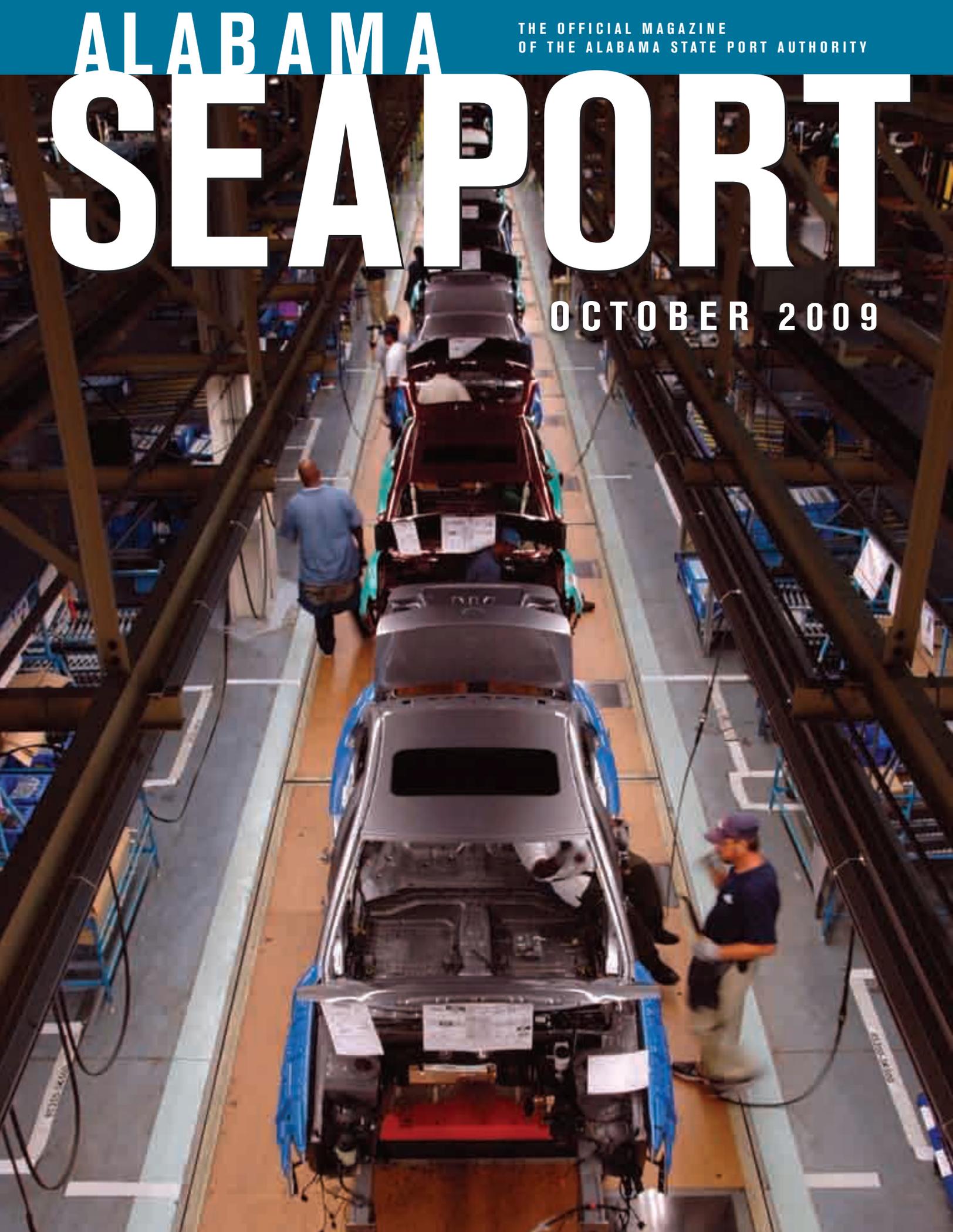


ALABAMA

THE OFFICIAL MAGAZINE  
OF THE ALABAMA STATE PORT AUTHORITY

# SEAPORT

OCTOBER 2009



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# ALABAMA SEAPORT

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## On The Cover:

Hyundai Motor America has had a tremendous impact on the state and region. This month, read about what vehicles are produced here and how their network of suppliers, shippers and auxiliary businesses are helping.



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## Hyundai Creates New Cars and New Jobs in Alabama



Hyundai's Montgomery facility—manufactures both the Santa Fe and the Sonata. These two vehicles represent half of all Hyundai sales in North America.

Hyundai is a welcome addition to its new neighborhood in central Alabama. Since establishing its \$1.4 billion manufacturing facility in Montgomery, Hyundai Motor Manufacturing Alabama has created 2,700 jobs and developed a supplier network with an estimated 6,000 employees. Together, Hyundai and its suppliers have generated an additional 25,000 to 30,000 indirect jobs for the region.

The 35 Alabama suppliers, spread across 17 counties, have invested an estimated \$470 million in the state economy. Nationwide, Hyundai Motor Manufacturing Alabama has 78 suppliers that have invested an estimated \$650 million. While exterior portions of the cars—fenders, panels and trunks—are stamped at the Hyundai facility, all other components are constructed and delivered by suppliers. Hyundai's largest supplier is Mobis, which supplies the cockpit, or dashboard, assembly, as well as front and rear bumpers. Lear supplies all the seats for cars manufactured at the Hyundai plant. Both manufacturers are located near the Montgomery Hyundai facility.

Another important partner for Hyundai is the Port of Mobile. In 2008, 108,000 tons of steel traveled through the port on its way to the Hyundai facility. Additionally, the port handled 10,000 containers of auto parts, headed north to Montgomery (another 5,000 containers were for export). The new Mobile Container Terminal plays an integral part in the efficient handling of these containers. The port's relationship with Hyundai has helped it to attract new clients. Mobile parlayed its steel and automotive parts handling experience into a package deal that helped lure German steelmaker ThyssenKrupp to build its new steel processing plant in north Mobile County.

"The supplier base for any auto manufacturer is critical to its success," said company spokesman Robert Burns. "The plant in Alabama was the catalyst for suppliers setting up operations within a 60-mile radius. With no inventory warehouse on site, suppliers are regularly bringing parts to the plant. Of the major parts, there is a one-to-two-hour supply on hand. It's critical to have the relationships we do with the suppliers and the coordination of how



Bob Riley, Governor of Alabama

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Hyundai Motor America announced August sales of 60,467 units, a 47 percent increase compared with August 2008 and a 33 percent increase over July 2009, marking an all-time monthly sales record. This also marks the eighth consecutive month of year-over-year retail share gains for Hyundai.

the parts are brought in and the sequence they come in and highway access. They come in every minute and unload parts at various locations throughout the plant."

Keeping it all in the family, Hyundai's Montgomery facility plans to share resources with the new Kia plant in West Point, Ga. The Hyundai plant has the ability to produce both six-cylinder and four-cylinder engines, so it will supply six-cylinder engines to the Kia factory. In return, the Kia plant will construct transmissions, which Hyundai currently imports from Korea, for the Montgomery facility. Some Hyundai suppliers in Georgia and near the Alabama line will be involved with the new Kia plant, but other new suppliers are being developed to support the Kia plant, Burns explained.

In addition to building cars, today Hyundai is committed to building its brand by focusing efforts on demonstrating that Hyundais are on par or better than the major brands in North America, said Burns. "In 2001, one in 10 car buyers considered Hyundai. Today, one in four looks at a Hyundai when purchasing a new car," he said.

Globally, the Hyundai brand, which includes Kia, is the fourth largest selling brand in the world, ahead of Ford. Worldwide, the best selling brand is Toyota, followed by General Motors and Volkswagen. In the U.S., Hyundai Motor Group, which includes Kia, is the sixth best-selling brand, following Toyota,

General Motors, Ford, Chrysler and Honda. Currently it outsells Nissan and VW. Hyundai's next goal is to outsell Chrysler. "It will take work, but we're not far from them," said Burns. "We're still about 100,000 units behind the Chrysler brand."

As Hyundai has been increasing its market share for more than a decade, the obvious result is more Hyundais on the road. In 1998, the company's annual sales were 90,217 units with a .6 percent market share. In 2008, Hyundai sold 401,742 units with a full three percent of the market share.

Part of Hyundai's growth is an aggressive marketing plan targeting the economically aware consumer. First, the company introduced its Assurance program. Burns said this program was developed to give confidence to those consumers who might face significant hardships such as a job loss or being shipped overseas. They would be able to return the car within the first year of ownership and not have it affect their credit scores. "Hyundai took the lead on that, quickly followed by the competition," said Burns. "It was an effective marketing campaign."

That was followed up by several buyer options. Customers can lock in a low gas rate of \$1.49 per gallon that could be taken at value or as a rebate. Hyundai also designed a word-of-mouth campaign as another buyer option. To thank owners of new Hyundais for recommending the brand to friends and



**Hyundai Motor Manufacturing Alabama has created 2,700 jobs and developed a supplier network with an estimated 6,000 employees. The plant manufactured 235,000 vehicles in 2008.**

family, buyers received a reward of \$200 to \$400 a month for six months. "It's all to build momentum around the brand," Burns said.

But it's also about building brand awareness and loyalty. "We're meeting the expectations of today's consumers and what the current economic condition dictates," Burns said. While some potential buyers may view Hyundai as a step down, Burns stresses that purchasing a Hyundai is a lateral move, such as purchasing the Hyundai Sonata instead of a Toyota Camry. The Hyundai lineup showcases a wide variety of price points for the consumer to consider from the \$10,000 Accent to the \$40,000 Genesis. "It's a good brand with consistent quality," said Burns. "There's a lot of buzz about the brand. It has received numerous positive reviews from automotive trade publications."

Hyundai was one of the first dealers to participate in the government's 'Cash for Clunkers' program. Even before 'Cash for Clunkers' officially began, Hyundai made a commitment to its dealers, promising to front the money on the trade-in if the dealership wanted to begin early. "It gave us a chance to get a head start on the whole program," said Burns. That jump start was reflected in strong sales numbers in the last two weeks of July.

