

# ALABAMA

THE OFFICIAL MAGAZINE  
OF THE ALABAMA STATE PORT AUTHORITY

# SEAPORT

MARCH 2010



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# ALABAMA SEAPORT

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## On The Cover:

The STAR EVVIVA at the Pinto Island Steel Terminal with the first load of steel plates for ThyssenKrupp USA. (Photo courtesy of Thigpen Photography.)



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# Pinto Terminal Handles First Steel Shipment

The first of many shipments of steel made their way into the Port of Mobile in late February. The delivery was a chance to put years of ideas, engineering and development to the test. Nearly 10,000 tons of steel slabs from a ThyssenKrupp mill in Germany were offloaded from the STAR EVIVA at the new Pinto Island Steel Terminal February 24 and 25.

“Of the 393 slabs which came into the Port of Mobile, the first step will be to pick five to truck to Calvert,” said Scott Posey, director of Communications for TK. “We will choose five slabs of various lengths, widths and weight. We will use those five to test our logistical systems, such as the cranes at our river terminal and in our slab yard as well as our RFID and inventory systems,” he continued. The RFID system is a radio frequency identification system used to track each slab of steel on its journey from the original creation site to the mill itself as well as the type of each individual slab.

“The testing will take about a month. In April, we will barge the remaining slabs to Calvert,” Posey went on to explain. “Since our hot strip mill will begin operations this spring, these slabs will initially help us with our cold and hot commissioning which is an intensive process that ensures the thousands of pieces of equipment we’ve installed will work and run smoothly.”

Getting slabs that weigh an average of 23 metric tons from a ship to a mill some 45 miles upriver is no small job. This was the first time the cranes specially designed to move these huge slabs of steel at Pinto Terminal were put to the test. Giant magnets on the cranes will move a constant stream of steel onto barges when the ThyssenKrupp steel mill is operational later this year. “While 393 slabs sounds like a lot, when we are getting regular weekly shipments from our sister facility that is nearing completion in Brazil, we will be getting ten times that amount or about 3,000 slabs per week,” Posey said. “In just one of these shipments from Brazil, there will be more steel delivered in tonnage than we’ve erected in all of our facilities during the construction phase of our project.”



The cranes at Pinto Island are operated remotely so no one has to be on the dock as the work is done.



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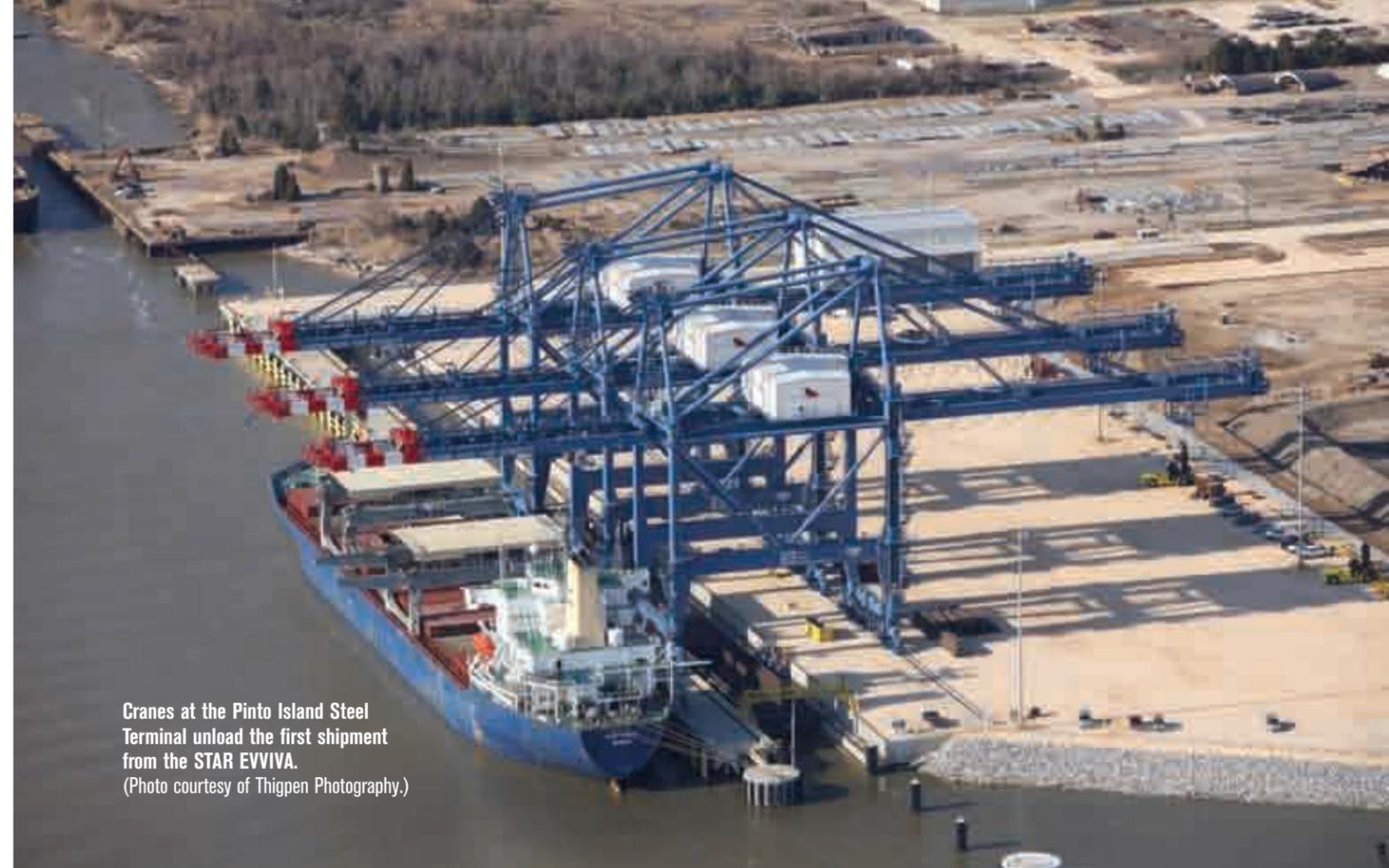
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Cranes at the Pinto Island Steel Terminal unload the first shipment from the STAR EVVIVA.  
(Photo courtesy of Thigpen Photography.)

The Alabama State Port Authority designed and built Pinto Terminal with efficiency in mind. The Port Authority's terminal concept was one of the key factors in TK officials' decision to locate in Alabama. Pinto Terminal's systems employ never-before used technology in a ship-to-shore operation to reduce manpower and operating costs. Steel can be offloaded from a ship directly to barges to go upriver or onto the dock for storage. Pinto Terminal's cranes utilize magnet lift technology, which was developed in partnership with TK, to reduce manpower during offloading operations and to eliminate costly dunnage. The Authority's uniquely engineered barge haul system, positioned just under the cranes behind the ship's berth, is equipped with three units that will independently or simultaneously control three barges during cargo loading operations. The fully automated terminal cranes, barge haul system and yard equipment run on electric powered drives to cut down on carbon emissions and noise levels. These systems as well as the RFID technology ensure seamless and efficient operations.

“We are very proud of the Pinto Terminal,” said James K. Lyons, director and CEO of the Alabama State Port Authority. “It represents what we are capable of accomplishing when we get a good challenge,” he added.

Regular shipments from the \$6.5 billion mill in Brazil are expected when the project is completed this summer. The journey from Brazil to Calvert will take an average of 16 days.

“This (test shipment) represented a couple of firsts,” said Grethe Hoyvik, VP & general manager, Grieg Star Shipping, owner and operator of the STAR EVVIVA. “Everything worked better than everyone expected at this point.” She went on to say that another test shipment is scheduled to arrive on the STAR AMERICA in late March.

The ship was in port a little longer than it would have been so workers at Pinto could test different offload patterns. “This is just part of being a test ship,” said Hoyvik. The port call became an opportunity to show off the new technology and celebrate the milestone in TK's construction. Grieg Star hosted a reception aboard the EVVIVA for officials from TK, the Alabama State Port Authority, shipping industry representatives and the U.S. Coast Guard. Everyone was able to watch the Pinto cranes at work from the bridge of the EVVIVA.

ThyssenKrupp Steel USA also has cranes at its riverside terminal in Calvert. “While the technology in our cranes at our river terminal in Calvert is similar to that used in the ones in Mobile, ours are a little smaller and look a little different,” said Posey.



The plates coming into the terminal weigh an average of 23 metric tons. The cranes lift them off the ship and can load them onto barges for immediate shipment or onto the dock for storage.

In Calvert, construction crews continue to install equipment and get the carbon steel mill ready for operation. "We are at the peak of our construction right now," said Posey "Workers are cabling electrical systems and installing hydraulic systems and the water treatment equipment for process water. Equipment continues to come in. Two out of three river terminal cranes have been installed and the last one is in the process of installation. The slab yard is almost complete and will soon be operational. When the mill is running, slabs will be offloaded from barges at the river terminal and be moved by ground transport into our slab yard which is an open air storage area next to our hot strip mill."

