

Goldman's new money machine: warehouses

REUTERS, London/Detroit

In a rundown patch of Detroit, enclosed by a cyclone fence and barbed wire, stands an unremarkable warehouse that investment bank Goldman Sachs has transformed into a money-making machine.

The derelict neighbourhood off Michigan Avenue is a sharp contrast to Goldman's bustling skyscraper headquarters near Wall Street, but the two operations share one important element: management by the bank's savvy financial professionals.

A string of warehouses in Detroit, most of them operated by Goldman, has stockpiled more than a million tonnes of the industrial metal aluminium, about a quarter of global reported inventories.

Simply storing all that metal generates tens of millions of dollars in rental revenues for Goldman every year.

There's just one problem: only a trickle of the aluminium is leaving the depots, creating a supply pinch for manufacturers of everything from soft drink cans to aircraft.

The resulting spike in prices has sparked a clash between companies forced to pay more for their aluminium and wait months for it to be delivered, Goldman, which is keen to keep its cash machines humming and the London Metal Exchange (LME), the world's benchmark industrial metals market, which critics accuse of lax oversight.

Analysts question why London's metals market allows big financial players like Goldman to own the warehouses which store huge quantities of metal even as



REUTERS

One of the warehouses contracted out by Goldman Sachs warehouse subsidiary Metro International Trade Services to hold metals is seen in Detroit.

they trade the commodity. Robin Bhar, a veteran metals analyst at Credit Agricole in London says the conflict of interest is so acute he wants US and European anti-trust regulators to weigh in.

"I think it makes a mockery of the market. It's a shame," Bhar said. "This is an anti-competitive situation. It puts (some) companies at an advantage, and clearly the rest of the market at a disadvantage. It's a real, genuine concern. And I think the regulators have to look at it."

Goldman said its warehouse subsidiary Metro International Trade Services has done nothing illegal, and abides by the LME's warehousing rules.

"Producers have chosen to store metal in Detroit with Metro," a Goldman spokeswoman said. "We follow the LME requirements in terms

of storing and releasing metals from our warehouses."

The London Metal Exchange defends its rules. "There is a perception that consumers have not been able to get to their metal when the reality is that it is big banks, financing companies and warehouses that are not able to get to their huge tonnages of metal fast enough," said LME business development manager Chris Evans.

BUSINESS MODEL

Goldman's warehouse business relies on a lucrative opportunity enabled by the LME regulations. Those rules allow warehouses to release only a tiny fraction of their inventories per day, much less than the metal that is regularly taken in for storage.

The metal that sits in the

warehouse generates lucrative rental income.

Little wonder that so many want in. Metro was acquired by Goldman in February 2010, while commodities trading firm Trafigura nabbed UK-based NEMS in March 2010, and Swiss-based group Glencore International acquired the metals warehousing unit of Italy's Pacorini last September.

Henry Bath, a warehousing firm and founding member of the London Metal Exchange in 1877, has been owned for about 40 years by traders or banks including Metallgesellschaft in the 1980s and failed US energy trader Enron at the turn of the century. It now comes under the umbrella of JP Morgan, which bought the metals trading business of RBS Semptra

Commodities in July last year.

Despite its rental income, Goldman's warehouse strategy apparently hasn't been enough to snap a slumping performance in commodity trading, with the company reporting a "significant" drop in revenues from a year ago in its latest quarter, the sixth time in the past 10 quarters that it has failed to expand.

CONSUMERS FUME

The long delays in metal delivery have buyers fuming. Some consumers are waiting up to a year to receive the aluminium they need and that has resulted in the perverse situation of higher prices at a time when the world is awash in the metal.

"It's driving up costs for the consumers in North America and it's not being driven up because there is a true shortage in the market. It's because of an issue of accessing metal ... in Detroit warehouses," said Nick Madden, chief procurement officer for Atlanta-based Novelis, which is owned by India's Hindalco Industries Ltd and is the world's biggest maker of rolled aluminium products. Novelis buys aluminium directly from producers but is still hit by the higher prices.

