

Dick Korpela named CFO of the Year



Lynden Executive Vice President and CFO Richard "Dick" Korpela was named CFO of the Year in the *Puget Sound Business Journal's* annual event. Nearly 50 chief financial officers were nominated for the award, and over 500 people attended the awards ceremony where Dick won in the category of "large, private" businesses. He was honored at a banquet February 28 in Seattle with his wife Harriet, two sons and several Lynden co-workers in attendance (see photo above).

Dick joined the company in Lynden, Wash. in 1975 during construction of the Trans-Alaska oil pipeline. Lynden had about 300 employees then in contrast to its more than 2,000 today.

"Dick's steady guidance and tireless hard work during the past three decades has allowed us to grow from a small Alcan Highway trucking company to an international transportation and construction company," says President Jim Jansen. "We are

grateful for Dick's leadership, hard work and integrity."

The judges were looking for financial performance, but they also wanted someone who contributes to the company's strategic direction. Dick was among the few elite financial strategists chosen. In Dick's nomination from his colleagues at Lynden, he was recognized as a financial steward, strategic contributor and civic leader.

Dick graduated from Cleveland High School in Seattle and worked his way through the University of Washington supervising fellow students at the mailroom of the Federal Reserve Bank in Seattle, pumping gas, delivering mail at Christmas and even driving a taxi 84 hours per week one summer. After entering the U.S. Army in 1967, he completed Officer Candidate School and was shipped to Vietnam. There he managed the army's largest direct support repair parts supply installation by day and led patrols by night as a platoon

leader. He returned from Vietnam with the Bronze Star with Oak Leaf Cluster and enrolled again at the University of Washington to earn his Master's of Business Administration (MBA).

He joined Lynden Transport Inc. in 1975 as controller and in three years had become the CFO, a position he still holds today. Lynden has grown tremendously during Dick's tenure. According to Jim Jansen, Dick's responsibilities have grown along with the company. He is directly or indirectly responsible not only for finances, accounting

and taxes, but legal, human resources, employee benefits, training, risk management and strategic planning. Dick started Lynden's first information technology capability as we know it today and continues to oversee IT and its advancements.

Dick and Harriet make an annual trek south to Mariner's spring training with their two grown sons. When the boys were young, he coached youth baseball and attending UW sporting events has always been a favorite family pastime.

"Not only is Dick a great CFO, he is a tremendous and patient mentor. He has trained and inspired several of us and built a very strong team for Lynden," says Everett Billingslea, vice president, administration and legal affairs. "Dick will be retiring this year, and the CFO of the Year Award is a fitting recognition in the final year of a remarkable career." ■

Article based, in part, on Puget Sound Business Journal profile.



Nathan, Dick, Harriet and Matt Korpela.

Lynden to acquire logistics provider Movers, Inc. in Anchorage

Lynden International will acquire the Anchorage division of seafood logistics company Movers, Inc. on April 1. Together, the companies will provide a broad spectrum of services for the Alaska seafood industry. Lynden gains the expertise of Movers, Inc.'s niche service in the seafood market while Movers, Inc. customers benefit from Lynden's broader array of services and network of locations.

Movers, Inc. is a 42-year-old company with offices in Anchorage and Seattle. The Seattle division will continue to operate

under non-Lynden ownership. Lynden will use the Movers, Inc. name in Anchorage after the acquisition.

"The services offered by Movers, Inc., including specialized ground and air logistics for perishables and the Alaska seafood industry, give us unique tools that we did not have in our repertoire," said Dennis Mitchell, Lynden International regional manager in Alaska.

The Anchorage facility is open 24 hours a day, seven days a week to serve the Alaska seafood transportation market. The company provides refrigeration and

logistics services for a variety of seafood industry companies. In 2001, Movers, Inc. initiated truck brokering service for fresh and frozen seafood from Anchorage to points in the Lower 48.

"Our reputation for creativity and efficiency has allowed us to gain a majority market share in moving seafood by air," said Movers, Inc. President Dave Beach. "We're excited about the potential for the Alaska seafood transportation market now that we are joining Lynden." ■

Robert Guthrie retires a second time



From left to right: Robert, his brother Bill, Scott (a friend), nephew Jim, brother David (Jim's father) and cousin Jennifer. Jennifer and Robert are wearing Guthrie tartan, the brothers are in Royal Stewart tartan.