The carbon steel facility will house several different mills, a hot strip mill that will come online this spring, a cold rolling mill and finally, four hot dip galvanizing lines which will each come online according to a carefully phased schedule until most of the mill's processes are operating sometime around the first of next year.

Hiring is also happening at a brisk pace. "We currently have 800 team members. We have been hiring at a rate of about



Magnetic lifts stack plates of steel on the dock at the Pinto Island Terminal.

30 new team members per week. Between now and the end of the year, we will put another 900 people to work. While we are rushing to meet operational and production schedules, we are also rushing to meet aggressive hiring schedules," said Posey.

Once hired, workers will spend time at the Erich Heine Learning Center run by Alabama Industrial Development Training, part of the state's two-year college system. Some of the company's team will continue to go to Germany for specialized courses. Training for every new team member lasts anywhere from two weeks to several months.

"In 2011, ThyssenKrupp will have been making steel for 200 years. This company has a confident way of producing a quality product. We want to impart this philosophy of customer service and quality into all of our new team members," said Posey when talking about why training is so important to the company.

# STAR EVVIVA RECEPTION



Grieg Star Shipping hosted a reception aboard the STAR EVVIVA to celebrate the first shipment of steel coming into the Pinto Terminal. Representatives from Grieg Star, ThyssenKrupp, the Alabama State Port Authority, the U.S. Coast Guard and other shipping interests from the area were able to watch the Pinto cranes at work from the bridge.

"We are a big carrier in Mobile and we took this opportunity to celebrate a little bit with our customers and partners," said Grethe Hoyvik, VP & general manager, Grieg Star Shipping, owner and operator of the STAR EVVIVA. She added that the company was pleased to be able to bring this historic shipment to the Port.

1. Jan Huijter, TK Logistics, Rotterdam; Mike Lee, Page & Jones; Glenn Reibe, ASPA; Brad Ojard, ASPA

2. Jimmy Lyons, Director and CEO, ASPA; Grethe Hoyvik, Grieg Star; Uli Albrecht-Fruh, ThyssenKrupp; Kai Mahnke, ThyssenKrupp

3. Ned Mattingly, Page & Jones; Jan Huijter, TK Logistics Rotterdam; Bobby Satter, Page & Jones

4. Glenn Reibe, ASPA; Charlie Earle, Grieg Star; Kai Mahnke, ThyssenKrupp

5. David Cooper, ASPA Board Member; Grethe Hoyvik, Grieg Star; Dan Wilkins, CSA

6. Master, MV STAR EVVIVA; Frank Ward, Grieg Star; Buddy Greene, CooperTSmith

7. Mickey Matthews, Grieg Star; Grethe Hoyvik, Grieg Star; Jan Huijter, TK Logistics Rotterdam

8. Bill Bru, ASPA Board Member; Brad Ojard, ASPA; Jimmy Lyons, ASPA; Kai Mahnke, ThyssenKrupp

9. Tad Wilcutt, Crescent Towing; Glenn Reibe, ASPA; Michael Douglas, Premier Bulk; George Manders, SeaBulk Towing

10. Doug Barton, Grieg Star Atlanta; Andrew Cooper, Crescent Towing; Capt. Steve Poulin, USCG

# Heavy Lift Services

## Now Available at the Port of Mobile



**Barnhart Crane and Rigging is a leading national supplier of heavy lifting and transportation solutions. In addition to providing heavy lift barge crane services for the Port of Mobile, it also brings engineering and innovative solutions for heavy lift projects, including specialized rigging equipment and logistical experience.**

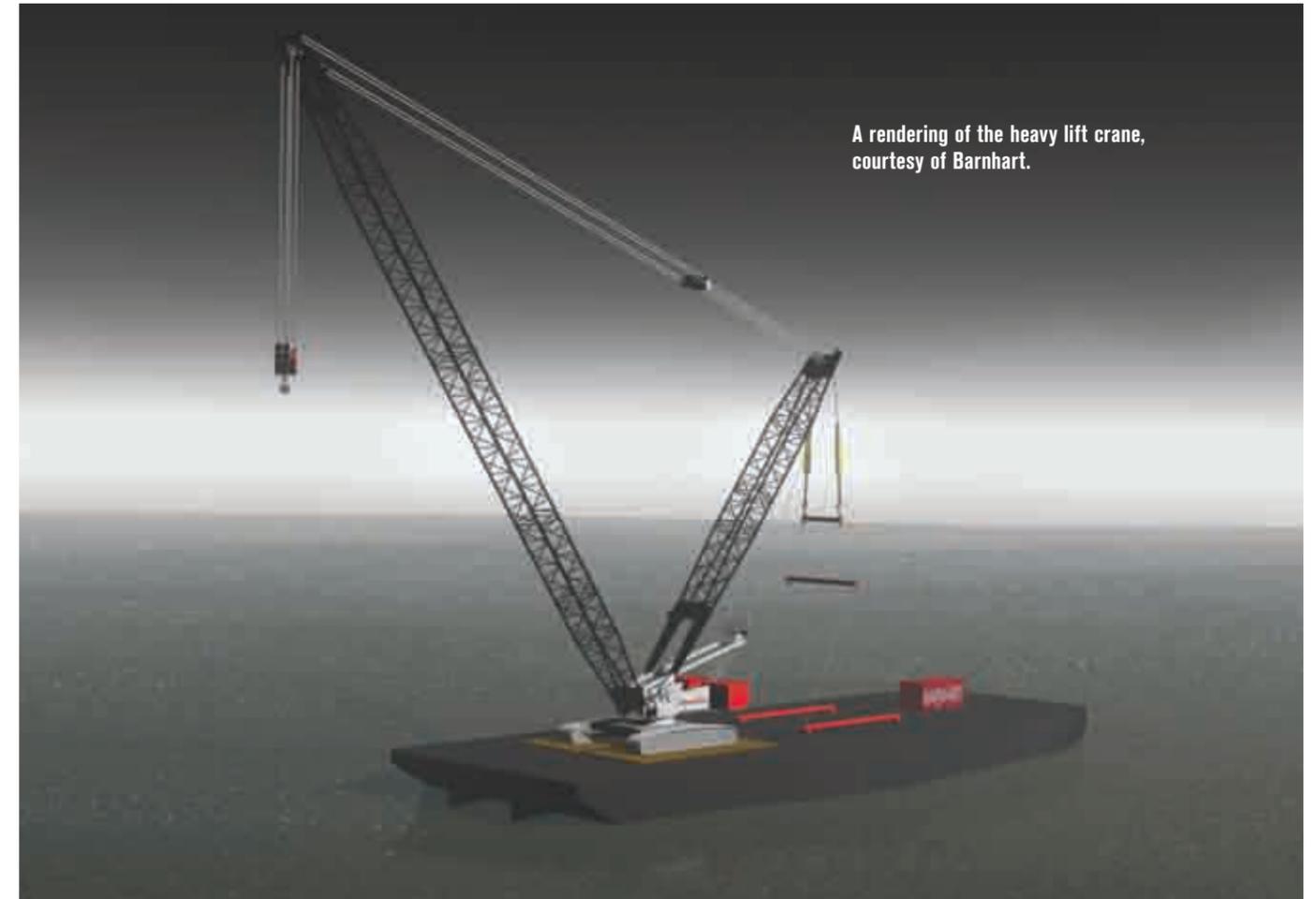
The Port of Mobile is ready for some heavy lifting with the addition of heavy lift barge crane services for cargo customers. The barge-mounted heavy lift crane is capable of lifting cargo up to 400 tons from ship to barge, rail, truck or specialized carrier. "This heavy lift floating crane will provide an advantage to our customers in need of greater flexibility and capacity for cargo transfer on the Central Gulf Coast," said Alabama State Port Authority director and CEO James K. Lyons. "We think this partnership marks a significant benefit to shippers at both public and private terminals."

John Mickler, the Port's general cargo and intermodal manager, said there has been a need for some time for a heavy lift crane in the Port of Mobile. "We get a lot of requests for heavy lift type cargo into Mobile and one of the first questions asked is 'do you have the crane capacity to unload the proposed cargo.' Previously, a heavy lift crane would be mobilized to the Port for any lift beyond the capacity of the cranes that the Port owns and beyond the capacity of commercial companies that provide daily crane services within the Port. To bring in a crane of that type is very expensive, and in most cases the business would go to another port where the heavy

lift services are available. We didn't have that capacity before and that was putting Mobile at a disadvantage," Mickler explained. "But not for long. It is on the way."

Barnhart Crane & Rigging, a leading national supplier of heavy lifting and transportation solutions, was selected to provide the heavy lift crane and the company anticipates it being ready for work in mid-May. The crane will be shipped to Mobile in sections, reassembled and fitted to a barge, then further customized to meet the Port's needs.

