



PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



Larry keeps things moving on the Port docks.

Q&A With Manager of Marine Terminals **LARRY LANDGRAVER**

BACKGROUND: Larry Landgraver joined the Port in 2015 after working as a superintendent for Jones Stevedoring. Larry's knowledge of Port facilities and cargo operations caught the attention of Port management, who promoted him to Senior Terminal Superintendent and then Manager of Marine Terminals in 2018.

Q: What is your favorite thing about working at the Port?

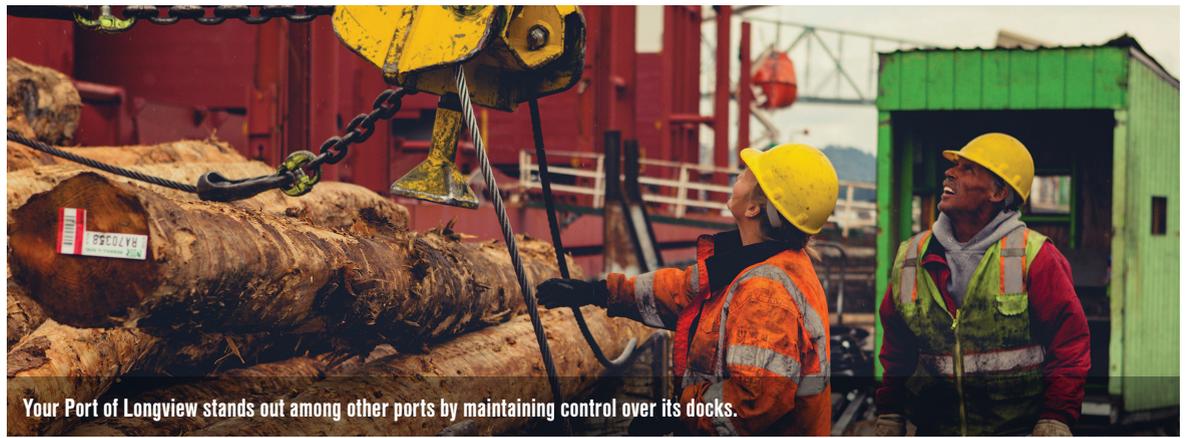
A: "The diversity of cargo that comes through the Port is always interesting. Things never get stale because we're always preparing for the next cargo. We have great working relationships with our long-time customers, stevedores and the community, as well as new customers which makes my job really enjoyable."

Q: Do you have a favorite kind of cargo handling operation?

A: "Project cargo operations, like oversized tanks, transformers and wind blades are my favorites. There is a tremendous amount of skill and strategic planning that goes into performing the complex lifts required for moving these types of cargoes."

Q: What do you want others to know about Port operations?

A: "I think people are surprised with the Port's ability to move so many different types of cargo. We can handle just about anything to and from a vessel, rail, yard or truck because of the way we have strategically invested in our infrastructure and equipment."



Your Port of Longview stands out among other ports by maintaining control over its docks.

THE PORT OF LONGVIEW: WORKING HARD FOR OUR COMMUNITY

There are 75 ports in the state of Washington, each operating differently than the next, catering to various cargo imports and exports and interacting with diverse modes of transportation. All differences aside, Washington's ports all work to achieve the same goal, which is to safely and efficiently transfer cargo for their customers while benefiting the economy of their respective communities.

Your Port of Longview and our neighboring lower Columbia River ports also work by different business models, with the most distinctive difference being how we execute cargo handling operations.

While other ports on the Columbia River, such as Port of Kalama and Port of Vancouver, lease docks to private companies or contract with outside companies to manage cargo handling,

the Port of Longview retains local control of its docks and cargo operations.

The Port's unique position as an operating port, opposed to a landlord/non-operating port, brings with it great responsibility. The Port of Longview's operations department is responsible for determining how to strategically load and unload vessels, including managing equipment and labor needs to meet customers' expectations and time lines.

To keep operations rolling, the Port directly owns hundreds of pieces of equipment and conveyor systems built and maintained on-site by steady crews of ILWU longshore labor. All of these operations take place on more than 830 acres of property, rail lines, docks, buildings and roads constructed and maintained using an in-house maintenance crew second-to-none. 🇺🇸



TOP BENEFITS OF BEING A LOCALLY-CONTROLLED PORT

- **RELATIONSHIPS:** Cargo consistently moves through the Port because of the strong personal relationships we develop with our customers and stakeholders.
- **TOOLS + EQUIPMENT:** The Port owns and maintains hundreds of pieces of equipment. Most ports rely on third party operators to supply equipment.
- **FLEXIBILITY:** By owning the equipment and having on-site specialties, we offer options for cargo handling needs. Special conveyor configuration? Oversized cargo? No problem!
- **ON-SITE SPECIALTIES:** We maintain teams of on-site millwrights, mechanics and other steadies to create custom cargo handling solutions, reducing delays and saving customers money.

MEET YOUR PORT OF LONGVIEW TERMINAL OPERATIONS TEAM



MARK PRICE
Director of Marine Terminals



CONNIE KARNOSKI
Terminal Superintendent /
Rail Coordinator



JESSE EHRLICH
Terminal Superintendent



DOUG EDDY
Terminal Superintendent



KELLEN GASPARD
Terminal Superintendent

COMMISSION MEETINGS

Regular meetings are held on the 2nd and 4th Wednesday of every month at 10:00 am and are open to the public. Meeting times are subject to change.

For more information, visit portoflongview.com