

THE MARIPORT GROUP LTD

PROJECT EXPERIENCE IN CEMENT AND CLINKER

The Minor Bulk Trades - Position Papers¹

As part of an eleven year retainer to Hamersley Iron in Australia, reviewed the minor and neo-bulk trades on a regular basis. These trades included cement and cement clinker shipments worldwide, but with particular emphasis on moves into and out of the Indian Ocean/Pacific Ocean region.

Investigation into the Costs of Delivering Bulk Cement Products from Freeport, GB to Nigeria, Egypt, Bahrain and Saudi Arabia¹

Prepared four major market oriented reports for a trading company interested in purchasing a cement plant in Freeport, Grand Bahama. The reports covered transportation costs for clinker and cement as well as pricing from the Bahamas and competitive origins, and included the cost of local reception facilities, grinding of clinker and/or cement, bagging, and distribution.

Conceptual Study re Barging of Cement from Port Everglades to New Orleans and Houston¹

On behalf of Lone Star Cement prepared an analysis, at a conceptual level of tug/barge systems, costs and terminal requirements for cement movements. Investigated options for coal backhauls from New Orleans.

Analysis of Hong Kong Cement Berth¹

On behalf of Kaiser International undertook an analysis of a proposed berth for Hong Kong Cement that was required to handle inbound and outbound commodities. Proposed solutions to minimize congestion problems and demurrage costs.

Shipment of Finished Cement Within Great Lakes Region¹

On behalf of St. Marys Cement Corp., analyzed the proposed movement of cement from Bowmanville to US markets. Provided complete economic and technical evaluation including candidate marine systems and proforma acquisition and conversion costs.

Following acquisition by St. Marys of a cement plant in Detroit, re-analyzed their needs and recommended different system to work within US coastwise trades. The project resulted in the construction of a new 9,400 dwt self-unloading cement barge. Provided complete commercial and contractual support service.

¹ Conducted either wholly, or in part, by Mariport principals prior to formation of the company.

Shipment of Cement and Clinker Within Great Lakes Region

On behalf of St. Marys Cement Corp., analyzed the proposed movement of clinker with a view to eventual conversion to cement movement of product from Bowmanville to US markets. Analyzed options for backhaul and complementary cargo movements. Again provided complete economic and technical evaluation including candidate marine systems, acquisition and conversion costs.

The project resulted in the acquisition and eventual conversion of a 21,500 dwt integrated tank barge and tug to a 17,500 dwt dry cargo vessel, with dual cement/clinker self unload capability. Prior to conversion, Mariport operated the unit on behalf of the owner for a period of 15 months having supervised acquisition, transfer of ownership, delivery, and shipyard work.

Provided advisory services on scheduling the barge fleet and analyzed fleet operations to identify performance areas in both fleet and shoreside that needed to be addressed.

Inspection and Valuation of Cement Barge

On behalf of St. Lawrence Cement, inspected a self-unloading cement barge, analyzed the current resale market, and provided documented opinion relative to market value and replacement cost.

Cement Terminal Handling Facilities¹

On behalf of clients, inspected cement handling facilities in Port Canaveral (Siwertell unloader to conveyor transfer to silo) and Port Everglades (self-unload Handy ship using digging head and Pelesius system).

Cement Shipping System Analysis

On behalf of Adelaide Brighton Cement in Australia, undertook a complete review of cement, clinker and limestone shipping. This covered logistics and contracts with two self unloaders on charter, as well as operations of an owned vessel and possible new tug/barge, and market bulker services. Retained a marine arbitrator to overview Mariport's contractual analysis, and suggest remedies.