News about the heavy lift crane is spreading among the shipping community. "We're getting a lot of calls now for proposed cargo into Mobile," said Mickler. "It just thrills me to be able to know we can now offer this service. It confirms what we suspected, and that is that there is a market out there for services that we are offering." Mickler is already quoting heavy lift cargo arriving in the third quarter of 2010—cargo that will need the services of a heavy lift crane. He explained that much of this heavy lift cargo will be power generation items such as transformers and generators, but is not limited to that market.



A rendering of the heavy lift crane, courtesy of Barnhart.

"Having this crane will be a real benefit to the Port and all of the Port community," said Mickler. "This is something we've never had before: a 'Mobile-based' crane with the capacity for heavy lifts. This is a real benefit to Mobile in general, and will also benefit our shippers, our shipping lines, our terminal operators, shipyards and other terminals. It's so nice to know that in a few months we will be able to handle heavy cargos and that we will now have the crane capacity to do so. I'm excited about it. It's going to be a great addition to Mobile's infrastructure."

While a stationary crane is limited to one specific location, this barge-mounted crane has the ability to travel to the customer. A land-based crane has limited flexibility and reach to get into a ship's hold. A crane on tracks has a finite range of motion as well. The Barnhart crane offers flexibility. "If it's doing its job, it will be very nomadic," explained Barnhart Director of Marketing Chris Teague. "This crane can get right alongside the ship. Obviously, the closer the crane can get, the higher its capacity."

Barnhart is bringing more than a crane to the Port of Mobile. "It's the additional services we bring to bear that sets

us apart from another crane company," said Teague. "Our claim to fame is our ability to provide engineering and innovative solutions for heavy lift projects. We have the ability to do it all—complete transfer and lift solutions for whatever comes into the docks regardless if its final destination is Barry Steam Plant (in north Mobile County) or a location in Minnesota. We can make sure that happens. It makes it a simpler, easier approach for Port customers." This includes specialized rigging equipment to be used in the transfer process, as well as logistical experience in rail, barge and overland heavy haul transportation.

Jeff Latture, senior vice president for sales and marketing at Barnhart, explained that the new crane and the company's ancillary turnkey services will allow the Port of Mobile to be more competitive with other U.S. ports. "For Port of Mobile users, Barnhart will also be able to offer a new dimension in transport and lifting solutions," he said. "Considering our engineering capabilities, specialized equipment like hydraulic gantry, slide systems and electronic steer Goldhofer trailer, we should be able to handle the toughest cargo challenges."



**Barnhart Crane & Rigging has 23 locations across the nation and provides logistics, machinery moving and plant relocations, thanks to the company's experience in rail, barge and overland heavy haul transportation.**

The greatest benefit centers around power-generated cargo, an industry that continues to do well, that comes from overseas and is seeing growth in the Southeast U.S. due to an increase in population. "There's not a good port in the Southeast that has complete services," Latture said, including discharging heavy cargo from break bulk ships. "We offer heavy lift and transfer to rail or inland barge for travel on inland waterways." Barnhart's services can even include on-site placement. "We can go from ship to anchor bolts, or ship to site," he noted. The company also offers heavy cargo storage at the Port.

This combination of services makes the Port of Mobile more attractive for customers with big cargo, explained Latture. Additionally, the Port is smaller and less congested than other nearby ports, as well as closer to the sea buoy than New Orleans or Houston. "It opens up a whole new clientele," he said. "It's a more attractive port as a permanent port for these ship lines." Many lines use Mobile as an occasional or itinerant port, but Latture thinks the new heavy lift crane and Barnhart's additional services could make Mobile a regular port of call for many lines. Currently, the Port of Mobile ranks as the 9th largest U.S. seaport in total volume. It offers container, general cargo, bulk and now heavy lift facilities with immediate access to five Class 1 railroads, Interstates 10 and 65, and nearly 15,000 miles of inland waterway connections.

Mickler said the heavy lift crane Request for Proposal was distributed to local crane companies and to well-known names in the heavy lift/heavy rigging/heavy haul industry in October 2009. After an initial surge of interest, several companies responded with proposals. Mickler said method, approach, pricing and equipment were determining factors. Barnhart's proposal included the ancillary services it could provide to complement the heavy lift services, including rigging and transport.

"At the end of the day, in the RFP we asked for certain things, but we gave a lot of latitude," Mickler said. "We made it where the companies responding could provide as much or as little information as they wanted to. Barnhart's proposal was complete, professional and easy to understand."

Barnhart Crane & Rigging operates the Memphis Heavy Lift Terminal, featuring a 1,250-ton derrick crane. With 23 locations across the country, the company provides logistics, machinery moving and plant relocations. Additionally, it is certified to the ISO 9001:2008 international standard and has been registered since 2000.

## ASPA WINS 2010 MACE ENGINEERING PROJECT OF THE YEAR



**From left to right: Brian Clark, Director, Mobile Container Terminal, LLC; Bob Harris, Director - Environmental and Program Management, Alabama State Port Authority; Jerald Kichler, P.E., Director - Engineering Services, Alabama State Port Authority; Ray Miller, P.E., Asst. Vice President, Volkert, Inc.**

The Mobile Area Council of Engineers awarded Engineering Project of the Year to the Alabama State Port Authority's (ASPA) Mobile Container Terminal at Choctaw Point at its annual banquet held Feb. 26 at Heron Lakes Country Club.

"We were quite pleased to be honored as the recipient," said James K. Lyons, director and CEO of ASPA. "Choctaw Point was a very complicated project involving many different components and took the combined skills of a number of fine engineering and construction firms to successfully execute."

The Mobile Container Terminal at Choctaw Point, located at the southern end of the Mobile River, is the centerpiece of ASPA's long-term, multi-year strategic development plan for the Port of Mobile. The 135-acre, \$300 million facility currently includes a 2,000-foot deepwater berth, two Post-Panamax container cranes and state-of-the-art container handling equipment. Additional capacity is slated to be added including future acquisition of four Post-Panamax container cranes. Mobile Container Terminal, a joint venture between ASPA, APM Terminals North American and Terminal Link, opened for business in October 2009.

Approximately 40 local engineering and contracting firms participated in the construction of the Terminal and associated facilities. The total amount of retail expenditures in the Mobile area created by the construction is estimated at more than \$84 million. Permanent jobs generated by the facility by 2015 are estimated at 470, with 1,380 jobs created by 2030.

Services needed for the permitting, design and construction of the facility included an Environmental Impact Statement and mitigation plan, demolition, land reclamation and site stabilization using wick drains and surcharging, grading, paving, drainage, utilities, dredging, a 2,000-foot dock, container cranes, offices, and maintenance facilities. In addition, the mitigation plans included providing public waterfront access and recreation facilities. Completion of the project in 2009 required the combined team effort of numerous engineering and construction firms, coordination designs, and work efforts in overlapping phases of construction.

## Frascati Shops, Inc. On the Fast Track for Growth



Pictured from left to right Clark Hall, president of Frascati Shops Inc., and Clark Hall III, chief executive officer of the company.

For nearly 17 years, Frascati Shops, Inc. (FSI) has provided railcar service and repair for railroads and railcar equipment leasing companies in the U.S. Last year, the AAR M-1003 certified railcar repair shop relocated from the Alabama State Port Authority's Yeend Street property to a new and expanded facility at 1120 Papermill Road just north of the main port complex. The move has proved to be beneficial both in terms of service and growing the area's workforce.

"The opportunity to build a new facility allowed us to serve today's customer needs with advanced technology and introduce a prototype for railcar service centers in the future," said Clark Hall, president of FSI.

According to Hall, FSI's decision to relocate and build a new facility was not only related to the Port Authority's aggressive expansion plans for Choctaw Point, but also due to the City of Mobile's recent economic growth with new industries such as Berg Pipe, ThyssenKrupp USA and CG Railway.

"The City of Mobile has a major focus on its economic development and is fast being recognized as a major growth area in the U.S.," said Hall. "In addition, the Alabama State Port Authority's plans and developments Choctaw Point also point to growth, particularly in terms of future rail volumes."



Pictured here are Frascati Shops, Inc. workers repairing a boxcar door, which is one of the most common repair jobs for this type of railcar.



Part of the Frascati Shops, Inc.'s new facility is its training center where employees can undergo mechanical and safety training.



Frascati Shops, Inc. provides service and repair for a variety of railcars at its new 65,000-sq.-ft. facility, including boxcar, flatcar, tanker and container carrier, to name a few.

Evidence of such growth is the Port's progress in its Choctaw Point project. "Mobile Container Terminal, which was the first part of the project, is rapidly growing," said James K. Lyons, director and CEO of the Alabama State Port Authority. "We have four carriers booking cargo through Mobile Container Terminal now and expect to add more. The second component is the intermodal container transfer facility (ICTF), which will add much-needed infrastructure to reduce the number of trucks on our highways eliminating both congestion and emissions."

