

THE DAILY SHIPPING NEWS
Year 2004 World Trade Month Issue

PACIFIC NORTHWEST MARITIME **QUARTERLY**

May

2004

**WORLD TRADE MONTH
HONORARY CHAIRPERSON**

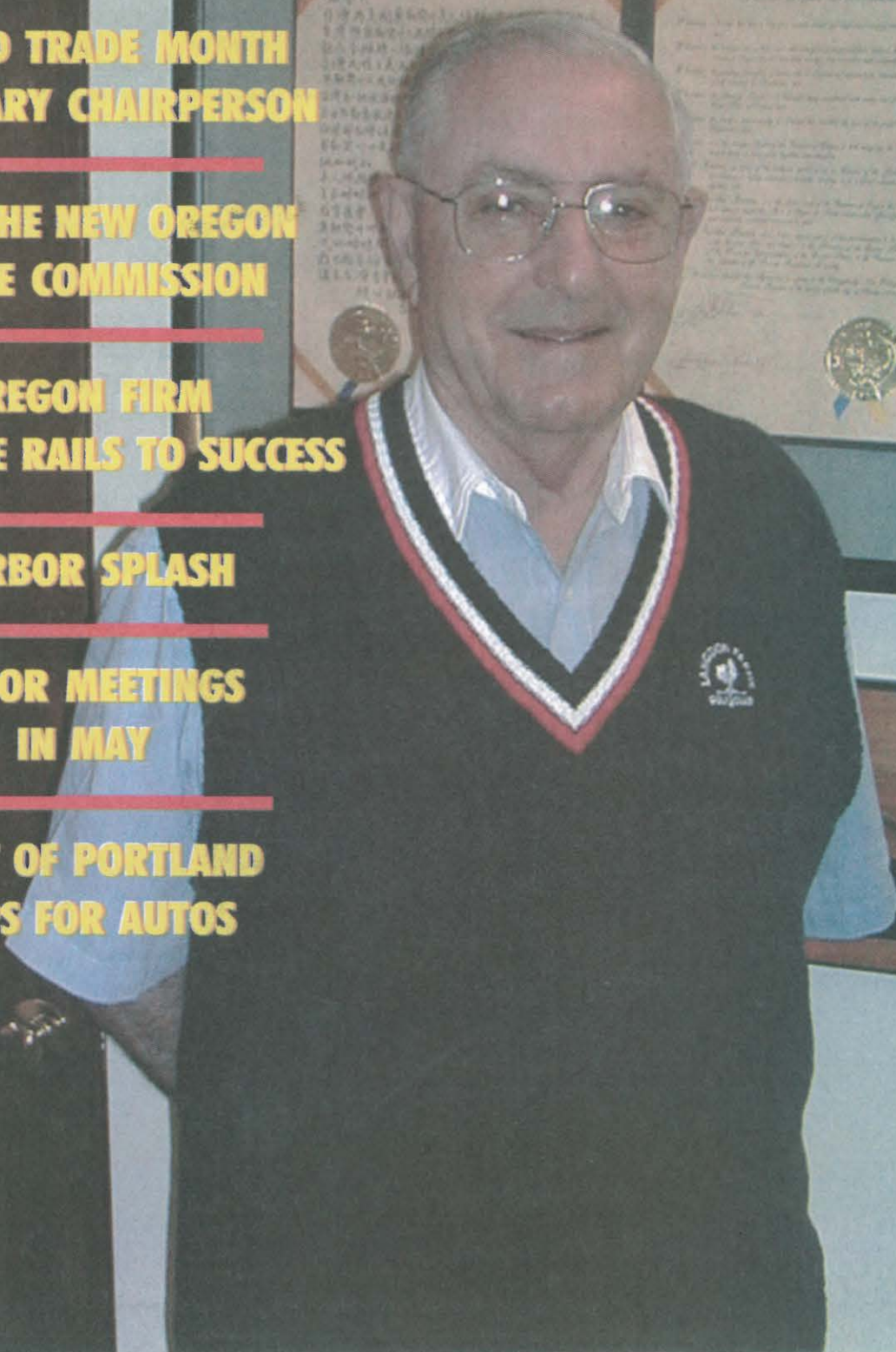
**MEET THE NEW OREGON
TRADE COMMISSION**

**OREGON FIRM
RIDES THE RAILS TO SUCCESS**

HARBOR SPLASH

**MAJOR MEETINGS
IN MAY**

**PORT OF PORTLAND
TOPS FOR AUTOS**



PACIFIC NORTHWEST MARITIME QUARTERLY

The Daily Shipping News presents the quarterly magazine for the Pacific Northwest transportation industry.