Madden estimates that the US benchmark physical aluminium price is \$20 to \$40 a tonne higher because of the backlog at the Detroit warehouses. The physical price is currently around \$2,800 per tonne. That premium is forcing US businesses to fork out millions of dollars more for the 6 million tonnes of aluminium they use annually.

It has also had a knock-on impact on the global market.

Shipping

Chittagong Port

Berthing position and performance of vessels as on 28/7/2011.

Berth No.	Name of vessels	Cargo call	L. Port	Local agent	Date of arrival	Leaving arrival	Import disch.
J/2	Port Morresby	Wheat(p)	P. Rupe	Rysl	4/7	29/7	1980
J/3	Assadullah	Soda Ash	P. Band	Cla	11/7	31/7	1689
J/4	Banglar Maya	Log	Yang	Mtsc	16/7	30/7	927
J/5	Khadiza Jahan	C. Clink	Nant	Srsl	5/7	28/7	700
J/6	Hansa Commodore	Cont	P. Kel	Seacon	25/7	29/7	39
J/7	Xiang Jiang	Gi	X. Hai	Cosco	17/7	31/7	2312
J/8	Ledor	Rice(bag)	Kohsi	Uni Ship	9/7	4/8	2051
J/9	Sunrise-6	Rice(bag)	Sing	Uni Ship	16/7	3/8	1946
J/10	Gulf Shagra	Urea(bag)	Mesai	Hsl	R/a	--	611
J/12	Hansa Calypso	Cont	P. Kel	Seacon	27/7	30/7	762
J/13	Cape Scott	Cont	Ptp	Mbdl	26/7	28/7	
Cct/1	Tenora	Cont	Col	Pssl	24/7	28/7	
Cct/3	Francisca Schulte	Cont	Sing	Mhgl	26/7	30/7	54

Outside port limit

Abu Al Abyad	Wheat(g)	Kembl	Seacon	15/5
Alphine Trader	Wheat(p)	P. Rupe	Rysl	13/7

Vessels not ready

Frigia	Urea(bag)	Mesai	Hsl	8/7
Ubt Ocean	Rpo	Indo	Rainbow	11/7
Bm Intrepid	Urea(bag)	Al Juba	Polt	16/7
Green Ocean-1	Rice(bag)	Kohsi	Litmond	20/7
Emerald Express	Gas Oil	Kaki	Pride	23/7
Banga Bodor	Cont	P. Kel	Bdship	24/7

Vessels awaiting employment / instruction

Banga Lanka	Cement(bag)	--	Baridhi	R/a (4/4)
Banga Borak	--	--	Baridhi	R/a (24/11)
Banga Bijoy	--	Sing	Baridhi	R/a (22/2)
Banga Borti	--	P. Kel	Bdship	R/a (1/5)
Banga Bonik	--	P. Kel	Bdship	R/a (4/11)
Swift Cro	Ballast	Viza	Brothers	20/1

Vessels not entering

Ocean Pearl	Urea	V. Tai	Litmond	3/9
Princessa V	Salt	Kand	Elite	3/6
Fisher K	Dap	Moro	Litmond	19/6
Hawk	Dap	Sing	Ssl	20/6
Alina	Gypsum	Krabi	Sstc	2/7
Sarwar Jahan	Slag	Sing	Srsl	29/6
Madina-ke-chaand	Salt	Kand	Psal	2/7
Ocean Prelate	Slag	Olta	Mmr	6/7
Nina A	C. Clink	Honga	Mmr	7/7

Vessels due at outer anchorage

Name of vessels	Date of arrival	L. Port call	Local agent	Type of cargo	Loading ports
Island Singapura	28/7	Honga	Mmr	C. Clink	--
Crystal Gold	28/7	Waka	Sstc	Slag	--
Rainbow Angel	30/7	Yang	Everett	Gi (st. Coil)	--
Federal Hunter	29/7	Quang	Mmr	C. Clink	--
Gelden Tulip	30/7	Bukp	Elite	C. Clink	--
Oel Singapore	29/7	Pkl	Hsbl	Cont	Sing
Han Zhang	31/7	Sing	Jsl	P. Cargo	5x70
Ming Yuan	1/8	--	Cosco	Gi	--
Vision	30/7	Ptp	Mbdl	Cont	Tanj
Inlaco Accord	30/7	Tarj	Bencon	C. Clink	--
Magnum Energy	30/7	Santos	Rainbow	Raw Sugar	--
Kang Yuan	30/7	Honga	Sstc	C. Clink	--
Mcc Melaka	30/7	Ptp	Mbdl	Cont	P. Kel
Ks Trust	1/8	Kohsi	Asbl	C. Clink	Gypsum