Robert Guthrie just retired for the second time. A help desk analyst at Lynden Incorporated, Robert already enjoyed a long career with the U.S. Navy, retiring in 1992. Three years later, he joined Lynden.

"Robert came to the help desk in 1996, about one year

after we started it, and has been instrumental in making the help desk what it is today," says colleague Ed Johnson. Robert's 30-year career with the navy took him to Hawaii, Germany, Italy, Japan and both U.S. coasts. "Most of my sea time was on fast attack submarines, diesel and nuclear. I also spent some time on cruisers and destroyers and a little time in Vietnam," he says.

Robert's brother, Don, also works for Lynden. An employee for the past 36 years, Don is now the LTI, Inc./Milky Way regional manager for Southwest Washington and Oregon.

Travel and relaxing are on the agenda for retirement. Robert will also spend more time playing with the Washington Scottish Pipe Band. "I've played in pipe bands in Norfolk, Va., San Diego and San Francisco. I started in the Seattle Pipe Band in 1954," he says. Robert also has three kilts, including one in Guthrie tartan. ■

Lynden leaders weigh in on Alaska's changing business climate

Over the past few months, the words "recession" and "slowdown" have been used to describe the U.S. economy. Although the national debate continues, in Alaska, the business climate has indeed changed from a year ago.

Jim Jansen, Lynden Inc.; Alex McKallor, Lynden Transport; Dean McKenzie, Alaska West Express; and Garry White, Lynden Air Cargo, recently shared the following comments and information about working in today's Alaska market.

"The general freight business is down, and there's been a definite decline in the oilfield market," Jim says. "The oil industry is being hit hard by aggressive new taxes and an unwillingness by many in the state to work with the oil companies on a viable gas pipeline plan."

Alaska's oil production is declining by about 6 percent per year. It has already fallen from over 2,000,000 barrels per day to 750,000 since the pipeline was built. Jim says a new gas pipeline is critical to the future of the state to create jobs and a source of tax revenue. Lynden Transport President Alex McKallor reports fewer trucks on the road as some weeks volumes have been half of what they were in 2007.

Lynden Air Cargo's 2008 oilfield revenues have dropped dramatically since 2007. Major oil producers that were heavy into exploration last year are much slower this year. One of the two independent oil companies that were scheduled for off-road exploration cancelled its drilling program for 2008.

"There may be many factors for this sudden decline in activity on the North Slope, but I believe

one of the major factors is the oil industry's concern over Alaska's tax policies," Garry explains. "We are counting on increased mining activity to fill some of this gap, but there are concerns that the state's attitude toward the oil industry may also affect the mining industry."

Dean agrees that there are significant uncertainties taking place in the Alaska oil industry. Lack of a viable gas line plan and major tax increases on the industry has potential to slow things dramatically.

"If we look at the last three months compared to the same period a year ago, our Fairbanks work is down approximately 15 percent," he says.

This year follows a year of incredible activity for the Lynden companies in Alaska, proving that all businesses go through

cycles of economic ups and downs. Alaska has always had its own economy outside of the Lower 48 due to its rich natural resources.

"We appreciate the great job that Lynden employees continue to do for our customers in all companies and all locations," Jim says. "The current economic situation requires a bit more of us – a bit more of that superior service and can-do attitude. Let's show our customers that they can count on us for the best possible service and products." ■

Six-day turnaround for huge crane

In February, Lynden Transport's Fife crew started the days-long process of picking up a link belt crane from Terminal 5 in Seattle. The move was set up by Lynden Transport Alaska Sales Manager Paul Friese in Anchorage. The load was moving to Construction Machinery, Inc. (CMI) in Anchorage for inspection with a final destination of Prudhoe Bay. The ship *Westwood Columbia* arrived at the Seattle port from Japan on a Friday. Lynden Transport Driver Roger Richardson arrived with the Dakota lowboy and waited on the dock while the crane body

was lifted out of the hold and set on the trailer.

The 83,000-pound piece was moved to Alaska Marine Lines' yard where the trailer received final preparations and state and city permits were acquired. By Wednesday, with permits in hand and pilot cars ready, the load was moved to TOTE in Tacoma.