The Port's ICTF began construction in February 2009 and will be constructed in phases. The facility, estimated to cost \$93 million, could take up to three years to complete. The ICTF connects the new container terminal with five Class 1 railroads. The ICTF will extend Mobile Container Terminal's



Frascati Shops, Inc.'s employees are certified welders in order to provide quality welding, service and repair to the railcars that come to the facility.

geographical and market reach and increase its national significance as a new gateway to U.S. markets.

"Looking at all these developments, we made the decision in 2008 that FSI must relocate and expand rather than expire," said Hall. "With the support of many, we were able to make the investment necessary to build an advanced facility and maintain the 30 jobs we support."

Relocating their facility was no small endeavor. The upgrade and move was made possible with the assistance of the Port Authority, the Mobile Industrial Development Board, Mobile's South Regional Planning Commission and RBC Bank, to name a few.

Today, FSI's new 65,000-square-foot facility boasts 12 tracks, a training center for mechanical and safety training, all new welding equipment, 18 work stations, and enhanced safety features.

From this new site, FSI will continue to provide valuable railcar preventative maintenance and repair. And the company plans to continue to grow with the Port's needs. The company expects to employ 35 by the end of 2010 and expand to 50 workers in the near future.

MADE IN ALABAMA:

## Gulf South Forest Products' Haitian Humanitarian Efforts Leave Port of Mobile



Gulf South Forest Products is one of Haiti's top suppliers of wood and lumber. The majority of the lumber headed to Haiti comes from within a 200-mile radius of Mobile and is shipped out of the Port of Mobile. Photo courtesy of Tri-State Maritime Services.

After the massive earthquake that rocked Haiti on Jan. 12, some of the first cargo for humanitarian efforts left out of the Port of Mobile thanks to Gulf South Forest Products. Nearly 1,000 bundles of lumber and plywood were loaded onto the M/V ASTA on Feb. 6, less than three weeks after the natural disaster, headed to Kingston and then Port-au-Prince. "I believe we were the first to get commercial cargo in as far as lumber and plywood are concerned," said President John Yohanan.

Gulf South Forest Products, headquartered in Ft. Lauderdale, Fla., coordinated the shipment with Foundation Maxima and Stephan Vervloet. Before the quake, Vervloet ordered small quantities of wood from Gulf South Forest Products to make caskets. After the earthquake damaged his warehouse and some of his equipment, Vervloet decided to focus his efforts on building transitional housing and shelters for those left homeless. Once he confirmed that Gulf South Forest Products could supply the lumber, Vervloet raised 400,000 euros through Foundation Maxima to cover the cost of the shelters and has since built 50 to 100 houses.

Another Gulf South Forest Products' shipment of lumber products left on the M/V SOCOL 1 in mid-March with 2,500

to 3,000 bundles of lumber and plywood headed for Haiti. A portion was for Foundation Maxima's efforts, but this time other non-governmental organizations (NGOs) and the private sector from the United States purchased materials to build shelters as well. The vessel was also loaded with utility poles for Haitian electric companies to re-establish service to the affected areas. The Christian Alliance Network shipped two 40-foot containers of medical relief supplies on the vessel's deck. John Yohanan said his company was pleased to be able to provide the service.

"We don't own ships, we charter them," said John Yohanan. "All we're charging for the containers is what it takes if it takes the place of lumber. We do ship wood at discounted rates compared to other services. Foundation Maxima checked with other companies for prices." A third vessel, the M/V ONEGO MONSOON, leaves for Haiti in early April carrying lumber and plywood. Tri-State Maritime Services handles the loading of the vessels.

Haitian distributors have contacted Gulf South Forest Products about shipping other building supplies, including tin roofing, flexible screening and fast-drying concrete. "Haiti has



Last year, Gulf South Forest Products exported 14,000 metric tons of material to Haiti via the Port of Mobile. It is one of the country's top suppliers of wood and lumber, some of which is shown in this Haitian importer's lumberyard. Photo courtesy of Gulf South Forest Products.

been our third or fourth largest market, but we expect that to change as we see large government contracts related to the relief effort," John Yohanan said in an article in the *Miami Herald*. "We don't know what is going to come to fruition, but we do believe there is going to be a tremendous amount of material going into the marketplace."

As a wholesale export company, Gulf South Forest Products procures lumber, plywood and poles from various sawmills, many in Alabama, and sells the products to its customers. The majority of those customers are located throughout the Caribbean and Central America. John Yohanan said that the company's personnel have worked with Haiti for more than 34 years and last year exported 14,000 metric tons of material to the country via the Port of Mobile. It is one of Haiti's top suppliers of wood and lumber, so naturally the company has customer relations that proved useful in the aftermath of the earthquake. The majority of the lumber headed to Haiti came from within a 200-mile radius of Mobile.

The earthquake in Haiti wasn't Gulf South Forest Products' first experience in disaster assistance. Years ago, when a hurricane hit Jamaica, the company was asked by the Jamaican government to ship in \$8 million worth of forest products over a three-month period for rebuilding efforts. CEO Sam Yohanan said the company was also the first to ship Alabama lumber under the USDA's Title 1 Public Law 480 program, typically used for food subsidies, but it did include lumber for a short time. During that program, Gulf South Forest Products' lumber was shipped to Jamaica. Gulf South Forest Products also shipped roofing sheets to a military base in Texas for the U.S. government, which were then air freighted to Jamaica.



Stephan Vervloet, a customer of Gulf South Forest Products in Haiti, raised 400,000 euros through Foundation Maxima to build transitional housing and shelters with Gulf South Forest Products' lumber and plywood for those Haitians left homeless by January's earthquake. Photo courtesy of Gulf South Forest Products.



Gulf South Forest Products has worked with personnel in Haiti for more than 34 years. Last year it exported 14,000 metric tons of material to Haiti via the Port of Mobile. Photo courtesy of Tri-State Maritime Services.

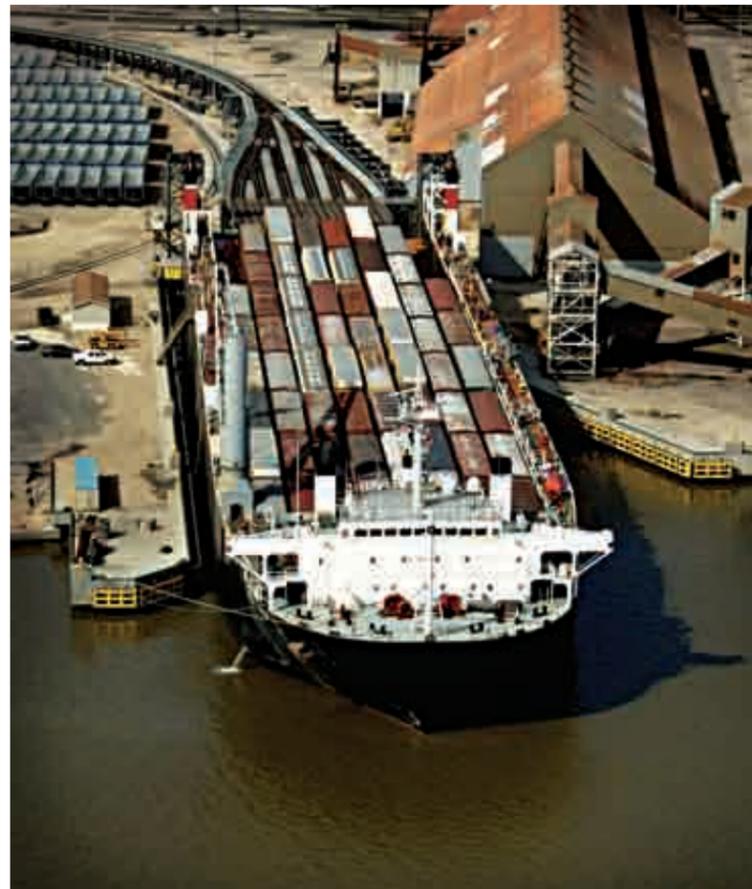
In 1997, when a hurricane struck the Dominican Republic, the company shipped in materials to help rebuild a resort and worked closely with government agencies in other building projects. Again, it relied on a network of contacts as Gulf South Forest Products is one of the leading exporters to the Dominican Republic, bringing in lumber, plywood and poles to that marketplace. "We have a reputation in the industry that we do ship on time and we fulfill our orders 100 percent," said Sam Yohanan.

Gulf South Forest Products is the main tenant at the Port of Mobile's Blakeley Terminal, responsible for 80 to 90 percent of the activity there, reported John Yohanan. "Blakeley is not as attractive to other customers because it has no rail line," he explained. "We don't do rail. It comes in by truck. We're a good tenant for Blakeley, which has been very good for us." Lumber from sawmills in Alabama, Mississippi, Georgia and Texas travels via truck to the Port of Mobile, then is shipped out on vessels the company charters.

