



Latitudes



Faster loading times and the new rail line are attracting higher volumes of soda ash shipments to the Port of Longview.



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Faster Service Entices New Soda Ash Shippers

Faster loading times and the new rail line are attracting higher volumes of soda ash shipments to the Port of Longview, according to Kevin Jones, NW Regional Manager, Kinder Morgan Bulk Terminals, the terminal operator at Berth 2.

"We aggressively market the Port of Longview as a capable and clean material-handling alternative for our soda ash shippers affected by the congestion and rail inefficiencies in Portland," he says.

Soda ash, or sodium bicarbonate, is one of the largest export commodities in the Columbia River and loads at Kinder Morgan facilities in both Portland and Longview. It's mined in Wyoming, travels to the West Coast on 110-car trains operated by Union Pacific, and is then exported to the Pacific Rim and Europe.

One of the nation's largest soda ash producers, FMC Corporation, is among three shippers now using the Port of Longview for some of their shipments. FMC vessels loaded at the Port this summer and more are planned for the future.

"Our ships don't sit and wait at the Port of Longview like they do in Portland, which saves demurrage costs," explains Greg Nikiper,

Export Logistics Manager, FMC Corporation. "We're also enticed by the flexibility at Longview, especially the new rail line and second track being built."

The terminal at Berth 2 was constructed by the Port in 1991 and is one of the West Coast's principle white bulk facilities for handling mineral products, with load rates up to 1500 tons per hour and effective environmental systems. The facility loads in all weather conditions.

The Port of Longview provides a well-designed facility," observes Kevin Jones. "And the labor force here is recognized by Kinder Morgan and the soda ash companies for their cooperativeness and efficiency."

> The Star Hydra takes on a load of soda ash at Berth 2.





The Berth 7 gantry crane hoists a Matson container onto the deck of a Sause Bros. barge.



“We can accommodate container loading at Berth 7 because of our gantry crane.”

— Gary Lindstrom,
Director of Marketing,
Port of Longview

Back to Containers in Longview

For the first time in 20 years, containers are loading again at the Port of Longview. Matson Navigation Company, a pioneer in container shipping, recently chartered capacity for 40 containers every other week on Sause Bros. barges bound for its Hawaiian markets. And the Port of Longview was ready for the task.

“We can accommodate container loading at Berth 7 because of our gantry crane,” comments Gary Lindstrom, the Port’s Director of Marketing. The Port of Longview purchased the crane from Krupp in 1980 to load containers of agricultural products from eastern Washington. It was left idle for several years

and then retrofitted with clam-shell buckets in 1993 to handle bulk cargo. Now it’s back in the container business.

Placing containers on barges out of the Port of Longview is a new service for Matson. The company operates eight container ships from facilities in Seattle, Oakland and Long Beach to Honolulu — and supplies every commodity for the island economy.

Most shipments to Hawaii from the Northwest are construction materials in containers,” says Jeff Hull, Manager of Public Relations, Matson Navigation. “We chartered space on Sause Bros. barges to provide our customers with a low-cost alternative to putting their freight on our container ships.”

This new business diversifies the use of the Port’s gantry crane beyond bulk cargo,” says Ken O’Hollaren, Executive Director. “Our operation provides shippers with a specialty niche for exporting to a domestic market.”



^ Matson containers await loading on Sause Bros. barges.



Painting in progress at The White House. >

At Home in the White House

The White House is back in the timber business. This lovely colonial-style mansion was built by the city's founding company, Long Bell Lumber, and came full circle this spring when the Port leased the long-vacant building to Longview Fibre Company.



Back in 1927 our firm began making paper from the wood waste generated by Long Bell Lumber," says Curt Copenhagen, Director of Public Affairs, Longview Fibre Company. "Now, after 77 years, we're leasing their old headquarters at the White House. It seems natural that another forest industry company is again housed here."

"We're very pleased Longview Fibre decided to become the first tenant to occupy this landmark property," says Ken O'Hollaren, Executive Director of the Port of Longview. "They've been a valued export customer at the Port for a long time, and their tenancy at the White House ties in with their tradition in this region."

The structure, empty since the Port purchased it from International Paper Company in 1998, was completely rejuvenated for its new occupants—with an upgraded electrical system and refurbished gabled wood.

"Besides the historical significance, we had many reasons for selecting the White House to accommodate our growth," observes Wade Boyd, Senior VP, Timber Division at Longview Fibre. "We appreciate the security at the Port and all the usable space, plus it's less than a mile from both our paper mill and log export operations."



< The newly refurbished White House is home to Longview Fibre's Timber Division.

Longview Fibre is a major supplier of logs for the Japanese market, and exports all of its logs through the Port of Longview. The company's current expansion is a sign of new vibrancy within the forestry industry.

"In spite of some gloomy forecasts, the forest product industry never died, but it has changed," Curt adds. "We've modified our management practices to protect water quality and wild life. Plus more sophisticated technology has increased our productivity many times over. Every piece of a log is used for something—there's no waste."

After almost eight decades in business, Longview Fibre continues to thrive and provide family wage jobs to more than 1800 people in the area. They feel right at home in the White House.



Wade Boyd, Senior VP, Longview Fibre Timber Division, at the White House entrance.

Longview Fibre is the first tenant to occupy this landmark property since the Port of Longview purchased it from International Paper Company in 1998.



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Or, contact the Port's Communications/Public Affairs Manager, Marie Wise, at (360) 425-3305, email: mwise@portoflongview.com.



Merrill Cook, *retired*

A Tribute to Merrill Cook

Terminal Superintendent Merrill Cook retired in June after 20 years at the Port of Longview. His many colleagues and friends will miss his friendly personality and operational knowledge. We wish Merrill the very best in life.



Rocky Fisher, *promoted*

A Warm Welcome to Rocky Fisher

The Port of Longview warmly welcomes Rocky Fisher to his new position as Terminal Superintendent, replacing Merrill. Rocky's extensive mechanical experience well qualifies him to supervise operations at the marine terminals.

Marks of Longevity

Deanna White, *Engineering Secretary*

10 years

Valorie Cornett, *Accounts Payable Manager* • Richard Doran, *Plumber*
Larry Marko, *Environmental Technician*

15 years

Jim Miller, *Terminal Superintendent* • Dan Gemar, *Laborer*

25 years

Rod Engkraf, *Pilebuck* • Daryl Glassett, *Laborer*

35 years

Kathy Oberg, *Director of Finance and Administration*

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PORT OF LONGVIEW

>> In Washington State

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