Marcon International, Inc.

Vessels and Barges for Sale or Charter Worldwide

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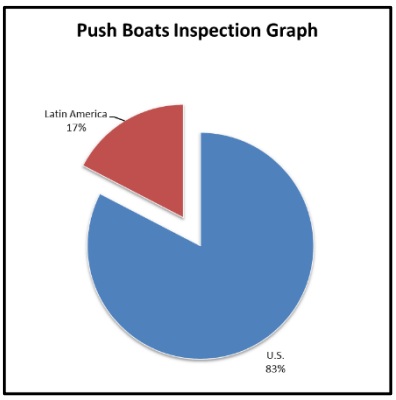
Inland Pushboat Market Report

Of the 13,270 vessels (excluding barges) Marcon currently tracks, 810 are inland river pushboats with 23 officially on the market for sale (19 U.S. flag and four foreign flag). Two of the boats with age listed were built within the last ten years. Fourteen boats are forty-five years of age or older. The oldest listed was built in 1944, a 76', 1,150BHP vessel on the U.S. West Coast. This is counterbalanced by two 2018-built pushboats in the U.S. Marcon also has six inland river pushboats listed for charter – four U.S. and two foreign.

Market Overview

The number of inland river push boats officially on the market for sale in total is 23, down 29 or 55.77%, from one year ago in June 2023 and down 72 or 75.79% from June 2019. We do not have any push boats offered greater than 5,000HP, reflecting that higher horsepower units are working consistently. Currently, 8.70% of the push boats available are less than 10 years old, down from 15.38% one year ago and up from 7.37% reported five years ago. The average age of all on the market through Marcon last year and five years ago was 40 and 46 years, respectively, compared to 42 years now. Mostly older foreign-flagged vessels have gone on the market, with the average age going from 34 years in 2019 to 35 years now. U.S.-flagged push boats went from 49 years old five years ago to 39 last year to 44 years old as of this report date.



Of the 23 vessels listed for sale where engine type is known, nine, or 39%, are powered with Cummins, followed by four each (18% each) with CATs and EMDs and three each (13% each) with GM and comprised of other types. Five years ago, 28% of the push boats listed for sale had CAT engines, followed by 22% with GMs and 17% with Cummins. Nineteen or 83% of the inland river pushboats Marcon has listed for sale are located in the U.S. and then four or 17% in Latin America. Even though our focus is on the U.S. market, one year ago, 27% of the push boats listed were outside the U.S., with 13% in Europe and 10% in Latin America. Five years ago, 83% of the 109 push boats available for sale were located in the U.S., with 10% in Europe and the remainder in the Caribbean, Latin America and Mid East.

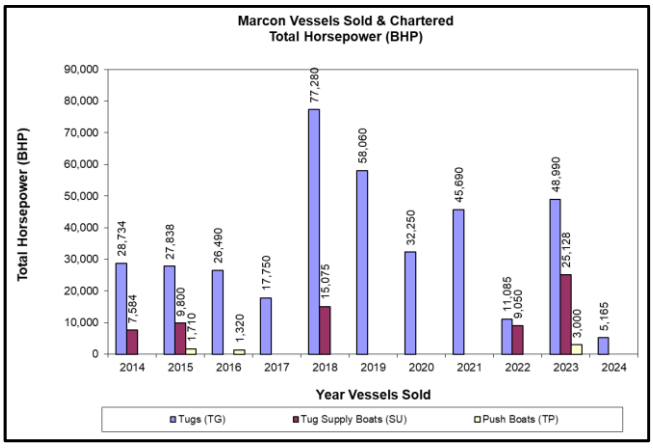
Marcon's Market Comments

Barge traffic is finally returning to pre-Covid demand, as well as revenue levels. We have seen firsthand the impact of the increased demand in the lack of available tonnage, both pushboats and barges. In turn, the slow sales market we commented on in our last report, December 2023, has continued. Owners and operators continue to report high utilization levels and strong charter rates for working inland vessels and barges. We know of numerous vessels and barges put back into service; though backlogs at U.S. shipyards have caused challenges in how quickly vessels and barges have been able to get to work. With all this, very few owners or operators are looking to sell any of their assets, even those units which had previously been offered for sale. The units which are offered for sale have been at increasingly higher levels. Buyers are being asked to pay a premium on older tonnage, much of which needs overhauls or recertification before being put to work.