Positions of Chittagong Port vessels in line with a berthing sheet of the CPA provided by [ITRC](#)

STOCK

Relative Strength Index (14) Report 28-July-2011

Company	Close	P	Dev.	RSI	Company	Close	P	Dev.	RSI	Company	Close	P	Dev.	RSI
BANK					Singer BD -A	2960.50		-7.25	54.63	Salvo Chemicals-N	75.80		-0.10	83.56
AB Bank - A	804.50		-14.50	36.81	Anwar Galvanizing -Z	2346.75		6.50	55.23	PAPER & PACKAGING				
UCBL - A	55.60		-1.60	43.19	Eastern Cables-B	687.50		-8.00	55.83	Hakkani P& Paper -B	53.70		0.90	61.6
Rupali Bank -A	1516.50		-62.25	43.25	BSRM Steels-A	1490.75		54.75	57.91	SERVICE				
Pubali Bank -A	53.10		-1.30	46.11	Bangladesh Lamps -A	1922.50		-0.75	59.1	Samorita HospitalA	1224.00		29.00	57.56
Shahjalal Islami -A	38.90		-1.70	46.88	Atlas BD-A	368.40		5.50	59.46	Eastern Housing -A	989.50		20.00	67.69
IFIC Bank -A	858.75		-34.25	47.87	National Tubes -A	1009.50		12.00	61.61	Summit A. Port-N	101.00		4.80	74.68
Uttara Bank -A	83.00		-2.80	48.18	Kay & Que (BD) -A	402.25		26.25	61.93	Ocean Containers-A	103.70		3.50	75.19
Eastern Bank -A	66.10		-1.90	48.35	Atfab Auto.-A	289.80		4.20	65.56	LEATHER				
MutualTrust Bank-A	425.75		-7.75	49.44	National Polymer -A	848.00		32.75	66.34	Samata LeatherR -Z	197.25		-2.75	37.59
City Bank -A	592.25		-16.00	50.69	Deshbandhu Polymer-N81.00			-2.90	66.8	Bata Shoe Ltd. -A	636.40		3.20	51.03
N C C Bank -A	35.90		-1.00	51.07	Golden Son -A	83.90		-2.70	67.02	Apex Tannery -A	1537.25		-10.50	57.29
Prime Bank-A	48.70		-0.60	51.84	Rangpur Foundry -A	109.00		4.30	70.66	ApexAdelchi Ftr -A	3383.75		-20.25	64.79
ICB Is. Bank-Z	12.90		-0.30	52.79	Quasem Drycells -A	103.20		0.20	72.9	Legacy Footwear -Z	51.40		-0.70	67.15
Standard Bank -A	342.25		-11.75	52.84	BD. Thai Alum -A	816.50		10.75	76.76	CERAMIC				
EXIM Bank-A	34.40		-0.90	52.91	Olympic Ind. -A	2307.50		13.50	78.93	RAK Ceramics-A	112.90		-1.40	51.32
Dutch Bank. Bnk.-A	1620.75		-15.25	54.51	S. Alam Steel -A	744.75		12.50	82.66	Standard Ceramic -B508.00			22.50	59.47
Bank Asia -A	513.75		-17.00	54.55	FOOD & ALLIED					Monno Ceramic -A	805.25		19.25	62.34
Brac Bank -A	509.25		-6.75	54.58	Chittagong Veg.-A	2788.50		-57.50	43.62	Shinepukur Cera-A	66.10		0.60	72.33
Southeast Bank-A	335.00		-7.50	54.63	BATBCL -A	609.30		1.30	45.74	Fu-wang Ceramic-A	464.50		22.50	74.42
Mercantile Bank -A	339.75		-8.50	55.05	National Tea -A	5111.25		3.00	48.96	CEMENT				
One Bank -A	558.00		-24.25	55.08	Bangas -A	1695.00		-5.00	49.78	MeghnaCement -A	223.30		-2.30	43.42