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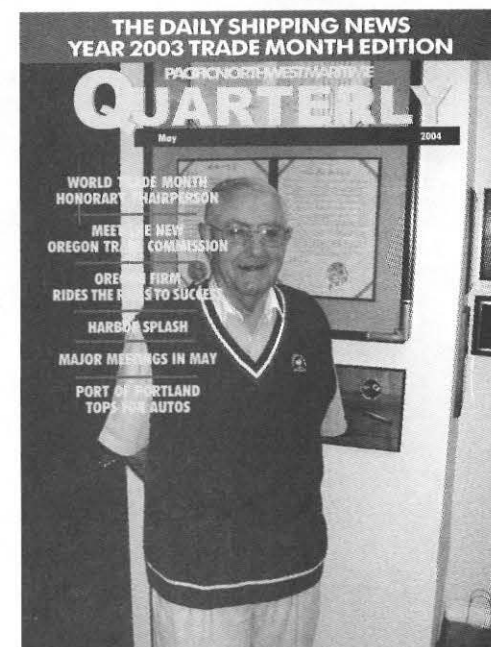
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Historic transportation photos provided by Hugh Ackroyd

On the Cover

Victor Atiyeh, governor of Oregon from 1979 to 1987 is this year's World Trade Month Honorary Chairperson



A celebration of World Trade good for transportation industry

We here at the Daily Shipping News enjoy publishing this special World Trade issue of the Pacific Northwest Maritime Quarterly.

As trade and transportation go hand-in-hand, expanding trade brings a healthy transportation industry. And, that's what keeps our doors open.

In this issue we spotlight an Oregon firm that is very successful in the areas of rail car production and barge construction.

This publication will also take a look at Oregon Governor Kulongoski's recently formed Commission on International Trade, headed by Ronald Ragen.

Be sure to read about a pair of upcoming events scheduled for later this month. A chance to meet with and hear the views of the governor's new International Trade Commission and the Governor's International Business Achievement Awards Luncheon will be held on May 21st at the

Hilton Hotel in Downtown Portland.

And, don't forget, the transportation industry's own celebration of national Maritime Day -- Harbor Splash! -- is slated for May 20th at Terminal 1 at Vancouver Landing. Read more about the event inside.

One more very interesting section of this special publication is this year's World Trade Month Honorary Chairperson.

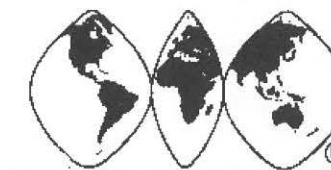
Past Governor of Oregon, Victor Atiyeh,

shares his views on the state of world trade in the State of Oregon.

The beginnings of many of Oregon's programs and practices in the area of world trade can be traced to Governor Atiyeh's two terms in office.

So, take some time to read this special publication.

You will find useful information and interesting items relating to trade that may make you feel like celebrating.



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Company also constructs barges in Portland **Oregon-based Greenbrier delivers rail cars globally**

If you ever need a rail car, look no further than The Greenbrier Companies in Lake Oswego, Oregon.

The company, a supplier of transportation equipment and services to the railroad industry in North America, builds new freight cars in the U.S., Canada and Mexico, and repairs and refurbishes freight cars and wheels at 13 locations across North America.

Greenbrier also produces rail castings through an unconsolidated joint venture and manufactures new freight cars through the use of unaffiliated subcontractors.

Jump across the Atlantic and Greenbrier builds new railroad freight cars and refurbishes freight cars for the European market through its manufacturing operations in Poland and various subcontractor facilities throughout Europe.

Greenbrier's new railcar manufacturing backlog in North America and Europe is currently 9,600 units valued at \$575 million. The company also owns approximately 12,000 railcars and performs management services for approximately 113,000 railcars.

Why stop at rail equipment? At Greenbrier's



A Sause Bros. barge is shown here under construction at Gunderson's Marine facility in Portland

Gunderson manufacturing facility in Portland, Oregon, the company builds rail cars and ocean-going barges for the maritime industry.

Gunderson introduced many new freight car components and railcar types to the market. These include high-cube boxcars, center-partition lumber cars, a wide variety of intermodal double-stack container cars, and Auto-Max®, a flexible, two-unit articulated railcar designed to carry automobiles on either two or three levels.

And what do Gunderson's customers think of the company's products?

"TTX is our largest customer," says Chuck Garman, vice president, Gunderson Marine

(Continued Page 7)

New Trade Commission setting plans in motion

Governor Kulongoski's recently formed Commission on International Trade has begun to meet and set their strategic goals for the state's presence in the global marketplace.

Ron Ragen of Davis Wright Tremaine was elected Chair of the Governor's Commission on International Trade which includes experienced women and men involved in international business in Oregon.

The Commission has chosen four areas of concentration during the next two years.

Transportation - Investments to expand Oregon's transportation infrastructure, making it more conducive to international business development.

Network Utilization - Maximizing contacts in overseas markets through private and public networks.