While we currently have several deals in various phases for tugs and barges, almost all are for ocean and coastal work. But even those needs have been hard to fill given the demand for ocean and coastal tonnage outpacing the availability. We are cautious in our outlook for availability of desired tonnage at reasonable prices. Even if appropriate tonnage can be found, if you are crossing international borders, especially coming out of the United States, then we have seen significant delays with MARAD approvals (on average 90 days in recent months) and increased emphasis of compliance with individual, company and country sanctions by multiple governments.

Marcon International, Inc.
Inland Push Boat Market Report – June 2024

Marcon's Recent Sales



To date in 2024, Marcon has closed five sales, one charter and the delivery of an AHTS sold in 2023. The sales and charter include two tugs totaling 5,165HP, two platform supply vessels, an inland deck barge and an ocean tank barge. In 2023, Marcon concluded 31 sales and one charter in 2023, including 12 tugs totaling 48,990BHP, three anchor handling supply vessels, three platform supply vessels, a crew boat, a passenger day vessel, a 3,000HP inland river towboat, six ocean tank barges and five deck barges. Since 1981, Marcon has sold or chartered 37 inland river pushboats totaling 83,780BHP, 397 tugs (1,301,927HP), 111 inland hopper barges (171,006dwt), 97 inland deck barges totaling 204,917dwt capacity and 64 inland tank barges with an aggregate capacity of 1,047,848 barrels, out of 1,585 vessels and barges sold or chartered worldwide.

Featured Listings for Sale Direct from Owners

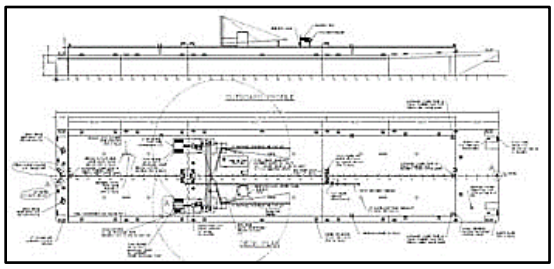
Marcon currently has 36 inland river pushboats, hopper barges and tank barges for sale worldwide, of which ten are non-U.S. and 26 U.S. flag, plus other vessels and barges not officially on the market which may develop on a private & confidential basis.

File: TP30111 Push Boat: 110.0' loa x 34.0' beam x 10.5' depth. Built in 1976 by Davo Corp. U.S. flag. GRT: 283. Class: None. Main Engines: 2 x EMD 12-645-E6 total 3,000BHP. 2 - FP 84" x 77.8" props. Kort nozzles. Gensets: Cummins 6CTAB.3. No flanking rudders. Laid-up. **U.S. Gulf Coast.**

File: TP17083 Push Boat: 71.2' loa x 24.2' beam x 10.2' depth. Built in 1972 by Main Iron Works; LA. U.S. flag. GRT: 159. Class: USCG COI Sub M - Exp. March 4, 2025. Main Engines: 2 x Cummins K38-M total 1,700BHP. 2 - FP 74" x 65" props. Gensets: 2 - John Deere JD4045TF285. Push knees forward. Triple deck push boat. **U.S. Gulf Coast.**

File: TP13050 Push Boat: 50.0' loa x 22.0' beam x 7.5' depth. Built in 2008 by Serodino Shipyard; TN USA. U.S. flag. GRT: 73. Class: None. Laid-up. Main Engines: 2 x Cummins QSK19-ME total 1,320BHP. 2 - FP 52" x 40" props. Gensets: John Deere 4045TF285. No flanking rudders. Laid-up. **U.S. Gulf Coast.**

File: TP12176 Double Hull Push Boat: 75.0' loa x 26.0' beam x 8.6' depth. Built in 1982 by Superior Boat Works; LA USA. U.S. flag. GRT: 85. Class: USCG COI Sub M - Exp. 20 Apr 2025. Main Engines: 2 x Cummins 38M Tier 2 total 1,200BHP. 2 - FP 70" x 52" props. Gensets: Cummins 6CTA8.3. Retractable wheelhouse. No flanking rudders. Laid-up. **U.S. Gulf Coast.**



