

PORT OF LONGVIEW | SUMMER 2026

PORT TALK

VIA LONGVIEW: A LINK IN THE SUPPLY CHAIN

PLUS: RECAP THE PORT'S CARGO AND
MARINE TERMINAL ACTIVITY FROM 2025



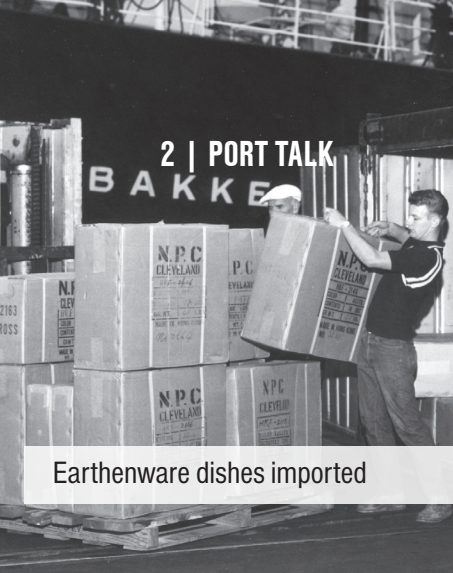
HISTORY REWIND: TEA TIME IN THE 1960S



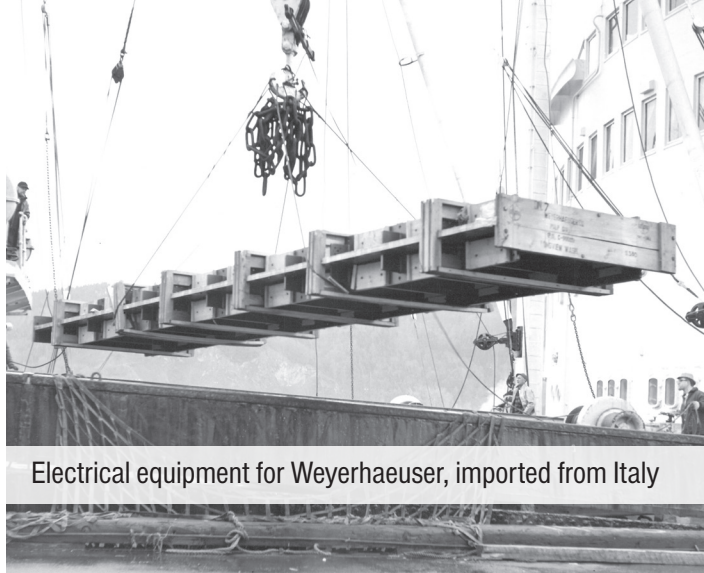
YEAR IN REVIEW: GRAIN STAYS ON TOP



SUMMER TOUR SERIES RETURNS



Earthenware dishes imported



Electrical equipment for Weyerhaeuser, imported from Italy



Mandarin Oranges from Japan



Unloading cargo below deck, 1968

The 1960s:

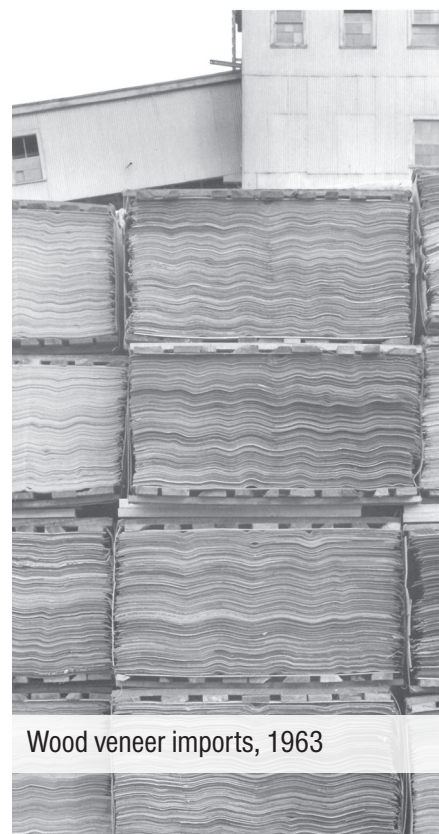
PEACE, LOVE & GROOVY CARGO

In the previous decade, the Port focused on big cranes and oversized cargo.

