



SLAG SYMPOSIUM 2005

SEPTEMBER 21-22, 2005

LAS VEGAS, NEVADA



SLAG SYMPOSIUM 2005

WELCOME

- ❖ **To Bulk Materials 4th Slag Symposium**
- ❖ **To The Many Participants From Across the US & Several Other Countries**
- ❖ **To All Distinguished Speakers**

OBJECTIVES

- ❖ **Promote the Use of GBFS As Partial Replacement For Clinker**
 - **Better Performance Concrete**
 - **Reduced CO₂ Emissions**
 - **Cost Advantages**

- ❖ **Open Exchange of Ideas & Information**

- ❖ **Build Relationships Among All Industry Participants**



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OVERVIEW OF BULK MATERIALS INTERNATIONAL

- Who We Are
- What We Do
- How We Do It
- Where We Are Going



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WHO WE ARE

BMI MISSION

“To Continually Increase The Value of BMI By Successfully Implementing Differentiated Growth Strategies That Capitalize On Our Core Strengths In Sourcing And Supplying Needed Raw Materials And Related Services Within The Global Construction Industry With A Special Focus On Cement Companies”

“Dedicated To Servicing The Cement Industry”



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WHO WE ARE

BMI PEOPLE

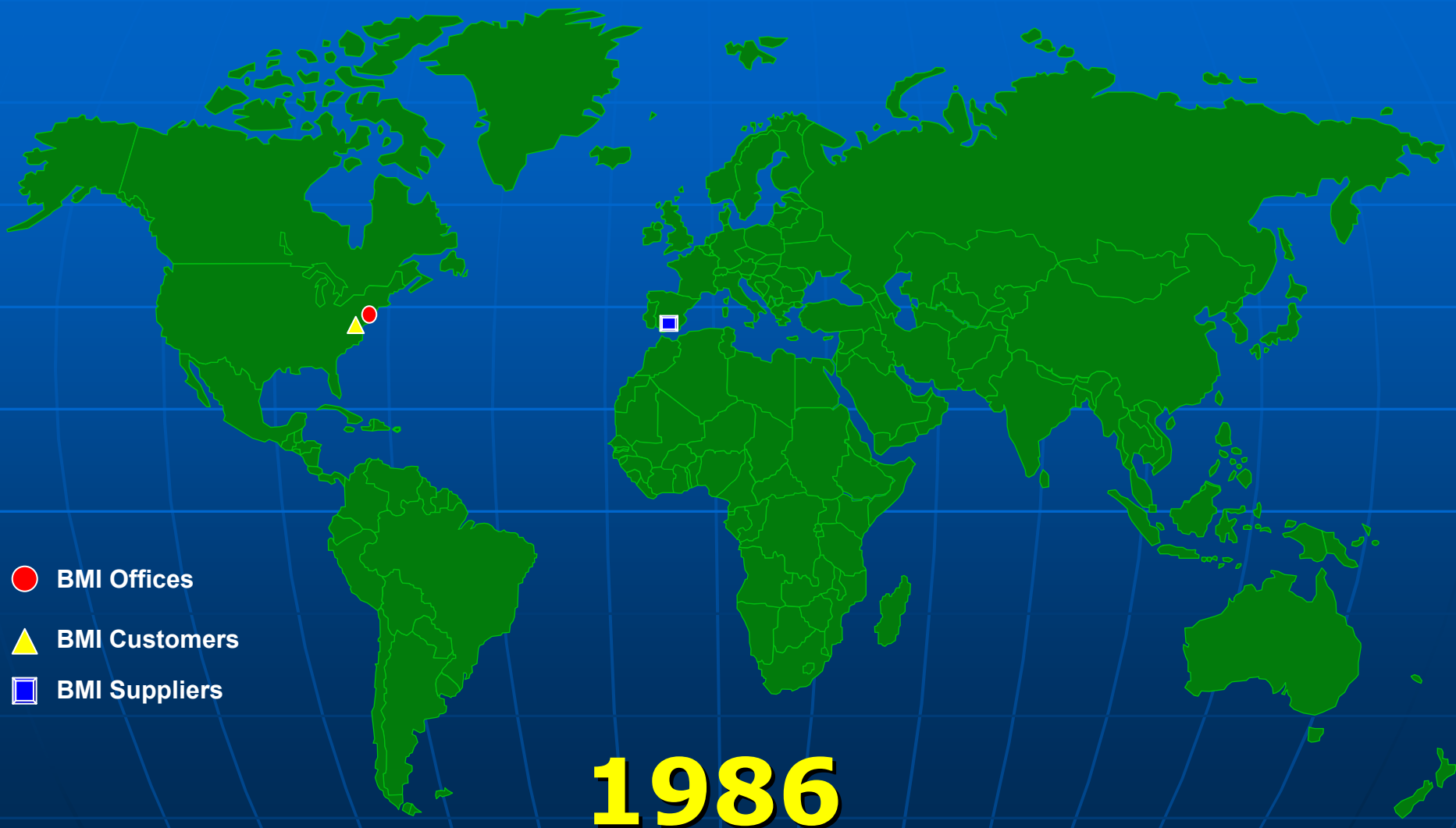
27 DEDICATED PROFESSIONALS

- ❖ Commercial – Sales & Marketing
- ❖ Logistics – Chartering & Operations
 - Ships & Barges
 - Rail & Trucks
- ❖ Technical Support
 - Broad & In Depth Knowledge of The Cement Industry
 - Well Versed in ASTM Regulations
 - Practical Experience in Materials Handling



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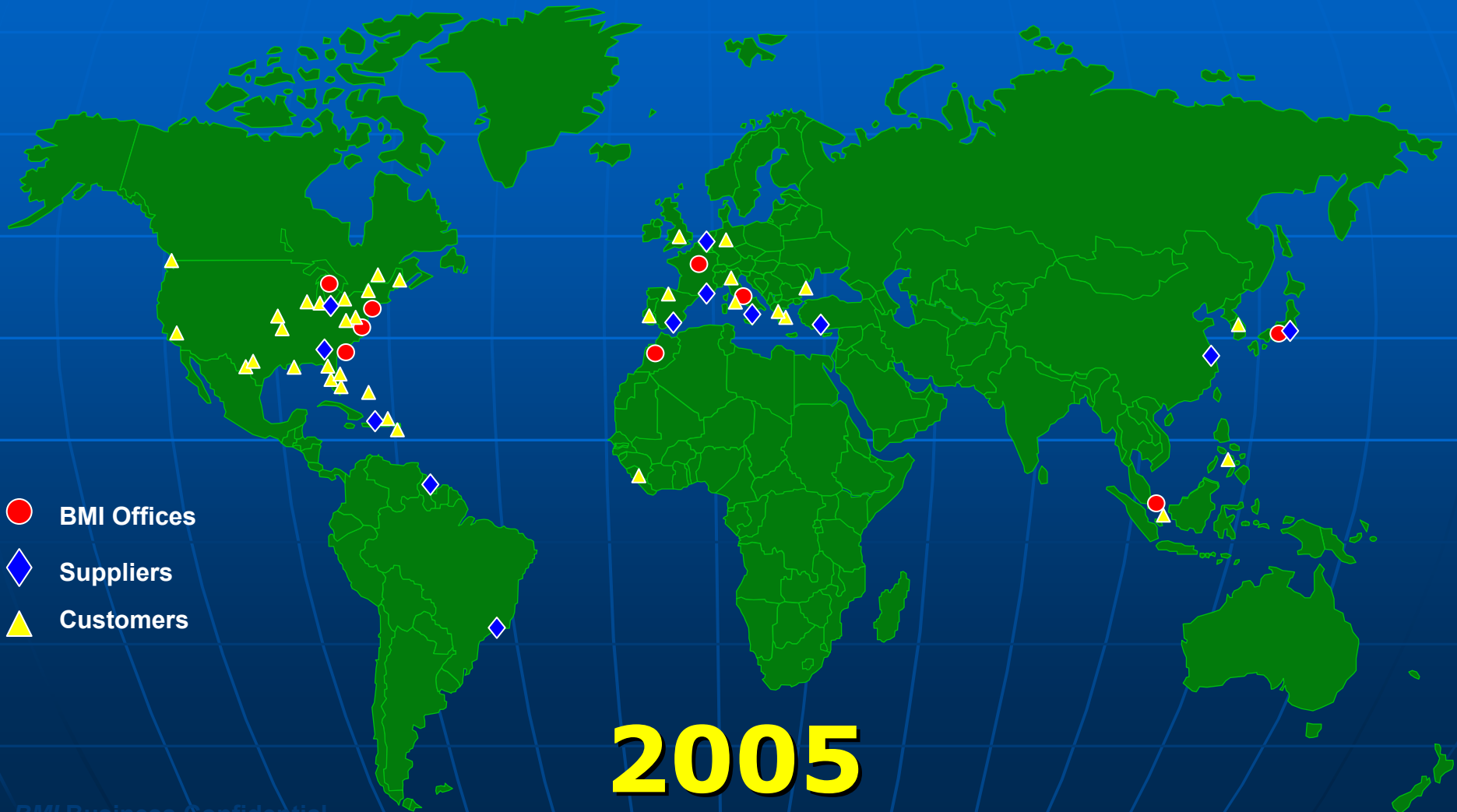
WHO WE ARE