File: TB25925 Double Hull Tank Barge - Inland: 257.1' loa x 54.0' beam x 12.0' depth x 1.50' light draft x 11.00' loaded draft. Built in 1998 by Bollinger Marine; Amelia, LA USA. U.S. flag. GRT: 1,398. NRT: 1,398. Class: USCG COI Grade A and Lower, Lakes, Bays & Sounds Exp. Aug 6, 2025. Dwt: 3,400T. Rakes: Single Fwd. Capacity: 25,922bbl. Tanks: 6. Uncoiled. FO: 3,800g. Pumps: 2- Byron-Jackson Deepwell; 4,000BPH@231' head / GM8V71,1-Deepwell/GM6-71. Three tanks both Port & Stbd. Double hull chemical & oil tank barge. Trading in acetone and cumene cargo. Vapor recovery system. Flat deck with 4.5' high trunk. Underwent significant Drydocking work for USCG renewal in 2020. Next DD due July 2030. Next Internal Exam due July 31, 2025. Reportedly in good overall condition and working, but we may develop for sale to non-competing interests. Contact Marcon for further details. **U.S. East Coast. By Arrangement.**

Vessel News

According to the **U.S. Coast Guard Merchant Vessels of the U.S.** database updated 2 July 2024, 39 towing vessels are listed with 2024 build dates. These range from 24' to 157' LOA, 660BHP to 7,725BHP (where BHP given) vessels. In 2023, 102 towing vessels were built or completed; following 83 built or completed in 2022, 107 in 2021 and 128 in 2020.

Uruguayan shipowner and operator **TFF** has contracted Dutch inland shipping construction yard **Concordia Damen** to build a CDS2410 Shallow Draft River Pusher (2,500HP) to expand its fleet of pushboats. TFF will use the pusher for transporting cellulose pulp from Fray Bentos to the port of Nueva Palmira. Concordia Damen has thoroughly researched the river characteristics in the region in relation to the desired operational profile of the vessel. Based on this its engineers designed the most efficient pusher considering local conditions. This resulted in a proven low draft push boat design. The 2,500HP river pusher is a further development of these earlier pushers. The pushboat measures 24 x 10 m. Two C32 CAT engines generate a power of 894BkW at 1800rpm each. Fernando Perera Bruno, CEO at TFF, mentions: *"We are very pleased to work with Concordia-Damen and we highly value the opportunity to grow our business with the innovative design of their low draft pusher. We are very satisfied with the engagement and current ongoing dialogue with the Concordia-Damen team."* Bert Duijzer, Technical Manager at Concordia Damen, says: *"We are delighted to receive the trust from a company like TFF, that delivers an exceptional level of river transportation services in Uruguay. With the design and delivery of this push boat we will meet the customer's needs and exceed their expectations. After outfitting the vessel at the yard in Werkendam, TFF superintendents will come to the Netherlands for the Sea Acceptance Trials and the hand-over, which is estimated to take place in October of this year."*

The project that has been underway for the past several years to develop the U.S.'s first hydrogen-power towboat reached a critical agreement with the **U.S. Coast Guard** that provides a pathway forward. **Maritime Partners**, which is leading the project, signed a Design Basis Agreement with the USCG for the Hydrogen One towboat that will use a novel technology that produces hydrogen aboard the ship eliminating the challenges of bunkering and storing hydrogen. *"The signing of this agreement opens the pathway for us to deploy our technological capabilities,"* said Bick Brooks, co-founder and CEO of Maritime Partners. *"With this, Hydrogen One is one step closer to becoming the world's first vessel to utilize hydrogen generator technology greatly reducing emissions, increasing efficiency and providing a model for cleaner energy use as the industry continues to seek ways to decarbonize."* The DBA process was established by the U.S. Coast Guard to set the rules for new and novel technology proposed for installation on marine vessels. By reaching the agreement, they explained that the project would be working towards an agreed-upon framework with the U.S. Coast Guard for the design, arrangement and engineering aspects of the power system and associated safety systems. It established a plan for the review, inspection and eventual certification of the Hydrogen One. The towboat is being designed as a first-of-its-kind vessel using new, cleaner, fuel cell technology that works by converting stored methanol to hydrogen. The produced hydrogen is output, on-demand, to the fuel cell to generate power for the vessel. When the project was revealed in 2021, they said the towboat would be nearly 89 feet (27 meters) and designed to push barges from the Port of New Orleans along the Mississippi River and its tributaries. They projected the vessel will be able to travel for up to about four days at a speed of 6 knots, or cover a total of 550 miles, with a load between fueling. The concept called for a propulsion system capable of generating up to 2,700HP propulsion power, with 1,700HP generated by the fuel cell and the remainder from batteries. The partners report that a string of successful tests of the technology were completed in Sweden in 2023. They said it demonstrated the viability of the technology as the sole power generation source for the vessel's propulsion. Maritime Partners worked with several industry leaders on the Hydrogen One project, including Seattle-based **Elliott Bay Design Group**, which is designing the towboat and Intracoastal Iron Works which was selected as the shipyard to build the vessel. e1 Marine, which holds the license for the technology also worked with RIX Industries, Power Cell Group, among others, to work through the U.S. Coast Guard requirements. ABB Marine & Ports reported in 2021 that it would also participate in the project providing the electrical propulsion plant, including motors, transformers and the integration of the fuel cell system. Only a handful of hydrogen-powered vessels have entered service, mostly in Europe. In the U.S. the *"Sea Change"* ferry went through a long development process which experienced delays after the hull was launched in 2021 before it finally arrived in San Francisco in 2023. By entering the DBA process, the goal is to ensure a smooth process to move the Hydrogen One through design and into operation. *(Source: Marex)*