Hyundai Motor America announced August sales of 60,467 units, a 47 percent increase compared with August 2008 and a 33 percent increase over July 2009, marking an all-time

monthly sales record. This also marks the eighth consecutive month of year-over-year retail share gains for Hyundai.

Kia saw a 60 percent increase, but among the major auto-makers Ford was the closest with a 17 percent increase. "The 'Cash for Clunkers' program really drove people to our dealerships in time for the summer selling season, and Hyundai will work to continue that momentum through the fall," said Burns.

Of all the brands in a general market share, Hyundai was up 4.4 percent from 3.2 percent one year ago, and was responsible for 7.2 percent of all 'Clunker' sales. "The only other brand to exceed its market share was Toyota," said Burns. "We were the big winners in percent of sales in the 'Cash for Clunkers' program."

In addition to its increased market share, Hyundai has been recognized for excellence in several of its vehicles. *Consumer Reports* listed the Alabama-made Santa Fe as its top pick for a mid-sized SUV in 2008. *Motor Trend* listed the 2009 Sonata, also manufactured in Montgomery, as its Most Valuable Player. Burns said these two vehicles represent half of all Hyundai sales in North America. "The vehicles we produce are very well respected," he said. "It speaks well of team members and their ability. The combination of an outstanding training program and team members valuing the importance of producing quality cars is why HMMA has been so successful in such a short amount of time."

In fact, the Hyundai facility exceeded expectations on production goals just after opening. "In its first year of operation, the plant was ranked third in North American auto manufacturing plants for initial quality," said Burns. "We came out of the blocks with strong initial quality ratings." In response, Hyundai was recently honored with the Emerging Manufacturer of the Year Award by the Business Council of Alabama, the Alabama Technology Network, the Chamber of Commerce Association of Alabama, and the National Association of Manufacturers.

"The manufacturing award recognizes companies who have been in business in Alabama for less than five years," explained Burns. "Hyundai made a significant investment of \$1.4 billion in Alabama. It's had an impact on the state just by being here." The award also recognizes superior performance in operational excellence, continuous improvement, investment in training and retraining, profitable growth, customer focus and employee commitment.

In 2008, Hyundai's Montgomery plant manufactured 235,000 vehicles. Today, the employees are finishing up work on the 2010 Sonata and beginning on the 2010 Santa Fe. In the near future, Burns said the plant will begin work on the 2011 next generation Sonata.

## AIR FORCE RE-OPENS TANKER BID

The U.S. Air Force has again released bid requirements for the competition to build a new set of aerial refueling tankers for the military and the process is already causing some controversy. Last year, Northrop Grumman and partner European Aeronautics and Defence Systems (EADS) won the competition to build the tankers. Rival Boeing protested the award and under the pressure of the impending presidential election, the U.S. Department of Defense revoked the award and decided to wait until after the election to start it again.

Northrop Grumman has criticized the new bid process, saying Boeing has been able to see Northrop Grumman's pricing information, thus giving the Seattle-based company an unfair advantage in the competition.

"Access to comparable pricing information from Boeing has thus far been denied by the Pentagon. With predominant emphasis placed on price in this tanker re-competition and Northrop Grumman again proposing its KC-45 refueling tanker, such competitive pricing information takes on even greater importance," said Paul K. Meyer, Northrop Grumman vice president and general manager, Advanced Technology and Programs Division, Northrop Grumman Aerospace Systems sector. "It is fundamentally unfair, and distorts any new competition, to provide such critical information to only one of the bidders. The company will continue to work with its customer to fully resolve this issue," he added. U.S. Sen. Jeff Sessions has stepped up to defend Northrop, proposing an amendment to the defense spending bill which would require the Air Force to release the pricing information to Northrop. Sessions told the Associated Press, "How can we expect the playing field to be level if one company was given sensitive information about the other's bid? If that is the case, the best way to rectify the situation is to demand that information be shared in both directions."

Senator Richard Shelby, along with Alabama's bipartisan delegation support, expressed serious concerns over the draft RFP structure to Defense Secretary Robert Gates stating, "the draft RFP creates a cost shootout where the lowest priced bid wins, regardless of capabilities offered—capabilities that could save the lives of our warfighters. Such a race to the bottom is unworthy of our men and women in uniform." In the letter dated October 26th, deep concerns were expressed over the draft RFP which 'locks-in schedule, price, and requirements for an 18-year period, a full 8–13 years longer than is current practice for major defense acquisition programs' and 'will force industry to fully price performance risk that may never materialize, increasing the overall price of these tankers for the taxpayer.' The department conducts business based on a five-

year budgeting and planning process. "It is unconscionable that the government would abandon its duty to assess risk on behalf of the taxpayers, particularly when cost and schedule realism proved to be significant discriminators during the last competition," said Shelby. The delegation also expressed alarm over the Air Force's minimalist approach to military capability. The draft RFP no longer considers the importance of air mobility or aircraft capabilities, such as the ability to carry extra troops or an ability to perform medical evacuations. In previous competitions, the bigger size of Northrop's plane was a more highly valued attribute.

Despite the concern, Northrop Grumman is still committed to providing the best aircraft and the best bid in the competition. Meyer explained, "Northrop Grumman's analysis of the U.S. Air Force's draft Request for Proposals is ongoing and the company looks forward to its discussions with the Air Force to better understand the customer's request, which will help shape the company's competitive response."

Northrop plans to build its tanker at a facility in Mobile's Brookley Industrial Complex, potentially bringing thousands of jobs to the area. The company has proposed a plane called the KC-45, which is based on an Airbus 330 already in use in the militaries in Australia, the United Kingdom and other countries. The KC-45 can not only deliver fuel, but also is flexible enough to deliver cargo, carry passengers or be a medical evacuation unit. Northrop Grumman has touted the flexibility of its craft as one of its advantages.

Boeing has proposed a plane based on the 777 airliner, but has not decided whether to stick with that craft or present a smaller version based on a 767.

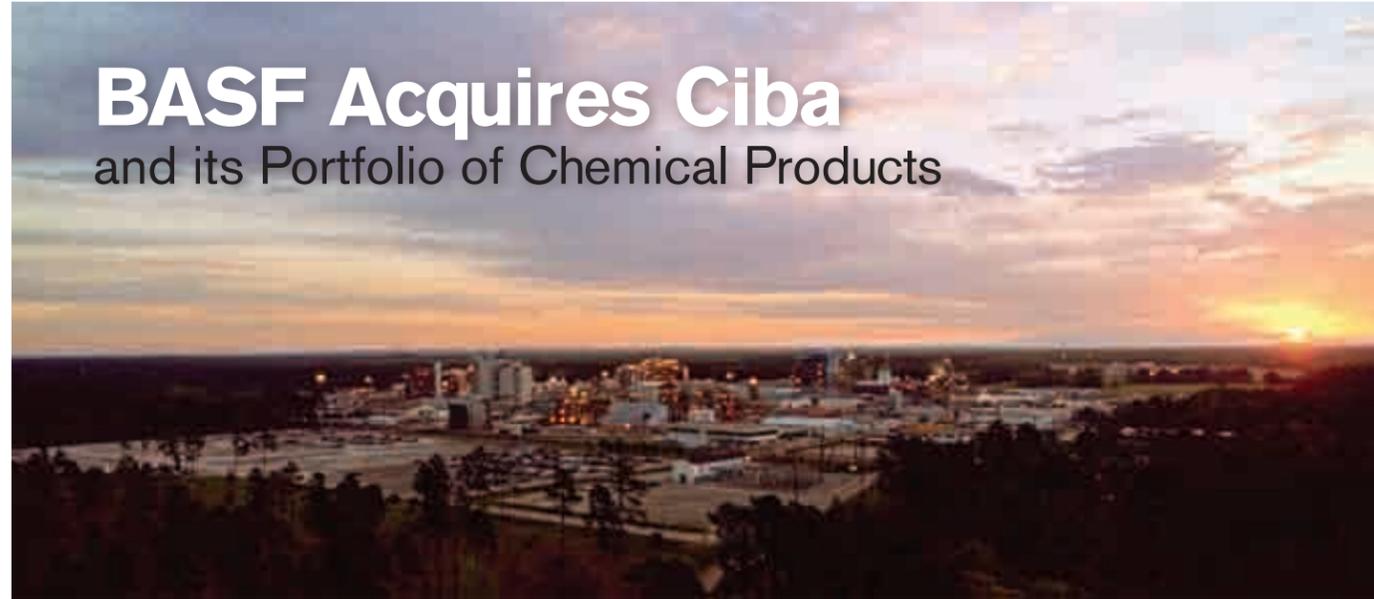
New tankers are needed to replace the fleet currently in use, which was built when Eisenhower was president. The planes are used to refuel fighter jets in flight, saving time and increasing productivity on missions. The contract could be worth up to \$100 billion.

In other defense contract news, Northrop Grumman beat out Boeing for an almost \$4 billion deal to service a fleet of KC-10 aerial refueling tankers. Boeing has been providing logistics services for the fleet since 1998, but the contract expires in January.

The work under the new contract will be done at Northrop's Lake Charles facility, possibly adding 200 jobs. Boeing officials could protest the award, but have not decided whether or not to do so.

# BASF Acquires Ciba

## and its Portfolio of Chemical Products



BASF, the world's leading chemical company, acquired Ciba Corporation in April 2009. By pooling research, production resources and marketing efforts, the addition of Ciba complements BASF's leading position providing the chemicals many companies need to make their end products better. In fact, the acquisition makes BASF the number one supplier to the plastics industry and the second-largest supplier of coating effect materials. It also allows BASF to offer its clients a wider range of pigments, resins and additives. "With the acquisition of Ciba, we are strengthening our portfolio and expanding our leading position in specialty chemicals with products and services for a variety of customer industries, in particular the plastics and coatings industries, as well as water treatment," said Dr. Jurgen Hambrecht, chairman of the board of executive directors of BASF. "In paper chemicals, we will intensify the

urgently needed restructuring process and become the leading supplier with an extensive portfolio."