First Secu. Bk.-A	31.50		-1.60	55.56	Apex FoodsA	986.75		-1.25	50.47	HeidelbergCement -A	3062.75		-3.50	45.53
Jamuna Bank -A	38.50		-1.40	55.8	Shampur Sugar -Z	17.20		-0.90	51.77	Lafarge SCement-Z	520.00		-8.75	47.77
Premier Bank -N	38.60		-2.40	56.73	GeminiSeaFood A	2973.50		10.00	54.08	ConfidenceCement	1195.60		-12.20	52.87
Al Araf Islami B-A	38.50		-0.90	56.75	Meghna PET Ind. -Z	19.40		0.40	54.87	Aramit Cement -A	1327.00		18.75	57.17
Dhaka Bank -A	47.10		-0.60	57.07	Rahima Food -A	474.75		15.50	57.42	M.I. Cement-N	210.00		-5.30	71.13
Trust Bank-A	512.00		-6.50	57.49	AMCL (Pran) -A	1595.25		-8.50	57.95	IT INDUSTRIES				
Social Invest. B-A	28.10		-1.30	58.48	Zeal Bangla Sugar -Z	20.90		-0.30	61.11	In Tech Online -A	30.30		1.20	67.69
Islami Bank -A	543.75		-4.50	59.14	Fine Foods A	80.90		-1.70	72.18	BDCOM Online-A	43.00		1.10	70.05
National Bank -A	73.00		-1.30	71.52	Meghna Con. Milk -B	52.90		1.70	72.97	Daffodil Comp.-A	32.00		1.00	72.72
NBFI					Beach Hatchery -A	64.70		2.00	73.54	ISN Ltd. -A	39.70		1.60	73.81
Prime Finance-A	145.50		-7.20	33.08	Fu-Wang Food A	68.40		-2.20	73.83	Agni Systems -A	53.50		1.10	74.05
Bay Leasing-A	1094.75		-7.00	34.61	FUEL & POWER					GENERAL INSURANCE				
IDLC Fin. -A	2023.25		-55.75	34.63	Eastern Lubricants -A570.90			0.90	46.61	Janata InsurA	703.25		11.50	48.05
LankaBangla Fin.-A	2022.20		-2.60	39.17	DESCO Ltd. -A	1732.50		39.75	53.94	Eastern Insur A	923.00		34.50	50.91
Uttara Finance -A	175.30		-5.20	39.54	Power Grid Co. -A	809.25		10.00	56.25	Standard Insur-A	554.00		9.50	53.83
Union Capital -A	97.50		-1.20	40.5	BOC (BD) Ltd. -A	716.00		-0.60	59.02	Paramount Insur-A	543.25		5.75	54.26
United Leasing -A	849.75		-14.50	42.55	Padma Oil Co. -A	733.20		0.00	61.75	SonarBanglainsu.-A	569.25		5.25	54.43
I P D C -A	414.50		-12.75	47.29	Titas Gas A	850.25		8.50	68.83	GreenDeltainsu -A	205.70		0.20	55.75
Intl. Leasing-A	1335.50		-20.00	48.65	Meghna Petroleum -A	4217.30		16.60	73.19	Takaful Islami Insu-A	832.25		17.50	57.94
People'sLeas.-A	125.80		-4.80	51.45	Jamuna Oil -A	302.30		21.20	73.61	AsiaPasificInsu.-A	576.00		8.75	58.77
B I F C -A	660.00		-11.75	52.1	Barakatullah E. D.-N	89.10		-1.80	74.77	Nitol Insurance -A	730.75		8.00	60.34
First LeaseA	1137.50		-38.25	53.21	MJL BD Ltd.-N	193.60		6.50	75.68	Reliance Insur -A	1247.75		24.25	60.76
FAS Fin. & Inv. Ltd.-A	508.00		-24.75	54.73	Khulna Power-A	84.80		2.80	79.03	Global Insur -A	768.50		10.25	61.39
