



Latitudes



“Handling specialized cargo is a niche for the Port of Longview.”

—Gary Lindstrom,
Director of Marketing
Port of Longview



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Lifting the Heavy-Weights

Futuristic giant wind turbines generate energy for customers of Vestas American Wind Technology, headquartered in Portland, Oregon—and these hummers are hefty. The base of a Vestas wind turbine weighs 50-plus tons and soars to a height of 55 feet.

They require special handling to avoid damage. In transportation parlance, this translates to “oversized, heavy and delicate” for hauling on ships, trucks and trains.

When Vestas landed a contract to provide 80 turbines for the largest wind farm in Wyoming, they were looking for a port with two key attributes—the infrastructure to handle its highly specialized cargo and the can-do attitude to resolve any type of problem.

First time in history

They found both at the Port of Longview. “We were very pleased with the Port’s competitive pricing and personalized service,” observed Valerie Johnson, Transportation Manager, Vestas American Wind Technology. “In addition, the Port facilities are ideal for our cargo, especially the direct discharge from ship to rail cars.”

Because of the three rail tracks that run the length of the Port’s Berth 6 dock, Vestas was able to offload its tower components directly from ship to rail cars for the first time in its manufacturing history.

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Gary Lindstrom,
Marketing Director
Port of Longview

Greetings

Ports are generally divided into two species, those that are landlord and those that are truly operating ports. The Port of Longview is the latter. As an operating port, the Port provides dockside marine services for all vessels loading and discharging cargo as well as domestic cargo transfers. The Port employs longshore services to receive and deliver cargo, tracks rail car shipments and unit trains. In short, we are in the thick of providing marine vessel and cargo services in a very competitive environment. To sustain and improve services, the Port relies upon its customer relationships and business partners to improve efficiencies.

As we close out 2003, I would like to take this opportunity to thank our customers for their continuing business at the Port. The Port experienced new business this year and further diversification of markets, particularly the wind power industry. As with every year, I look forward to seeing you next year on the road or at the Port. Ball caps are still in supply and the coffee is always on.

Gary Lindstrom
Director of Marketing





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—Valerie Johnson,
Transportation Manager,
Vestas American Wind
Technology



< Gary Lindstrom and Valerie Johnson worked together to move wind cargo through the Port of Longview.

Vestas leased and customized rail cars with over-sized container cones and an easy lock/unlock system that required no specialized securing of cargo, eliminating the need for traditional chains and cable tie downs. Since the towers were too heavy for a single Gantry crane, Campbell Crane provided two shoreside cranes to lift and transfer each of the pieces.

“Everyone involved in this project worked diligently to make it go,” commented Ty Gorton, President, International Longshore and Warehouse Union (ILWU) Local 21. “It was very well planned and we all appreciated the opportunity of showing what we can do here at the Port of Longview.”

As a result of this successful effort, Vestas American Wind Technology is now preparing to ship additional components of its wind turbines through the Port in 2004—including towers, nacelles, hubs and blades. “Handling specialized cargo is a niche for the Port of Longview,” observed Gary Lindstrom, Director of Marketing. “This is because we have both the facilities and readiness to take care of the specific requirements of our customers.”

Lifting the Heavy-Weights

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This saved Vestas the costly, time-consuming interim step of loading onto trucks and then to rail.

Managing the unexpected

The Port of Longview was a major partner in a non-routine project that required participation from many players, all of whom had to understand what was involved and communicate effectively.

The first shipment of towers arrived in August on Star Shipping’s Norwegian-flagged vessel *Star America* from the Port of Pohang, Korea, where they were manufactured by DonKuk Structures and Construction. For weeks in advance, representatives from Vestas, the Port, Jones Stevedoring, Campbell Crane, Union Pacific Railroad, Barnhart Crane & Rigging, DonKuk and the local longshore union met to discuss the logistics of moving the delicate behemoths.

< CHLORITE FROM CHINA

Luzenac America, a division of the world’s leading supplier of talc, imported 5,000 metric tons of chlorite from China for its plant in Three Forks, Montana, where it will be processed into an additive for paint and ceramics. The Port of Longview used an electrically operated crane, a clam-shell bucket and a payloader to offload the cargo from Gearbulk’s 652-foot vessel, the *Avocet Arrow*, into 55 rail cars at Berth 7.