John Yohanan estimates that the Gulf South Forest Products averages 60,000 to 100,000 or more tons shipped a year. "That's not just lumber headed to Central America and the Caribbean, but also includes containers shipped to Asia through various carriers," he said. In 2009, Gulf South Forest Products shipped 600 FEUs through the ports of Mobile and Savannah.



In mid-March, the Christian Alliance Network shipped two 40-foot containers of medical relief supplies to Haiti with Gulf South Forest Products on board the M/V SOCOL 1. Photo courtesy of Tri-State Maritime Services.



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**Sam Yohanan, Gulf South Forest Products**



**Name/age:** Sam Yohanan  
**Title:** CEO  
**Company:** Gulf South Forest Products, Inc.  
**Address:** 3038 N. Federal Highway, Bldg. L, Fort Lauderdale, FL 33339  
**Web:** lumberexport.com  
**No. of employees:** 10 Full Time

**Education:**  
BA in Foreign Trade, DePaul University  
and Mexico City College

**Most recently read book:**  
*General Patton: A Soldier's Life*, Stanley P. Hirshson

**Favorite music/musical artist:** Broadway musicals

**What is your relationship with the Alabama State Port Authority?**  
We have been exclusively exporting forest products from the Port of Mobile for the past 35 years.

**What is the most out-of-the-box idea you have ever done in your professional career?**  
I accepted a senatorial appointment as Harbormaster, Port of Saigon, during the escalation of the Vietnam conflict, 1966-1967.

**What was the result?**  
It was a rewarding experience during wartime conditions.

**What experiences in your past best prepared you for the job you have today?** Hard work.

**What single thing makes your organization stand out?**

The business relationships that have been developed over the years are continuing on with the next generation with the kind of confidence that only this kind of shared history can provide.

**If you could give other business people advice about how to survive the down economy, what would it be?** Work harder, smarter and stay focused.

**What word best describes your leadership style?**

An open door policy; aggressive with attention to delegating and mentoring.

**Professional pet peeve?** Any and all procrastination.

**What do you do to relieve stress?** Work around the house.

**Pets?** Two cats.

**If you were stuck on a desert island who else, outside of your family, would you like with you?** Warren Buffet.

**What is your dream vacation?** Skiing in the Alps.

**If you had a \$1 million windfall, you would:** Start a foundation for Haitian Relief.

**It is 11 on Saturday morning. Where are you?** In the office.

**What do you love the most about living in your community?** Living on the waterfront.

**What line of work would you pursue if you couldn't work in your present one?** Manage a fishing pier in South Florida.





## John F. Glennon: Alabama State Docks Public Relations Officer & Admiral in the Nebraska Navy

Robert Glennon, grandson of the late John Glennon, has just released a book about the elder Glennon, *Alabama History On the Air!* The book is a collection of original scripts from Glennon's radio broadcasts in the 1930s, telling interesting stories about events, people and places in the development of Alabama and the Gulf Coast. It is available at the Mobile Museum in Mobile, the Grand Hotel and Page & Palette on the Eastern Shore. Also found online at [www.RobertMGlennon.com](http://www.RobertMGlennon.com). The younger Glennon submitted the following article about his grandfather to *Alabama Seaport*.

**Robert McNeill Glennon**  
Grandson, Author – Historian

"And here, just in from Panama, Panama overnight is the *Cristobal*, a 9,788-ton freighter with a load of bananas that will be shipped to Memphis and St. Louis on the GM&O later today." From atop a crosstie at the river's edge, John F. Glennon, public relations officer for the Alabama State Docks would proclaim an admiring story for all those who toured the Docks in the early 1950s. His adventure tales were filled with historical facts, statistics and fun anecdotes, and were different each day as the scene on the waterfront changed by the hour. He was a part of the motif of the docks and Mobile for three decades.

John Glennon assumed the title of public relations officer at the docks in January 1951, and for four and a half years intrigued visiting dignitaries and authorities with his depth of knowledge not only about the docks, but about the history of the Mobile area. John was not a young fellow looking for a job; he was a seventy-four year old who had become bored with retirement.

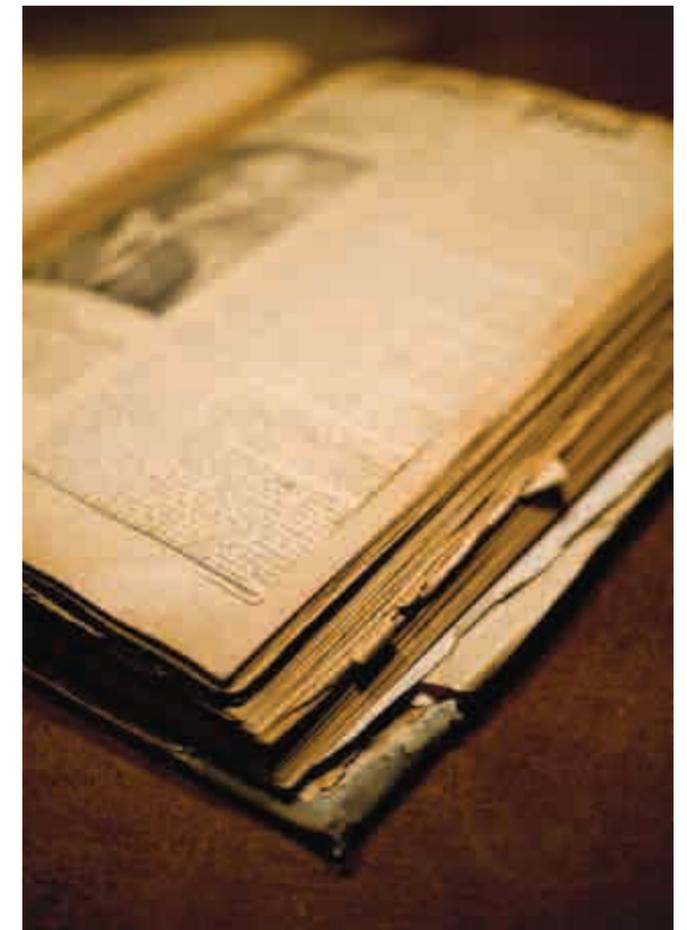
Mr. Glennon was a visible advocate for Mobile. He graduated in 1898 from Harvard Law School after achieving his undergraduate degree at Spring Hill College at the age of 16.

He then returned to Mobile and went into law practice opening the Sothern Abstract Company, late called Title Insurance Company. As a title attorney, he became knowledgeable of deeds and titles for almost all properties in the city, all the way back to French and Spanish land grants. His father, James K. Glennon, was the owner of the first chartered real estate company in Mobile, the James K. Glennon & Company.

John was 24 years old in 1901 when his father bought the Point Clear Grand Hotel and the family continued to spend its summers and holidays at the Glennon Cottage and Gunnison House on the hotel property. It was the Gunnison building into which Admiral Farragut's gunboat had fired a cannonball through the wall in response to gunfire from the hotel area as the boat passed offshore in August 1864. It was John, during his term of managing the family estate (1929–1939), who put the yoke around the hole declaring "Compliments of Admiral Farragut". Family members tell that as a young lawyer, John would take the bay boat over from Mobile in the afternoon to tend to the 2 cylinder diesel engine that powered the electric light plant for the hotel – one of the first facilities to have electric lights on the Eastern Shore. He would start the generator and it would run from dusk until 8:30 p.m. to 10:00 p.m., depending on the day of the week and what was going on. Then with two blinks of the lights to notify guests to turn-in, the generator would be turned off. John would then return to the bay boat docked at the hotel pier to sleep and return to Mobile on the first run the next morning.

In June 1902, his dad enticed him and later his brother, James Hope, to join his real estate firm. When John joined his father, he gained experience walking the streets and by-ways of Mobile collecting rents for the company properties. From the 1870s until the turn of the century, the company showed its size by advertising to rent and sell up to seventy properties daily in the Mobile newspapers. John learned his city like the back of his hand and became enamored with it. On weekends, he would search for old historic landmarks, arrowheads and village sites. During the week, he searched chains-of-title and talked to old timers who had stories of legend and fact.

In 1929, upon the death of his father, John became the president of the James K. Glennon & Company. In this role, he attended the state conference of realtors in Gadsden. On September 19, he entered a competition to promote the attendees' home cities and spoke on *Heaven on Earth – Mobile*. He won the competition and the trophy. The *Mobile Press* printed the full text of the speech on December 23, 1929. Thereafter, he was a celebrity in the Port City. He also became a spokesman for the city and participated in several goodwill tours along the Gulf Coast. His personal memoirs contain more than a hundred telegrams, letters, notes and news articles complimenting his presentations.



Glennon's family kept scrapbooks detailing his adventures. It includes letters, newspaper clippings, photos and memorabilia. Photo by Christopher Rowe.



Glennon loved Mobile history and wrote many books about the city he loved. Photo by Christopher Rowe.