While the new BASF ownership will have little impact on the McIntosh plant in Washington County, just north of Mobile, the acquisition did trigger a few operational changes, though most are related to different reporting lines. "Our focus remains on working safely and supplying our customer's needs," said Denise Taylor, public affairs and communications manager at the plant. McIntosh was one of Ciba's four main U.S. production sites, along with Suffolk, Va.; West Memphis, Ark.; and Newport, Del.

The McIntosh site makes a variety of chemicals with employees working around the clock seven days a week. It is Washington County's largest private employer. The four production units support BASF's Performance Chemicals, Dispersions & Pigments, Paper Chemicals, and Care Chemicals operating divisions. The former Ciba plant has close to 500 employees and approximately 165 contractors. As support functions merge with BASF's service platforms, the company anticipates a few support positions will be relocated to other company sites or eliminated. BASF plans to cut approximately 40 percent of Ciba employees, though most of those will be in Europe.

"We're committed to McIntosh," said BASF Spokeswoman Maureen Paukert to the *Mobile Press-Register*. "McIntosh will continue to be an important production site in the region for us." Taylor describes the plant as a world-class facility; the fact that it offers such a varied portfolio of services in production capabilities and service support make it an asset to BASF.



BASF acquired Ciba Corporation in April 2009, including the Ciba chemical plant in McIntosh, Ala., located in Washington County, just north of Mobile.



This acquisition makes BASF the number one supplier to the plastics industry and the second-largest supplier of coating effect materials.

BASF plans to keep the consolidation period brief, focusing its efforts on growing. "The combined businesses of Ciba and BASF offer tremendous potential," explained Taylor. "The task now is to discover ways to tap the full potential of our combined capabilities."

The former Ciba plant set up shop in McIntosh in 1952 as Ciba-Geigy with just 32 employees concentrating on a single product. Employment grew to 1,775 employees and contract workers in 1991, and then began to weaken. Today, on the 1,500-acre site, chemical products such as plastic additives and coating effects are created, then sold to the automotive, plastics, paper and detergent industries. Its variety of products makes it likely that many products people wear, build, drive or buy were somehow related to this south Alabama plant, now available to current and potential clients through BASF.

In North America, BASF is headquartered in Florham Park, N.J. The company's main headquarters is in Ludwigshafen, Germany. BASF has approximately 97,000 employees and posted sales of more than \$62 billion in 2008. In an April press release, Hambrecht addressed the company's employees. "From today there are no longer Ciba employees on the one side and BASF employees on the other: We are now a joint BASF team," he said. "We want to create added value and develop chemistry and innovations to help our customers."



The McIntosh plant was one of Ciba's four main production sites, where employees work around the clock making a variety of chemicals used by clients to improve their end products.

# BIRMINGHAM CUSTOMER APPRECIATION RECEPTION

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7. Steve Bookout, Boartright Companies; John Sanford, CSX; Allison Shirley, Boartright Companies; Anna Ward, ASPA; Forrest King, Jensen Shipping; Brent Lambiotte, Jim Walter Resources 8. Chuck Jones, Jim Walter Resources; Donna Franz, CG Railway; Jim Hoesman, Norfolk Southern 9. Bruce Hamilton, Jim Walter Resources; Ashley Riley, Jim Walter Resources; Charlie Haun, Parker Towing; Randy Craver, Jim Walter Resources 10. Brad Ojard, ASPA; Ben Rankin, Mid-Continent Coke & Coal; Mark Brislin, U.S. Steel; Ted Lee, NSA Agencies; Jeff Gage, U.S. Steel 11. Pam Biro, Dan-Gulf Shipping; John Mickler, ASPA; Maggie Stedel, Dan-Gulf Shipping

# BIRMINGHAM CUSTOMER APPRECIATION RECEPTION

September 22, 2009 • Harbert Center, Birmingham, AL



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# WORK UNDERWAY

## for Alabama's Newest Waterfront Park

The Alabama State Port Authority's Arlington Park is not even finished, but is already drawing national attention and garnering awards. The American Association of Port Authorities (AAPA) awarded the project one of seven achievement awards at its national convention in Galveston, Texas, on October 28.

The award is for exemplary achievement in environmental improvement.

Bob Harris, director of environmental and program management for the Port, said, "The Alabama State Port Authority is honored to have been selected for this award. To be recognized by our peers in the Port industry for our environmental achievement is especially rewarding." He traveled to the conference to accept the award.

In the award statement, Harris said the project has exceeded all expectations. For example, when contractors strategically planted native and compatible grasses on the land, they expected it to take three years for the grasses to fill the area, but most have already spread much farther than expected and filled the areas they were meant to cover.

This park is part of an overall mitigation project designed to create more than 50 acres of tidal marsh. It was designed, according to Harris, with creeks and streams with an eye to creating a long-term, diverse habitat for native plant and animal species. The plantings included nearly 675,000 plants, mostly obtained from local nurseries, including three kinds of cordgrass, bulrush, needlerush and sawgrass. Planners also took care to choose trees that will, when mature, help provide shelter and food sources for the species that move into the area.

Human interaction also played a huge role in the development of Arlington Park. The park is on property located next to the Port and just east of Brookley Field. With completion of Phases I and II, the park will offer access to a newly-built pier and kayak launch, as well as walkways, docks and gazebos for visitors to enjoy and learn about the unique coastal location.

The \$8.3 million dollar project launched by the Port Authority addresses two primary goals: bay front access and wetlands mitigation. "When we underwent the environmental impact assessment process for our Choctaw Point project, the public expressed real desire for a meaningful recreational option along the western shore of Mobile Bay," said Jimmy Lyons, director and CEO for the Port Authority. "This park meets that

need as well as provides high quality wetlands for both the ecosystem and human enjoyment."

Phase I of Arlington Park was awarded to Gillis Construction in Bay Minette. Their work includes the pier and kayak launch, installation of piles, pier decking, the pier shelter, aluminum gangway and floating dock system. Estimated completion of this phase is December 2009.

Work is also underway for Phase II of the park, awarded to Ladas Construction in Chickasaw. Their portion of the project includes executing the grading, drainage, paving, site work and landscaping necessary to create the recreational park overlooking Mobile Bay and the newly created coastal wetlands. In addition, the company will also construct the gazebos giving visitors areas to picnic, fish and enjoy the waterfront park. Phase II is estimated to be completed November 2009.

Plans for Arlington Park were unanimously approved by the Mobile City Council in July 2008. The waterfront park will be the fourth public access point on the western shore of Mobile Bay. Other areas include Riverside Park in downtown Mobile, McNally Park near Dog River and Mobile County's Bayfront Park near Dauphin Island. Arlington Park is scheduled to be finished by the end of the year.

The AAPA has distributed environmental awards since 1973 in four categories: environmental enhancement, mitigation, stakeholder awareness, education and involvement, and comprehensive environmental management.



An aerial view of progress at the park taken in September.



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## Alabama Seaport Magazine “At the Helm”

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### Bob Barnett, Technip

In 2001, Paris-based Technip opened a spoolbase in Theodore, Ala., to service the Gulf of Mexico’s oil and gas market. Since then, workers have welded more than 1,500 miles of pipe for Gulf projects.

Technip’s Theodore spoolbase features permanently installed facilities, pipe stalk storage racks and roller systems to allow significant quantities of pipe stalks to be prefabricated and stored onshore. In addition, the spoolbase provides a facility for the assembly, storage, spooling and loading of rigid pipeline before installation, thus reducing transit time and subsea pipeline installation projects.

This facility is the most prolific spoolbase in the world and holds a large market share of the Gulf’s oilfield projects.



**Name/age:** Bob Barnett / 53  
**Title:** Spoolbase Manager  
**Company:** Technip USA Inc.  
**Address:** 7323 Dauphin Island Pkwy  
**Web:** www.technip.com  
**Revenue:** Euro 7.48 Bn. (2008 – Group)  
**No. of employees:** 150 +/- (Spoolbase)

**Most recently read book:** *Royal Babylon: The Alarming History of European Royalty*, by Karl Shaw.

Fascinating book, and makes one thankful to be a commoner!

**Favorite music/musical artist:** Anything except modern Jazz/Roxy Music

**Education:** Attended college in England.

#### What is your relationship with the Alabama State Port Authority?

We are neighbors and partners who share similar visions and goals.

#### What is the most out-of-the-box idea you ever had in your professional career?

I think outside of the box every day.

**What was the result?** No failures yet!

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

There is not one single thing, but a combination of safety, quality and performance.

#### Tell us a little about what’s in store for your organization in 2009-2010?

Technip Theodore Spoolbase will maintain its position as the number one oil and gas related fabrication/construction facility in Alabama.

#### How did you wind up in your current position?

I came to the United States to help out on a three-week job nine years ago!

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

Flexible

#### Professional pet peeve?

People who say, “It can’t be done.”

#### What do you do to relieve stress?

Some form of physical exercise.

**Favorite hobbies?** Football (soccer to y’all), golf, music, art and reading literature.

**Pets?** Two very strong-willed rescue cats.

**Person outside of your family you would most like to spend time on an island with?** Kylie Minogue

#### If you had a \$1 million windfall, you would:

Throw a lavish party, try to spend the remainder more quickly than my children, and then go back to work.

#### It is 11 on Saturday morning. Where are you?

Probably at work.

#### What line of work would you pursue if you couldn’t work in your present one?

I cannot imagine a life outside of the oil and gas industry. Nothing would present as many challenges or give as much satisfaction.

#### Organization or company other than your own that you most admire?

I have to say that local organizations such as Penelope House, who provide for the needs of the local community, get my vote. Technip has a strong bond with a number of local charities and schools, and we are proud to play a part in our community.

**CEO of another company who you admire?** Steve Jobs

**What is there about you that people would be surprised to learn?** I cry at sad movies.

#### Biggest professional mistake and how you overcame it?

We all make mistakes, some of which have impacts we do not see. You cannot dwell on them—just learn, move on and hopefully become a better person for it.