^ A longshore worker secures a 50-ton tower onto an extra-long rail car.

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Cargo continued
Chlorite from China



Custom Utility Poles Made-in-Washington for the Irish

The mills at Simpson Resource Company in Shelton, Washington, produced 1,450 kiln-dried, custom-graded Douglas Fir poles that were loaded onto the Gearbulk carrier, *Petersfield*, at the Port of Longview last summer.

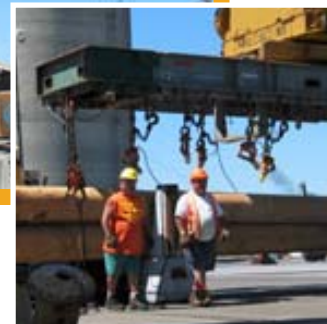
They were then transported through the Panama Canal, up to the Port of Liverpool and on to their purchaser, the Electrical Supply Board of Ireland. It was the utility's 16th shipment of poles through the Port since 1999.

The Irish go to the trouble of importing all the way from Washington State because they want an unusual class of utility pole, and no one else provides a better product or service. The poles measure 16-23 meters, equivalent to North America H or Heavy classes. "Unlike logs that can withstand rough handling, the poles are sensitive to damage and require special care during loading," noted Ty Gorton, President, International Longshore and Warehouse Union (ILWU) Local 21. "From taking them out of the yard to setting them shipside and picking them off the dock with a crane, we work with each one very carefully."

Surrounded by good people

According to Ian Shopland from Skagit Industries of Canada, and the person who coordinates the operation, this deal works because each member of the export-import team is flexible and efficient. "We're surrounded by good people here," stated Ian. "Our business partners are willing to go the extra mile."

He pointed out, for example, that Simpson Resource Company was prepared to produce the unusual-sized pole demanded by his offshore customer. And added, "I also have no end of positive things to say about Gearbulk Shipping Company. Even with the poor economy after 9/11, when there hasn't been a lot of freight to Europe, they make a ship available whenever we need it. They're real pros."



Utility poles being loaded aboard a Gearbulk vessel.

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Partners with pros

Gearbulk has been calling at the Port of Longview since 1999. This international shipping company is a leading carrier of forest products and non-ferrous metals, operating one of the world's largest fleets of open hatch gantry craned (OHGC) vessels in the world. They also transport conventional bulk cargoes.

The *Petersfield* shipment, which is typical of the type of material shipped by Gearbulk out of the Port of Longview, also included 2,700 tons of pulp shipped by Pope & Talbot to Belgium and 400,000 board feet of lumber from various lumber mills in the Northwest.

By responding creatively to client needs, the forest products industry is maintaining its vitality in the regional economy. Ian Shopland observed how the Port of Longview is an important partner in making this happen. "The Port has done a terrific job handling these fragile poles. Our customer is happy, so we keep coming back."

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Marks of Longevity

10 years

- Scott Clark, *Logistics Specialist*
- Norm Krehbiel, *Director of Facilities and Engineering*
- Randy Grambo, *Maintenance Supervisor*

15 years

- Nikolas Burgin, *Pilebuck*

25 years

- Larry Glaser, *Laborer*

30 years

- John Hasty, *Labor Foreman*

Contact us

The Port of Longview values your feedback. To comment, request additional copies of *Latitudes*, or for further information please visit our new web site at www.portoflongview.com.

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

Seasons Greetings



Bruce Wilcox, a Port of Longview millwright, delights local children every holiday season as 'Santa Claus.' They firmly believe he is the 'true' Santa, who works at the Port of Longview the rest of the year!

Photo credit: Port of Longview staff

A Fond Farewell



Maryanne Wainwright

After 30 years at the Port of Longview, Maryanne Wainwright, Manager of Administrative Services, has retired. Her many friends and colleagues will miss her, and the Port wishes her the best of luck as she enters retirement.

Scott Clark, Logistics Specialist under Maryanne Wainwright, will assume Maryanne's customer service and account management responsibilities.

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Marks of Longevity
Seasons Greetings
Fond Farewell



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



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