Islamic Finance-A	514.00		-3.25	55.42	Bangladesh Welding -A	479.40		2.30	81.59	Islami Ins.BD-Z	619.50		7.50	62.11
Phoenix Fin.-A	1059.50		21.75	56.44	Summit Power -A	105.60		0.70	83.88	Purabi G Insu-A	1479.00		-25.25	62.32
BD Finance-A	109.70		-2.30	57.6	JUTE					Kamaphuli Insur -A	67.60		0.10	62.94
Premier Leasing-A	831.75		-21.75	58.86	Northern Jute -Z	31.30		0.00	7.57	Provati Ins.-Z	630.75		24.25	63.07
National H Fin.-N	1281.25		-41.50	59	Jute SpinnersA	1544.50		-6.25	45.19	Pragati Gen. I -A	1016.75		36.25	63.98
Midas Financing-A	1239.50		-22.50	61.65	Sonali Ansh -A	1788.50		1.25	49.13	Rupali InsurA	157.50		0.20	64.19
Delta Brac HFCL-N	2609.75		-41.50	64.12	TEXTILE					Pioneer Insur -A	1171.75		26.25	64.7
INVESTMENT					Modern Dyeing -Z	333.25		0.00	4.72	One Insur -A	1022.25		40.75	65.44
3rd ICB M F-A	2455.50		-44.50	18.52	Apex SpinningA	1309.00		-23.25	31.14	Dhaka Ins. Ltd.-A	1518.50		89.25	67.28
Reliance1 M.F.-A	10.90		0.10	22.06	Rahim TextileA	2427.25		-24.00	41.54	Eastland Insur -A	1068.00		15.50	68.1
4th ICB M F -A	10300.00		0.00	24.17	Dulamia CottonZ	325.75		-5.00	42.54	Federal Insur.-A	193.10		11.40	68.25
1st ICB M F-A	2200.75		-94.75	39.39	Tallu Spinning -A	620.00		-2.50	46.39	Central Insur -A	831.25		10.75	68.53
M.B.L 1st M. F.-A	8.00		-0.20	43.37	Mithun Knitting -A	1527.00		-6.25	50.06	NorthernGlnsur-A	760.25		19.75	69.74
SBS. 1st M. F.-A	9.00		0.00	44.19	Alltex Industries -Z	235.00		3.00	52.87	Continental Insur.-A	649.75		24.50	69.89
ICB A. IslamicMF-A	353.25		-1.00	47.79	Stylectraft -A	5800.00		75.00	53.97	City G Insu.-A	62.30		4.00	70.01
EBL NRB M.F.-A	10.00		0.10	49.48	BEXTEX -A	38.10		0.30	56.33	Republic Insu.-A	731.50		48.25	70.25
ICB -A	3719.50		6.00	49.79	Sonargaon Tex.-A	551.25		17.50	57.33	Prime Insur -A	87.30		3.00	70.37
AIBL 1st Is. M. F.-A	8.80		-0.20	50.49	H.R. Textile -A	551.50		10.00	59.34	Peoples Insur -A	56.80		1.00	72.32
ICB Emp.PMF-A	13.30		0.10	50.52	Beximco Yarn -A	528.75		-30.75	62.9	Asia Insu.-A	89.10		3.40	72.62
Green Delta M.F.-A	8.90		-0.20	50.88	Anlima Yam -A	459.50		14.75	65.26	Mercantile Insur -A	655.25		16.00	72.72
ICB AMCL3rd NRB MF-A10.50	-0.20		51.14	Square Textile -A	159.20		-6.60	67.39	Agrani Insur. -A	617.75		20.50	72.86	
Popular Life 1st MF-A	8.80		-0.40	51.68	Maksons Spin-A	55.50		-2.60	68.95	BGIC -A	64.00		3.30	79.74
AMCL 2nd MF-A	143.75		5.25	54.58	Al-Haj Textile -Z	66.40		1.40	69.14	Phoenix Insur -A	120.80		4.30	84.14
IFIL Islamic M.F.1-A	8.50		-0.10	55.31	Desh Garments -B	563.75		25.25	69.75	LIFE INSURANCE				
