

# Product Application Report

No. 145

Waterway Terminals Co.  
Portland, Oregon



ROWS AND ROWS OF PAPER ROLLS are stored by Hyster lift trucks like this Challenger 100. Paper is placed in specific

areas according to type; then loaded onto rail cars or trucks when orders come in for that particular type of paper stock.

## A SATISFIED CUSTOMER

One sure way to find out if you have a satisfied customer is to go back over your books and see how long, and in what quantity, he has been buying your product. There's one Hyster customer in Portland, Oregon who has been buying Hyster lift trucks since 1935, when they first went on sale.

Waterway Terminals Company is the present day descendant of the firm that bought some of those first

model BT lift trucks. Today the firm is acknowledged as one of the largest general cargo distribution centers in the entire world. Since the mid-Thirties Waterway Terminals has been buying Hyster, and only Hyster, lift trucks. Today's fleet numbers just under 150.

The trucks work in one of Waterway Terminals' two huge warehousing facilities on the Portland docks. The Main Terminal, near the

downtown waterfront, has 920,000 square feet of floor space and handles a variety of forest products. The Rivergate Terminal, just outside of town near the Columbia River, has 575,000 square feet of floor space and handles almost exclusively paper products. Together they store and care for over 5,000 separate types of goods.

The Hyster lift trucks used by Waterway Terminals are actually



owned by a common carrier — Western Transportation Company. The two Waterway Terminals operations lease their lift trucks from Western Transportation on an annual basis — making their requests for new trucks known well in advance. Western Transportation buys

or leases them from the Portland Hyster dealer, Hyster Sales Company.

Since 1960, Western Transportation has bought over 100 lift trucks from Hyster Sales and less than half a dozen have had standard transmissions. The reasons are simple: in

1960 Waterway Terminals conducted a lift truck efficiency survey and concluded that trucks equipped with powershift transmissions were more efficient.

Some of the specific points brought out were: operators saved time and energy because they didn't have to step on a clutch to shift gears; more work could be done in less time; and maintenance costs were lower with the net result that the machines lasted longer.

Most of the Hyster lift trucks operated by Waterway Terminals come from either the Challenger 60-80 series or the SpaceSaver 60-80 series (many of them Boxcar Specials). The Challenger 60-80's utilize dual range powershift transmissions; the SpaceSaver 60-80's, Monotrol controlled single speed powershifts.

Monotrol is an exclusive foot pedal control that lets an operator control acceleration and shift from forward to reverse with just a touch of a single foot pedal.

A very common sight at Waterway Terminals' Rivergate facility is a Challenger 80 and a SpaceSaver 70 Boxcar Special working together to load a rail car. The SpaceSaver 70 (dubbed a "grab" by the workmen) loads rolls of paper into the rail car. The Challenger 80 delivers palletized loads of the large rolls of paper to the immediate vicinity of the rail car where the "grab" can get to them.

Interestingly enough, the workmen call the Challenger 80's simply "lift trucks." To them a lift truck can only mean — a Hyster lift truck.




**BEST USE OF FLOOR SPACE** is achieved by stacking paper rolls three, or even four high, according to size of rolls. Waterway Terminals has been

using Hyster lift trucks for such work since the mid - 30's, and their fleet now numbers over 150 Hyster trucks.

## **HYSTER COMPANY**

INDUSTRIAL TRUCK OPERATIONS

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