

THE MARIPORT GROUP LTD.

REPRESENTATIVE PROJECTS IN SHORT SEA SHIPPING

Short Sea Shipping in Canada

On behalf of Transport Canada, managed an expert team that prepared a definitive report on short sea shipping in each of five Canadian Maritime areas. Identified issues that prevented further growth and suggested policy approaches to resolving them. Provided an inventory of short sea success stories within Canada and a comprehensive catalogue of different types of short sea vessel, international resource material, websites and conferences.

Marine Transportation 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.

Great Lakes Ferry Studies

- Analyzed the opportunities for a freight-only service across Lake Ontario. This involved a detailed review of truck freight flows and routings to determine the core markets that might use the service and the potential savings to the users.
- Analyzed the opportunity for an auto carrier between Oshawa and Oswego that would move new vehicles from plant to an on-rail facility, avoiding border congestion and current service unreliability.

Short Sea Potential

- Provided a tug/barge operator with a comprehensive market overview for new small parcel bulk movements on the Great Lakes.
- For another tug/barge operator, identified several cross border and commercial ferry opportunities that could be explored as part of a business expansion evaluation.
- For the St. Lawrence Seaway Management Corporation, identified potential cargo opportunities that could utilize land owned by the Seaway in the Welland Canal.

Strategic Review of Marine Transportation

For a major Australian producer of cement, undertook an in-depth review of current coastwise marine transportation, operations, costs and contracts. Recommended several areas of improvement to reduce costs and enhance company oversight.

Cement Shipment in the Great Lakes

For a major Great Lakes cement producer, analyzed shipping costs for marine delivery of cement and clinker. Studies resulted in the construction of a dedicated cement-only barge under US Flag, conversion of a tanker TBU to a cement/clinker self-unloader under Canadian Flag, and acquisition of a third barge from another operator. Advisory services were provided over a 13-year period.

Water Shipment in the Bahamas

Various studies were undertaken by Mariport and its principal commencing in 1976. These related primarily to institutional strengthening in the Marine Department and included:

- Transportation and economics
- Charter party drafting and negotiation
- Acquisition of ships, tugs and barges
- Maintenance management
- Identification of specialized vessels
- Management accounts

A water supply strategy for the island of New Providence was also prepared.

Coal Shipment North Europe

For a major UK power company, undertook a comprehensive analysis of water shipment cost and materials handling for coal delivery to a regional power station. Assisted in developing an RFP for coal shipment and evaluation of responses. Shipping costs by self-unloader operators bidding on the contract came within cents of those estimated in the study.

Limestone Shipment – Caribbean

For the developer of a major port/vacation complex, evaluated the market for, and delivery cost of, high grade limestone dredgeate to the USA and Eastern Canada.

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EXPERTISE IN SHORT SEA SHIPPING

Short Sea was originally a charter party term used to define trade between the UK and Baltic and White Seas. As such it was often used in port tariffs where vessels in such trades were charged much lower rates than in the “deep sea trades”.

By the 1960’s it had become a generic term for small vessels in intra European trade and still has commercial application in that one shipping magazine publishes a regular short sea market summary. The size range covered, and vessel type, is dry cargo vessels under 10,000dwt.

While Short Sea Shipping (or S³) is still broadly used for shipping routes that do not cross an ocean, the European Union has generally used the term “motorways of the sea” to try to describe its policy initiatives to direct truck traffic onto ships.

Mariport has a through understanding of the principals of S³, not only for small bulk parcel opportunities, but also the use of truck or ro-pax ferries as well as other types of vessel, including tug barge systems. Our work encompasses the marine economics of the proposed routes, cargo transfer and a careful evaluation of the routes and trades that it is proposed to supplement or replace. Institutional and commercial barriers also exist and Mariport has identified those offering policy approaches to mitigate them.

There can be environmental and social benefits associated with diversion of truck traffic to the marine mode and Mariport has been using available data to quantify these benefits for over a decade. Our resources, in terms of data, contacts, knowledge and reports is considerable and is expanded regularly.