



## Product Application Report

No. 124

Port of Longview  
Longview, Washington

# Containerization in a Small Town's Big Port

TRIPLE STACKING is what it's all about in the booming container handling business. This Challenger 620 makes easy work of a sometimes difficult task. Real plus mark for the Hyster Container Handler is operator visibility.



The Port of Longview, Washington is located 66 miles inland from the Pacific Ocean on the north bank of the Columbia River. It's a general cargo port serving ships and shippers all over the world. In 1970 this relatively small port whose motto is: "the port of personal service," handled almost three million tons of inbound cargo and four million tons of outbound cargo. That qualifies it as one of the largest ports in the Pacific Northwest, in terms of tons handled.

One problem. An increasing amount of that cargo is being handled in 20 and 40-foot shipping containers. In 1969, the port handled just 530 such containers. In 1970, the number jumped to 1,578.

"We could see it coming a long time ago," confides Bob Grambo, the port's executive assistant in charge of operations. "The handwriting was on the wall. But these last two years ('69 and '70) really proved to us that we had to get a piece of container handling equipment."

The port commissioners authorized Grambo to purchase a Hyster Challenger 620 lift truck. With 67 Hyster lift trucks already serving at the Port of Longview, Grambo was well acquainted with their service records and general durability. Although he visited other ports around the country to view competitive machines, he had never seen a Hyster container handler.

He bought it sight unseen, largely on the confidence he had developed with his Hyster dealer (Hyster Sales Company in Portland, Oregon) and his past association with other Hyster products. Grambo knew what he wanted in a container handler; it was up to his Hyster salesman to deliver. He did.

In addition to the regular pressures generated by bidding for the sale,



he salesman had to meet two unique specifications laid down by Grambo. The first was a demand that the operator of the unit be seated high enough in the air that he had a good view of the containers as they were carried stacked or loaded. The second was that, regardless of its weight, the unit would exert no more than 950 pounds of pressure per square foot of dock space.

In cooperation with the special product engineering department at Hyster Company, the salesman met the first specification by having the cab and controls mounted on top of the Challenger 620's overhead guard. Actually, this is the way all 40-foot container handlers are being made at Hyster Company now. It puts the operator 15 feet in the air, with an excellent view and a "new" overhead guard.

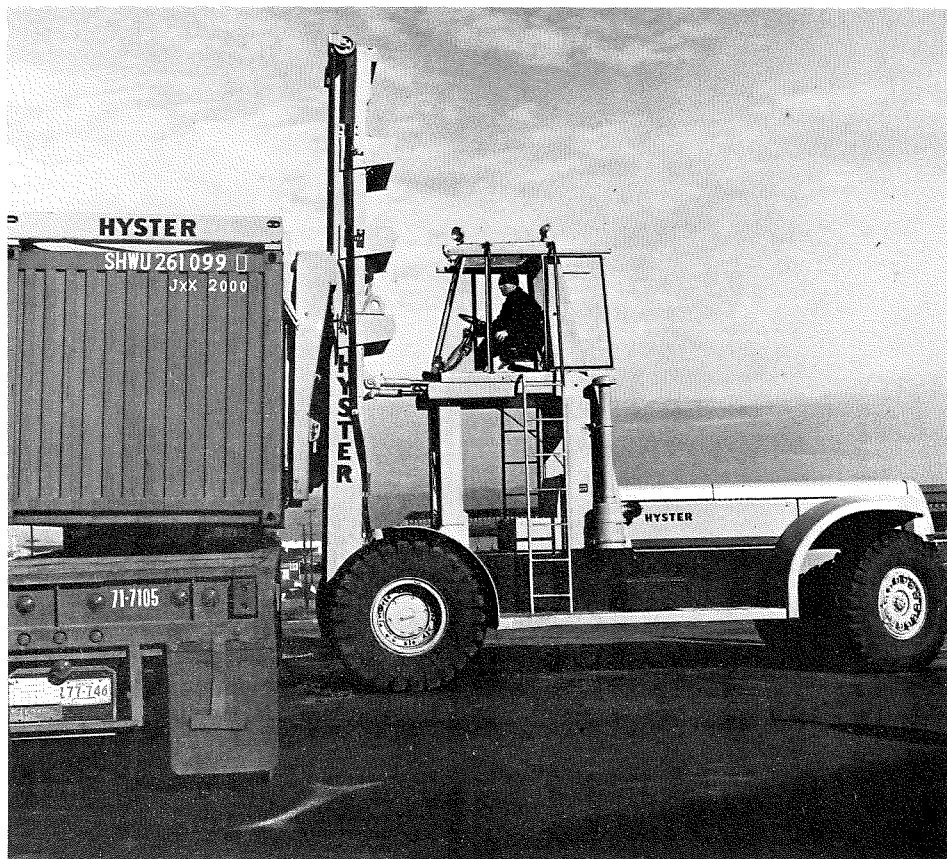
The second specification required the installation of a specially manufactured wide front axle. The truck did the job and Grambo was satisfied.

The rest of the items on the Challenger 620 are basic, available as options or standard features. It has a 2-stage upright with 24 feet of vertical lift, a GMC V6 gasoline engine and a side shift carriage with quick disconnect forks and/or 20 and 40-foot container handling attachments.

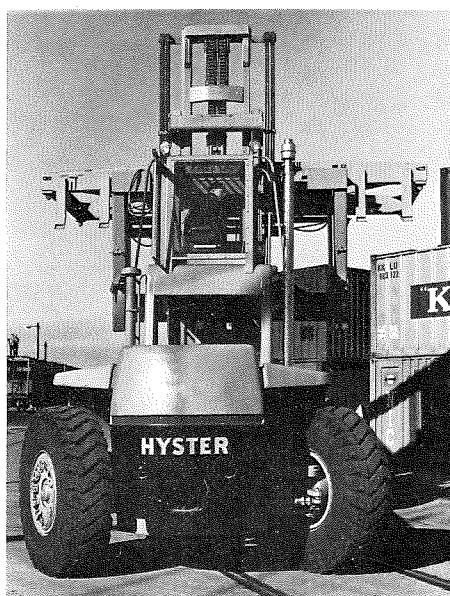
After accepting delivery on the machine in a rather blustery February of 1971, the servicemen at the Port of Longview added an all-weather cab.

"We'll use the Hyster container handler two or three shifts every day, depending on our needs," says Grambo. "I'm going to make sure that my best men learn how to operate it and that we use it for tasks other than just lifting containers. With those forks attached, we'll lift all kinds of heavy loads around here."

At last report, the Challenger 620 was doing just that. And the number of containers being triple-stacked at the Port of Longview in 1971 was going up and up and up.



**UNLOADING TRUCKS** is just one of several tasks performed by the Port of Longview's Hyster Container Handler. Loaded or unloaded; 20 foot or 40 foot containers; dock-side or stacking yard; it makes no difference to the operator of this machine. He can handle any and all situations.




**CHALLENGER 620** has a basic lifting capacity of 62,000 pounds at 48 inch load center. Container handling attachments reduce capacity somewhat, but there's still plenty left to do the job. Here the operator is backing up with the empty attachment high in the air. Note the excellent visibility he enjoys.

## HYSTER COMPANY

INDUSTRIAL TRUCK OPERATIONS

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