

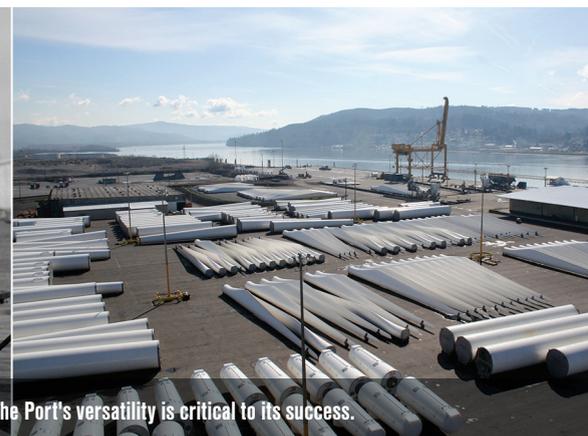


# PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



From sacks of sugar in the 1920's to wind energy components today, the Port's versatility is critical to its success.



Laurie has been with the Port for ten years.

## Q&A With Manager of Business Development LAURIE NELSON-COOLEY

**BACKGROUND:** Laurie has served as the Port's Manager of Business Development since 2008. Along with other members of her department (Christian Clay and Lindsey Harris) she markets the Port of Longview to prospective customers here at home and abroad. In addition to her duties with the Port, Laurie is a member of the Lower Columbia Transportation Association, the Columbia River High, Wide and Heavy Corridor Coalition and the Railway Industrial Clearance Association (RICA).

**Q:** What is it that makes the Port of Longview stand out from other Columbia River ports?

**A:** "There are several reasons, really. First and foremost is our location. We are the first, full-service operating port on the deep-draft Columbia River. Now add almost 100 years of versatile cargo handling experience and you have a very attractive package. We also have an outstanding labor force that complements our cargo handling services perfectly."

**Q:** How does the Port accommodate so many types of cargo?

**A:** "The Port has made significant investments in infrastructure and equipment over the years to establish itself as an industry leader. Our on-dock rail system, storage options, cargo berths and access to mainline rail and highway make the Port of Longview a top choice among our customers."

## DIVERSE CARGOES: THE PORT'S KEY TO SUCCESSFUL OPERATIONS

The Port of Longview has been handling an incredibly diverse mix of cargo since its establishment in 1921. Port leaders realized from the beginning that having a varied cargo portfolio would be an important way to offset any reductions from one particular commodity. This decades-old strategy allowed the Port to be less reliant on any one type of cargo. It also led to the Port becoming the third largest port the state, attracting commodities of all kinds while creating thousands of local jobs.

In the first nine months the Port demonstrated their cargo plan by moving 72,000 tons of mixed freight. Lumber was an important first commodity, as was sugar (*see photo above*), grains, steel, paper products and automobiles. By 1927 the Port fully realized the benefit (and stability) diverse cargoes could bring when 246,000 tons of cargo moved across the docks - more than tripling the total of the first year.

As decades passed the Port aggressively pursued new types of cargo, never losing site of the flexibility its cargo handling model could provide. Today, wind energy components traverse the Port on trucks and rail, heavy lift project cargo takes up regular residency on the docks and grain exports have surged to an all time high. All of this cargo activity at the Port has resulted in a record 10 million metric tons of cargo moved in 2018, a nearly 14,000% increase from our humble beginning.

From lumber and sugar in the 1920's to state-of-the-art wind energy equipment and facilities today, the Port's cargo handling versatility continues to set us apart from competing ports on the West Coast. No matter the cargo, your Port of Longview is well equipped and committed to future growth and economic prosperity for the local community. 🇺🇸



A vessel loaded with wind energy cargo approaches the Port.

## HOW LONG DOES IT TAKE A VESSEL TO REACH THE PORT?

Nearly 300 vessels from countries around the world docked at the Port of Longview in 2018, but have you ever wondered how long it takes for one of them to reach us? We've done the math for you! Read on and discover sailing times from the Port's top trading partners.

### TOP TRADING PARTNERS + SAILING TIMES

- AUSTRALIA - 27 days
- BRAZIL - 34 days
- CHILE - 22 days
- CHINA - 23 days
- EUROPE - 35 days
- INDIA - 37 days
- INDONESIA - 26 days
- JAPAN - 19 days
- KOREA - 19 days
- MEXICO - 5 days
- PANAMA - 16 days

## REGISTER TODAY FOR A SEAT ON THE PORT'S SUMMER TOUR SERIES!



REGISTER NOW:  
**MYPORTOFLONGVIEW.COM**  
 OR CALL (360) 703-0231

\* Each of the six tours is limited to 30 people  
 \* Children under 18 must be accompanied by an adult  
 \* Groups of 8 or more please call for special arrangements

### 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](http://portoflongview.com)