



# Marcon International, Inc. NEWSLETTER

## Fall 2009

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### In Pursuit of Profits

As the economy begins its slow recovery, markets in all maritime sectors and the players themselves will change. As change occurs, it brings opportunity. Over the years, I have watched many companies define their success by market share, sometimes in sacrifice of profit margins. It is easy to get wrapped up measuring the success of your company by published market share statistics that are easily accessible. This is where battles for market share likely originate. Although market share should not be ignored, another important question should be asked. What percentage of the industry's profits are you earning? What is your "profit share"? It is possible to be a small company with a disproportionate share of an industry's profits. Both Apple and RIM (Blackberry) have done this in the mobile phone market. Together they have account for 3% market share, but have captured 35% of operating profits worldwide. Those companies that focus on profit share are worth watching. Unlike market share focused companies who have little impact outside of their direct competitors, profit share focused companies can change the rules of the game and the economics of an industry. Their actions are felt by competitors and non-competitors alike.

CSX, a major U.S. East Coast railroad, has been advertising nationwide for the past year on NPR, National Geographic and Fox News. I regularly hear their ads on the west coast about moving a ton of freight 423 miles on a gallon of fuel. Being in the maritime industry, my initial reaction is "so what". On inland waterways, we move a ton of freight 576 miles on one gallon of fuel, while at the same time producing fewer greenhouse gases and fatalities.

Although CSX's claims are interesting, it's the reach and overall message of their ads that are indicative of a company trying to bolster their profit share. Their campaign message boasts that rail transportation reduces traffic and causes fewer emissions while promoting general brand awareness. One advertisement features a little girl eating her cereal. The tag line is "Before it gets to your spoon, it probably took a ride on our rails." With some confidence, we can assume that customers really do not care how the cereal ended up on the local grocer's shelves. Consumer spending habits are driven by the brand of the cereal, the cereal's price and whether the cereal is avail-

(Continued on page 11)

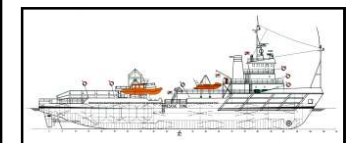
### Featured Vessels



TG40124  
Twin Screw Tug



SU23650  
Supply Boat



SU21443  
Supply Boat



PD06322  
Catamaran



### Vessels for Sale and Charter Tug Boats

File	Dimensions	Machinery	HP	Built	Price(\$)
+ TG01632	36x11x4	1xGM6-71	165	58	Request
> TG02038	38x15x6	1xYanmar	200	80	Request
+ TG02515	44x15x5	1xCATD343	250	77	63,000
+ TG03016	58x16x8	1xCATD343	335	36	50,000
+ TG03210	38x14x5	2xGM6-71	360	81R	Request
> TG03339	38x14x7	1xGM12V71	335	62	Request
+ TG04007	42x14x7	1xMurphy	350 K	86	Request
+ TG04041	40x14x7	2xGM6-71	400	76	157,500
+ TG04045	45x15x6	1x-	450	45	Request
+ TG05015	53x20x8	2xGM8V71	460 K	73	Request
+ TG05035	36x12x6	2xCummins	540	81	Request
> TG05047	48x15x-	1xCAT3412	548 K	97R	Request
★ TG06045	45x13x7	2xGM6-110	600	07R	85,000
★ TG06070	67x21x10	2xCAT3406	900	07R	Request
+ TG07047	45x12x7	2xCummins	910	66	Request
> TG07066	63x20x10	2xCATD353	760 K	63	Request
TG10006	86x24x10	2xCummins	980	86R	Offer
+ TG10013	100x26x9	1xCATD399	1050	02R	Request
+ TG10070	70x19x7	None	-	54	Request
+ TG11056	56x16x5	3xCATD343	1095	48	Request
> TG11059	59x20x10	2xCummins	1100 K	07R	Request
> TG11076	74x28x9	1xDeutz	1120	81	Request
> TG11098	97x27x13	2xMWM	1100 K	63	Request
> TG11101	97x27x13	2xMWM	1100 K	63	Request
> TG11104	85x25x12	1xRuston	1100 K	69	Request
> TG11106	85x22x11	1xCATD399	1125	58	Request
+ TG11270	70x19x8	1xCAT3512	1000	54	Request
TG12073	72x24x11	2xGM16V92	1200	81	Request
> TG12086	87x25x11	2xStork	1250 T	63	Request
★ TG12119	105x25x11	2xCleveland	1200	43	Request
> TG13080	87x26x12	1xDeutz	1320	63	Request
> TG13112	93x28x12	2xStork	1360	60	Request
> TG14066	75x24x12	2xCAT3412	1400 K	07	Request
+ TG14087	72x20x6	2xCAT3508	1550	94R	Request
> TG14089	89x26x11	2xGM12V149	1400 K	80	Request
> TG14501	70x25x9	2xCATD348	1400	74	Request
+ TG14580	80x22x7	2xCATD348	1450	70	Request
TG15003	85x24x10	2xCATD398	1700	65	Request
TG15092	96x29x13	2xCATD398	1530	66	Request
> TG15102	98x28x13	1xFairbanks	1200 K	63	420,000
> TG16001	85x24x11	2xYanmar	1600	08	Request
> TG16060	93x28x11	2xDeutz	1600 T	63	Request
> TG16066	85x26x12	2xYanmar	1658	-	Request
> TG16069	85x26x12	2xYanmar	1658 K	08	Request
> TG16083	82x25x11	2xCummins	1600 K	93	Request
> TG16126	118x31x14	2xStork	1650	67	Request