Education - Insuring higher education and the state's technical graduates are well versed in interna-

tional issues and practices; continuing a strong focus on workforce development to retain existing companies in Oregon and help them
(Continued Page 11)

Oregon International Trade Commission

Ronald Ragen, Commission Chair
Attorney, Davis Wright Tremaine LLP

Lindsay Stewart, Commission Vice Chair
Vice President and Chief of Staff, Nike

Ken Bailey, Vice President
Orchard View Farms

Ann Bunnenberg, President
Electrical Geodesics, Inc.

Gary Cardwell, CEO
Northwest Container Services, Inc.

Carl Davis, Vice President
Columbia Sportswear

Sho Dozono, President and CEO
Azumano Travel/American Express

Mark Dustan, Director of Int'l Sales
Clarity Visual

Jon Englund, President
Englund Marine Supply

Michele A. Girts, Vice President
CH2M Hill

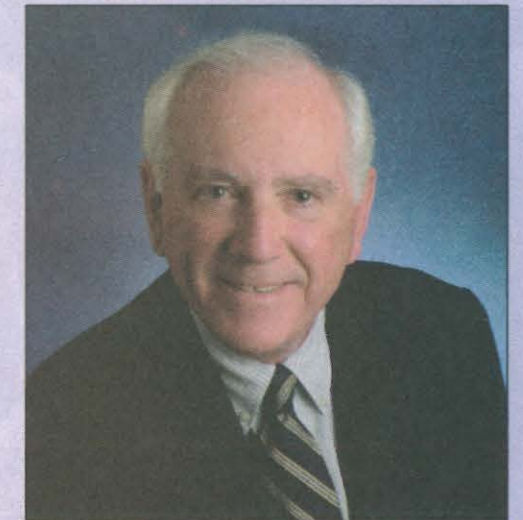
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Cascade Publications

William Ihle, Sr. Vice President
Yamonouchi Consumer Inc.

James Snodgrass, Export Sales Vice President
Contact Lumber Company,

Darrell Webb, President
Fred Meyer

Junki Yoshida, Chairman/CEO
Yoshida Group



Ronald Ragen

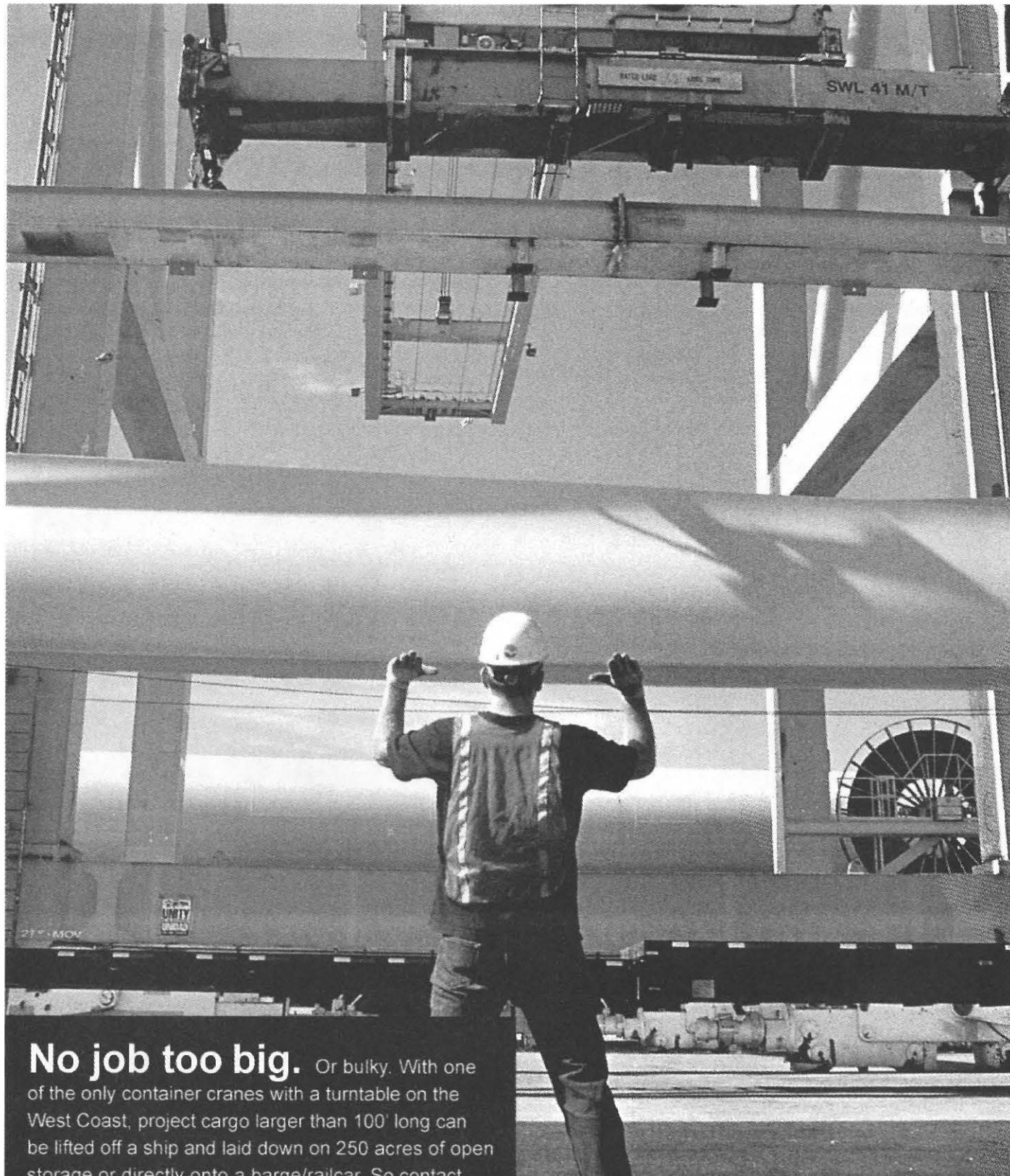
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Oregon House of Representatives