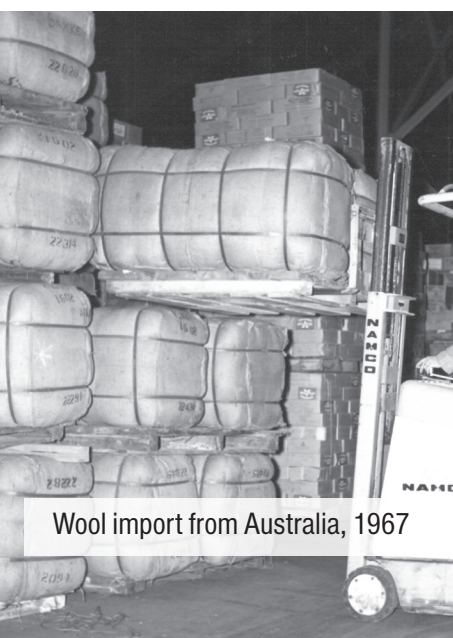
While that big cargo continued to arrive, the 60s brought big things in little boxes.

Ships arrived at the Port full of boxed cargo stowed *neatly* below deck. It was up to the ILWU Local 21 longshore workforce to unload the cargo hold one painstaking box at a time - typically into a net or stacked on to a pallet to be lifted by crane out of the vessel onto the dock. From the dock, cargo was neatly re-stacked by hand to rail cars and trucks bound for the cargo's final inland destination.

Palletizing cargo for shipping had been practiced decades earlier, but it wasn't until the late 60s/ early 70s when it began arriving at the Port already palletized.



Wood veneer imports, 1963



Wool import from Australia, 1967



Green tea from Japan, 1960



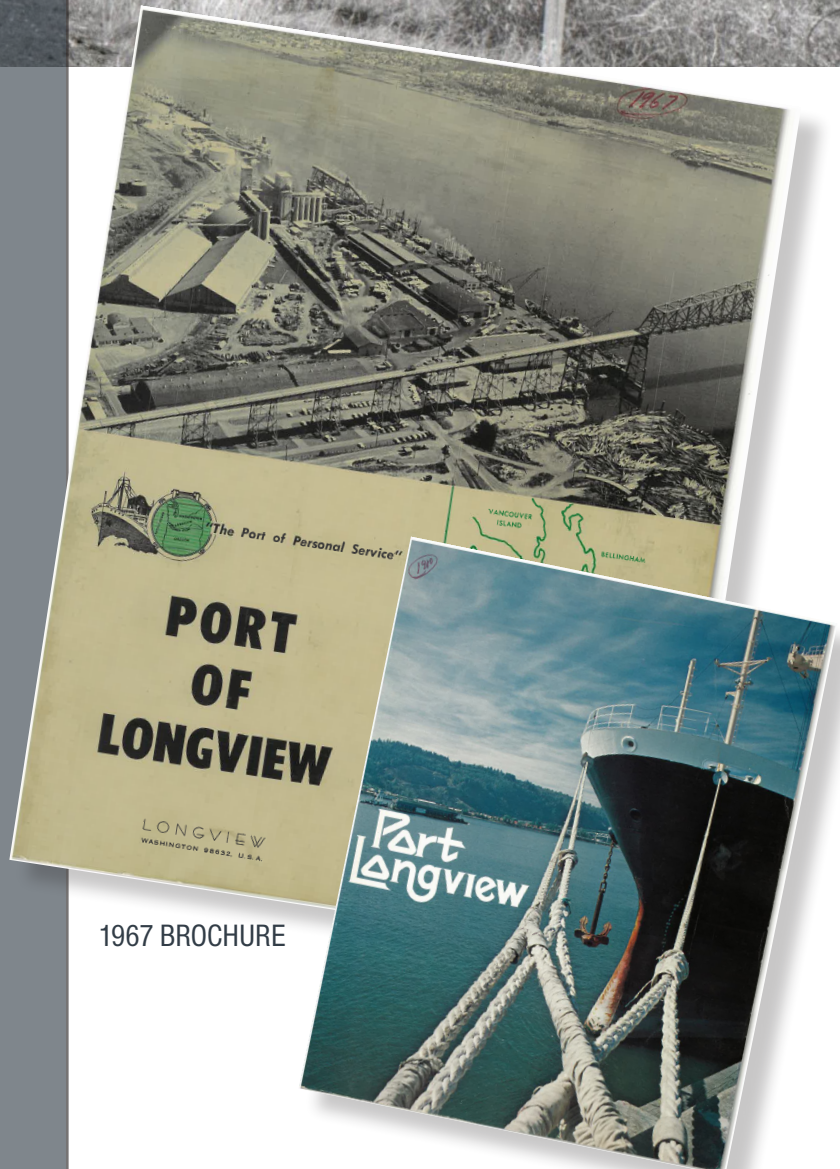
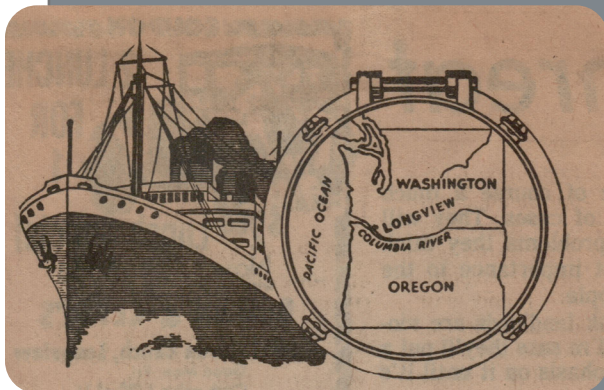
Three Diamond Tuna from Japan

