



&gt;&gt; In Washington State

# Latitudes

View of Pudong and Huangpu River in Shanghai, China.



*“The people at the Port of Longview are great to work with.”*

—Ben Choi,  
General Manager,  
Trade Winds Steel Group, Inc.



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## Building Relationships with Asia

In April, the marketing and business development team of Gary Lindstrom and Valerie Harris visited current and potential customers in China, Japan and Korea to learn more about their businesses.

As a result, the Port gained new insight into the metals business sector by meeting with steel suppliers. “Our yearly trip to Asia is an important part of our marketing outreach,” said Gary. “The expansion of the U.S. economy is increasing the demand for imported steel and project cargo and we will continue to target these markets.”

This trip marks the fourth year that the Port has been to China and tours at the Ports of Shanghai and Tianjin were very informative. “Our customer visits allowed us to understand the supplier’s perspective. We learned how Asian ports operate and how vessel operations and terminal services are provided,” added Valerie.

Ben Choi, general manager of Trade Winds Steel Group, Inc., a U.S. steel importer, assisted Gary and

Valerie during their visit to DongKuk S&C, in Korea (*see photo page 2*). The Port currently handles imported wind tower sections made in DongKuk’s fabrication plant.

In 2007, Ben anticipates shipping other types of fabricated structural steel to the U.S., and would like to continue to use the Port for new types of steel imports.

“The people at the Port of Longview are great to work with,” said Ben. “They work with shippers to develop new cargo handling niches and this helps create a solid business relationship.”

A wind tower > section manufactured in Korea is received at the Port’s dock by local labor force members.





## Message from Walt Barham, Port Commission President



*“2006 was a  
year of building  
for the Port.”*

—Walt Barham,  
Port Commission  
President

2006 was a year of building for the Port. Capital improvements to tenant and port infrastructure attracted new businesses and allowed us to further diversify. We also spent time building on our customer knowledge-base by traveling to visit their operations and attending industry conferences and trade shows.

Our goal is to be competitive in global trade and to maintain long-term relationships with our international partners. Both are key business objectives for the Port.

As 2006 comes to a close, I want to say thank you to all of our customers. We value your relationship, appreciate your business, and look forward to serving you in the future.

Best Regards,  
Walt



▲ DongKuk S&C general management, operations and quality assurance representatives meet with the Port of Longview at DongKuk's fabrication plant in Pohang, Korea. Pictured (l-r): K.G. Lee, Joshua Kim, Mr. H.K.Chung, Gary Lindstrom, Valerie Harris, Mr. Jang, and Stan Han.



▲ Large bore steel pipe being discharged from the M/V Eagle Arrow.

## A New Record!

Sept. 2, 2006 —

*The Eagle Arrow,*

a Gearbulk vessel, sits docked at the Port while the largest volume of steel pipe and tubing (12,500 metric tons), ever unloaded from a single ship at the Port, is handled by Jones Stevedoring and ILWU Local 21 labor. Steel and project cargo imports from China continue to increase in volume.

Small bore steel pipe is temporarily stored while awaiting delivery to the customer.

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## Wind Energy — Focus of U.S. Senator Murray’s Visit to Port

U.S. Senator Patty Murray, D-Wash., recently visited the Port to learn how important the wind energy industry is to local and state economies. Over the last three years, wind tower imports from Asia have grown to be 15% of the Port’s business.

The increase in wind tower imports is due, in part, to the federal Production Tax Credit (PTC), which allows wind farm investors to claim a federal income tax deduction for every kilowatt of electricity generated each year by their wind farms. The PTC was renewed by Congress in 2005, causing additional investments in wind energy projects.

Current wind energy tax incentives will expire at the end of 2007 if the PTC is not renewed and Senator Murray has pledged her support. “It moves our country to where it needs to be in terms of energy independence,” she said.



< U.S. Senator Patty Murray gets a close-up look at massive wind tower sections in the Port’s storage yard. Pictured (l-r): Dan Buell, port commissioner; Walt Barham, port commissioner; Senator Murray; Larry Larson, port commissioner; Jeff Davis, ILWU Local 21 longshoreman; Ken O’Hollaren, port executive director; and Valerie Harris, port manager of business development.

“The Senator’s visit emphasizes the important role ports play in the wind energy industry,” said port director, Ken O’Hollaren. “It’s a promising new business and we’ve strategically positioned the Port so we can continue to build our customer base.”



^ Valerie Harris welcomes U.S. Senator Patty Murray to the Port of Longview’s wind tower storage yard while Ken O’Hollaren and Walt Barham look on.





## New Contract with Pope & Talbot Introduces MedBulk to Port

“When planning and executing a customer order, relationships are everything,” says Jeanne McKibben, customer service manager at Pope & Talbot’s pulp mill in Halsey, Oregon.

