



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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Greetings



Gary Lindstrom,
Marketing Director
Port of Longview

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.

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.

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.”



< 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.

2 Cargo continued Chlorite from China