The Hon. Ryan Deckart
State Senator
Oregon State Senate

Department Representative
Marty Brantley, Director
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Development Department

Mike Doyle, Director
International Division
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Greenbrier...

(Continued From Page 4)

Sales and Marketing, "they have a quality assurance program that they have with all their major suppliers. No one has won it more than twice in a row, except Gunderson, we've won it 13 consecutive years for our rail operation, and 12 for the wheel shops."

"In a lot of cases we're not necessarily the cheapest builder out there for rail cars, but we are the highest quality," adds Mr. Garman.

The company's rail customers include all Class 1 and many short line railroads, shippers, leasing companies, and ocean shipping companies. Since 1960, Gunderson Inc. (including its predecessor companies) has produced more than 100,000 railcars.

"When we're really going full tilt we'll build as many as 24 rail cars a day," says Mr. Garman.

Adding that Gunderson currently has one of its largest backlogs ever for railcar orders, Mr. Garman explains that they've probably got their largest backlog in Marine too. "We're out almost

two years in marine right now," he explains.

Gunderson's marine yard is a deep-water facility, equipped for constructing all types of river and ocean-going barges.

The marine yard is well staffed, fully equipped and flexible to construct small or large vessels and oceangoing barges. With a 700-foot-long side-launch ways, the largest such side-launch ways on the West Coast, and 200-ton crane service, Gunderson can handle vessel construction up to 650 feet long by 110 feet wide.

An experienced marine engineering department is equipped with technology to efficiently develop hull designs and make detailed shop drawings.

Since WWII, more than 250 ocean-going vessels have been built, including double hull, gas turbine-electric drive oil tankers, and triple deck ro-ro barges.

Other projects have included oil and deck cargo barges, chemical barges, dump scows and military gun boats.

Gunderson constructs rail cars and barges, but the company also builds barges that carry rail cars.

"We have been building rail barges going back as far as 50 to 60 years," says Mr. Garman.

Recently Gunderson built combination rail/container/breakbulk cargo barges for Lynden Inc. "These are truly intermodal barges," explains Mr. Garman. "They carry every kind of a rail car you can think of including double stack cars, and they have racks on top of the barge that hold containers."

Measuring 420-feet long by 100-feet in beam and 24-feet deep the barges are used by Lynden on the route from Seattle to Whittier, Alaska for Alaska Railroad.

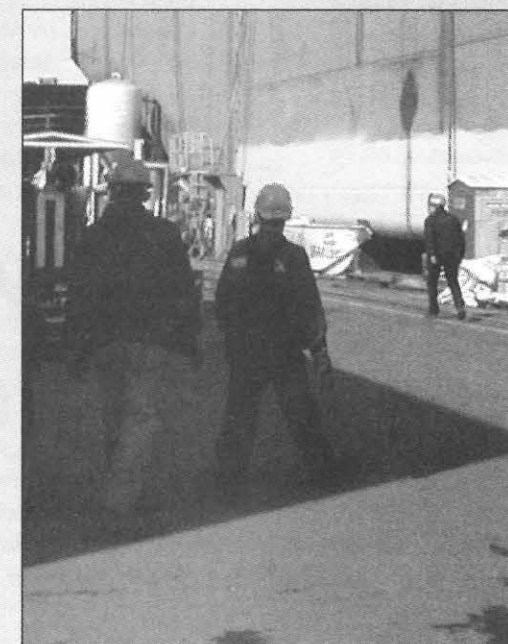
Other Gunderson Marine customers have included, Chevron, Crowley, Sause Bros., Manson Construction, Dutra Construction, Pacific Hawaiian Lines, Northland Services, Columbia Coastal Lines and many others. In fact, Mr. Garman says the company has built barges for just about everybody on the West Coast and quite a few on the East Coast.