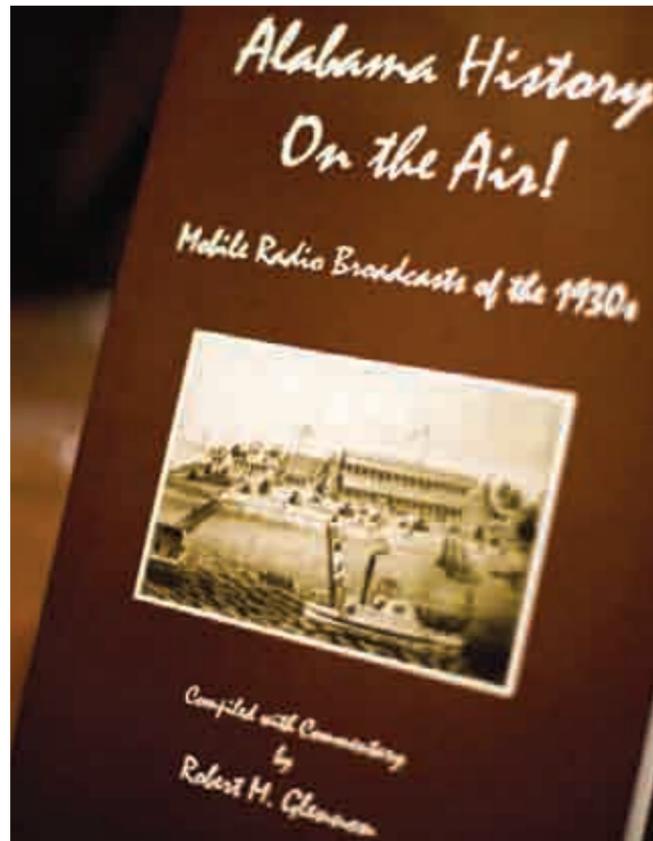
A portrait of John Glennon from his days at Harvard University. Circa 1898. Photo courtesy Erik Overbey Collection, University of South Alabama Archives.

Within the next twelve months of making the award-winning speech, he became the best known and most popular public speaker "in this area of the country," according to an article published in the *Mobile Register* in 1935.

On February 7, 1930, the *Mobile Register and News-Item* turned on the transmitters of WODX, the first radio station in Mobile. The Mobile Real Estate Board decided to advertise the virtues of Mobile to the new listening audience. John jumped at the opportunity to take the microphone and express the attributes of Mobile. Unfortunately, the Great Depression had struck only 15 weeks earlier. The radio was seen as a medium for boosting morale in tough times. Glennon talked about the subject he loved best; area history! He began a series of broadcasts entitled, "Highlights in Alabama History", which continued up to three times a week on WODX and WALA through December 1936. The star of this program was known as "Your Old Narrator", the moniker John gave himself for all of his radio programs and speaking engagements. More than 189 radio program scripts have recently been found, telling of events, places and people in the development of Alabama since the founding of Mobile in 1702.

John wasn't always all-business. He was active in The Little Theatre of Mobile and often played leading parts. He also played in a Biblical pageant at Murphy High School in April 1935. Mr. Glennon was blessed with lifelong good health and continued in the business world, public speaking, and active in Toastmasters of Mobile, The Strikers Mystic Society, the Bienville Historical Society and broadcasting.

Mr. Glennon continued his public speaking and professional career until 1947. At the age of 70 years, he felt it was time to go fishing. He sold the James K. Glennon & Company to the First National Bank and settled back to do some concentrated writing which was to be mixed with hunting and fishing. He began a book on Alabama history which was only partially complete at the time of his death and is retained in his family archives. But as is the case in so many instances with individuals who are able to actively pursue an avocation or profession, he felt ill at ease and decided that he should get back into the mainstream of activity to promote the love of his life – Mobile.



John Glennon's grandson Robert has written a book based on transcripts from the elder Glennon's 1930s radio show. Photo by Christopher Rowe.

He came to the Docks, where he had come often just to watch the progress of Mobile in action. During the four and a half years at the State Docks, he gleamed with excitement as he told guests about the vibrancy of his city.

His personal archives contain many letters of appreciation from world visitors to the Port of Mobile. Some letters were from children telling how he had made the world easier to understand, and many visitors inviting him to come to their country so they could reciprocate the hospitality. It was obvious that this was not just a job to John Glennon. It was a passion! One such letter received from a gentleman in Lincoln, Nebraska, sent along a certificate. Mr. Glennon had been made an *Admiral in the Nebraska Navy* by the Governor, in appreciation for his hospitality and radiance during their visit to the Port.

On June 17, 1955, he had a heart attack in his home at 1356 Dauphin Street. He died the next day. Florence Scott, in her book *Montrose*, stated, "John Glennon, who was possessed of a brilliant mind, became an outstanding historian of this area and he gave much of his time to civic and cultural activities. Of his very interesting life, a whole book might be written..."



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## The TWIC Center Relocates to Chickasaw

The Transportation Worker Identification Credential (TWIC) Enrollment Center has relocated from the International Trade Center on 250 N. Water St. in Mobile to their new address on 1505 Telegraph Road in Chickasaw inside the Finch Company.

According to the Transportation Security Administration, "TWIC is a vital security measure that will ensure individuals who pose a threat do not gain unescorted access to secure areas on the nation's maritime transportation system." As of December 30, 2009, it is required that those without a TWIC must be escorted by a TWIC card holder with additional escort credentials.

"Mainly, these escort requirements will affect those who have daily legitimate business at the Port," explained Hal Hudgins, vice president of planning & security for the Alabama State Port Authority (ASPA). "These businesses will be able to access the facility by sponsoring an employee to obtain escort credentials by completing the online application in the security section on our Web site."

The hours of operation are Monday through Friday from 8 a.m. to 4 p.m. Also, parking for tractor-trailers is available in the parking lot. For additional information and updates on the TWIC program and on the TWIC Enrollment Center, please visit [twicinformation.tsa.dhs.gov](http://twicinformation.tsa.dhs.gov).

## ECOB Annual Awards Banquet

The Engineering Council of Birmingham (ECOB) presented the Engineering Leadership Award to Garry Neil Drummond, chairman and CEO of the Drummond Company at its annual banquet in February. This award is given in recognition of people whose leadership has made significant contributions to the practice of engineering.

"The banquet was well attended. We focused on involving high school students in an effort to expose them to the engineering profession," said Reggie Murchison, vice president of ECOB.

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## U.S. Rep. Jo Bonner Receives Port Update

U.S. Representative Jo Bonner visited the Port of Mobile on Wed., March 31 to view the progress of the dredging for the new turning basin which will allow larger ships into the Port while cutting the transit time in half. Bonner was instrumental in gaining the funds necessary to the project, which is receiving almost \$13 million from the federal government.

According to John Crane, an engineer with the U.S. Army Corps of Engineers, 47 percent of the work is complete. A bucket dredge from Great Lakes Dredge and Dock Company has finished 27 feet of the dredging for the entire turning basin, it still has 18 feet left in the northern third of the basin.

A second dredge from Mike Hooks, Inc. will work on the remaining southern two-thirds of the basin. The company provided a pipeline dredge that will dispose of its material into Garrows Bend, site of the future intermodal container transfer facility. The Mike Hooks Dredge began work in the last week of March.

Crane said the new basin is now on track to open in late summer. "With both dredges working, the increased production will accelerate the schedule such that the work will be completed by the scheduled mid-July date."

The turning basin is located in the lower harbor, between Pinto Island and Little Sand Island, and will measure 1,175 feet by 715 feet.





A couple canoeing in the lake. Photo by Emily Cohen.

# Oak Mountain Offers Trails, Wildlife

Oak Mountain State Park in Pelham, Ala., has added a two-mile trail to its vast network crisscrossing 9,940 acres of land. The new walking and bicycle path is being developed, in part, as a result of a \$100,000 grant from Alabama Governor Bob Riley.

“The trail addition is a collaboration of several agencies and community groups; including Oak Mountain State Park, the City of Pelham, Shelby County, and BUMP (Birmingham Urban Mountain Peddlers),” said Park Naturalist Emily Cohen.

“Oak Mountain State Park applied for the grant, as well as getting monetary and manpower help from the City of Pelham and Shelby County,” she added.

Cohen said BUMP members went above and beyond to support the new trails, saying, “BUMP has raised some money, as well as giving man hours.”

“The trails will help the people have more access to the natural features of the park,” Cohen explained. “We hope that the new trails will attract new visitors to the park.”

Oak Mountain State Park, which happens to be Alabama’s largest state park, offers more than just bike trails. In the park people have the opportunity to participate in outdoor activities such as camping, fishing, hiking, swimming and golf. The park also offers vacation cottages, snack bars and horseback riding to its visitors.



A man fishing in one of the many ponds at Oak Mountain State Park. Photo by Emily Cohen.



Oak Mountain State Park offers visitors the opportunity to enjoy mountain biking. Photo by Emily Cohen.

