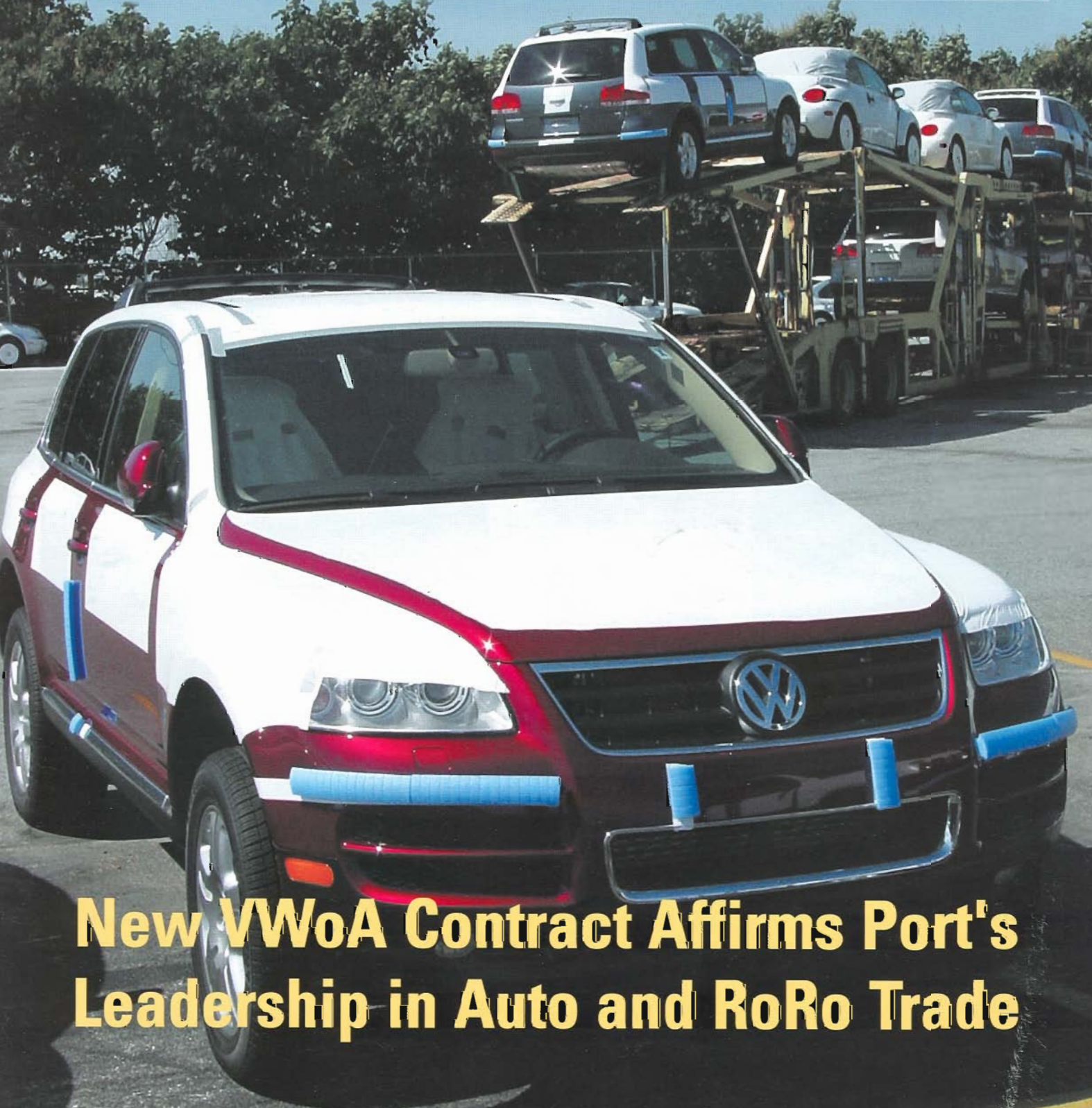




Port of Wilmington, Delaware

# Port Illustrated

WINTER 2004



**New VWoA Contract Affirms Port's  
Leadership in Auto and RoRo Trade**

# U.S. Military Trucks Reconditioned for Yemen

## HUAL Picks Up from Wilmington

When a West Virginia truck parts company was contracted to provide reconditioned military trucks to the Yemen government, it chose to export some of them from the Port of Wilmington, Delaware.

Clark Truck Parts Inc. in Poca, West Virginia, refurbished M813 Cargo 6x6 all-wheel drive trucks – rough-terrain U.S. military trucks – for Yemen. The Yemen Ministry of Defense will use the trucks to patrol desert areas to deter terrorist activities.

Clark is using the shipping company HUAL, a transportation specialist for both rolling and static cargo, to carry at least 100 trucks to Hodeida, a major port on the Red Sea in western Yemen, over the next several months. “We work closely with Harry Hussein of HUAL, who recommended the Port of Wilmington to us for this contract,” said Eric Clark, Vice President and General

Manager at Clark Truck Parts. “He makes sure that communication from port to port is complete and up-to-date, and that makes my job much easier.”

HUAL's ships call at the Port of Wilmington two or three times a month to load export cargo going to the Middle East and will carry Clark's reconditioned trucks, along with other cargo picked up along the Eastern Seaboard.

HUAL's Middle East cargo has also included regular shipments of heavy construction equipment. “We do handle a substantial amount of Caterpillar Engines that are destined for the Middle East,” said John Coulahan of Delaware River Stevedores. “They come in all sizes,

ranging from 1-ton units up to 15-ton units, arriving by truck from manufacturing plants in Pennsylvania and Virginia and transported to the vessel by flatbed, then loaded onto the vessel by forklift,” he said.

Roy Winograd, VP of Marketing at HUAL North America, said he prefers the Port of Wilmington for its ability to be cost-efficient and flexible. “The Wilmington team is high quality and can adapt to changing needs,” said Winograd.

Experienced stevedores, supported by the Local 1694 International Longshoremen's Association (ILA), are accustomed to loading and unloading traditional RoRo (roll-on/roll-off) cargo, such as trucks and automobiles, at the Port as well as atypical cargo like yachts and heavy equipment used in construction.

The Port of Wilmington's expertise in RoRo cargo has resulted in a beneficial relationship with HUAL North America for nearly 30 years – HUAL has been continuously calling at the Port longer than any other RoRo operator. HUAL North America, Inc., is the North American division of HUAL AS (formerly Høegh-Ugland Auto Liners) in Oslo, Norway. It owns 25 vessels but can charter more to operate up to 40 or 50 vessels at a time. HUAL has full-service offices in Jericho, New York; Jacksonville, Florida; Chicago and Baltimore and offices in major cities in Europe, the Middle East, Africa, and the Far East.