The company even built the hull of the historic Steamer PORTLAND.

GLOBAL WORKFORCE

Gunderson markets its products around the world, but an interesting side note is its workers come from all corners of the globe.

Gunderson employs approximately 1,300 workers at its facility along the Willamette River in N.W. Portland. The Gunderson workforce speaks 22 languages, with 46 percent of their employees speaking English as a second language.





The Columbia River Propeller Club welcomes the transportation industry to the 14th Annual Harbor Splash, May 20, from 4:30 to 7:30 p.m., at Vancouver Landing at Terminal 1. Great food, live music, fireboat displays and more will be on tap at one of the largest annual social events on the Columbia River. Tickets at \$25 each entitle you to a Harbor Splash T-Shirt, all you can eat barbecue and an evening of rubbing elbows with the industry's best. Catered by Howard's, the menu features: baby back ribs, chicken, hamburgers, baked beans, coleslaw, potato salad, watermelon, rolls, cookies and soda. No-host beer and wine will also be available. Tickets must be purchased in advance. Reservations will be accepted until May 17. For more information, contact Doris at (503) 220-2098. The event is sponsored by the Portland Lines Bureau, Port of Portland and Port of Vancouver, USA.

Harbor Splash
2004

Victor Atiyeh elected in January, 1979

Past Oregon Governor blends business with politics

Ask past Oregon Governor Victor G. Atiyeh about Oregon's place in world trade, and he will point to the difference between when he took office as governor and when he left.

"When I became governor in 1979, world trade was not much of an issue. We were very provincial. Oregon wasn't really doing a heck of a lot," said Mr. Atiyeh. "There were some very bright people who got into trade and on their own were doing well but generally there wasn't much reach."

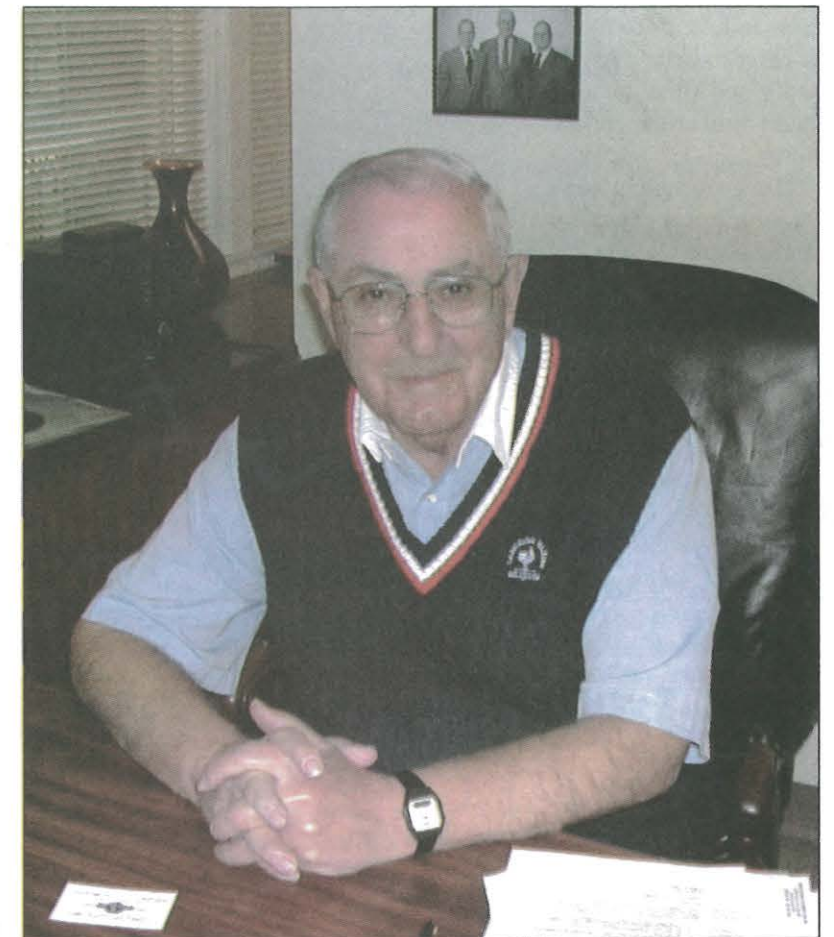
The whole idea of money exchanges, being able to ship and all the forms you had to fill out was way over the head of most people at that time, the governor explains.

When I left, continued Mr. Atiyeh, one out of six Oregon businesses were involved in international trade, this was cut in half from one out of 12 when I took office. "There was an excitement," added Mr. Atiyeh. "There was a feeling that now we're part of world trade."