#### They’re making a movie of your life. Is it a drama or comedy and who plays you?

Comedy/drama, I am played by Herve Villchaize as a child, Brad Pitt from teenager to 40 (Hey, it’s MY movie!), and Morgan Freeman to reflect my authoritative yet calm demeanor as I become more statesman-like.



## MOBILE SHINES in International Publication

Mobile's potential has gained international attention. The Port City was featured in the Aug. 1 issue of *The Economist*, a weekly newspaper that focuses on international politics and business news. In the publication, Mobile was referred to as "a city that looks beyond the recession."

According to the article, Mobile has good reason to be confident. First, Australian ship-building company Austal USA has shown growth since arriving in 1999. Then, of course, there's newcomer ThyssenKrupp, which is projected to bring 2,700 jobs to the region in 2010. Add to that list the fact that aerospace manufacturing company Boeing, based in Huntsville, is expanding to the opposite end of the state, and it's clear to see why the city is optimistic.

James K. Lyons, director and CEO for the Alabama State Port Authority, hosted a port tour for Erica Grieder, reporter for the publication, to illustrate impacts associated with growth in trade. "We've invested nearly \$600 million in port infrastructure to serve not only our existing shippers, but the needs of new manufacturers in our region," said Lyons. "The port's and the community's investments to attract quality companies will pay huge dividends when markets rebound from the global recession."

Increased awareness in the global marketplace, through publications such as *The Economist*, help the community capitalize on a number of recent articles on Mobile. Last year, Moody's Economy.com, a division of Moody's Analytics, ranked America's 363 metropolitan areas for projected economic growth between 2007 and 2012. Mobile County was ranked in the top spot. This June, *Forbes* named Mobile one of the ten cities best placed for recovery. City leaders plan on utilizing these opportunities to their full potential.

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## Soulliere Retires as ThyssenKrupp Steel USA CEO

Bob Soulliere, president and chief executive officer of ThyssenKrupp Steel USA, retired on Sept. 30. On Oct. 1, Vice President of Technology Christoph Lackinger assumed Soulliere's responsibilities. Soulliere's retirement was announced in August, and afterwards he assisted with the company's transition.

Previously, Soulliere had retired as head of ThyssenKrupp Budd Co., an auto body components manufacturer, when he was offered the opportunity to head the start-up of the \$4.2 billion carbon steel plant in Calvert, Ala. According to Soulliere, creating an organization from scratch has been his top achievement. He also said that the warm welcome Mobile and the rest of the state has given the company has been a selling point in recruiting employees.

"Bob's hard work is deeply appreciated by our team, and we wish him the best of luck in the future. As our first CEO, he's laid a foundation that the future success of our team will stand on for many generations to come," said Scott Posey, director of corporate communications for ThyssenKrupp Steel USA.

James K. Lyons, director and CEO of the Alabama State Port Authority, echoed that sentiment noting Soulliere's role began prior to ThyssenKrupp selecting Alabama for its new state-of-the-art steel manufacturing and processing facility in the United States. "Bob came into the TK/Alabama negotiations at a critical juncture in the project. His leadership was invaluable to Alabama's successful bid for this unprecedented project."

Upon retirement, Soulliere plans to return to his hometown, Windsor, Ontario. He says he will continue to look south and follow the project, and plans on being present when the mill rolls its first coil in spring of 2010.

## Federal Grants for Reservoir Construction Benefits Alabama Farmers

Sen. Jeff Sessions recently announced a new federal grant program designed to encourage the construction of on-farm water reservoirs and advanced irrigation systems. Alabama farmers will be eligible for \$1.58 million to be awarded for construction designed to limit the negative effects of prolonged droughts.

The grant comes as part of a new U.S. Department of Agriculture program championed by Sessions and former Alabama Rep. Terry Everett. In 2007, Sessions authored legislation seeking to help farmers construct reservoirs that could capture water during Alabama's rainy season to be put to use in drier months. Everett introduced similar legislation in the House.

The construction of reservoirs will serve state agriculture in a number of ways. A statewide network of holding ponds will reduce drought losses and increase crop production. Also, reservoirs will facilitate growth for water-intensive energy crops such as corn and soybeans. These crops play an important role in the development of America's renewable energy industry.

The program awards federal grants nationally on a competitive basis, giving priority to projects that would result in a savings of ground or surface water on agricultural lands. Individual producers are eligible for the program, as well as multiple entities. State and local governments are able to partner together to apply for federal assistance.

"I am pleased that the USDA is moving forward with the program, and I look forward to seeing the results of this investment on farms throughout the state," said Sessions.

## Westfal-Larsen U.S. Inc. Announces its New Office in Mobile is Now Up and Running.

Westfal-Larsen Shipping US Inc.,  
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Mobile, AL 36633-1504

## BNSF Offers Training to Employees

Shortline partners from Burlington Northern Santa Fe Railway, including Paul Ashcraft from the Alabama State Port Authority, spent a week in Pueblo, Colo., for training in how to respond to accidents involving hazardous materials. The Transportation Technology Center hosted the training at its Security and Emergency Response Training Center in early August.

The training included lessons in new federal hazardous materials regulations, how to check for leaks and problems, and how to handle certain spills. Mike Yuen, manager, shortline development, told the AAR Insider, "This was a good way for us to help our shortline partners understand what we carry and what to do in an emergency." ASPA's Ashcraft could not agree more. "This training ensures that the T ASD is up to speed on the latest regulations and prepared for any circumstance to ensure the highest level of safety and service," said Ashcraft.

More than two dozen people attended the four-day conference. Participating railroads included the Arkansas & Missouri, Central California Traction, Iowa Interstate, Kansas & Oklahoma, Kyle, Los Angeles Junction, MidSouth, Minnesota Northern, Montana Rail Link, Nebraska Northeast, Northern Plains, Pacific Harbor Lines, Pioneer Railcorp, San Joaquin, Tacoma Rail, Terminal Railway-Alabama State Docks, Texas North Western, and Watco Companies.



Class photo from BNSF training in Pueblo, Colo.



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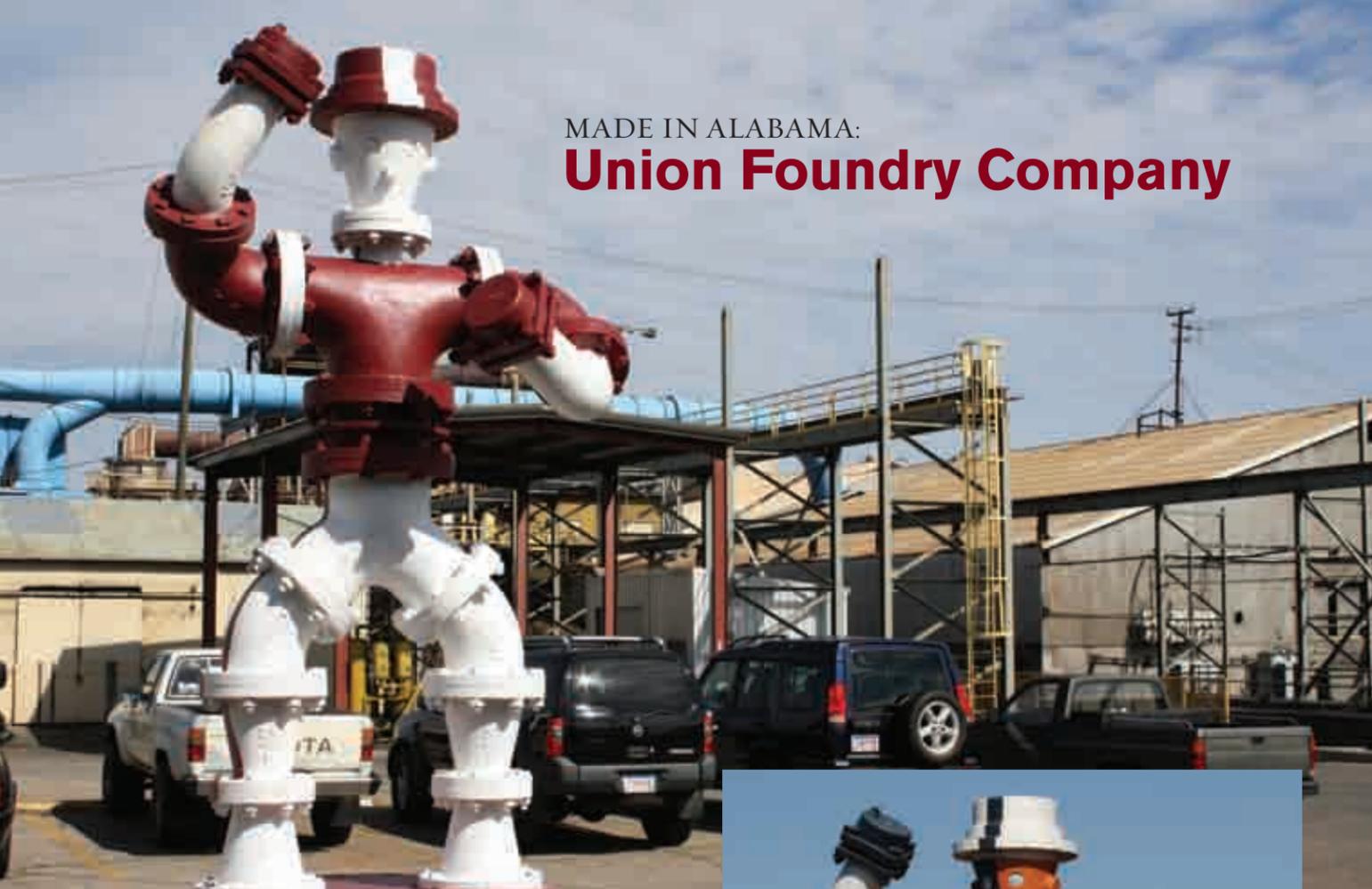
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MADE IN ALABAMA:  
**Union Foundry Company**

