



PORT OF LONGVIEW

>> In Washington State

Latitudes



“The partnership between the Port and BP is relatively seamless.”

—Virgil Warden,
Deputy Executive Director
and Director of Terminal
Operations,
Port of Longview



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Two Decades of Teamwork for Port and BP

BP invites people from all over the world to visit the company's facilities at the Port of Longview. Why? “Because we want our customers to see us at our best,” says Karen Mattson, Manager of Logistics & Inventory, BP Coke.

“And the teamwork at the Port goes way beyond the contractual relationship of our other service providers. Longview treats our business like it's theirs and makes decisions based on our best interests. We can count on the Port to do a really great job—always.”

This is high praise from a company that ships 800,000 tons of calcined petroleum coke through Berth 5 every year. That equates to 9,100 rail cars from the BP refinery at Cherry Point near Bellingham to ports all over the world, primarily Europe, South America and Australia.

A seamless relationship

BP leases the property from the Port and owns the storage and load-out receiving systems at Berth 5, which they purchased and renovated in 1983. Port employees maintain the plant, dump the contents of the rail cars into the berth's 40,000-ton capacity holding tanks, and can load them into Panamax vessels at a rate of up to 900 metric tons per hour.

Virgil Warden, Deputy Executive Director & Director of Terminal Operations, states, “I find it gratifying that people who visit Berth 5 presume we're BP employees. This indicates the partnership between the Port and BP is relatively seamless.”

Virgil should know. He's been with the Port of Longview for 25 years and played a key role in putting together the initial contract. Together with Guy Tow, Bulk Lead Operator for Berth 5, who has also been on the team from the beginning, they deliver the value BP has come to expect.

“When BP bought the infrastructure at Longview, our heavy investment kept us here,” concludes Karen. “Now we're at the Port of Longview because of the customer services they provide.”

> Hatch tender Dave Davenport from ILWU Local 21 and the vessel's chief mate supervise the loading of calcined petroleum coke at Berth 5.





“Our most recent shipment originated in Peru.”



—Charles Leonardson,
Division Manager,
North American Pipe & Steel
(NAPsteel)

Peruvian Pipe Presents Challenge

In March, the vessel *BBC Atlantic* arrived at the Port’s Berth 8 with a load of Peruvian pipe for NAPsteel, a steel distribution company leasing six acres of Port property. Because Peruvian pipe mills are not as professionally detailed as most of NAPsteel’s sources, it was a challenge to unload. But according to Charles Leonardson, Division Manager, NAPsteel, “The Port was up to the challenge. Our pipe was unloaded with the same efficiency they have always shown.”

While steel imports have been slower at the Port due to tariff restrictions, Gary Lindstrom, the Port’s Director of Marketing noted, “Recent changes by the Bush administration are beginning to signal a more moderate approach for import duties on steel.”

Steel pipe and other general cargos can also be stored in the foreign trade zone at the Port. “Customers can benefit by holding and re-exporting cargo without paying U.S. Custom’s duties,” according to Maryanne Wainwright, the Port’s Manager of Administrative Services in charge of customer service.



2 Norpac Heavy Lift Pencil Pitch Cargo

< A 111-ton newspaper scraper, used to de-ink and recycle newsprint at Weyerhaeuser’s North Pacific Paper Corporation (Norpac), is hoisted by a Campbell Crane at the Port of Longview’s Berth 8 off the vessel *Star Gran*, owned and operated by Star Shipping Company.



Sause Bros. Shifts its Hawaii-Bound Cargo to Longview

Superior service is one the main reasons Sause Bros. cites for relocating its ocean-going barges from Portland, Oregon to the Port of Longview in December. Another reason is proximity to Weyerhaeuser's docks where Sause Bros. already loads lumber.

Cooperation counts

"The Port of Longview's excellent workforce, cooperative attitude and proximity to our supply sources made it a logical point of origin for our Hawaiian service," says John Sweet, Marketing Manager for Wood Products, Sause Bros.

For more than 35 years, Sause Bros. has relied on its fleet of tugs, open deck barges and covered house barges to deliver cargo to the Hawaiian Islands and Southern California. The move to the Port of Longview is part of Sause Bros. ongoing dedication to providing quality shipping services to the Aloha state.

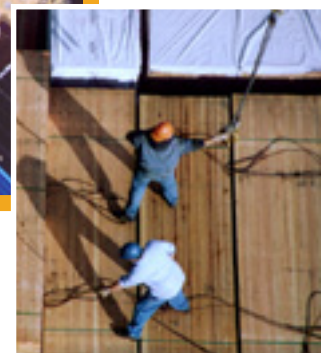
Diversification pays

Lumber, plywood, steel, modular housing units and Boston Whaler workboats were loaded aboard the Hana, Sause Bros.' 338-foot ocean-going barge during the company's first call at the Port of Longview. Future shipments could include petroleum products, chemicals, and bulk commodities—among the other products transported by Sause Bros. This represents another step in the direction of cargo diversification by the Port.

"We are very pleased to welcome Sause Bros. to the Port of Longview. Their vote of confidence in our service is gratifying," states Ken O'Hollaren, Executive Director, Port of Longview.



< Sause Bros.' cargo is loaded aboard an ocean-going barge.



"Plus their Hawaiian barge service represents a diversified cargo mix that fits well with our current operations."

Ty Gorton, International Longshore and Warehouse Union (ILWU) Local 21 president, concurs. "The number of local jobs involved in the first barge call was a pleasant surprise. Sause Bros. has always been a friend of Local 21 and we're very excited about the chance to move more of their cargo."

Excellent service is attracting new customers with a variety of cargos—ensuring the long-term viability of operations at the Port of Longview. Sause Bros.' move to Longview is the most recent example of the successful expansion of the Port's unique market niche.

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— Ty Gorton,
President,
International Longshore
and Warehouse Union
(ILWU) Local 21.



A Fond Farewell and a Warm Welcome

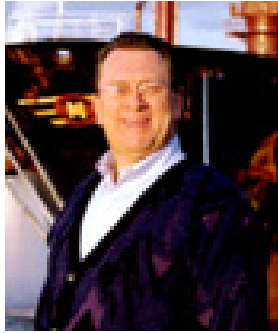
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Or, contact the Port's Communications/Public Affairs Manager, Marie Wise, at (360) 425-3305, email: mwise@portoflongview.com.



Virgil Warden, *retired*

After 45 years in the maritime industry and 25 eventful years at the Port of Longview, Virgil Warden, Deputy Director and Director of Terminal Operations, has retired. His many colleagues and friends will miss his friendly, outgoing personality and careful attention to customer services.

Virgil's comments reflect his dedication to the maritime industry and optimism about the Port's future. "It's been exciting to work on a team that has evolved into what we are today. I've been very fortunate to work with such a vibrant industry."

Executive Director Ken O'Hollaren says, "Virgil's work over the years has helped the Port diversify its cargo base. We will miss his operational knowledge and dedication to the success of the Port." The Port wishes Virgil the best of luck as he enters a new phase in his life.



Doug Averett, *promoted*

The Port of Longview warmly welcomes Doug Averett to his new appointment as Director of Terminal Operations, following the retirement of Virgil Warden on March 1, 2003. This is a promotion for Doug, who was an engineering technician for one year and terminal superintendent in the Port's operations department for 15 years.

Doug will supervise all terminal operations, administer operating agreements and develop positive relations with the Port's maritime customers. Executive Director Ken O'Hollaren expressed his confidence that the Port of Longview will continue "as a vital operating port under Doug's leadership."

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Warm Welcome



PORT OF LONGVIEW

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P.O. Box 1258
Longview, WA 98632



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