BULK CARGO LOGISTICS TO NORTH AMERICA:
Export Opportunities for Latin America

Ken O’Hollaren, Port of Longview – Washington, USA
Factors influencing growth
Challenges and considerations
Examples from the Longview experience

PRESENTATION OUTLINE
FACTORS INFLUENCING GROWTH

1. General Economic Growth in the US and Canada

2. New Efficiencies in Logistics
   - Panama Canal Expansion
   - US Port Improvements
     (Columbia River Channel Deepening)

3. Energy Exploration and Development
In recessions prior to the mid-1980s, GDP rebounded rapidly (to +6% to 8%) in the next year. From 1992 on, the post-recession response has been muted ranging to +2% to 4%. CBO projects real GDP will grow around 2.5% from 2018 on.
Allows existing terminals to utilize deep draft vessels & load up to 6,000 additional tons of cargo per vessel.
CHALLENGES & CONSIDERATIONS

1. Handling Capability at Discharge Port
   - Storage Capacity
   - Inland Conveyance (Rail)

2. Environmental Controls
THREE COMMODITIES AS EXAMPLES

Iron Oxide Fines
- Port of Guayacan, Chile
- Port of Manzanillo, Mexico

Salt
- Port of Patillos, Chile

Calcined Petroleum Coke (Petrocoque)
- Port of Santos, Brazil
Iron Oxide Fines

- 2010: 41,976
- 2011: 32,456
SALT
THE LONGVIEW EXPERIENCE
FIRST OPERATING PORT ON THE COLUMBIA RIVER NEAR RAIL AND HIGHWAY CONNECTIONS
RAIL INFRASTRUCTURE: DEDICATED CORRIDOR & ON-DOCK RAIL
MUCHAS GRACIAS