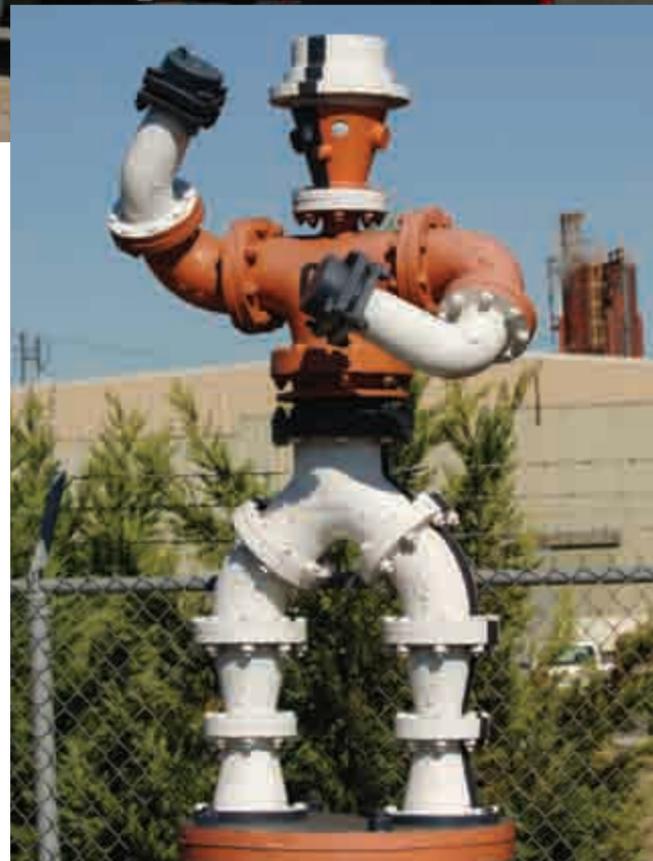


Union Foundry Company (Union) opened their doors in Anniston, Ala., in 1911 in the foothills of the Appalachian Mountains. In fact, Anniston became known as the “city that lights the world” when the lamp posts produced by Union lit Pennsylvania Avenue from the White House to the Capitol in Washington, D.C.

Union produces ductile iron utility fittings and is part of McWane, Inc.'s waterworks fittings group. Union consists of two foundries located in Anniston and Tyler, Texas. McWane Inc. is a privately owned corporation located in Birmingham, Ala.

Union embraces and develops the most innovative processes and technology available, all from scrap. “McWane foundries have been manufacturing waterworks fittings since the early 1900s. These fittings are used for high pressure potable water lines,” stated Kent Brown, assistant general manager at Union.

In addition to their innovative manufacturing processes, the company also works diligently to protect and sustain the environment. The company recycles the equivalent of nearly 50,000 cars each year. Union also purchases more than thirty million dollars each year in outside goods and services.



**Union Foundry's Iron Man stands proudly outside of the foundry in Anniston, Alabama. He is comprised of pipes, valves and fittings manufacturing at Union Foundry.**



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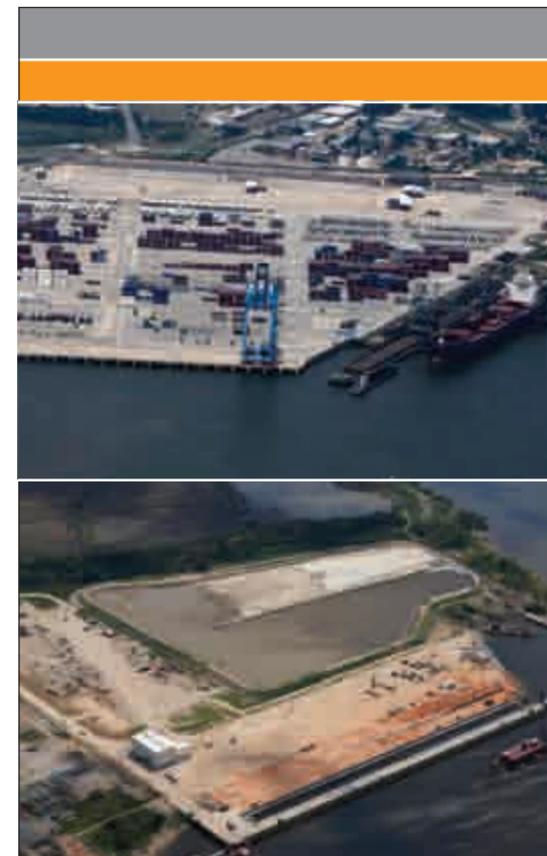
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This creates more jobs, meaning more taxes paid and creates faster economic development.

Like other members of the McWane family of companies, Union takes pride in their work, their employees and their community. McWane established a Community Advisory Panel (CAP) at Union which allows them to coordinate their community outreach programs with the city of Anniston. "CAP helps us to communicate our plans to community leaders and determine areas where we may be able to work with different groups in the community to make Anniston a better city for all of its residents," Kent Brown commented.

On March 28, 2008, a team from Union partnered with the local United Way chapter for a "Day of Caring." The Union Team included 400 volunteers who worked at 30 local non-profit agencies throughout Anniston to make repairs, paint, clean and even wax floors. Every year, an outstanding volunteer is nominated by their peers as someone who went above and beyond and exceeded expectations. In 2008, Union team member Danny Dickerson earned the award.

In 2009, when United Way "Day of Caring" was cancelled in Anniston, the Union Team decided to step in and fill this void. On April 16-17, 2009, Team members pitched in to perform maintenance work at the Central Alabama Cerebral Palsy Center. The center provided all the necessary materials and the Union volunteers provided the labor. The Team painted fences, the storage building, the dining room and the hallways. They also spruced up the landscaping and completed some much needed repairs inside the facility. The volunteers from Union demonstrated once again what the McWane Team is all about—helping people in need in the communities where they live and work every day.

**Union Foundry sits in the foothills of the Appalachian Mountains in Anniston, Alabama**

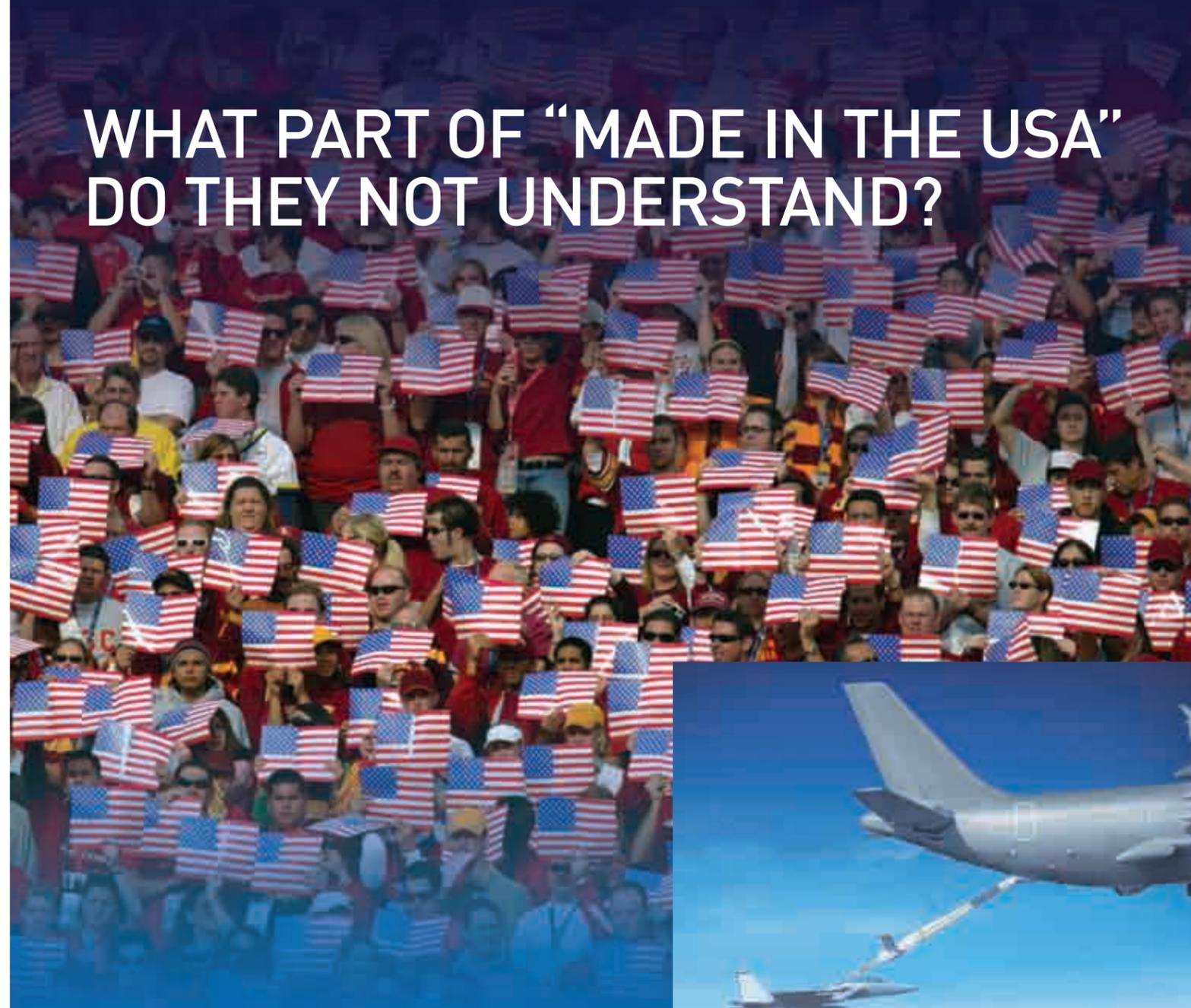


**Union Foundry employees celebrate 40+ years of service. Front (L to R): Diane Moncrief, Joan Hayes, Carole Henderson. Back (L to R): Charles Smith, Bruce Hunt, William Huguley, Jerry Callahan**



**Volunteers stop for lunch after a morning of repairs and maintenance at the Central Alabama Cerebral Palsy Center. Front (L to R): Bryan Biehunko, Jon Pollard, Kathy Knight, Lamar Ragan, Kelli Ragan, Sandra Miles. Back (L to R): Jimmy Dowdey, Dale Garrett, Kent Brown, Walter Sturkie, Drennen Retherford.**

# WHAT PART OF "MADE IN THE USA" DO THEY NOT UNDERSTAND?



Last time we checked, the South was considered a major part of America. Yes, America. And last time we checked, jobs created in the South have always been just as important as those created in other parts of the country.