The balance of the 500,000-pound crane was picked up on Monday and Tuesday and also traveled on the Wednesday Tote sailing. ■

Thanks to Barry Zane for contributing to this article.



Lynden ice rocket featured in annual Gallery of Ice Festival



Star Wars was the theme for this year's Gallery of Ice Festival in Anchorage. Lynden was represented by a rocket (see photo

NOTEWORTHY

above) carved by ice sculptors in appreciation of Lynden Transport's yearly transportation of ice from Fairbanks to Anchorage. The event is sponsored by The Anchorage Downtown Partnership and always draws a crowd. Lynden hauled the huge ice blocks to railcars and the Alaska Railroad handled the rail transport to Anchorage.

Amy Oliver, Amanda Corley and **Beverly Guercio** took the

Polar Bear Plunge into Chesapeake Bay January 26 with 10,000 others to raise funds for the Maryland Special Olympics. "The water was 36 degrees, the air 32 degrees," Amy says.

Amy is global projects coordinator at Lynden International in Seattle, but was at the Maryland office for a six-week stint with the projects group. Amanda and Beverly work at Lynden's Baltimore station.

Jason Jansen is the new general manager for Brown Line in Mt. Vernon, Wash. and **Rogelio Dalizo** is a new help desk analyst at Lynden Inc. in Seattle. Lynden Air Cargo welcomes new flight crew members **Jacob Johnson** and **Shawn Ansley**, first officers, and **Paul Krawchuck**, flight engineer. **Peter Johnson** transferred to the flight operations department to work as a flight engineer.

Shellie Soares was promoted to senior help desk analyst at Lynden Incorporated in Seattle, and **Owen Mitchell** moved from cartage service specialist to outbound agent at Lynden International in Anchorage. Alaska Marine Lines promotions in-

clude: **Patrick Crosby**, director of customer service; **Warren Wilson**, customer service manager – administration; and **Joy Mendes**, customer receivables and credit manager. Director of Customer Service **Debi Thompson** retired in January after 20 years with Arrowhead Transfer and Alaska Marine Lines. Lynden Air Cargo promotions include: **Gary Schmahl**, to QC manager, scheduled maintenance; and **Dean Ashpaugh**, QC project manager.

Echo and **Andy Stowell** celebrated the birth of their son, **Jason**, February 2. Jason weighed nearly 10 pounds. Echo is an accountant at Alaska Marine Lines in Seattle. **Kyle** and **Zoya Zerkel** also welcomed a baby boy, 8-pound, 6-ounce **Noah Samuel James**, on January 31. Kyle is a first officer at Lynden Air Cargo in Anchorage. **Carl Humphrey**, transfer facility operator at Alaska West Express in Fairbanks and wife, **Michelle**, have a new daughter born February 15. **Sierra Lynn** weighed 7 pounds, 14 ounces. ■

Lynden International 2007 Perfect Attendance Roster

Linda Davis, Michelle Murphy, Debra Ludwigsen, Edward Kim, Derek Johnson, Brian Smock, Mike Morris, Owen Mitchell, Todd Browner, Matt Hawkins, Robb Guro, Francisco Martinez, Robert Amador, Linda Gallagher, Bob Latham, Joyce Teehan, Irene Diaz, John McCann, Patrick Ko, Steve Chang, William Yi, John

Richeson, Debbie Chervenak, Debbi Crain, Keith Hall, Kirk Schweikart, Shelby Jordan, Javier Soto, Elaine Haines, Shelley Patterson, Shelley Severtson, Kathleen MacDonald, Bonnie O'Neal, Amy Zabbal, Anna Maria Kirana, Ruth Kartzowitz, Kim Liao, Merle Shunk, Milena DeLuca, Norm Janelle, Shirley Khan, Maria

Almedia, Cathy Doyle, Salvador Gutierrez, Loni Lemere, Jennifer Marley, Kim McCallum, Deborah McDonald, Russell Merrifield and Sherry Johnston. The following employees had 10 or more years of perfect attendance: Chris Bourgeois, Jeff Pennell, Al Lovasz, Eric Jones and Anton Kolpakov. ■

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