JUST AS ROMEO & JULIET, THE PORT OF LONGVIEW
PONDERED THE AGE OLD QUESTION:

"what's in a name?"

In 1978, nearly 50 years after it was renamed Port of Longview from Port of Kelso, the Port refreshed its name and logo to be more representative of modern vessels and its vast transportation connections beyond the PNW. Dropping the "of" was intended to be more inclusive of the other communities belonging to the port district. Staff discreetly slid the "of" back into operation in 1993.

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1967 BROCHURE

1980 BROCHURE

REWIND: 2025

9,300,000 METRIC TONS OF CARGO HANDLED

International trade requires a standard measurement that can be used universally across trading partners. Because nearly 95% of the world already uses the International System of Units (known as the metric system), American ports have adopted it as the primary metric in cargo handling.

224 VESSELS DOCKED AT THE PORT

In the 1960s, more than 700 vessels docked at the Port annually carrying a combined 50% less cargo than handled in 2025. Vessel transits along the Columbia River used to be astronomically higher, but over time vessels have more than doubled in size and the economics of shipping has changed drastically.

29 INTERNATIONAL TRADING PARTNERS

The Port's passport is full -- each year, the Port trades among dozens of countries across the globe and no year is the same as before. Changing shipping routes, emerging markets and new commodities make it nearly impossible to predict this list in advance. How many stamps are on your passport?

CONVERSION TABLE		
	Pounds	Kilograms
1 TON/ SHORT TON Commonly used in the U.S.	2,000	907
1 LONG TON Traditional British ton	2,240	1,016
1 METRIC TON/ TONNE International metric unit	2,204	1,000

$$\begin{array}{r}
 9,300,000 \\
 \text{METRIC TONS OF CARGO HANDLED} \\
 \times \\
 2,204 \\
 \text{POUNDS PER MT} \\
 \hline
 20,497,200,000 \text{ POUNDS} \\
 \div \\
 29,500 \\
 \text{POUNDS OF AVERAGE BUS} \\
 \hline
 = 695,000 \text{ school buses}
 \end{array}$$



TOP FIVE TRADING PARTNERS

1

JAPAN

1,900,000 MT
(141,972 buses)

2

KOREA

1,600,000 MT
(119,555 buses)

3

PHILIPPINES

1,100,000 MT
(82,194 buses)

4

VIETNAM

844,000 MT
(63,063 buses)

5

TAIWAN

528,000 MT
(39,500 buses)

FIVE TOP CARGOS



GRAINS
6,000,000 MT

This combination of corn, soybeans, soybean meal, wheat and other seasonal crops originates in the U.S. and is exported to countries around the Pacific Rim.



SODA ASH
1,400,000 MT

Soda ash from Wyoming is exported to countries around the Pacific Rim for manufacturing soap, detergents and glass.



CALCINED COKE
815,465 MT

Calcined Coke is exported to Australia, Brazil and New Zealand for use in aluminum smelting.