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WHO WE ARE



- BMI Offices
- ◆ Suppliers
- ▲ Customers

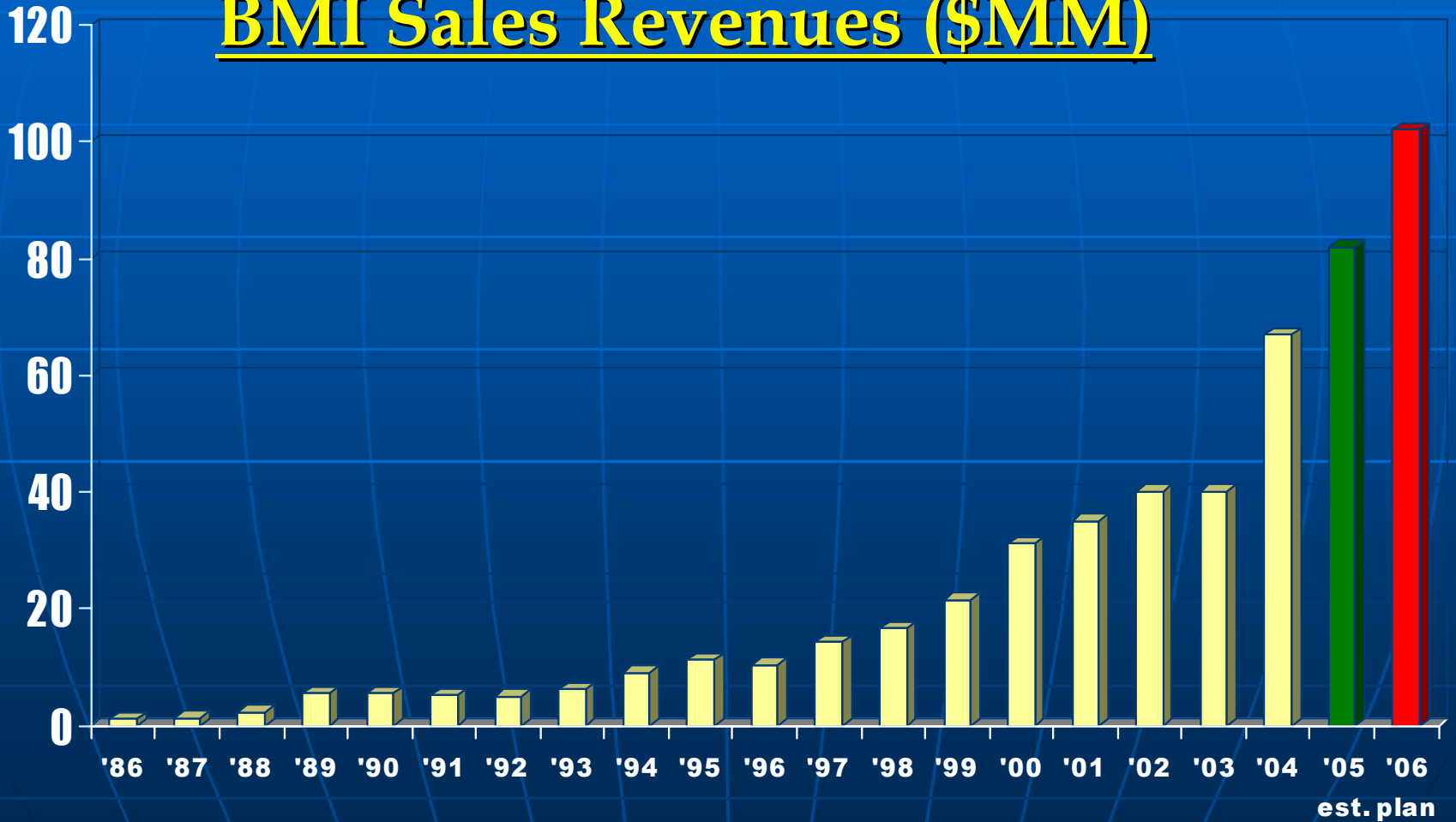
2005



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WHAT WE DO

BMI Sales Revenues (\$MM)