Mr. Atiyeh served as Oregon's governor from January 8, 1979 to January 12, 1987. He also served as a member of the Oregon House of Representatives representing Washington County from 1959-1964 and as a state senator from 1965-1978.

He ran unsuccessfully for governor in 1974 but won four years later against incumbent Governor Robert Straub, attracting 55 percent of the vote. He was elected to his second term against current Oregon Governor Ted Kulongoski by the largest margin in 32 years, winning 61.6 percent of the vote.

During his two terms in office, Mr. Atiyeh launched a worldwide tourism initiative; lead successful international and domestic trade missions; opened Oregon's first overseas trade office in Tokyo; and signed a sister-state agreement with China's Fujian and Taiwan Provinces.



Past Oregon Governor Victor Atiyeh at his office in downtown Portland. The governor is currently president of Victor Atiyeh & Company, international trade consultants

"There was a maturity going on, added the governor, we reached the point where world trade was no longer a stranger. I was very upbeat on Oregon when I left office. Because I knew where we were in position to Washington, California, Arizona, Nevada... states we were competing against. I filled the gas tank for Neil Goldschmidt. I was disappointed, however, that nobody ever went back to the gas station."

The governor's administration was successful in

Continued on PAGE 10

Honorary Chairperson Governor Victor Atiyeh

Continued from PAGE 9

creating thousands of diversified jobs and attracting new industries to the state. He also helped to diversify and strengthen Oregon's timber-dependent economy.

"The government can't create jobs, but it can create the atmosphere for jobs," adds Mr. Atiyeh.

Governor Atiyeh fought for and supported federal legislation designating the Columbia River Gorge as a national scenic preservation area. Today, he supports the Columbia River navigation channel deepening project.

"I think it ought to happen," said Governor Atiyeh, "I have no question about that."

Among his other accomplishments were improving state management, reforming workers compensation, and energy and economic development programs. His

administration's priorities included property tax limitation, land use planning reform, renewed aid and commitment to higher education, continued emphasis on economic development, and establish-

ment of special programs for public safety in Oregon's fishing and lumber industries.

He also showed strong support for historic preservation and the Oregon Arts Commission. New laws against drunken driving were passed during the governor's administration. His Advisory Committee on DUI was effective in heightening public awareness of the seriousness of the drunk driving problem.

The governor's Commission on Aging sponsored the passage of the Senior Services Division which created a more supportive environment to Oregon's older citizens in getting necessary care and services. Mr. Atiyeh was instrumental in establishing Oregon Food Share, the nation's first

statewide food bank. Because of his successful efforts to enact laws against racial harassment, He won the Distinguished Public Service Award of Oregon B'nai B'rith and the highest honor for public service from the U.S. Department of Justice. Today, when you ask me were we are in relation to world trade... I say we're Ok, but were not where we could have been.

"I have to admit," said Mr. Atiyeh, "Japan's economy went bad, the Korean economy went bad. But, on the other hand, the European community is bubbling along. Still there are opportunities in Europe and other parts of the world."

Our current governor seems to be serious about international trade, and I hope that continues to develop, adds Mr. Atiyeh.

Mr. Atiyeh was born on February 20, 1923 in Portland. He and his wife, Dolores, have two children. After attending the University of Oregon in Eugene for two years, he joined Atiyeh Brothers, the Portland rug and carpet firm his father had established at the turn of the century.

"I grew up in a family business," explains Mr. Atiyeh. "I'm more businessman than I am a politician."

Mr. Atiyeh currently serves on the Board of Directors of Atiyeh Brothers and is a consultant in the area of international trade. "I've always got something to do," he says. "I'm still open for business. I come to the office every day."

Commission...

(Continued From Page 5)

expand by learning improved techniques.

Advocacy - Increasing awareness of the international connectivity that Oregon has to the international economy. Also assisting Oregon companies to function in the broader international market.

Ron Ragen steers the commission along with Marty Brantley, director, Oregon Economic and Community Development Department and Mike Doyle, director of the Department's International Division.

With his travels and business contacts, Mr. Ragen is one of the most knowledgeable people in Oregon when it comes to international commerce. Mr. Ragen will not admit that. "I don't purport to be an expert," he says. Yet few people have the experience and contacts in Asia that Mr. Ragen has developed since he began to focus on international business in 1983.

If you ask Mr. Ragen what started his international business interest, he will tell you his first international experience was in high school when he was an American Field Service Exchange student in Italy.

To this day, he continues contact with his host family.

In college he was influenced by Richard L. Walker while at Yale. Mr. Walker is the inventor of the "domino theory," and was a professor at Yale University and at the University of South Carolina before being chosen by President Reagan to be U.S. Ambassador to Korea.

Mr. Walker is credited with contributing to the development of democracy and prosperity in Korea. Mr. Ragen had a good mentor for his future as an international businessman.

