

Bulk Cargo Feasibility Study



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Bulk Cargo Feasibility

- Commodity Selection
- Demand of Commodity
- Longevity of Commodity
- Pricing Fluctuations
- Transportation Costs
- Profitability/Competition



Commodity Selection

- Does commodity fit into business plan of terminal
 - Operational Factors
 - Impacts to other commodities handled
 - Equipment
 - Specialized equipment needed
 - Cost and downtime of equipment
 - Wharf and Draft
 - Ships needed to handle commodity



Demand of Commodity

- Where is cargo sourced from?
 - Multiple countries/states
- Where is cargo going?
 - Multiple destinations - countries/states
 - What other ports can supply commodity
- What is competition of commodity?
 - Unique opportunities



Longevity of Commodity

- Will commodity offer long term contract?
- Commodity Availability
 - Historical data
 - World Supply
- Become environmentally friendly or unfriendly
 - What is political climate



Pricing Fluctuations

- Commodity price fluctuations
 - Historical pricing
- Event sensitive
- Supply sensitive



Transportation Costs

- Commodity transportation margin
 - Longevity of transportation
 - Supply of rail cars/trucks
 - Factors that raise transport costs
 - Strength of economy
 - Supply of carriage
 - Transportation partners
 - Reliability/dependability



Profitability/Competition

- Does it make sense to import/export commodity
- Factors
 - Approval process with port authority
 - Environmental factors CEQA EIR
 - Mix with other commodities
 - Vulnerability of commodity



Conclusions

- Questions?

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