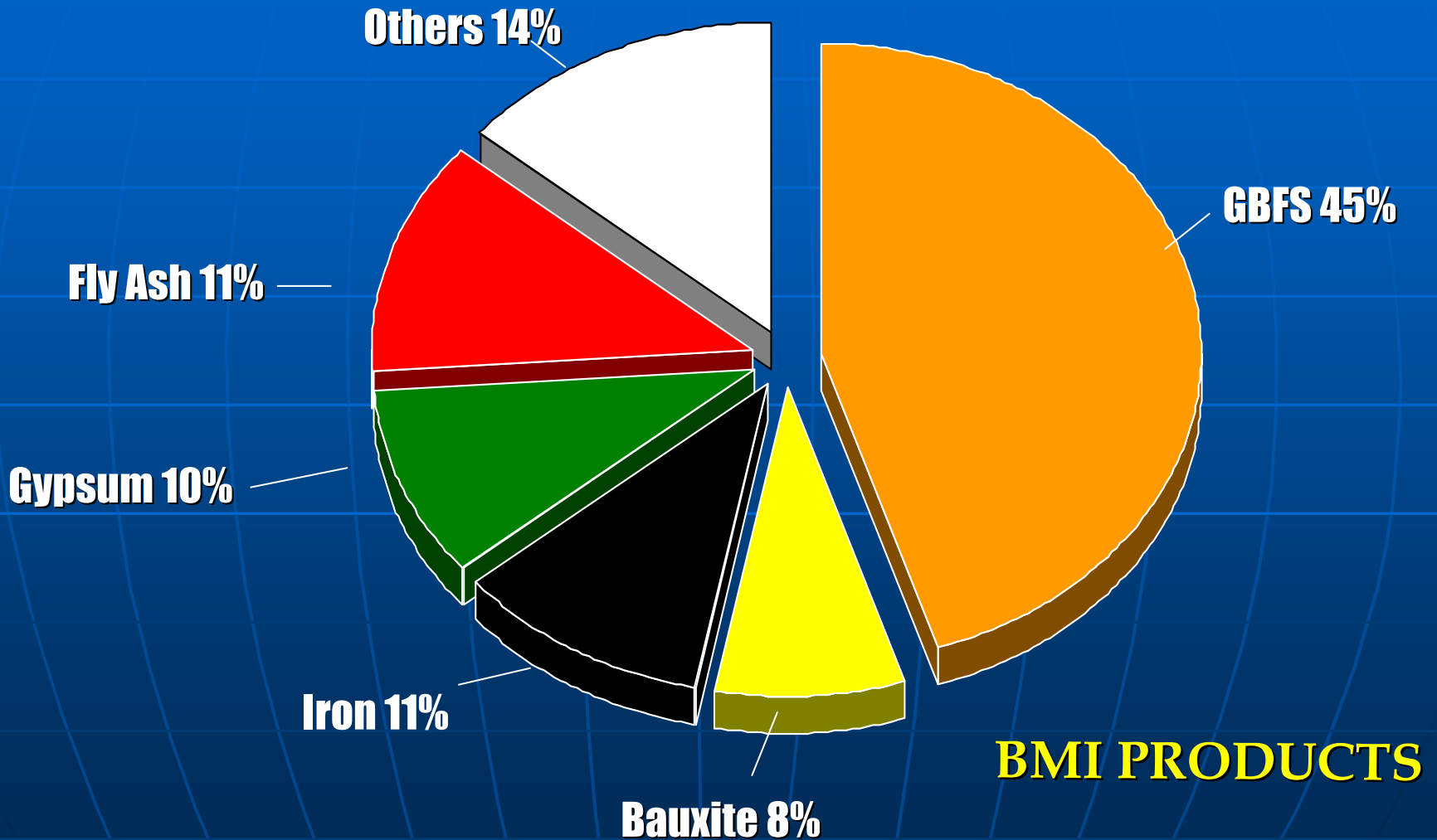


BMI Products and Services

- ❖ GBFS
- ❖ GGBFS
- ❖ Air Cooled Slags
- ❖ Alumina
 - Bauxite
 - Fly Ash
 - Bottom Ash
 - Others
- ❖ Iron Oxide
 - Mill Scale
 - Other I.R.M.
- ❖ Gypsum
 - Natural
 - Synthetic
- ❖ Silica
- ❖ Fly Ash
- ❖ Grinding Aids
- ❖ Steel Balls
- ❖ Clinker
- ❖ Cement
- ❖ Coal/Pet Coke
- ❖ Pumice
- ❖ Technical Support
- ❖ Handling Equipment
- ❖ Logistics Services



WHAT WE DO





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HOW WE DO IT

- ❖ **Understand Customers' Unique Needs & Provide Appropriate & Innovative Solutions**
- ❖ **Manage All Activities From The Source To The Final Destination As The Customer Requires**
- ❖ **Promise Only What We Can Deliver & Deliver What We Promise**
- ❖ **Form Long Term Partnerships With Both Suppliers & Customers**
- ❖ **Make It Easy For Customers & Suppliers To Deal With Bulk Materials**

BMI VISION

- ❖ **\$200 Million In Sales By 2010**
- ❖ **4 Million Tons of GBFS By 2010**
- ❖ **The Preferred Raw Material Supplier To The Global Cement Industry**
- ❖ **Recognized For Reliability, Value, Service & Quality**
- ❖ **A Leader In Promoting The Use Of "Green Materials" In The Manufacturing Of Cement**
- ❖ **Strategically Positioned For Continued Growth**