Northrop Grumman's bid to build the KC-45 aerial refueling tanker includes the creation of 13,123 jobs throughout the Southeastern United States, including 4,500 jobs in Alabama and 1,674 in Florida. Overall, the Northrop Grumman KC-45 Tanker Program will provide 48,000 direct and indirect American jobs, utilizing more than 230 suppliers across all 50 states.

The Northrop Grumman KC-45 is America's Tanker.

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PORT CALLS:

## Alabama Gulf Coast Trail Receives National Recognition



Lined with mossy oak trees, the Backcountry Trail offers plenty of shade for visitors.

Alabama's Gulf State Park has given us all one more reason to abandon our sedentary lifestyles. The Hugh S. Branyon Backcountry Trail located in Orange Beach on William Silvers Parkway off Canal Road West has been designated as a National Recreation Trail for 2009.

In 1968, the National Trails System Act established a nationwide network of scenic, historic and recreation trails. This year, Secretary of the Interior Ken Salazar selected a total of 22 trails within 13 states to become National Recreation Trails, adding more than 500 miles of trails to the National Trails System.

"These new National Recreation Trails, built through partnerships with local communities and stakeholders, will create new opportunities for fitness and environmental stewardship, while creating a lasting legacy for our children and grandchildren," said Salazar.

The Backcountry Trail is the third in the state to be named a National Recreation Trail, joining the Alabama Scenic River

Trail, which received the designation last June, and the Pinhoti Trail, which is an extension of the Appalachian Trail. Those who have spent time on the trail were not surprised by the recognition. "We who live here understand and recognize what a great treasure the Backcountry Trail is. We are excited that this might inspire others to come out and discover all the trail has to offer," said Mike Foster, vice-president of marketing for the Alabama Gulf Coast Convention and Visitors Bureau.

The trail is a multi-use, handicapped accessible, asphalt and boardwalk path. Visitors to the trail can take in a wide variety of wildlife and scenery. The five trails that make up the Backcountry Trail system offer more than a typical walking trail. Nature fans can experience maritime forests, coastal wetlands, wet and dry pine savannas, and countless species of wildlife in the span of an afternoon. Fitness gurus can walk, run or ride a bike along the nearly 10 miles of scenery. History buffs can brush up on their knowledge of local lore and folktales.

Phillip West, coastal resources manager for the City of Orange Beach and project manager for the Backcountry Trail,



The main entrance to the Backcountry Trail is located near the Orange Beach Sportsplex on William Silvers Parkway.

suggests visitors study a map of the trail before their first outing. "If you want to see a lot, bring a bike." He also advises visitors to study the trail map since there is so much to see. In order to make sure to not miss anything, visitors might want to research all the trail has to offer, decide what they want to see and plan their trip accordingly.

"Another great introduction to the trail is our guided Ecotour. Families can ride in a six passenger electric golf cart along with a naturalist," adds West. The Ecotour lasts more than two hours, taking riders on a 16-mile tour. The tour costs \$15 per person, but a family of five costs \$60. A tour guide explains the history of the trail and points out favorite spots, giving guests an opportunity to identify areas of the trail of particular interest that they can further explore on their own. The riding tour is also a great alternative for those who may have trouble walking long distances.

A favorite area among visitors is Catman Trail, named after an elusive creature believed to be part man and part wildcat. Alleged sightings over the years have led to a number of legends surrounding the creation of Catman. One story tells of a shipwrecked couple that never made it out of the wilderness and eventually became wild. Another more gruesome Catman tale involves a family murdered in the woods, leaving one surviving child to be raised by wolves.

The spooky stories of the Catman peak visitor's interests, particularly during the Halloween season. The City of Orange Beach has organized two events during the month of October. On October 24th, the 3rd Annual Running Scared 5k will give runners an opportunity to put on their best costume and compete for the best time. On Friday, October 30th, the city will offer Haunted Hayrides. This event provides fun for the entire family. Younger children can ride the Free Kiddies Daylight rides from 6-7 p.m. From 7-11 p.m., tickets are less

than \$10 for anyone brave enough to ride through the trail after dark.

"The trail appeals to kids, adults, seniors, people that enjoy walking, running, or riding bikes," said Foster. The City of Orange Beach maintains the trail for visitors to enjoy. The City even accommodates pets with water bowls at restrooms along the trail.

When walking through the vast, scenic wilderness along the trail, it's hard to believe that there are beautiful beaches and popular restaurants filled with tourists only a few miles away. It's much easier to imagine that you have stepped back in time. As Foster points out, "The Backcountry Trail is one of the best opportunities to see what the area may have been like 150 years ago."

For information on the Running Scared 5k, visit [www.running-scared5k.com](http://www.running-scared5k.com). For all other information regarding the trail, visit [www.backcountrytrail.com](http://www.backcountrytrail.com) or call Nicole at (251) 981-2610.



Comfort stations are conveniently located along each trail providing bathrooms, water and a place to rest.

## The Remarkable Life of Captain Stefan Wesolowski

His story reads like a plotline from *The Young Indiana Jones Chronicles* and is as improbable as *The Curious Case of Benjamin Button*, but Stefan P. Wesolowski lived a remarkable life, serving with the armed forces or the Merchant Marines of Poland, France and the United States. He was decorated as both an enlisted man and as an officer, and first went to war at the tender age of 9. And during World War II, he commanded a vessel with ties to the Port of Mobile.

Wesolowski was born in Warsaw, Poland, on January 31, 1909, into a family with a long military tradition. In 1918, the precocious 9-year-old Stefan ran away from home to join Jozef Pilsudski's "Polish Legions," fighting for independence from Czarist Russia. A photo of Wesolowski dating from this period shows him as a dark-eyed youth wearing a greatcoat and armed with a sword nearly as long as he was tall. The boy served primarily as a scout but later received Poland's highest military decoration for valor, the Order of Virtuti Militari, for his part in the capture and holding of strategic position in defense of Lviv, Ukraine. A year or so later, during the Third Silesian Uprising against the rule of the German Weimar Republic, his slight build enabled Wesolowski to disguise himself as a farm girl, and in this guise he conducted nightly reconnaissance patrols behind enemy lines while leading a cow to pasture. For his invaluable services, Wesolowski was awarded Poland's Cross of Valor, which was established in 1920. At the age of 12, Wesolowski was promoted to the rank of corporal, reportedly becoming the youngest non-commissioned officer in the history of Poland's military, but his service in the army was coming to an end.

Intrigued by tales of the sea, Wesolowski now made his way to Wejherowo, on the Baltic Sea, and signed aboard the merchantman ABDANK, later serving in the GAZOLINA, the first Merchant Marine vessel to sail under the Polish flag in 350 years. Thus began Wesolowski's long and storied career as a sailor. Wesolowski enlisted in the Polish Navy at the age of 13, and, as a petty officer, he was placed in charge of a 10-man observation and communication post. It is testament to his personality that the older men under his charge accepted him as their leader.



**Stefan Wesolowski went to war in 1918 at age 9, fighting for Polish independence from Russia. After a stint in the Polish Merchant Marine, Wesolowski enlisted in the Polish Navy at the age of 13.**

Over the course of the next few years, Petty Officer Wesolowski served in a variety of billets ashore and at sea, also sailing in several ships of the French Navy, including the warships BOURRASQUE, LA FORTUNE and CONDERCET. After eight years of naval service, Wesolowski returned to the Merchant Marine, earning his captain's certificate that same year. In 1930, at the age of 21, Stefan Wesolowski became skipper of the seagoing tug POLLOX. As such, he was involved in the construction of the Port of Gdynia. Three years later, he joined the Gdynia Port Authority and served as a harbor pilot. On September 25, 1933, Captain Wesolowski married 20-year-old Antonina. Life was good for the young couple and by 1938, now with two young sons, Captain Wesolowski and his wife began entertaining thoughts of retiring in a year or two. Fate intervened, however. Still a reservist in the Polish Navy, Wesolowski was on an annual training cruise in August 1939 when the Polish armed forces were mobilized to counter German designs on their nation.

Petty Officer Stefan Wesolowski received orders to the submarine ORZEL, but upon reporting to the boat found that it had a full complement. He was subsequently ordered to the destroyer WICHER, which, to his dismay, also turned out to be fully manned by the time he reported. Wesolowski eventually

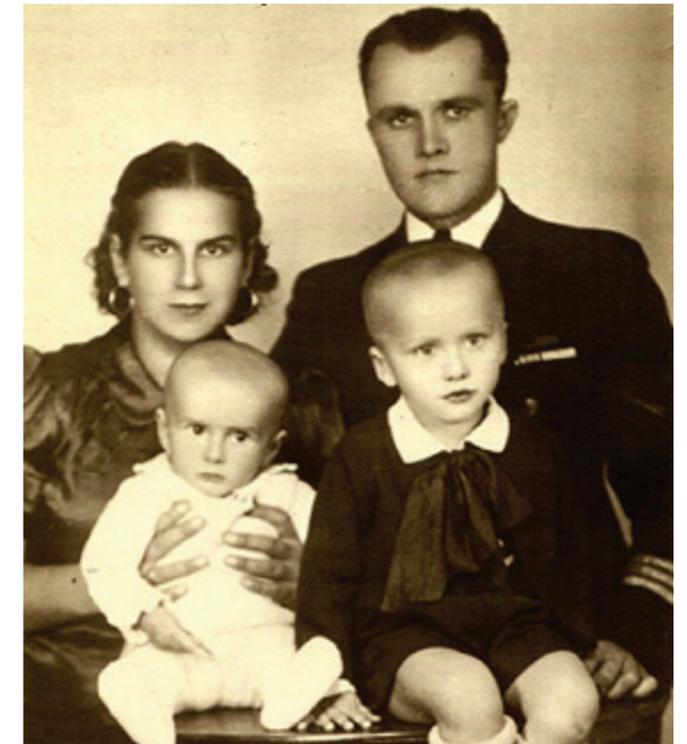
received orders to the Grom-class destroyer BLYSKAWICA as a Signalman Petty Officer. As part of Operation Peking, the BLYSKAWICA and two other destroyers were ordered to make weigh and steam for England on August 30, 1939. On the bridge of the BLYSKAWICA, ship's Captain Wlodzimierz Kodrebski directed Wesolowski to send the following signal to Naval Headquarters: "God Bless the Glory of the Fatherland." Little could he know it, but Wesolowski would not see his family again for nearly seven years.

