



PORT OF LONGVIEW

>> In Washington State

Latitudes



“Our longshore labor has a reputation of having a solid work ethic.”

—John Philbrook,
President, Local 21

Expert Labor and New Rail Line Attract Bulk Cargo Shippers

The excellent reputation of Local 21 extends up and down the west coast. Their skill — combined with the efficiency of the newly completed rail corridor — attracted new soda ash and steel cargos to the Port of Longview this year.

“Our longshore labor has a reputation of having a solid work ethic,” notes John Philbrook, President, Local 21. “We take pride in knowing a common sense way of handling specialized cargos like logs or steel, so when customers see we can solve complicated problems and then load or unload a ship efficiently, the word spreads.”

Labor’s can-do attitude is important for shippers — who are now also benefiting from the faster turn-around produced by the new rail corridor.

“Because the corridor eliminated three at-grade crossings, 100-car

unit trains roll directly into the Port without having to stop and get broken up into segments,” said Doug Averett, Director of Port Operations. “This saves a lot of time in the loading process.”

The rail corridor, plus the team relationship among all the people who work at the Port, provides a premier bulk loading operation for customers.



John Philbrook, left; Doug Averett, right.

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A Fond Farewell

Soda ash is > loaded at Berth 2.





Rail car access >
at Berth 2.

Tons and Tons of Soda Ash

More than 200,000 tons of soda ash arrived on Union Pacific unit train service at the Port of Longview early in the year.

Shipped by ANSAC (American Natural Soda Ash Consortium) from Wyoming, the cargo was loaded directly from trains to ships for destinations all over the world.

“One of the reasons we have this business is because ANSAC knows we can handle that volume of soda ash,” observed Doug Averett, Director of Port Operations. “Our new rail corridor bypasses the local switching company so they can bring unit trains from the main line directly into the Port.”



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In addition, John Philbrook, President, Local 21, explains that workers need a lot of skill and experience to handle soda ash correctly. “Berth 2 has a dry bulk pit and conveyor system that the longshore millwrights know like the back of their hands. We are successful because we’ve all learned the best way to work with this type of cargo and how to load the ships quickly and safely.”

Berth 2 is designed specifically to handle soda ash — with no vessel congestion and no waiting. The trains, the berth and the skilled labor make a winning combination for bulk cargo customers.



^ Bulk cargo loading at Berth 2.

Profile of Berth 2: White Bulk Export Facility for Agriproducts, Chemicals & Minerals

Terminal Operator: Kinder Morgan Bulk Terminals

Vessel Capacity: up to Panamax size

Overall Length: 850 feet

Draft: 40 feet MLLW

Rail Access: direct transfer

Truck Access: yes

Handling Facilities:

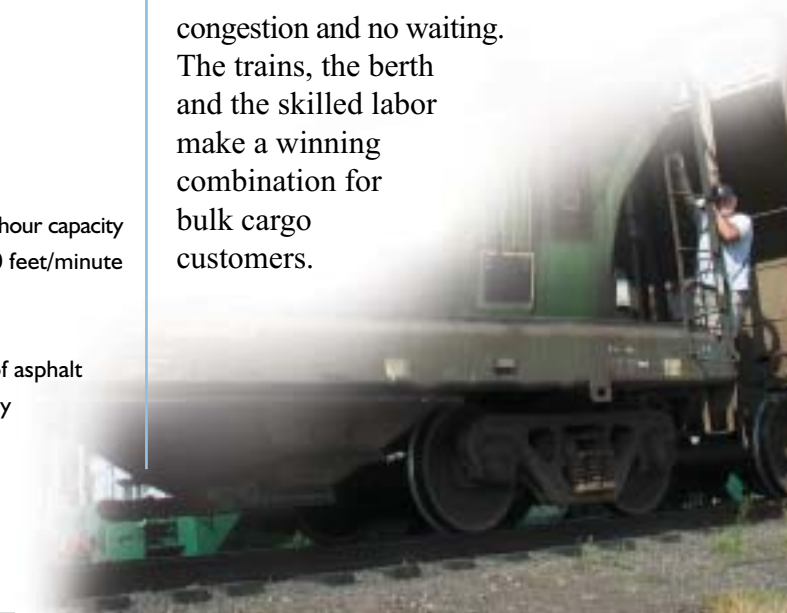
Dry bulk loader with 1,800 metric tons/hour capacity

Covered conveyor system loading 600 feet/minute

Hot water and air cleaning system

Storage:

Transit shed with 24,000 square feet of asphalt flooring and 10,000 metric ton capacity



Port News and Views

Steel from Ship to Train

In June a team from Local 21 unloaded 3,100 tons of steel imported by NapSteel from China on the *Star Eagle*. The Port's new direct-to-rail access helped the customer get the cargo on its way to Manitoba, Canada in record time.



Sause Bros on the Job

Sause Bros specializes in delivering cargo by barge and container to Hawaii and Southern California. Four members of the team that coordinate Sause barge cargo through the Port of Longview are (l-r): Mike St. Onge, steady longshore walking boss; Jan Searing, longshore supervisor; Marty Richmond, Sause sales & marketing; and Scott Clark, logistics, Port of Longview.



Wind Towers

GE Energy imported 180 wind tower sections through the Port of Longview in July on three Oldendorff Carrier vessels.

< (l-r): Kelly Muller, longshore switchman and Mike St. Onge, steady longshore walking boss, handling BP rail cars at Berth 5.

A Warm Welcome to Valerie, A Fond Farewell > to Margaret



Just for you

We hope you enjoy our newsletter and our website.

Visit us at the following:
www.portoflongview.com



Pauline Reid,
Marketing Assistant



Valerie Johnson

Valerie Johnson brings a strong transportation background to her job as **Manager of Business Development**

— and her major responsibility of attracting new business. Because of her experience in rail and trucking, she assists Port customers with development of total logistics packages that saves them time and money.



Margaret Johnson

After serving the Port for 18 years as a computer analyst, **Margaret Johnson** has moved on to a

two-year volunteer position serving in Jamaica with Catholic Relief Services, where she will set up an information system for twenty school communities.

Marks of Longevity

10 years

George Cress, *Director of Planning and Development*

20 years

Pauline Reid, *Marketing Assistant*

25 years

Ken O'Hollaren, *Executive Director*

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A Fond Farewell

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