With 75 trips to Asia helping Oregon companies in Asian markets and representing Asian companies in Oregon, Mr. Ragen has earned his credentials.

He started working with international business as a way to expand his law firm. Early on he had a global vision and recognized that Oregon is located in a unique position. "I knew if we played our cards right, we could be a major area for international business. I don't think we've done that well

so far."

In defining the goals of the commission, Mr. Ragen says, "in broad terms, we will work to help Oregon businesses be more competitive internationally."

For the next two years, the commission will focus on the four task force areas (transportation, network utilization, education and advocacy). Gathering information and taking action is the strategy the commission will develop and implement for the next two years.

All of the task force groups have begun their work. Position papers and specific action items will result from their research.

The goal is to find areas where the commission can use its knowledge and experience to have an impact and prove useful to Oregon business and industries.

Another role for the commission will be to counsel the governor and the legislature on international issues and initiatives.

The commission members are experienced and respected members of the international business community. Their contribution in Oregon will be to advise the decision makers on areas that will favorably impact the state's competitiveness in the global market.

Mr. Ragen has worked throughout the world and seen a lot of changes. "We are now in a truly global economy. The United States' economy has to change and Oregon's economy has to adjust to the changes." He believes, "Oregon needs to find our niche and figure out how we can take advantage of it."

Mr. Ragen sees the entrepreneurship and innovative skills the United States and Oregon offer the world marketplace as strong points for international competitiveness. "One of our jobs is to use these attributes and fit them into the world market."

"Clearly a very special role for the commission is to make sure our companies grow, expand and stay in Oregon. The challenge is to keep Oregon owned businesses owned by Oregonians and expanding in Oregon. International business is essential to the health of Oregon's economy."

When asked what he'd like to accomplish if he could, Mr. Ragen replied, "I'd like the Commission to have a beneficial effect on state policy and for businesses in the state to take full advantage of their international opportunities. I'd like to see a graduate business school developed in Oregon that is recognized throughout the world for its expertise in international commerce."

COMING UP NEXT...

The Pacific Northwest Maritime Quarterly brings you its Maritime Support Services issue

A special report covering services and businesses that keep the Maritime Industry moving

Scheduled for August in the

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Mark you calendars for May 21 One Day -- Two Big Events

A Dialogue with the Governor's International Trade Commission

A Forum on Oregon's International Trade
9:00 - 11:30 AM
Hilton Hotel, Downtown Portland,
921 SW Sixth Avenue

Cost: \$10.00

Come meet the International Trade Commission.
Hear about their goals and ask them questions
about international business in Oregon.

To register for this event,
email Patty McWayne or call her at 503-229-6056.



Governor Kulongoski signs into law HB 2267, the tourism promotion package, at the Portland International Airport

&

Governor's International Business Achievement Awards Luncheon

Program Host: Marty Brantley, Director of the Oregon Economic and Community Development Department

Keynote speaker: Bill Wyatt, Executive Director - Port of Portland,
"Staying Relevant in the Global Economy"

11:45 AM - 1:30 PM
Hilton Hotel, Downtown Portland, 921 SW Sixth Avenue
Cost: \$30.00

To register for this event,
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Going to both events? Cost is \$37.00

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Top position achieved for fourth year running

Port of Portland leads West for total auto count for '03

Handling more than 366,000 vehicles in 2003, the Port of Portland is the top auto port on the West Coast for the fourth year in a row, as reported in Automotive Logistics magazine.

