

THE MARIPORT GROUP LTD.

REPRESENTATIVE PROJECTS IN THE GREAT LAKES AND ST. LAWRENCE SEAWAY

Port of Erie Cruise & Ferry Terminal

Undertook a conceptual review of redevelopment of a pier in the Port of Erie to accommodate cruise and ferry traffic. Prepared a preliminary cost estimate for work needed and an outline economic analysis relative to the investment.

Great Lakes Ferry Studies

- On behalf of an investor group, reviewed operational criteria and undertook a comprehensive financial analysis of a proposed high speed passenger/vehicle ferry between Milwaukee and Muskegon. Developed and detailed a potential winter market for the ferry.
- Feasibility evaluation of a passenger-only fast ferry service between St. Joseph (MI) and Chicago (IL)
- Pre-feasibility evaluation of a passenger-only fast ferry service between Toronto and Niagara (ON)
- Pre-feasibility evaluation of a freight-only service between Hamilton (ON) and Oswego (NY)
- Conceptual evaluation of a freight-only service between Hamilton (ON) and Prescott (ON)
- Pre-feasibility evaluation of an auto-carrier service between Oshawa (ON) and Oswego (NY).

Pelee Island Ferry Service - Lake Erie (Canada)

Part of a team that reviewed the operation of the ferry service with a view to reducing costs and increasing revenues. The service operates between the Ontario mainland, Pelee Island and Sandusky (OH) on a seasonal basis. Mariport identified several areas of cost reduction, as well as revenue opportunities that could enable the service to reach break-even in five years.

International Ferry Service

As part of a bi-national team, investigated the opportunity for introducing a passenger/vehicle ferry service between South Baymouth (Manitoulin Island) and Alpena (MI).

Conbulker and Cellular Container Services

Analyzed the probable cost of providing a liner or semi-liner service using cellular container ships and conbulker vessels between Great Lakes ports and North Europe. Compared through transport costs for current Mid-West U.S. exports via conventional routings.

Conceptual level study for re-establishing Europe to Great Lakes container and breakbulk service, with winter port and through transport built in. Demonstrated financial feasibility.

Lakes Commodity Supply and Demand Analysis

Prepared a comprehensive dry bulk commodity analysis for commodities moving within the Great Lakes, as well as import and export moves. The analysis distinguished between self-unloader and bulker opportunities and made five-year forecasts for both types of cargo.

In a separate study, assessed the current and likely future role of the Canadian Great Lakes Fleet, distinguishing between different vessel types and markets.

National Commercial Channel Inventory – Central Region

Analyzed cargo and vessel traffic movements within the Canadian Central Region, which includes all Canadian Great Lakes ports. This work commenced in 1990/91 and was updated in 1993/94 and 1994/95.

Newsprint Delivery System¹

On behalf of a major U.S. newsprint consumer, analyzed costs of a new barge delivery system for newsprint from their mill in the Canadian Gulf of St. Lawrence to dock in the Upper Great Lakes.

¹ Work undertaken by Mariport principals prior to formation of the company.

Cement Barge Advisory Services²

Provision of consulting and advisory services over a thirteen-year period relative to company's move to waterborne shipment of cement and clinker. Three tug-barge operations were introduced: a new build barge with chartered tug, a tanker tug/barge unit that was converted to clinker and cement self unload capability and a small cement barge acquired from another company at a cost determined by Mariport from market information

Rate and Cost Analyses²

Regular analyses over a period of several years for a major salt shipper on the Great Lakes. Analyses covered self-unloader and tug-barge system costs relative to current contract prices, as well as detailed analyses of their prime carriers' costs relative to rates.

Cruising the Great Lakes

As part of a joint programme with regional sponsoring organizations, undertook preliminary market analysis relative to re-introducing overnight cruising to the Great Lakes. Promoted the concept at the Seatrade Cruise Exhibition and from 1993 through 2002 with a high quality guide to the Great Lakes and unique promotional items. Provided ongoing liaison with cruise industry and contact with companies having an interest in exploring a cruise schedule on the Great Lakes. Successfully attracted 4-star ms *Columbus* to the region in 1997, 5-star *Seabourne Pride* and 5-star *Le Levant* in 1999, and *Orion* in 2004.

St. Joseph River Action Plan

Undertook a comprehensive assessment of the port and its future opportunities. Outlined land needs for ongoing commercial activities and determined potential growth in existing and new commodities and trade.

Cruise Ships for Hotel Service in Hamilton (ON)

Provided a rapid response assessment of cruise ship availability for hotel service, as well as likely cost.

Short Sea Potential

On behalf of various clients, including the St. Lawrence Seaway Management Corporation, undertook preliminary analyses of cross border data to determine if there were any candidate moves that could be shifted to water from road.

Marine Transportation in Ontario

On behalf of the Ontario Marine Transportation Forum and the Government of Ontario undertook a comprehensive study of current and potential future marine transportation activity that impacts Ontario. The study formed the basis of the keynote presentation at a Transportation Summit in November 2006, and is a reference document for future action by the Ministry of Transportation and the marine industry. The report is available on line at www.omtf.org.

South Ontario Port Corporation

Undertook a conceptual review of port amalgamation for five port activities in southern Ontario. Looked at strengths, weaknesses, opportunities and threats.

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EXPERTISE RELATIVE TO THE GREAT LAKES AND ST. LAWRENCE SEAWAY

Mariport's principal has had a long association with the region in commodity movements, operation of domestic and international vessels, and port development and marketing. Mariport was also actively involved, through Cruising the Great Lakes, in redevelopment of a Great Lakes cruise industry.

Papers and articles relating to Great Lakes topics are available on the web site

² Work commenced by Mariport principals prior to formation of the company.