KOTUG International B.V. announced the signing of a significant framework agreement with **Padmos** for the construction of the complete E-Pusher lineup, comprising the S, M and L models. This agreement marks a pivotal milestone for KOTUG, reaffirming the company's commitment to supporting the global energy transition and facilitating the modal shift from road transport to waterways. The framework agreement follows the successful commissioning of the groundbreaking *"E-Pusher 1"* (M model), constructed by Padmos in conjunction with KOTUG. Since June 2023, the *"E-Pusher 1"* has been navigating the waters for Cargill in the North Holland region, transporting cocoa beans from Amsterdam to Zaandam. This fully electric pusher boat, with barges, reduces CO2 emissions by 190,000kg per year, equivalent to 15,000 single truck trips covering the same distance. The E-Pusher is a modular and scalable electric pusher tug. The E-Pusher Series comprises three models (S, M and L) ranging from 9 to 22 meters in length, with a maximum depth of 0.85 to 1.35 meters, resulting in a draft 30% less than conventional pusher tug designs. The swappable energy containers encompass Stage V diesel, (Bio)gas, Hydrogen and battery solutions. The E-Pusher series embodies state-of-the-art technology and cutting-edge propulsion systems, establishing a new standard in emission-free navigation. The vessels are equipped to eliminate harmful emissions, including carbon dioxide (CO2), sulphuroxides (SOx), nitrogen oxides (NOx) and particulate matter (PM).

The *"Raptor"* is a compact and versatile push vessel designed specifically for small dredging and dock companies operating along the InterCoast lines in the United States. This vessel offers affordability and reliability for small businesses in need of a reliable push boat. Weighing just 16,000 pounds, the *"Raptor"* can be easily transported to any location within the country via truck, including tight spaces that larger vessels cannot access. With its small and compact size of 20' x 8' x 32", the *"Raptor"* is equipped with two brand-new 250 horsepower Mercury V8 engines, providing 500HP on this marvelous vessel. Additionally, it features two-ton deck winches, three-foot push knees, and is fully prepared to handle a wide range of small-scale projects. **Edward Maritime** is excited to announce that the *"Raptor"* has been successfully sold to **Cycle Construction** and has been renamed *"G. Cambre"*. Currently stationed at the job site, the vessel is awaiting photography to showcase its exceptional performance capabilities. **Patti Marine Enterprises** for allowed Edward Maritime to conduct sea trials at their facility.