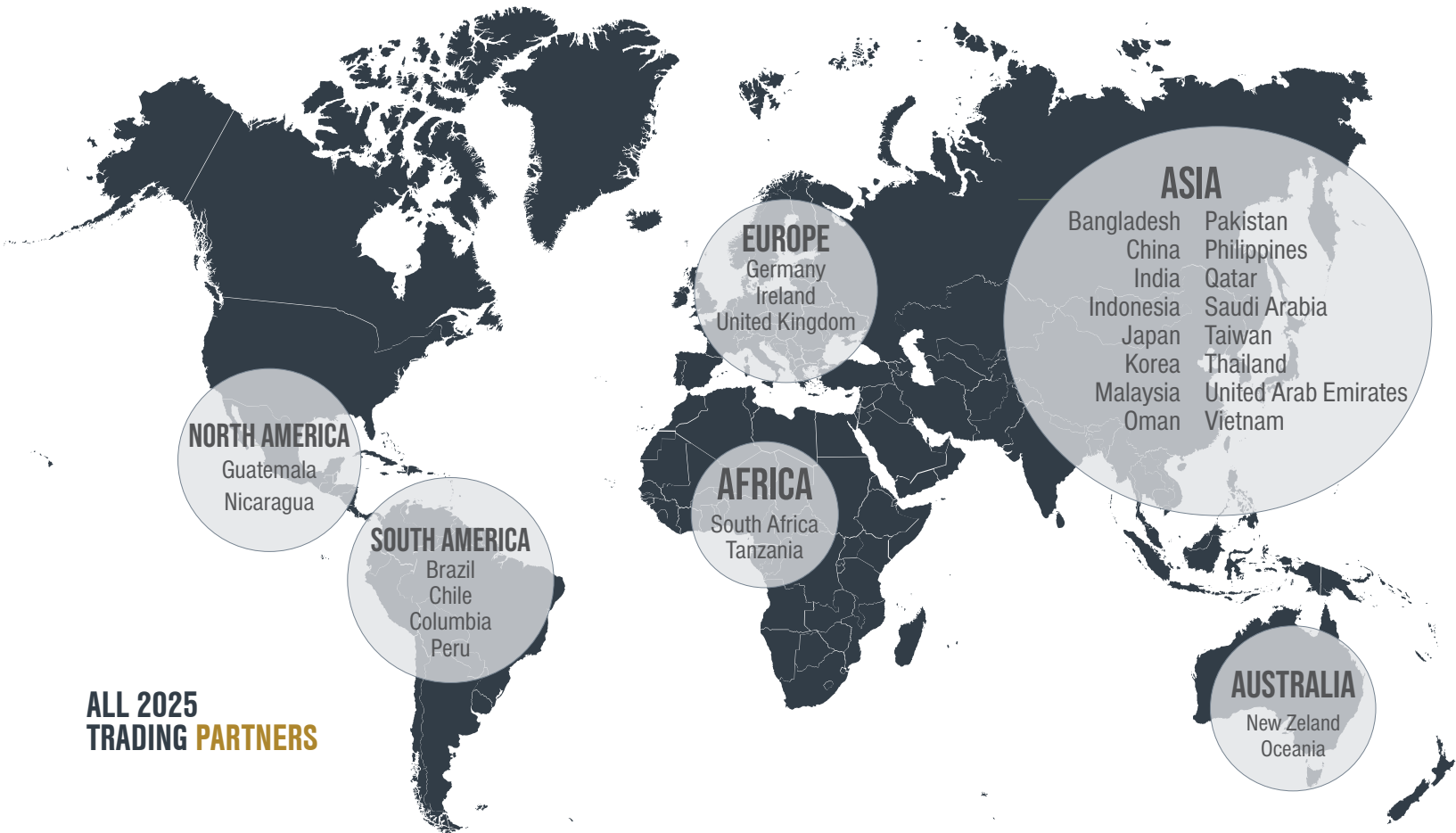
SCRAP METAL
138,994 MT

Scrap metal is exported to countries such as Bangladesh and Vietnam.



UTILITY POLES
9,084 MT

Hand-picked Pacific Northwest timber is exported to Ireland for use in the telecommunications industry.



**ALL 2025
TRADING PARTNERS**

COMPETING FOR CARGO

Top Competitors

- 1 PORT OF VANCOUVER, WA
- 2 PORT OF EVERETT, WA
- 3 PORT OF TACOMA, WA
- 4 PORT OF HOUSTON, TX
- 5 PORT OF STOCKTON, CA
- 6 PORT OF PORTLAND, OR
- 7 PORT OF SAN DIEGO, CA

The Port of Longview competes for customers who must choose from dozens of similar sized ports in the United States.

Naturally, we utilize traditional promotional efforts, like advertising in trade magazines and exhibiting at trade shows. We also travel to meet with prospective customers in cities near and far to market the Port of Longview's many capabilities.

Most importantly, we strategically target cargo markets that utilize our infrastructure investments, experienced labor force and community businesses to move their goods. The synergies among our strengths make cargo handling efficient and affordable for future customers sizing up other ports.