Phoenix Fin. 1st MF-A13.30	-0.50		56.30	CMC Kamal Tex. -A	68.70		0.80	69.85	MeghnaLifeln.-A	257.40		0.20	23.22	
PHP 1st M. F.-A	8.70		0.00	56.52	Saffo Spinning-A	518.25		5.25	70.12	Sandhani Life -A	264.20		0.40	25.91
ICB A. 1st NRB -A	443.25		2.50	57.67	Delta SpinnnersA	558.00		17.25	71.71	Progressive Life-A	2354.50		37.25	36.83
Prime Bk 1st MF-A	10.80		-0.10	57.97	Saiham Tex.A	86.80		2.40	72.17	RupaliLife Ins.-A	2408.50		52.00	37.41
EBL 1st MF-A	15.70		-0.50	58.12	Metro Spinning -A	75.80		-2.00	72.21	Popular Life I. -A	383.40		8.60	39.75
Prime Fin. 1st MF-A	23.50		-0.10	58.13	Dacca Dyeing-A	71.30		2.00	72.48	Prime Is. Life -A	322.80		-0.60	47.42
2nd ICB M F -A	3992.25		92.25	58.29	Prime Textile -A	629.00		14.75	73.4	PragatiLife Insu. -A	3291.25		0.75	48.05
DBH 1st MF-A	14.00		-0.30	60.19	Malek Spinning-A	75.30		-1.30	75.43	Foreast Is. Life -A	345.90		-1.30	55.09
IFIC 1st MF-A	13.40		-0.20	61.49	R.N. Spinning-A	113.30		-2.00	82.65	National Life I -A	7697.50		235.75	64.63
7th ICB M F-A	1300.00		0.00	62.29	PHARMA & CHEMICAL					Deltalifelnisu.-Z	39773.50		0.00	80.88
1st BSRS M F-A	1581.50		9.50	62.31	Reckitt Benckiser -A1075.60			-21.30	40.29	TELECOM				
8th ICB M F-A	794.75		1.25	62.53	ACI Formu. -A	135.10		-1.40	43.66	Gramophone-A	206.10		0.00	75.15
ICB A. 2nd NRB -A	216.00		3.25	62.68	ACI Limited-A	274.70		-1.00	47.21	TRAVEL & LEISURE				
ICB AMCL1stMF-A	686.75		-3.50	62.96	The Ibn SinaA	1349.75		2.00	49.01	BD.Service -A	9.70		0.00	0.02
5th ICB M F-A	739.00		-0.25	63.30	Liqua Infusions-A	4100.00		36.00	49.79	UNITED AIR-B	53.70		-1.90	60.09
5th ICB M F-A	1779.00		18.75	66.19	Sibra Pharma -A	3531.75		-12.25	51.27	MISCELLANEOUS				
Trust Bk 1st MF-A	14.70		-0.20	66.90	Pharma Aids A	2679.00		-5.75	51.36	Savar Refractories-Z	2691.75		6.25	49.27
Grameen1.Sch.2-A	29.10		-0.70	67.21	GlaxoSK (BD) I	982.40		-4.00	52.81	Usmania Glass -A	1405.75		16.25	53.43
1st Janata Bank MF-A10.10	0.00		69.29	Imam Button -A	379.75		0.50	57.46	BSC-A	2401.75		23.50	59.7	
Grameen M F 1-A	119.80		0.40	73.03	Berger Paints-A	77.30		-6.10	58	Aramit -A	450.90		-7.20	62.33
AIMS First -A	10.53		0.38	86.6	Marico BD-A	539.60		-7.50	60.28	GQ Ball Pen A	266.00		-8.40	61.56
ENGINEERING					Ambee Pharma -A	465.30		-0.50	62.82	Sinobangla Indu.-A	60.30		-3.00	75.93
Monno JuteX -A	2229.75		21.00	46.29	Kohinoor Chem -A	2521.50		64.25	67.59	Miracle Industries -B	38.00		-0.50	72.22
Asif PipesZ	383.00		-6.75	47.74	Orion Infusions -A	777.75		32.50	71.8	BEKIMO Ltd. -A	195.10		2.50	72.5