Company News

Arcosa, Inc announced that the first quarter ended March 31, 2024, revenues increased 9% to $598.6 million from the prior year quarter's $549.2 million. **Transportation Products'** revenues were $115.8 million, up 10% primarily due to a 17% increase in barge revenues driven by higher volumes and improved pricing. Revenues for steel components decreased 3.2% due to a modest decline in volumes. Adjusted Segment EBITDA increased $4.5 million, or 32%, to $18.6 million, representing a 16.1% margin compared to 13.4% in the prior period. The increase was driven by higher barge volumes and improved margin in both businesses. During the quarter, Arcosa received orders for both hopper and tank barges totaling approximately $120 million, representing a book-to-bill of 1.5. Backlog for inland barges at the end of the quarter was $294.4 million, up 16% from the fourth quarter of 2023. Arcosa expects to deliver approximately 73% of its current backlog in 2024. Commenting on the quarter's results, Antonio Carrillo, President and Chief Executive Officer, noted, *"Our first quarter results were better than expected as we recovered from broad-based weather impacts in January, highlighting the earnings power of our portfolio of businesses…. First quarter Adjusted Segment EBITDA increased 32% in* ***Transportation Products****, driven by higher barge revenues and 270 basis points of margin improvement. During the first quarter, we received orders for both hopper and tank barges representing a book-to-bill of 1.5, extending our backlog into 2025. We are pleased to see continued momentum in tank barge orders and are cautiously optimistic regarding replacement needs for the liquid fleet."*

Algoma Central Corporation reported its results for the three months ended March 31, 2024. Algoma reported revenues of $109,214, a 2% decrease compared to the same period in 2023. Net loss for 2024 was $17,253 compared to a net loss of $19,640 for the same period in 2023. The prior year first quarter results included a $3,481 after-tax gain from the sale of two vessels in the Product Tankers segment. (All amounts reported in thousands.) Excluding this gain, the 2024 first quarter loss was 25% lower than the prior year. Due to the closing of the canal system and the winter weather conditions on the Great Lakes – St. Lawrence Seaway, the majority of the Domestic Dry-Bulk fleet does not operate for most of the first quarter.

Revenue for **Product Tankers** increased 6% to $34,046 compared to $32,081 in 2023, driven primarily by a 3% increase in revenue days, largely due to having seven vessels operating at full capacity, coupled with higher freight rates on new vessels. Segment operating earnings increased $2,832 to $3,976. This is in contrast to 2023 when the fleet consisted of nine vessels, but four of them were either being sold or in the process of joining the fleet. This led to fewer revenue generating days last year and having a larger proportion of older vessels with lower freight rates.

Although **Ocean Self-Unloaders** segment revenue decreased 3% to $43,199 compared to $44,385, operating earnings increased 69% to $8,354 compared to $4,952 in 2023, primarily due to the reduced numbers of vessels on dry-dock this quarter. Overall revenue was lower in the first quarter despite 6% higher volumes as a result of changing trade patterns.

Domestic Dry-Bulk segment revenue decreased 10% to $31,075 compared to $34,499 in 2023, reflecting a 6% decrease in revenue days. Operating loss increased 6% to $35,613 compared to $33,643 in 2023. The mild winter conditions and lack of any appreciable ice cover on the Great Lakes facilitated efficient trading with minimal delays on winter salt and iron ore shipments. As a result, more cargo was moved in fewer revenue days.

Global Short Sea Shipping segment equity earnings were $1,832 compared to $1,998 for the prior year. Earnings were impacted by lower rates for the mini-bulker and handy-size fleets and higher off-hire time due to dry-dockings in the handy-size fleet. The decrease was largely offset by increased earnings in the cement fleet.

"Algoma's first quarter results surpassed the past five years," said Gregg Ruhl, President and CEO of Algoma Central Corporation. *"The **Ocean Self-Unloaders** segment achieved its strongest first quarter yet, while the **Product Tankers** segment continued its strong earnings trend after a year of transition and growth. Our joint ventures also made solid contributions and we anticipate further earnings growth with the introduction of three more newbuild product tankers into our FureBear joint venture later this year. As the 2024 navigation season progresses, the 'Algoma Bear', our newest Equinox Class self-unloader, is scheduled to commence regular operations in the domestic dry-bulk fleet in May, marking another milestone for us on the Great Lakes – St. Lawrence Seaway as we also set sail on our 125th anniversary year."*