En route to England on September 7, the BLYSKAWICA made contact with and attacked a German U-boat in the English Channel, marking one of the first clashes between Allied and German warships. The ships safely reached Plymouth two days later. Coordinating with the Royal Navy's Home Fleet, the Polish warships now began a series of patrols in the North Sea. In May 1940, the BLYSKAWICA participated in the Norwegian Campaign and is credited with downing two Luftwaffe aircraft. However, Petty Officer Wesolowski was wounded during the engagement and was immediately hospitalized upon the ship's return to Plymouth.

Following recuperation, Wesolowski volunteered to serve with the Free French Navy and was assigned as a chief petty officer in the sub-chaser CHASSEUR XV for duty in the English Channel. It was an arduous, thankless duty, patrolling for German U-boats, armed merchant vessels and coastal craft, and Chief Petty Officer Wesolowski's health began to suffer. For his service, the French Navy awarded him the Croix de Guerre, and Wesolowski received an honorable discharge from the Polish Navy on August 8, 1941.

The sailor's inactivity weighed heavily upon him, however, and Wesolowski soon reported to the Polish Merchant Marine headquarters in London. In February 1942, he accepted an assignment as the radio operator on the M/S LECHISTAN. For the next 21 months, he sailed in a number of merchant vessels, including the American tanker SS FAIRFAX.

While in the Brooklyn Naval Yard in November 1943, Wesolowski was offered a berth as the first officer in the U.S. Army Transport Service vessel GANANDOC. The GANANDOC was originally built in England in 1929 as Hull #1383 by the shipbuilding firm of Swan Hunter and Wigham Richardson, Ltd. Between 1929 and 1942, the ship was employed as a grain and ore carrier on the Great Lakes and the St. Lawrence. On December 12, 1942, the GANANDOC was transferred to the U.S. Maritime Commission and sent to Mobile for conversion to an aircraft transport vessel. The Army Transport Service had been established at the time of the Spanish-American war to give the Army its own fleet for transporting cargo and troops. Overseen by the Army's Quartermaster Corps, the Army Transport Service



**By 1938, the Wesolowskis had a young family and were already looking forward to a quiet retirement.**



**In the employment of the U.S. Army Transport Service, Wesolowski, seen here in 1944, served as captain of the USAT GANANDOC, a merchant vessel refitted in Mobile as an aircraft transport vessel.**



Captain Stefan P. Wesolowski at age 71 in 1980, stands in front of a portrait of himself as a Merchant Marine captain. Note the Bronze Star Medal that was conferred upon him by the U.S. government in 1985.

employed civilian mariners to operate its vessels. These merchant mariners, however, wore uniforms that distinguished them as being in the service of the A.T.S.

The USAT GANANDOC ferried aircraft and parts between Halifax and Liverpool. On her third crossing, the ship's master became ill, and First Officer Wesolowski assumed command of the transport and remained skipper of the ship through the end of her commissioned service. The GANANDOC was damaged by German artillery during the D-Day landings in June 1944, and Captain Wesolowski was ordered to scuttle her. Nevertheless, he and his crew managed to keep the ship afloat and get her safely back to England for repair.

While the GANANDOC was laid up, Wesolowski took command of another Army Transport Service vessel, the ocean-going tug 533, participating in salvage work and convoy duty. It was while steaming in convoy on December 23, 1944, that Captain Wesolowski located a minefield in the English Channel and alerted the rest of the convoy to its presence, indubitably saving many lives.

With repairs to the GANANDOC complete in March 1945, Wesolowski resumed command of the transport ship and remained in that position for more than another year. In February 1946, the officer was granted leave to make his way to Warsaw to be reunited with the family he hadn't seen since August 1939. The following month saw Stefan, Antonina and the boys together in Warsaw. Wesolowski arranged passage for his family to Paris via Berlin, and they spent a few weeks together in Paris, getting reacquainted and enjoying a respite from the war-torn lives they had been living separately. The officer was ordered back to his ship to make his last transatlantic crossing as her captain, and he arranged transport to America for his wife and children. Antonina, Zdzislaw and Jeremii arrived in New York City on board the SS WASHINGTON on July 20, 1946, to begin a new life.

The family settled on Staten Island, and Wesolowski continued to go to sea as a merchant captain for the next 20 years. Having served as a boy soldier and sailor and as a merchant mariner during times of both war and peace, Wesolowski was decorated by the governments of Poland, Lithuania, Silesia, France, England, Norway, China and the United States. Wesolowski declined two decorations offered by the Soviet Union. Captain Stefan P. Wesolowski died in 1987 at the age of 78, a hero of both his native Poland and his adopted homeland, the United States.



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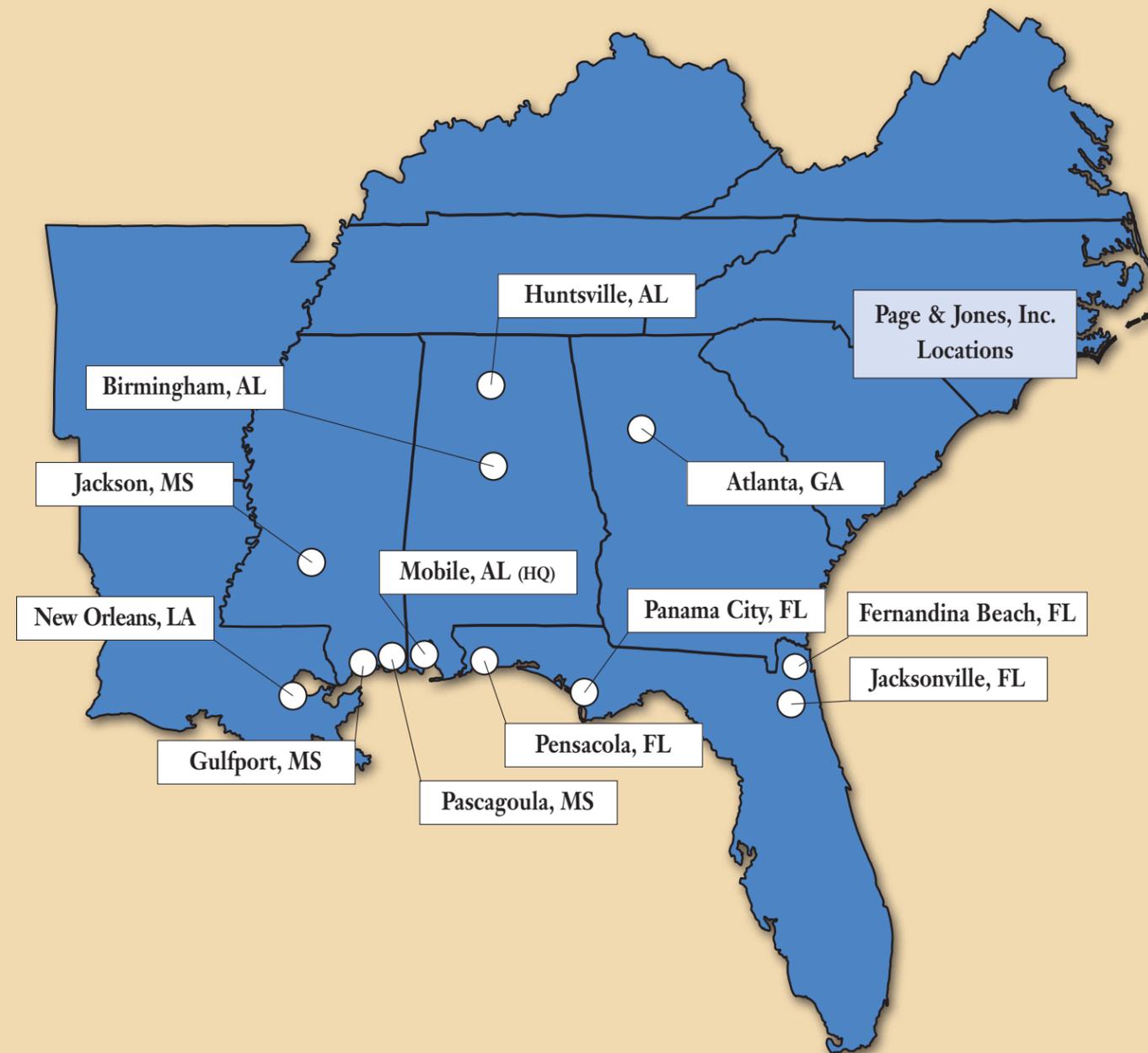
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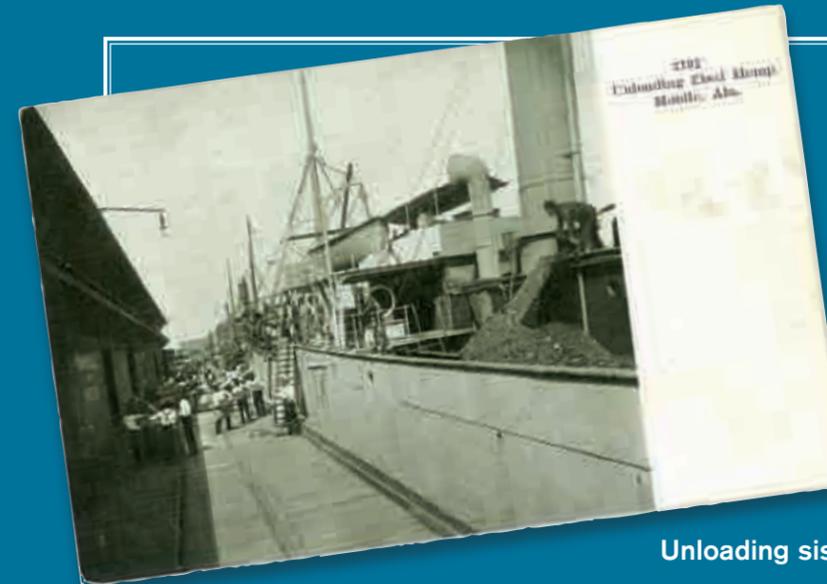
## Trade Lanes