Since January 2006, the Port has been under contract to load pulp trucked in from the Halsey mill onto MedBulk vessels bound for Italy. The wood pulp is shipped to the largest tissue producer in Italy where it is made into paper towels and tissues.

Approximately 30,000 tons of pulp will be loaded each year onto MedBulk vessels. MedBulk is a business line of d’Amico Societa di Navigazione SpA, an Italian shipping company, which specializes in the shipment of forest products, steel and break-bulk cargos.

“Everything has gone well on this project and there is a good relationship with all parties involved,” said Captain Michele LaPica, MedBulk chartering manager. “We are now working on the idea of carrying additional cargo from the Far East to the Port of Longview to offload as we pick up the Pope & Talbot pulp.”

“The Port and ILWU Local 21 are very excited about this work for Pope & Talbot and MedBulk and we hope that our handling services enhance their business,” said Gary Lindstrom, director of marketing.

“There are good working synergies on this project,” added Jeanne. “When faced with special logistical requests, all involved take the attitude of not saying it can’t be done – but instead figure out how to do it! Our project’s bottom line is being met and we now have an opportunity to explore future work between the three of us.”

Jones Stevedoring loads Pope & Talbot’s wood pulp into the hold of the Medbulk vessel *M/V Cielo di Monfalcone*.  
V



^  
Wood pulp is transferred from the Port’s temporary storage facility to the *M/V Cielo di Monfalcone*.



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Walt Barham, port commission president, presents an honorary plaque to Vessel Captain Corrado Dodero in honor of Medbulk’s first Port of Longview visit. Pictured (l-r): Del Allen, Allports Forwarding; Jeanne McKibben, Pope & Talbot; Captain Michele LaPica, Medbulk; Captain Corrado Dodero, vessel captain; Walt Barham, port commissioner; Ken O’Hollaren, port executive director; and John Philbrook, ILWU Local 21 President.



## Port Exhibits at WINDPOWER 2006

Business development and communications team members, Valerie Harris and Marie Wise, represented the Port at WINDPOWER 2006, in Pittsburgh, Pennsylvania this past May.

The WINDPOWER Conference and Exhibition, sponsored each year by the American Wind Energy Association, allows the Port to display its specialty cargo handling skills to the wind energy industry.

“This conference provides a great opportunity for us to meet with our wind energy customers and to network with new prospects. In a single forum, we are able to learn more about our customers’ business and their cargo handling needs,” remarked Valerie. The Port’s booth showcased a continuous computer presentation, demonstrating the Port’s role in the wind energy industry.

The volume of wind turbine components handled through the Port increases each year. The map below shows final wind energy project destinations, where wind turbine components have traveled to after passing across the Port’s docks. Plans are underway to exhibit next year at the WINDPOWER 2007 conference in Los Angeles, California.



The Port of Longview exhibits at the WINDPOWER 2006 Conference in Pittsburgh, Pennsylvania. Pictured (l-r): Marie Wise, port communications manager; John Riggs, ATS International; and Valerie Harris, port manager of business development.



Wind turbine components handled by the Port of Longview have traversed many miles across North America to reach their final destinations.

# Holiday Greetings!

Ho! Ho! Ho! An early holiday greeting from the Port's own Santa! Bruce Wilcox, Port of Longview retired millwright, poses as Santa Claus every year for the children in the Longview community.

This year Santa Bruce will be featured on the Port's annual holiday card – coming soon in the mail!



## Warm Welcome

I-r: Scot Stephens, Electrician; Vince Streiff and Kenny Maynard, Laborers, have joined the Port's maintenance crew.

## Fond Farewells - Retirements

Larry Glaser, *Labor Foreman, 27 years*  
John McCord, *Pilebuck Foreman, 29 years*

## Just for you

We hope you enjoy our newsletter and our website. Visit us at the following: [www.portoflongview.com](http://www.portoflongview.com)

## Marks of Longevity 5 years

- Dan Polacek, *Reception/Clerk*
- Marie Wise, *Communications/  
Public Affairs Manager*
- Paul Stenlund, *Analyst/Programmer II*
- Jennifer Brown, *Analyst/Programmer I*
- Duane Dietz, *Operator*

## 15 years

- Kevyn Davidson, *Purchasing Manager*
- Lori Fuller, *HR Manager*
- Gary Lindstrom, *Director of Marketing*

**6** Marks of Longevity & Holiday Greetings

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Communications Departments  
(360) 425-3305  
[www.portoflongview.com](http://www.portoflongview.com)



>> In Washington State

PORT OF LONGVIEW  
P.O. Box 1258  
Longview, WA 98632

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