Outlook: In the **Domestic Dry-Bulk** segment, Algoma expects a softening in demand for domestic dry-bulk capacity with de-icing salt volumes dropping more than anticipated due to the record mild winter across the Great Lakes – St. Lawrence region. Weaker markets for export iron ore and construction raw materials are also expected to reduce cargo volume. Consequently, Algoma has adjusted the expected sailing dates for some of its less efficient vessels to align with market demand. There are positive indicators that domestic iron ore volume will increase, and grain shipments are expected to hold relatively steady with improved soil moisture levels creating potential for a large 2024 grain crop. In the **Product Tanker** segment, Algoma anticipates customer demand to remain steady in 2024 and for fuel distribution patterns within Canada to support strong vessel utilization for the vessels trading under Canadian flag throughout the year. With delivery of Algoma's first FureBear tanker having occurred in February, nine additional new tankers are being constructed at China Merchants Jinling Shipyard in Yangzhou, China, with delivery expected between mid 2024 and late 2026, including three in 2024. Internationally, in the **Ocean Self-Unloaders** segment, volumes are expected to improve modestly for the remainder of the year and vessel utilization is expected to improve in 2024 with substantially fewer dry-dockings compared to 2023. Two out of the three newbuild kamsarmax-based ocean self-unloader orders are scheduled to begin construction this year. In the **Global Short Sea Shipping** segment, Algoma expects consistent earnings from the cement fleet with the assets largely employed on longer-term time charter contracts. The handy-size and mini-bulker fleets in this segment are likely to continue to face rate pressures due to ongoing global economic and geopolitical situations, with rates softening since the latter half of 2023. Despite the lower rates, Algoma does not anticipate any adverse effects on volumes and utilization.

Genesis Energy, L.P. reported its results for the first quarter of 2024. Net Income Attributable to Genesis Energy, L.P. of $11.4 million for the first quarter of 2024 compared to Net Loss Attributable to Genesis Energy, L.P. of $1.6 million for the same period in 2023. Grant Sims, CEO of Genesis Energy, said, *"We are pleased with the financial performance of our businesses for the quarter, as our reported Adjusted EBITDA of $163.1 million was generally in-line with our internal expectations. As we look out over the balance of this year and into the next, we remain excited about approaching an important inflection point. For Genesis, it will be the point when we complete our major capital spending program and be just a few months, or quarters, away from what we believe will be a notable step change in the financial performance of our offshore assets, as well as an anticipated recovery in our recently expanded soda ash business as we move on from the trough pricing environment that we expect to see here in 2024…. "*

*"During the quarter, our **offshore pipeline transportation** segment performed in-line with our expectations but was marginally challenged due to certain fields underperforming relative to original forecasts provided by producers late last year. We continued to see significant volumes from BP's Argos facility, which has recently exceeded 130,000 barrels per day and steady volumes from our other major host fields. First oil from the Winterfell development remains on schedule for the second quarter and I'm happy to announce we have also recently executed new minimum volume commitment contracts with multiple investment-grade counterparties that further underpin the forecasted volumes on our CHOPS system. We would otherwise expect to see steady to perhaps increasing volumes around our existing infrastructure over the remainder of the year as we get ready for the expected significant step change in volumes in 2025. Furthermore, we continue to advance discussions around multiple additional in-field, sub-sea and/or secondary recovery development opportunities around our existing facilities that could turn to production later this year, or certainly over the next few years, all of which have been identified but not yet fully sanctioned by the operators and producers involved. These types of opportunities would not require any incremental capital on our part."*

*"Our **marine transportation segment** continues to exceed our expectations as market supply and demand fundamentals remain very favorable. It is worth noting that the first quarter was an abnormally heavy maintenance quarter for us as three of our high margin blue water units were not working for upwards of 40-50 days at various times due to regulatory dry dockings that are mandated to take place every 2-3 years. Two of these dry dockings extended into the second quarter and we have two more units scheduled to go into the yard during the second quarter that might spill over to the early part of the third quarter. As a result, we expect the results of the second quarter to be in line with the first quarter, but the back half of the year is poised to show meaningful improvement in our marine transportation Segment Margin relative to the first half of the year given there are no further scheduled dry dockings of our ocean-going units scheduled for the rest of the year. We continue to operate with utilization rates at or near 100% of available capacity for all classes of our vessels as the supply and demand outlook for Jones Act tanker tonnage remains structurally tight. This tightness is driven by a combination of steady and robust demand from our refining and trading customers and effectively zero new supply of our types of marine vessels in the face of continuing retirement of older equipment. This combination leads me to believe that our marine transportation segment remains very well positioned to deliver record results in 2024. We continue to believe day rates must increase significantly from today's levels and be expected to sustain at those higher levels for five plus years before we see a significant wave of new construction of marine tonnage."*

Marine transportation Segment Margin for the 2024 Quarter increased $5.7 million, or 22%, from the 2023 Quarter primarily due to higher day rates in the inland and offshore businesses, including the M/T *"American Phoenix"*, during the 2024 Quarter. This increase more than offset the increased number of planned regulatory dry-docking days in the offshore fleet during the 2024 Quarter.

