



## ***INTRODUCTION TO BMI***

*July 2007*

*"Dedicated to Servicing the Cement Industry"*



## COMPANY OVERVIEW

- **Company Founded in 1986**
- **Sales will approach \$90 Million in 2007**
- **Broad Product Line & Services**
  - **Alumina Products**
  - **Iron Products**
  - **Granulated Blast Furnace Slag**
  - **Bottom & Fly Ash**
  - **FGD**
- **Full Logistics Capability With Shipping, Rail, & Trucking**
- **Key Investments To Support Customer & Supplier Needs**
  - **Grabs & Cement Barge Silo System**
  - **Feeding Equipment FDG**
  - **Quarry Operation**



TODAY

## A Global Company

- **BMI USA**
  - Headquarters in Newtown, Connecticut
  - Regional Sales and Technical Support Offices
- **BMI Overseas**
  - BMI Europe – Pisa, Italy
  - BMI Asia – Singapore
  - Affiliations in France, Greece & Japan
- **Independent Company Staffed By More Than 20 Dedicated Professionals**
  - Focused Uniquely on the Cement Industry
  - Extensive Industry Expertise & Experience
  - In Depth Market Knowledge & Technical Support Capabilities



## The Full Service Supplier

- **Build Customer Partnerships**
  - Understand & Respond To Customer's Unique Needs
  - Supply Complete Range of Products and Services
  - Provide Creative & Complete Solutions
- **Create Strategic Supply Partnerships**
  - Best Options To Market Materials
  - Long Term Commitments
  - Match Sources & Customers for Best Supply Channel & Lowest Logistics Costs
- **Manage the Total Transaction From Initial Order to Final Delivery**
- **Invest Financially as Necessary**
- **Participate on a Worldwide Basis**



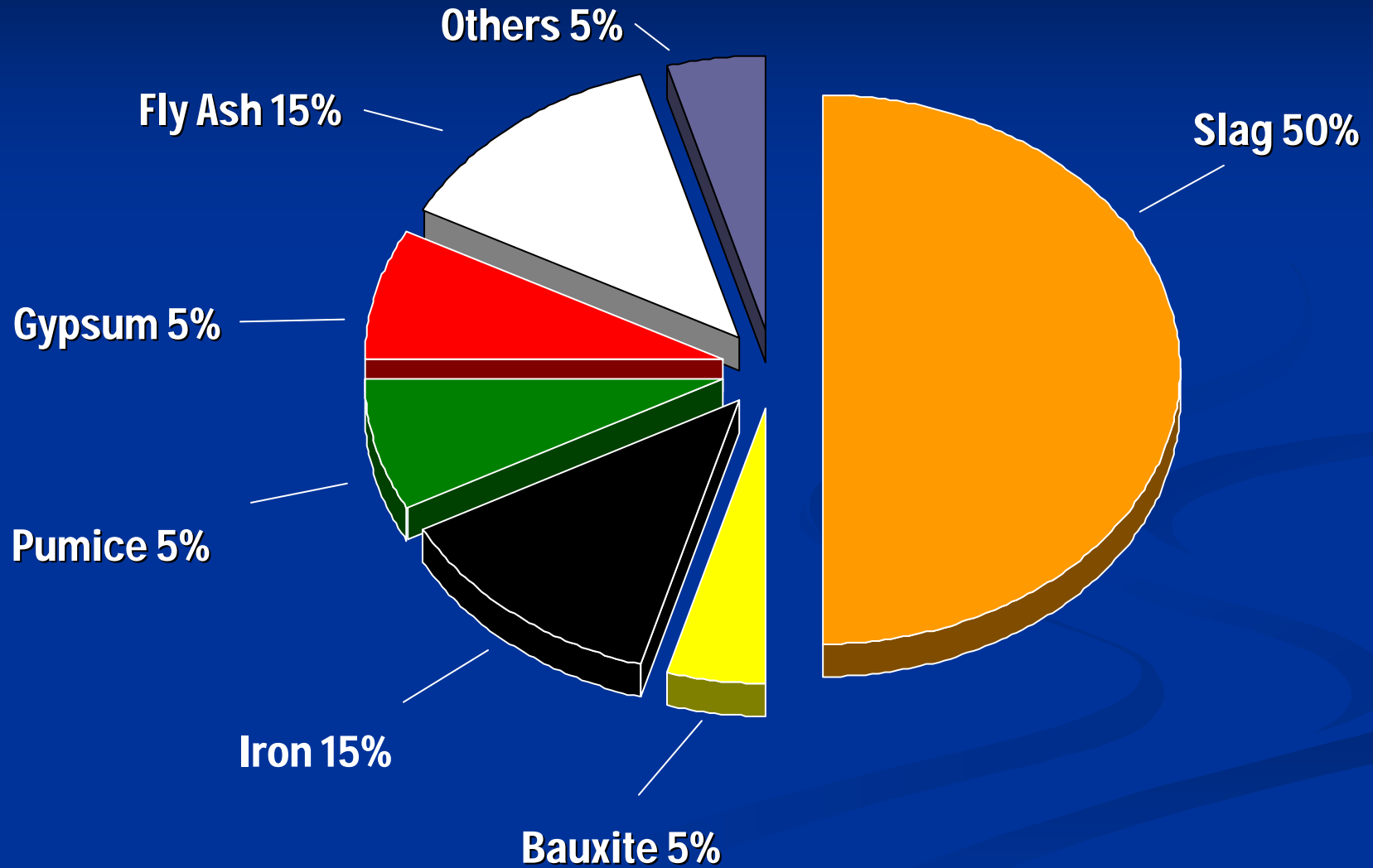
# PRODUCTS AND SERVICES

- Blast Furnace Slags
  - GBFS
  - GGBFS
  - Air Cooled
- Steel & BOF Slags
- Alumina
  - Bauxite
  - Coal Ashes
  - Calcined Clay
- Iron Oxide
  - Mill Scale
  - Iron Granules
  - Industrial Slag
- Gypsum
  - Natural
  - Synthetic (FGD)
- Silica Products
- Fly Ash
- Grinding Aids
- Steel Balls
- Clinker
- Cement
- Pumice
- Technical Support
- Equipment For Handling Synthetic Gypsum