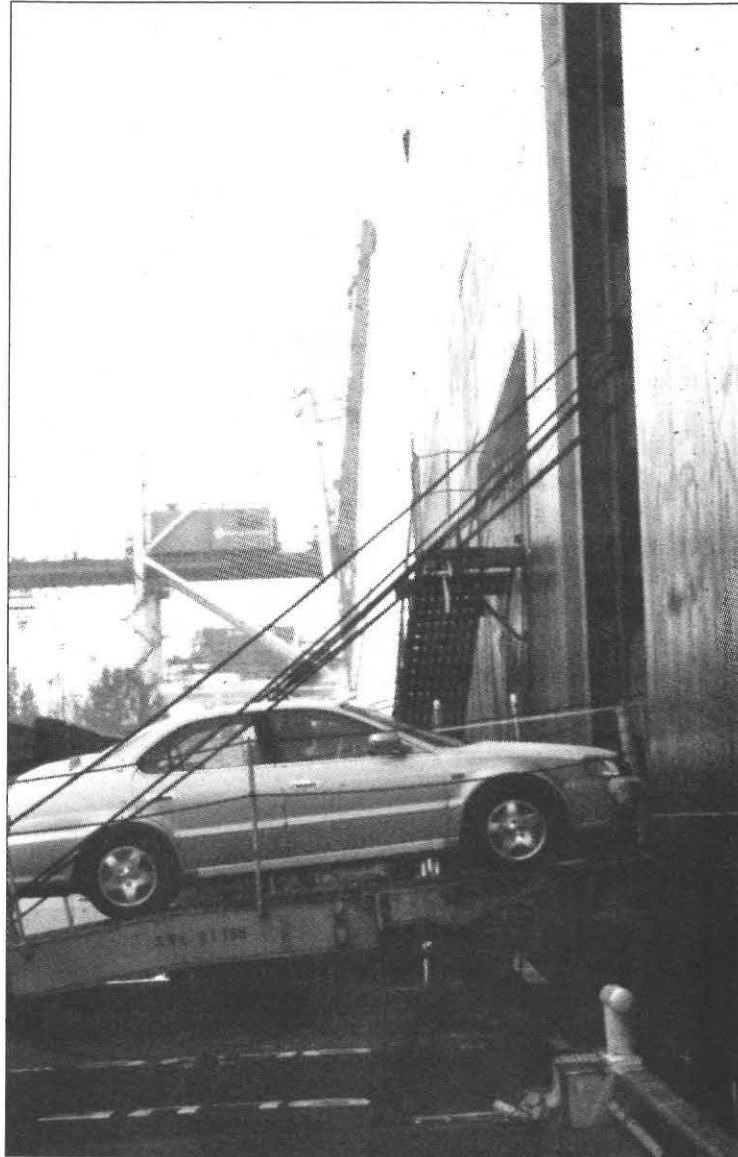
The port ranked fourth among all U.S. auto ports. "Portland has become the Northwest region's automobile distribution hub," said Port Marine Marketing Manager Bob Lipscomb. "Our river, rail and road systems make Portland attractive for automobile importers." Currently, Honda, Hyundai and Toyota import through the port's Terminals 4 and 6.

Chrysler, Ford, General Motors, Honda and Toyota also ship cars from the Midwest to Portland for regional and international distribution.

Earlier this year, the Port of Portland and Toyota Logistics Services Inc. marked a major milestone in a \$40 million Toyota Redevelopment Project at the port's Terminal 4, by dedicating a new split-level dock. The event signaled the conclusion of the port's portion of the \$40 million Toyota Redevelopment Project, which comprised about \$10 million in dock, riverbank and yard improvements.

Other facility improvements included five acres of restored riverbank, an innovative new stormwater treatment system and new energy-saving, directional yard lights that reduce glare into neighboring homes and businesses. Toyota Logistics Services' Terminal 4 operation directly employs more than 200 people. Toyota processed more than 171,000 new vehicles through its Terminal 4 facility, including about 140,000 imports from Japan.

With automobile imports rushing into Portland in late 2003, Hyundai required 23 additional acres of storage property to handle a peak of more than 25,000 auto units in January, setting a record for the number of automobiles handled simultaneously at Terminal 6. During this influx of automobiles, the port also welcomed the arrival of the largest single shipment of automobiles in the history of the port when Hyundai discharged nearly 4,600 automobiles from a single ship at Terminal 6. "The high volume of auto trade makes the cost of shipping cars via Portland less expensive than other, larger ports," said Mr. Lipscomb. "We are continually looking at ways to stay competitive in the automotive industry, including upgrading our infrastructure and expanding our intermodal capacities."



A photographic look back...

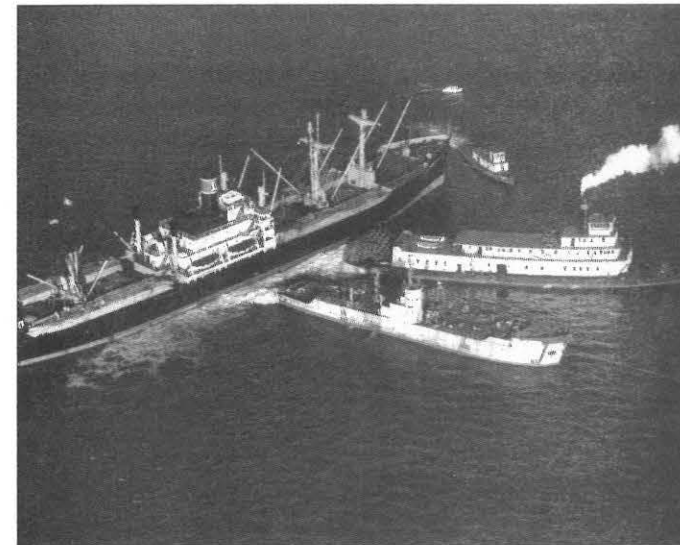
Terminal Two in Portland
June 30, 1952



Honor guard arrives for Portland Columbia
Airport dedication
August 22, 1951



The YOUNG AMERICA loading phosphate
October 25, 1951



The Steamer PORTLAND and the SALVAGE CHIEF
work to free the PINE BLUFF VICTORY
September 21, 1949

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