Offshore pipeline transportation Segment Margin for the 2024 Quarter decreased $0.1 million, or 0.1%, from the 2023 Quarter primarily due to an increase in producer downtime and an increase in Genesis' operating costs during the period. The increase in producer downtime was primarily due to a planned equipment overhaul at one of its producer's platforms that required approximately ten days of outage and a producer well at one of Genesis' major host fields that was unexpectedly out of service for approximately two months. As of March 31, 2024, both of these producer maintenance items were completed and back in service.

Kirby Corporation of Houston, Texas' reported net earnings attributable to Kirby for the first quarter ended March 31, 2024, of $70.1 million, compared with earnings of $40.7 million for the 2023 first quarter. Consolidated revenues for the 2024 first quarter were $808.0 million compared with $750.4 million reported for the 2023 first quarter. David Grzebinski, Kirby's President and Chief Executive Officer, commented, *"We are off to a solid start in 2024. Both of our segments performed well during the quarter, delivering improved revenue and operating income and our team executed well despite weather related delays in the marine transportation segment and continuing supply chain delays in distribution and services. We continue to see favorable fundamentals as 2024 progresses and we expect steady quarterly earnings progression for the remainder of the year. In **inland marine** transportation, our operations were challenged by high winds, ice delays on the Illinois River, fog along the Gulf Coast and lock delays throughout the system. Overall, delay days increased 22% compared to the fourth quarter of 2023. From a demand standpoint, customer activity was strong in the quarter with barge utilization rates running in the low to mid-90's throughout the quarter. Spot market prices were up in the low to mid-single digits sequentially and in the 15% range year-over-year. Term contract prices also renewed up higher with low double digit increases versus a year ago. Overall, first quarter inland revenues increased 14% year-over-year and margins were in the high teens range. In **coastal**, market fundamentals remained strong with our barge utilization levels running in the mid to high-90% range. During the quarter, we saw solid customer demand and limited availability of large-capacity vessels which resulted in price increases on term contract renewals in the low 20% range and low 30% increases in spot market prices. Our planned shipyard maintenance on several large vessels continues to wind down and we brought one large unit back into service in the quarter. Overall, first quarter coastal revenues increased 20% year-over-year and operating margins were in the high single to low double-digit range."*

Marine transportation revenues for the 2024 first quarter were $475.4 million compared with $412.5 million for the 2023 first quarter. Operating income for the 2024 first quarter was $83.0 million compared with $43.0 million for the 2023 first quarter. Segment operating margin for the 2023 first quarter was 17.5% compared with 10.4% for the 2023 first quarter. In the **inland** market, average 2024 first quarter barge utilization was in the low to mid-90% range similar to the 2023 first quarter. Throughout the quarter, operating conditions on the inland waterways were affected by normal winter weather conditions, including significant wind and fog along the Gulf Coast and lock delays on the Mississippi River, all of which contributed to a 22% sequential increase in delay days. During the quarter, average spot market rates increased in the low to mid-single digits sequentially and approximately 15% compared to the 2023 first quarter. Term contracts that renewed in the first quarter increased in the low double digits on average compared to a year ago. Inland revenues increased 14% compared to the 2023 first quarter primarily due to pricing. The inland market represented 81% of segment revenues in the first quarter of 2024. Inland's operating margin was in the high teens for the quarter with a modest impact from poor navigational conditions during the quarter. In **coastal**, market conditions were strong during the quarter, with Kirby's barge utilization in the mid to high-90% range. During the quarter, average spot market rates increased in the low to mid-single digits sequentially and in the low 20% range compared to the 2023 first quarter. Term contracts that renewed in the first quarter increased in the low double digits on average compared to a year ago. Coastal revenues increased 20% year-over-year driven by better pricing and the return to service of one unit previously in shipyard. Coastal represented 19% of marine transportation segment revenues during the first quarter and had an operating margin in the high single to low double-digit range.