Attracting new customers and keeping existing cargoes is all about selling the Port's strengths - like our fleet of heavy lift equipment, our ability to discharge cargo from a vessel directly to our on-dock rail network or that we are served equally by both BNSF and Union Pacific Railroads.

In an age of digital networking and virtual boardrooms, the Port of Longview prides itself on the tried but true art of personal, face-to-face communication with customers. Our Business Development staff travels year-round, both stateside and abroad, because there are some things technology cannot replace.

QUOTING CARGO 101

Customer X is importing multiple pieces of machinery from Germany, to Boise, Idaho. He is looking for the most efficient route and the best rates to get his cargo from Point A to Point B.

While it seems logical that the port closest to the destination would be the best choice, not all ports have the same equipment, infrastructure and transportation connections for a cost effective operation.

When a quote is requested, our Business Development team gathers detailed information like the cargo weights, dimensions and quantities. How long will the cargo be here? Does it need to be covered? How will it leave the Port – are we loading one, two or ten trucks per day? Dozens of factors determine how a cargo operation will be quoted.

The Federal U.S. Shipping Act requires marine terminal operators to make their cargo handling rates available publicly. This document is known as the Port Tariff, not to be confused with federal tariffs, and used to calculate costs for cargo handling once an operational plan has been defined.

To the right, you can see a sample invoice that details the categories for which the Port quotes cargo operations.

INVOICE

** Invoice assumes import cargo*

CLIENT: SHIPPING COMPANY X

Address: 100 Cargo Way; International

Email: customer@shippingcompanyx.com

Website: www.shippingcompanyx.com

ITEM DESCRIPTION	TOTAL
LINES HANDLING <i>Assessed to tie up, shift and release a vessel; based on the overall length of the vessel.</i>	\$ XXX
DOCKAGE <i>Assessed on amount of time vessel stays in port.</i>	\$ XXX
WHARFAGE <i>Assessed on the amount freight passing over or conveyed over the dock.</i>	\$ XXX
SERVICES & FACILITIES <i>Assessed on use of terminal areas in connection with the receipt, delivery, custody and control of freight; does not included freight handling.</i>	\$ XXX
EQUIPMENT RENTAL <i>Assessed on type of equipment and length of use for a cargo operation.</i>	\$ XXX
TERMINAL HANDLING SERVICES <i>Assessed on the operational needs to handle cargo from the dock to storage; varies by operation.</i>	\$ XXX
STORAGE <i>Assessed on extended cargo storage needs; calculated on indoor vs. outdoor storage and length of stay.</i>	\$ XXX
RECEIVING & DELIVERY <i>Assessed on cargo loading to rail car or truck & trailer prior to leaving port; varies by operation.</i>	\$ XXX
SECURITY FEE <i>Assessed on the amount of time vessel stays in port.</i>	\$ XXX
ENVIRONMENTAL <i>Assessed on cargo types that require environmental services or treatment systems.</i>	\$ XXX
OTHER <i>Additional fees, like use of utilities, may also be assessed.</i>	\$ XXX
	\$ XXXXXX

Both are tariffs,

BUT ONE OF THESE IS NOT LIKE THE OTHER

FEDERAL TARIFF - A tax imposed by the federal government on imported goods from other countries. U.S. Customs collects Federal Tariffs directly from the importer and money goes to the General Fund of the U.S. Treasury.

PORT TARIFF: A schedule of fees charged for cargo handling and logistical services. These fees are paid directly to the ports by shipping lines, freight forwarders, cargo owners and other direct users of port services.

YOUR BOARD OF COMMISSIONERS



JEFF WILSON
DISTRICT 1



EVAN JONES
DISTRICT 2



ALLAN ERICKSON
DISTRICT 3

Regular commission meetings are held on the 2nd and 4th Wednesday of the month. Visit www.portoflongview.com for more information.

*****ECRWSS***
POSTAL CUSTOMER

PRSRT STD
US POSTAGE
PAID
PORTLAND, OR
PERMIT NO. 5

RAIL EXPANSION PROJECT RIGHT ON TRACK



The Port's largest infrastructure project to date is still on track for completion in 2028.

The project is adding a rail bed for six new tracks -- with two sets of rail constructed now and others as capacity needs increase.

26%
contract time used

53%
budget items installed

77%
rock backfill placed

SUMMER TOUR SERIES RETURNS, REGISTER TODAY



The Port's Summer Tour Series kicks off in August. We will be offering tours at 10AM and 2PM on August 13 through August 15. We hope you are able to make it to one of our tours to learn more about your Port of Longview! Scan the QR code below or visit www.portoflongview.com to register today.

See you soon!



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