Another popular feature is The Wildlife Center, which cares for more than 2,000 injured or endangered wild species. The center is the largest wildlife rehabilitation center in the state of Alabama. “Injured animals come from counties surrounding Oak Mountain State Park. Volunteers and staff of The Wildlife Center care for the animals,” Cohen said. Visitors are welcome at The Wildlife Center from 9 a.m. to 5 p.m. daily. There are even areas where they can watch the animals as they recover. Volunteers have to complete a training course. More information on that is available at [awrc.org](http://awrc.org).

Resulting from the Alabama State Land Act of 1927, Oak Mountain State Park began as a Conservation Corps Camp in the 1930s. As the years passed, the park acquired land until it became the largest in Alabama. Visitors come from all over the country each year to marvel in the experiences offered. Park administrators estimate around 473,000 people visited in 2009. This makes Oak Mountain State Park one of the most visited natural sites in the state of Alabama.

No reservations are required to visit the park; however you must have a reservation to camp or rent a cabin.

In recent years, there have been a few modifications to its campsites and facilities. Cohen said, “There is hope that the recent development of the new trails will open the doors for more trails to be developed in the future.”

The park is located off I-65 in Pelham, Alabama. For more information about Oak Mountain State Park, you can visit the Alabama State Parks – Park Web site, [alapark.com/OakMountain/](http://alapark.com/OakMountain/).



Alabama Wildlife Center cares for more than 2,000 injured or orphaned wild creatures each year.



Camping is a great pastime at Oak Mountain State Park. Photo by Emily Cohen.



## The *Potomac* and the Pepper Pirates

Ask a high school student of American History about the Barbary Pirates, and chances are he or she can give you a reasonably cogent retelling of the United States' efforts in the early days of the 19th century to safeguard American shipping in the Mediterranean. Ask the same student about the Pepper Pirates and you're likely to get a blank stare, but the pepper trade was big business for Yankee merchant captains. It could also be dangerous business, as the crew of the merchant vessel *FRIENDSHIP* was to discover.

Although pepper now ranks as the most common of spices—what table is absent a pepper mill sitting next to the salt cellar or matched salt and pepper shakers—black pepper, or piper nigrum, was once the world's most valuable spice, transported overland from the Far East first by Arab and later Italian traders. By the late 18th century, pepper had become more readily available, but it still ranked as a highly prized commodity.

The beginning of the American pepper trade can be traced to Captain Jonathan Carnes, a Salem merchant captain who in 1793 discovered a source of pepper on the previously uncharted west coast of Sumatra, the so-called "Pepper Coast." Carnes' first cargo of peppercorns was lost in a shipwreck in the West Indies on the return passage, but he wasted no time in outfitting a second ship, the *RAJAH*, to make a second voyage to the East. The 150-ton *RAJAH* sailed from Salem in 1795 and took on a full cargo of peppercorns in Sumatra for the princely sum of \$18,000. The cargo fetched the owners a 700 percent profit upon the *RAJAH*'s return to Salem. Suddenly, everyone, it seemed, wanted to get into the pepper trade. Within a few years, dozens of merchantmen from Down East were navigating the reef-strewn waters off Sumatra, trading for the spice once known as "black gold." In 1802, American vessels took on cargoes totaling no fewer than two million pounds of black pepper from traders along the Sumatran coast.

The increased availability of the spice, of course, ultimately led to a decline in prices, but still the American ships came. The Sumatrans tried any number of methods to increase their profits, from tampering with their scales to adding sand to the cargoes. Eventually, the natives resorted to piracy, a long-accepted practice among the Malays. Crewmen were targeted as they came ashore and were held for ransom, and by 1830, numerous attempts had been made against American merchant vessels trading along the Pepper Coast. Yankee traders were on their guard, and the word had been passed to beware of native proas carrying more than a handful of men.

It was into this charged atmosphere that the Salem merchantman *FRIENDSHIP* arrived in September 1830. Most of the season's crop of peppercorns had been purchased already, but by picking his way from port to port, Captain Charles M. Endicott was



**While taking on a cargo of pepper at Kuala Batu in February 1831, the merchant vessel *FRIENDSHIP* was attacked by pirates, who killed an officer and two sailors.**

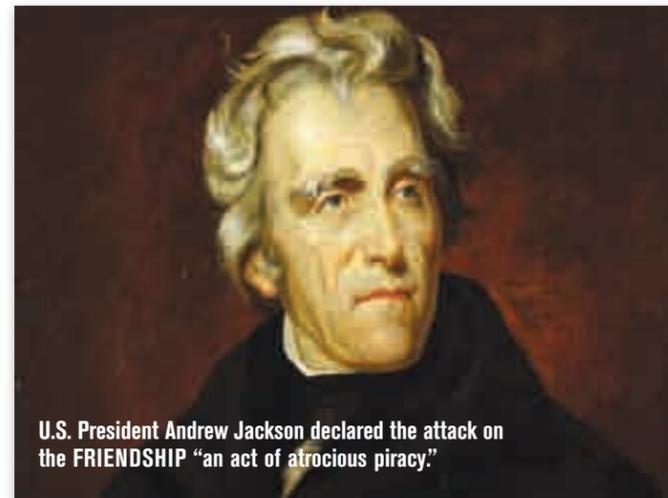
able to take on about 133 tons of pepper from smaller merchants. Endicott did not wish to return home without a full cargo; nor did he want to wait until the next season's crop of peppercorns reached the coast, which would not occur until late April of the following year. Accordingly, Endicott dropped anchor about a half mile off the coast of Kuala Batu and began negotiations with the local rajahs and merchants to find enough pepper to fill his hold.

Endicott was able to reach accords with area leaders, and by February the process was well underway.

On the morning of February 9, 1831, Endicott, his second mate and four crewmen went ashore to supervise the weighing and transfer of the pepper. In charge of the ship was First Mate Charles Knight. During the afternoon, Captain Endicott spotted one of the proas being used to transport pepper from the shore to the *FRIENDSHIP* make a suspicious stop. He sent two of his crewmen to investigate, but the proa had continued toward the ship before the men could reach it.

Feeling uneasy, Endicott now dispatched his second mate, John Barry, to check on the *FRIENDSHIP*. Barry made his way to a vantage point, where he saw several crewmen diving into the water to escape the Malays who had swarmed aboard the *FRIENDSHIP*. Not wishing to incite the populace, Barry casually made his way back through the crowd of armed villagers to Endicott to report what he had seen.

Meanwhile, a host of hired assassins had replaced the pepper workers in the proa and had gained the deck of the merchant vessel. The Malays had rushed the first mate, fatally stabbing him in the side and back as he oversaw the loading of the cargo. Another crew member, John Davis, was killed as he clung to the boat tackle. Crewman George Chester fled into the rigging and climbed as high as the foretop-gallant cross trees before a Malay bullet felled him. Four crewmen and the ship's cook managed to dive over the sides and swim to safety.



In the village, Second Mate Barry quietly told Captain Endicott what he had seen, and the six white men, all unarmed, calmly began making their way toward the waterfront. Just as they reached their boat, a local rajah named Po Adam ran up to them to warn Endicott of impending danger. Po Adam jumped into the boat as they shoved off. As they approached the *FRIENDSHIP*, it became evident that the pirates were fully in charge of the ship. The Malays now hung their sashes in the rigging, the pre-arranged sign for those on shore to attack Endicott and his men. Endicott directed his men to row down the coast, and, traveling all night, they reached the rest of the Pepper Fleet, the *JAMES MONROE* out of New York, the *GOVERNOR ENDICOTT* of Salem and the *PALMER* of Boston. The captains convened and quickly decided to sail up the coast in an effort to recapture the *FRIENDSHIP*.

The *FRIENDSHIP* had been grounded on a reef but was still manned by the Malays. Negotiations failed to secure the release of the ship, and gunfire was exchanged between the various Pepper Fleet ships on one side and the *FRIENDSHIP* and the native forts on the other. Crewmen in boats were then dispatched to try to retake the ship. At the sight of the approaching sailors, the Malays abandoned the *FRIENDSHIP*, and the Americans were able to regain control of the vessel and get her refloated. Po Adam helped in the recovery of the four Americans who had fled over the side of the vessel, but the *FRIENDSHIP* had been stripped not only of her cargo of pepper but also \$8,000 in cash and various fittings. As they prepared to sail, Captain Endicott warned that his nation would send a warship to "punish the aggressors" within the next 12 months.

Endicott's prediction turned out to be correct. The story of the attack on the *FRIENDSHIP* provoked national outrage. President Andrew Jackson described the attack as an "act of atrocious piracy" and informed the nation that he had dispatched a frigate with orders either to negotiate satisfactory "restitution of the property plundered" or to "inflict ... punishment," if negotiations were not possible.

The instrument selected to conduct this gun-boat diplomacy was the United States Frigate *POTOMAC*, under the command of Commodore John Downes. Downes already had orders to sail for the Pacific where he was to assume command of the Pacific Squadron.