Commenting on outlook for the remainder of 2024, Mr. Grzebinski said, *"… In **inland** marine, our 2024 outlook anticipates positive market dynamics with steady customer demand and limited new barge construction in the industry. In addition to this, many industry units are scheduled for maintenance. With these favorable market conditions, we expect our barge utilization rates to be in the low to mid-90% range throughout the year. To support our ability to meet customer demand, we have recently entered into an agreement to acquire 13 barges, including three specialty barges and two high horsepower boats from an undisclosed seller. Overall, inland revenues are expected to grow in the mid to high single digit range on a full-year basis. However, a potential recession with a drop in demand could impact expected growth. The Company expects operating margins to gradually improve during the year and average around 20% for the full year. In **coastal** marine, strong customer demand is expected throughout the year with barge utilization in the low to mid-90% range. With major shipyards and ballast water treatment installations concluding in the first half of the year, revenues for the full year are expected to increase in the high single to low double digits range compared to 2023. Coastal operating margins are expected to be in the high single to low double-digit range on a full year basis."*

Conrad Industries, Inc. announced its first quarter 2024 results. For the quarter ended March 31, 2024, Conrad had net income of $1.5 million compared to net loss of $5.1 million during the first quarter of 2023. During the first three months of 2024, Conrad signed $51.8 million in contracts in its new construction segment compared to $47.0 million added to backlog during the first three months of 2023. This stronger first quarter performance over 2023 followed Conrad reporting a net loss of $27.0 million for the year ended December 31, 2023 compared to net loss of $17.4 million for the year ended December 31, 2022.

Johnny Conrad, Chairman and CEO stated, *"Our results for 2023 reflect a continued challenging operating environment, including challenges associated with continued high steel prices, inflationary price increases in other materials and equipment, supply chain disruptions, a tight labor market resulting in difficulties in retaining and hiring direct labor and rising interest rates during 2022 and 2023. A significant portion of our 2023 losses were related to fixed price new construction contracts that were signed prior to the substantial increases in inflation, higher labor costs and supply chain issues. These factors, along with the complexity of the new construction projects, were the primary drivers of the losses in 2023."* Mr. Conrad continued, *"Although we face substantial uncertainties in our markets, we believe we are well-positioned to take advantage of opportunities as market fundamentals improve, due to our shipyard capacity, our investments in improving our shipyards' capabilities and efficiencies and our experienced team. Bid activity has been good and we believe the jobs we have recently signed include lessons learned on previous jobs, are not as complex and are better priced. We believe some delayed customer orders will move forward as steel prices stabilize or our customers' business opportunities or fleet replacement needs require new vessels. We also remain optimistic about opportunities in our repair and conversions segment."*

Conrad's backlog was $247.3 million at March 31, 2024, $253.8 million at December 31, 2023 and $221.8 million at March 31, 2023. Since the end of the first quarter, Conrad Industries has signed an additional $25.0 million in contracts.

Laborde Marine Management, LLC, ("Laborde Marine") announced 15 July 2024 the creation of a new affiliate, **LabMar Inland, LLC** that will focus on the U.S. inland marine market, providing towing and pushboat services. The initial vessel to be placed in service will be the *"Ivy Steiner",* a new 2,000HP pushboat. LabMar Inland intends to expand its presence in the inland marine market. All aspects of the operation of the vessel will be provided under the same high standards that have been the hallmark of Laborde Marine. Ashton Laborde, President of Laborde Marine Management, commented *"We are very pleased to announce our entry into the inland marine market through our new affiliate, LabMar Inland, LLC and our initial charter of the 'Ivy Steiner'. We intend to grow this new facet of our operations with additional towing and pushboat vessels, which is a natural extension of our many years of serving the offshore waters of the Gulf of Mexico. We have the in-house expertise, strong management team and skilled crews to quickly build our presence inland. We will overlay our safety culture that has made us a trusted marine services provider for over 30 years to all aspects of these new operations. We see increasing demand for our services in the brown water markets of the U.S. as well as the offshore Gulf of Mexico and look forward to growing in both markets."* LabMar Inland commented that it is not affiliated in any way with Laborde Products, a third-party owned services company. Laborde Marine Management, LLC, is based in New Orleans and owns or operates a fleet of 21 vessels which service the offshore oil industry and other marine support activities. LabMar Ferry Services, LLC, is an affiliate of Laborde Marine Management, LLC, and operates a ferry service in the New Orleans area, which includes two ferry lines, on behalf of the New Orleans Regional Transit Authority.