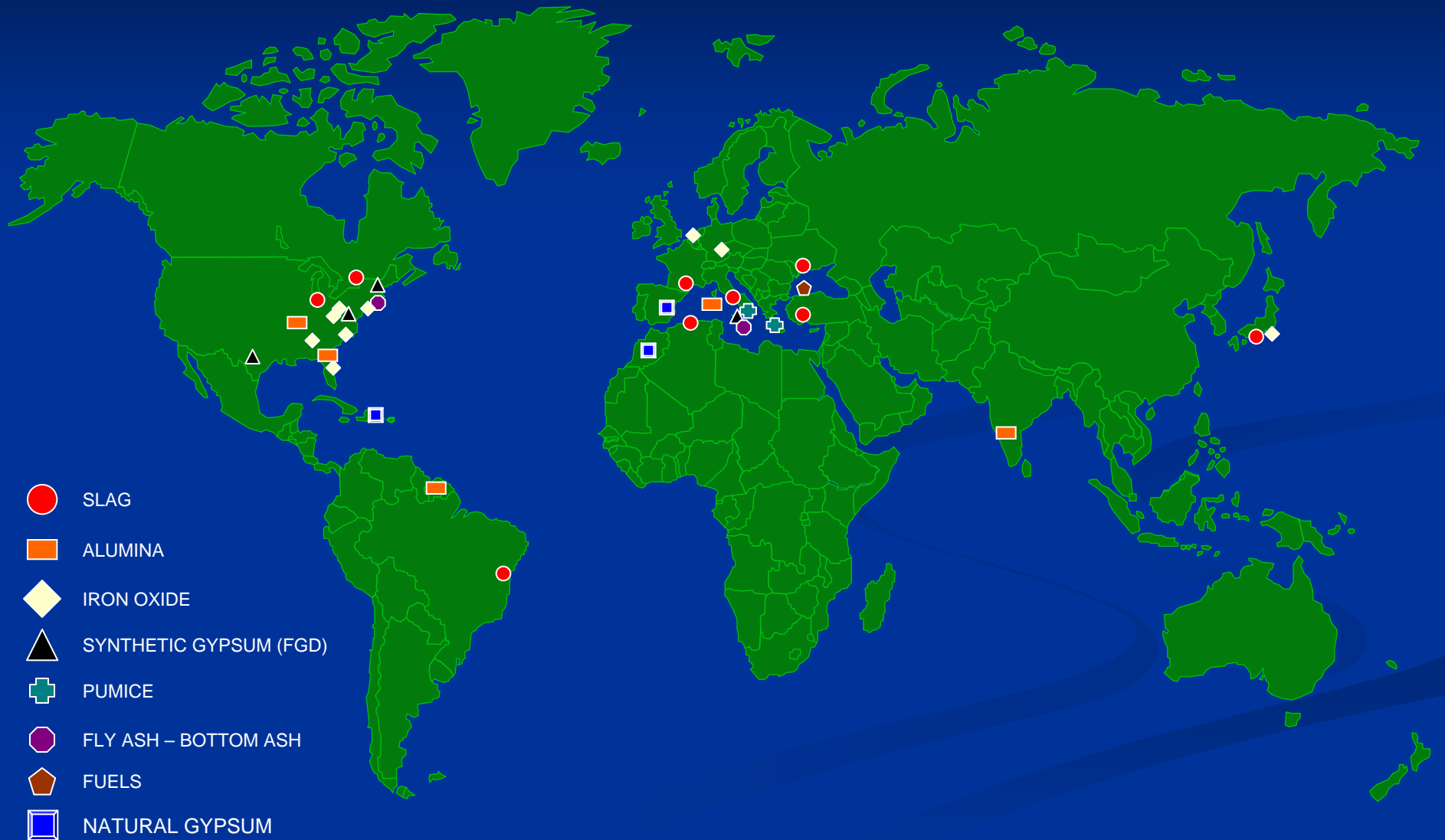


# PRODUCTS AND SERVICES





# Supplier Network





## 2006 Ocean Going Ship Movements

- **North America: 65 Ships**
  - ❖ Typically 20,000 to 40,000 mt bulk vessels
  - ❖ Mostly From Europe & Japan
- **Europe/North Africa: 95 Ships**
  - ❖ Typically 2,000 to 5,000 mt bulk vessels
  - ❖ Mostly Intra Mediterranean
- **Asia: 10 Ships**
  - ❖ Typically 7,000 to 20,000 mt bulk vessels
  - ❖ Mostly from Japan To SE Asia
- **Total BMI Shipments: 170**
- **Most of BMI Shipping Performed Under Contracts (COAs)**



## OUR VISION & STRATEGIC DIRECTION

- \$150 Million Company by 2010
- The Preferred Raw Material Supplier to the Global Cement Industry
- Recognized for Finding Creative Solutions & Providing Best Value With Quality Products & Services
- Strategically Committed To Continued Growth

**“Ready To Go Where Our Customers Need Us”**