wire & Cable
Top Export: Synthetic Rubber

Portugal

Top Import: Natural Cork
Top Export: Nitrile-Function Compounds

Qatar

Top Import: Petroleum Gases
Top Export: Machinery Parts

Romania

Top Import: Tubes & Pipes
Top Export: Meat

Russia

Top Import: Oil (Not Crude)
Top Export: Machinery Parts

Rwanda

Top Import: Coffee
Top Export: Animal & Vegetable Fats & Oils

Saudi Arabia

Top Import: Crude Oil
Top Export: Machinery Parts

Senegal

Top Import: Repaired Imports
Top Export: Vinyl Chloride Polymers

Singapore

Top Import: Cyclic Hydrocarbons
Top Export: Oil (Not Crude)

Slovenia

Top Import: Furniture
Top Export: Synthetic Rubber

Spain

Top Import: Oil (Not Crude)
Top Export: Nuts

Sweden

Top Import: Oil (Not Crude)
Top Export: Oil (Not Crude)

Switzerland

Top Import: Oils from High Temperature Coal
Top Export: Turbojets

Syria

Top Import: Oil (Not Crude)
Top Export: Seeds

Thailand

Top Import: Unclad Iron & Steel
Top Export: Oils from High Temperature Coal

Trinidad and Tobago

Top Import: Acyclic Alcohols
Top Export: Machinery Parts

Tunisia

Top Import: Oil (Not Crude)
Top Export: Machinery Parts

Turkey

Top Import: Tubes & Pipes
Top Export: Cotton

Ukraine

Top Import: Tubes & Pipes
Top Export: Air Conditioners

Uruguay

Top Import: Oil (Not Crude)
Top Export: Hair Preparations

Venezuela

Top Import: Crude Oil
Top Export: Machinery Parts

**2005 data from the U.S. Maritime Administration*