The mission to Kuala Batu was added to his portfolio on August 9, 1831, directing the officer "to repair at once to Sumatra" on duties "of a character highly delicate and important." Accordingly, the warship weighed anchor on August 26, bound from Sandy Hook to Kuala Batu via the Cape of Good Hope and the Indian Ocean.

The *POTOMAC* was one of the newest vessels in the Navy's fleet. Originally laid down in 1819 and launched in March 1822, the frigate was not fitted out until 1831, and this would be her first overseas voyage. A Raritan-class frigate, the *POTOMAC* displaced 1,726 tons, measured 178 feet overall with a beam of 46 feet. Her armament consisted of 42 32-pounder guns and eight 8-inch guns. She carried a complement of 480 officers and men, including a contingent of 44 Marines.

Downes had little doubt that a diplomatic approach would end in failure. Additionally, he believed that both President Jackson and the public expected him to exact revenge on the Malays for their attack on an American merchant vessel. As a result, Downes had the Marines on board instruct the sailors in musketry and martial movements. In preparation for their arrival, Downes organized the men into four divisions. The Marines made up one division, while the sailors were assigned to three more divisions, each led by a lieutenant. Each division was assigned to a specific fort at Kuala Batu. A fifth fort was deemed too difficult to take by surprise. Despite his meticulous planning for action and constant drills at sea, Commodore Downes instructed his men that they were neither to initiate hostilities nor fire upon the Malays unless attacked first. Should they be fired upon, Downes told his sailors and Marines that they were to "rush at once to the assault; and at every hazard carry the forts..."

Prior to approaching Kuala Batu, Downes adopted the age-old tactic of disguising his ship. He had his men give the rigging a slack appearance, getting up the stump top-gallants masts, running in the main-deck guns, shutting the half ports and putting slush on a number of the gun ports to give the ship the appearance of only having 10 guns. Downes' final touch was running up the Danish colors, so that on February 5, 1832, the *POTOMAC* stood in to Kuala Batu, looking like a Danish East Indian merchantman.

Downes had a boat lowered, and four of his officers, wearing civilian clothing, rowed toward the shore. As they approached land, however, and got a better look at the obviously hostile crowd gathered there, the lieutenants broke off their approach and rowed for the ship. It was Commodore Downes' estimation that the Malays were in no mood to parlay. At two o'clock the next morning, a landing party consisting of 282 Marines and sailors and led by 34-year-old Lieutenant Irvine Shubrick, set out in the *POTOMAC*'s launch, four cutters and life boat. In addition to their muskets, the men were armed with pistols, pikes and axes. In addition, the launch carried the ship's six-pounder.

The boats moved silently toward the shore under muffled oars, landing about a mile north of the village. The men formed up and began marching toward the forts but were quickly seen and came under fire. The divisions now split off from their columns and stormed their predetermined targets. The four forts fell quickly de-

spite fierce resistance by the Malays and by 10 a.m., the Americans were back on board the POTOMAC. The action resulted in more than 150 Malays killed. Casualties on the American side included two sailors killed and 11 wounded. Commodore Downes positioned the POTOMAC to engage the fifth fort, which had been firing on the frigate. The warship fired three broadsides into the fort, forcing its surrender. According to some accounts, the frigate next fired upon the village itself, killing an additional 300 Malays.

The POTOMAC remained off Kuala Batu for 12 days, during which Commodore Downes conducted talks with the local rajahs, who professed their "friendly disposition" towards America. Downes weighed anchor and sailed away, convinced that he had acted in the best interest of the United States and that his expedition had ensured the safety of future trade missions to the area.

The naval officer was dumbfounded to be met with official censure upon his arrival at his first port of call in South America, where news of his actions had preceded him. The U.S. Government demanded to know why Commodore Downes had chosen not to conduct an investigation into the attack on the FRIENDSHIP and had failed to demand formal restitution. Downes wrote to the Secretary of the Navy, explaining that upon grasping "the character of the people" at Kuala Batu, he had no doubts that he had to act promptly and efficiently. His actions, he wrote, would "be the means of giving a permanent security to our commerce for a long time to come."

The President backed the Navy's action. In his fourth State of the Union address, President Jackson echoed Commodore Downes' words when he told the Congress that the action in Kuala Batu had resulted in "an increased respect for our flag and additional security for our commerce."

Despite the pledges by the rajahs of Kuala Batu and other neighboring pepper trading ports, the goodwill was short lived. In August 1838, the American merchant vessel ECLIPSE was attacked by 24 Malays while the ship lay at Muka. The pirates took four chests of opium and 18,000 Spanish dollars. This second outrage resulted in a second Sumatran expedition by the frigate USS COLUMBINE.

The American pepper trade with Sumatra continued until the 1860s. During these years, an estimated 370 million pounds of pepper worth \$17 million were transported from Sumatra to the United States.



The newly completed USS POTOMAC, under the command of Commodore John Downes, was dispatched to Kuala Batu to demand satisfaction.



Deciding against a diplomatic approach, Downes landed a division of Marines and three divisions of sailors upon arrival. The force soon captured the area forts and village. Downes' actions would be met with criticism upon his return to the United States.



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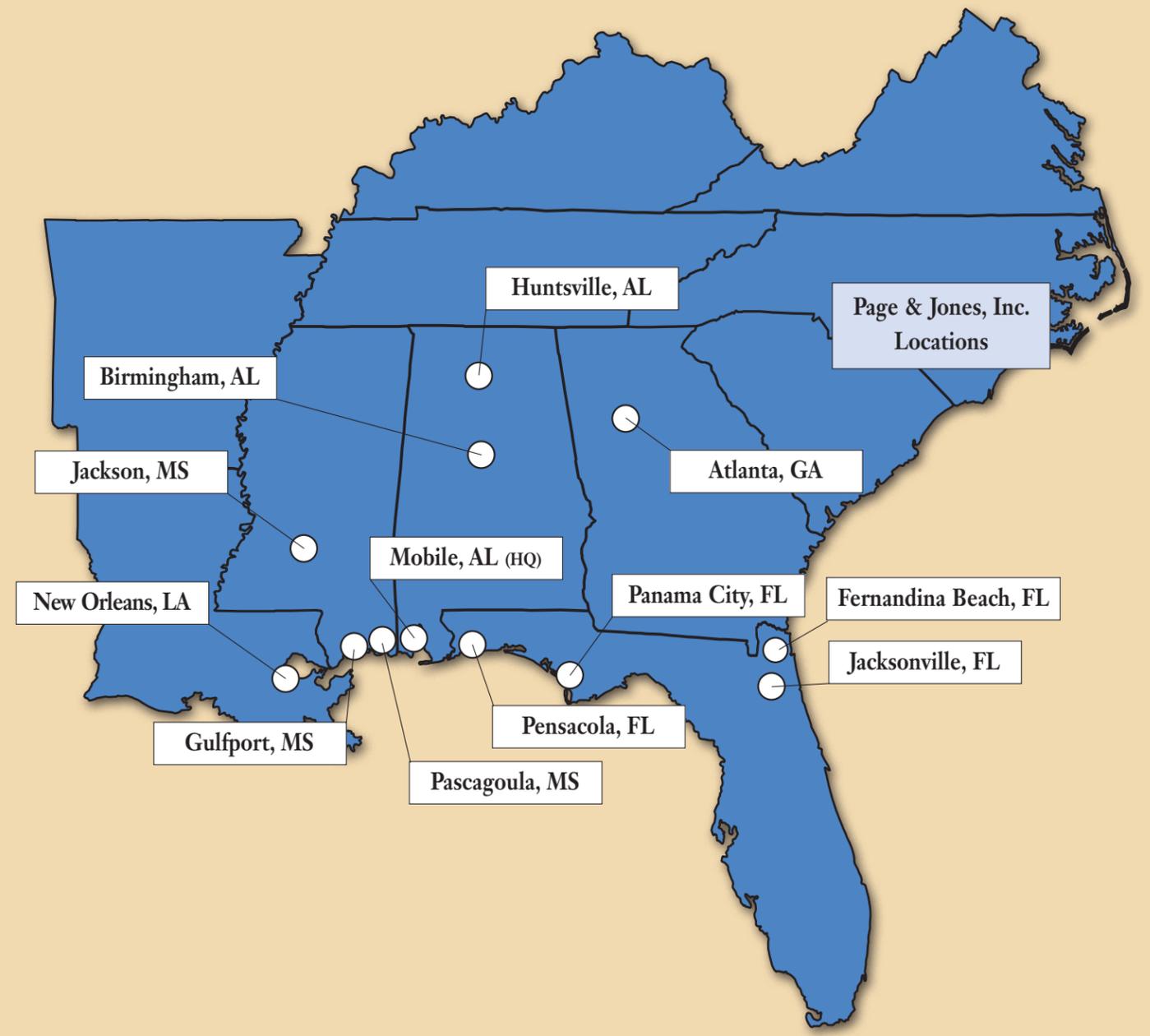
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