

# THE MARIPORT GROUP LTD.

## REPRESENTATIVE INTERMODAL PROJECTS

---

### **Detroit Intermodal Terminal**

Responsible for concept development, financial analysis and marketing directions for the terminal. Prepared “bankable” feasibility study for a new private sector intermodal centre in Detroit. The terminal would initially be truck/rail oriented, but is on waterfront land and could develop, over time, to include full marine access.

### **Container Line Studies**

Cost of entry and operations for full cellular container line operations and con bulker operations for Great Lakes service. The study was conducted as part of a suite of prefeasibility studies for the Detroit Intermodal Terminal. Identified feasibility, but indicated need for market development to permit fully commercial operations.

Recent conceptual level analysis of a container/breakbulk service between North Europe and limited Great Lakes calls. Costs included transshipment via a winter port and demonstrated feasibility.

### **Container Terminal Expansion Feasibility Study<sup>1</sup>**

On behalf of St. Lucia Air and Sea Ports Authority, analyzed domestic and potential transshipment traffic for the Port of Castries. Reviewed typical vessel routing for trade capture, competition within the region, domestic needs in the future and specialized niche markets for both Castries and Vieux Fort.

### **Container Trades Vessel Costs**

Spreadsheet-based model to enable slot costs to be calculated for a range of ship sizes and costs in North Atlantic and North Pacific trades. Model inputs ship and port data to provide dock-to-dock costings. Cost inputs for the ship could be a T/C rate or fully built up from capital and operating costs.

### **Container Port Costs**

Spreadsheet based model to enable incremental costs of different size container handles for a range of container ships to be analyzed on Atlantic and North Pacific routings. Incorporates all ship and cargo related costs.

### **Booklet on Safe Stowage of Freight Containers**

Researched and wrote an 80-page booklet for the Department of External Affairs and International Trade, Canada, on the proper stowage of freight in sea-going containers and highway trucks. Provided photographic and graphic displays of right and wrong stows.

### **Transportation Services Between Canada and Mexico**

Researched and wrote a booklet for the Department of External Affairs and International Trade, Canada, for Canadian exporters and importers on services between Canada and Mexico.

### **Container Trans-shipment, Freeport, Grand Bahama**

Analyzed the opportunity for establishing a new trans-shipment operation. RTW and other container services were costed both direct and via the proposed terminal. A short list of candidate container shipping companies that might be interested in using such a service was provided.

### **Toronto-Oswego Freight Ferry**

Analyzed the opportunity for a ferry service that would handle freight containers moving between Ontario and US East Coast ports. Determined feasibility of the project based on truck diversion economics and projected bi-directional overnight ferry costs.

### **Hamilton-Oswego Freight Ferry**

Updated the Toronto study and materially expanded the analysis to demonstrate feasibility, truck margins, catchment area, market penetration.

---

<sup>1</sup> Subcontract to Acres International Ltd.

**Great Lakes Liner Service**

Reviewed the economics of a niche break bulk/container operation between North Europe and Hamilton. Demonstrated overall savings in both costs per tonne for break bulk and container costs compared with routings through Montreal. Identified cargo for both inbound and outbound service and potential operators.

**Development of Stripping & Warehouse Facility for Iqaluit**

On behalf of the Government of Nunavut, undertook a financial and economic evaluation of a container stripping operation in Iqaluit to enable small business and individuals to benefit from container shipping.

# THE MARIPORT GROUP LTD.

## MARIPORT EXPERTISE IN INTERMODAL PROJECTS

---

The movement of goods from door-to-door using standard equipment and without rehandling is a significant component of international transportation. However, to effectively handle containerized goods safely and at the lowest practical cost requires the proper functioning of a complex system that includes:

- Logistics planning
- Shipping
- Hub utilization
- Ports and terminals
- Ground handling
- Efficient stuffing/destuffing
- Truck and/or rail carriage
- Documentation and tracking

The Mariport Group has the expertise to handle clients' needs in any of these areas or as an overall freight routing exercise. Our work encompasses sophisticated high throughput systems, including one off moves for project shippers or specialized areas. We are also able to review small shipment levels using simple equipment to match the operation to a budget. We analyze the requirements for vessels, recommend berthing requirements, load/discharge needs, ground handling, inland distribution, and prepare economic and financial reviews to determine system viability.

**Papers**

*Will Big Ships Sink the Economics of Scale*

AAPA Ports of the Future Conference, Montreal 1990

(Later published in Portfolio, the Port of New York/New Jersey house journal)

*Short Sea Shipping and the Supply Chain* 40<sup>th</sup> Annual CTRF Conference, Hamilton 2005