DESTINATION	LINE	FREQUENCY	AGENT
<b>ALGERIA</b>			
ALGIERS	Nordana	Inducement	Biehl & Company
MOSTAGANEM	Nordana Oran	Inducement Inducement	Biehl & Company ISS RioMar
<b>ARGENTINA</b>			
PUERTO MADRYN	Gearbulk	Bi-Monthly	Inchcape
CAMPANA	Gearbulk	Bi-Monthly	Inchcape
<b>ARUBA</b>			
ORANJESTAD	C.I.C.	Monthly	Seacliff Agencies
<b>BARBADOS</b>			
BRIDGETOWN	C.I.C.	Monthly	Seacliff Agencies
<b>BELGIUM</b>			
ANTWERP	Atlanticargo Grieg Star Shipping	Every 10 Days Every 10 Days	Norton Lilly International Grieg Star
<b>BELIZE</b>			
BIG CREEK	MCW Shipping	Bi-Weekly	Bulk Shipping
<b>BRAZIL</b>			
BARRA DO RIACHO	Gearbulk	Monthly	Inchcape
BELEM	C.I.C.	Bi-weekly	Seacliff Agencies
BREVOS	C.I.C.	Monthly	Seacliff Agencies
MONTEVIDEO	Westfal-Larsen Shipping	Monthly	Westfal Larsen/Inchcape
PARANAGUA	Gearbulk	Bi-Monthly	Inchcape
PORTOCEL	Westfal-Larsen Shipping Gearbulk	Monthly Bi-Monthly	Westfal Larsen/Inchcape Inchcape
PRAIA-MOLE	Westfal-Larsen Shipping	Monthly	Westfal Larsen/Inchcape
SANTOS	Westfal-Larsen Shipping Gearbulk	Monthly Bi-Monthly	Westfal Larsen/Inchcape Inchcape
<b>CANARY ISLANDS</b>			
LAS PALMAS	Spliethoff	Monthly	Page & Jones Inc.
TENERIFE	Spliethoff	Monthly	Page & Jones Inc.
<b>CAYMAN ISLANDS</b>			
GEORGETOWN	MCW Shipping	Bi-Weekly	Bulk Shipping
<b>CHINA</b>			
DAGANG	Grieg Star Shipping	Monthly	Grieg Star
QINGDAO	Grieg Star Shipping	Monthly	Grieg Star
SHANGHAI	Grieg Star Shipping	Monthly	Grieg Star
<b>COLOMBIA</b>			
CARTAGENA	Dan-Gulf Shipping	Bi-Monthly	Lott Ship Agency
PUERTO CABELLO	Dan-Gulf Shipping	Bi-Monthly	Lott Ship Agency
SANTA MARTA	Dan-Gulf Shipping	Bi-Monthly	Lott Ship Agency

<b>CURAÇAO</b>			
WILLENSTAD	C.I.C.	Monthly	Seacliff Agencies
<b>DOMINICA</b>			
ROSEAUO	C.I.C.	Monthly	Seacliff Agencies
<b>DOMINICAN REPUBLIC</b>			
RIO HAINA	C.I.C. Caribbean Forest Carriers	Monthly Inducement	Seacliff Agencies Transmarine Alabama LLC
<b>EGYPT</b>			
ALEXANDRIA	Nordana	Inducement	Biehl & Company
<b>ENGLAND</b>			
TILBURY	Atlanticargo Grieg Star Shipping	Weekly Monthly	Norton Lilly International Grieg Star
<b>FRANCE</b>			
BOULOGNE	Grieg Star Shipping	Monthly	Grieg Star
SETE	Grieg Star Shipping	Monthly	Grieg Star
<b>GERMANY</b>			
BREMEN	Atlanticargo Grieg Star Shipping	Every 10 Days Every 10 Days	Norton Lilly International Grieg Star
<b>GREECE</b>			
PIRAEUS	Nordana	Inducement	Biehl & Company
<b>GRENADA</b>			
SAINT GEORGES	C.I.C.	Monthly	Seacliff Agencies
<b>GUADELUPE</b>			
BASSE-TERRE	C.I.C.	Monthly	Seacliff Agencies
<b>ITALY</b>			
GENOA	Nordana	Inducement	Biehl & Company
LIVORNO	Nordana Grieg Star Shipping	Inducement Bi-Monthly	Biehl & Company Grieg Star
MONFALCONE	Grieg Star Shipping	Bi-Monthly	Grieg Star
NAPLES	Grieg Star Shipping	Bi-Monthly	Grieg Star
SAVONA	Grieg Star Shipping	Bi-Monthly	Grieg Star
<b>JAMAICA</b>			
KINGSTON	C.I.C. Caribbean Forest Carriers	Bi-Weekly Inducement	Seacliff Agencies Transmarine Alabama LLC
<b>JAPAN</b>			
IYOMISHIMA	Saga Forest Carriers	Inducement	Biehl & Company
MISHIMA-KAWANOE	Grieg Star Shipping	Monthly	Grieg Star
NIIGATA	Saga Forest Carriers	Inducement	Biehl & Company
SHIMIZU	Grieg Star Shipping	Monthly	Grieg Star
TAGONOURA	Saga Forest Carriers	Inducement	Biehl & Company
TOKYO	Saga Forest Carriers	Inducement	Biehl & Company
<b>KOREA</b>			
INCHON	Saga Forest Carriers Grieg Star Shipping	Inducement Monthly	Biehl & Company Grieg Star
KUNSAN	Grieg Star Shipping	Monthly	Grieg Star
<b>LEBANON</b>			
BEIRUT	Nordana	Inducement	Biehl & Company
<b>MARTINIQUE</b>			
FORT-DE-FRANCE	C.I.C.	Monthly	Seacliff Agencies

<b>MEXICO</b> COATZACOALCOS TAMPICO	CG Railway Spliethoff	Every 4 Days Monthly	CG Railway Page & Jones Inc.
<b>MOROCCO</b> CASABLANCA	Spliethoff	Monthly	Page & Jones Inc.
<b>NETHERLANDS</b> ROTTERDAM  VELSEN	Atlanticargo Grieg Star Shipping Grieg Star Shipping	Every 10 Days Monthly Monthly	Norton Lilly International Grieg Star Grieg Star
<b>SCOTLAND</b> MONTROSE	Grieg Star Shipping	Monthly	Grieg Star
<b>SOUTH AFRICA</b> CAPETOWN DURBAN PORT ELIZABETH RICHARDS BAY	Gulf Africa Line Gulf Africa Line Gulf Africa Line Gulf Africa Line	Monthly Monthly Monthly Monthly	Biehl & Company Biehl & Company Biehl & Company Biehl & Company
<b>SPAIN</b> ALGECIRAS/PALAMOS BARCELONA  BILBOA CADIZ GANDIA MOTRIL PALMA DE MALLORCA VIGO VALENCIA	Spliethoff Nordana Spliethoff Spliethoff Spliethoff Spliethoff Grieg Star Shipping Spliethoff Spliethoff Nordana	Monthly Inducement Monthly Monthly Monthly Monthly Monthly Monthly Monthly Inducement	Page & Jones Inc. Biehl & Company Page & Jones Inc. Page & Jones Inc. Page & Jones Inc. Page & Jones Inc. Grieg Star Page & Jones Inc. Page & Jones Inc. Biehl & Company
<b>ST. CROIX</b>	C.I.C.	Monthly	Seacliff Agencies
<b>ST. KITTS</b> BASSETERRE	C.I.C.	Monthly	Seacliff Agencies
<b>ST. LUCIA</b> CASTRIES VIEUX FORT	C.I.C. C.I.C.	Monthly Monthly	Seacliff Agencies Seacliff Agencies
<b>ST. MARTIN</b>	C.I.C.	Monthly	Seacliff Agencies
<b>ST. THOMAS</b>	C.I.C.	Monthly	Seacliff Agencies
<b>ST. VINCENT</b> KINGSTOWN	C.I.C.	Monthly	Seacliff Agencies
<b>SWEDEN</b> STOCKHOLM	Polish Ocean Line	Weekly	Biehl & Company
<b>TOBAGO</b>	C.I.C.	Monthly	Seacliff Agencies
<b>TRINIDAD</b> PORT OF SPAIN	C.I.C.	Bi-weekly	Seacliff Agencies
<b>TURKEY</b> ISTANBUL IZMIR MERSIN	Nordana Nordana Nordana	Inducement Inducement Inducement	Biehl & Company Biehl & Company Biehl & Company

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Unloading sisal hemp, Mobile, Ala.



January 26, 1908 - Loading barrels onto a steamboat in Jackson, Ala.

Postcard reproduction courtesy of John Hunter, Owner and President of Dockside Services, Inc.

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C. L. HAMILTON--P.O. Box 302.....(251) 433-9997  
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