Listings Updated Daily On Internet

File	Dimensions	Machinery	HP	Built	Price(\$)
> TG16589	89x25x10	2xCATD398	1650 K	94	Request
> TG17005	85x25x10	2xCATD398	1700	64	525,000
★ TG17058	82x25x11	1xCleveland	1700	52	50,000
> TG17071	82x26x9	2xGM	1700	75	Request
★ TG17105	100x27x14	2xCATD398	1700	69	Request
★ TG17116	105x27x12	1xCleveland	1640	56	Request
> TG18008	95x24x11	2xGM16V149	1800	83R	Request
> TG18062	88x26x13	1xMWM	1800 K	82	Request
+ TG18101	101x25x13	2xCATD398	1700	45	Request
★ TG18113	100x25x14	1xFairbanks	1800	98R	Request
+ TG18122	93x25x9	2xCATD398	1800	56	525,000
> TG18125	102x27x14	1xDeutz	1800	70	Request
> TG19059	60x22x9	2xCAT3508	2000	04	Request
> TG19077	60x22x10	2xCAT3508	2200 K	09	Request
★ TG19105	104x26x13	1xEMD16645	2150	98R	Request
TG20094	94x25x13	1xEMD16567	1800	81R	Request
> TG20096	96x28x15	2xStork	2160 K	82	Request
+ TG20109	109x29x16	1xFairbanks	2000	65	Request
TG20111	100x30x15	2xEMD8645	2000	81	Request
> TG20139	123x25x13	2xNiigata	2000	07R	Request
TG20145	100x24x11	1xFairbanks	2000	78R	Offer
+ TG21006	98x25x14	1xEMD12645	2150	53	Request
TG21068	70x26x11	2xCAT3508	2120 K	-	Request
+ TG21092	92x26x11	1xEMD12645	2350 K	94R	Request
★ TG21278	78x26x10	2xCAT	2120	79	Request
> TG22003	94x29x14	2xCATD399	2250 K	80	Request
TG22104	100x30x14	2xCATD399	2250	78 3,	1,100,000
★ TG22108	104x26x13	1xGE	3000	57	Request
+ TG22121	122x32x17	1xEMD16567	2200	01R	Request
★ TG23105	96x27x14	1xEMD12645	2400	57	370,000
> TG24057	95x30x13	2xCummins	2400	-	Request
TG24098	95x29x12	2xEMD12567	2400	75R	Offer
★ TG24138	103x27x14	1xPolar	2400	70R	Request
> TG24163	101x30x15	2xStork	2480	76	Request
> TG24696	97x28x14	1xRuston	2600	68	Request
> TG25000	100x27x12	2xGM16V149	2560	85R	Request
> TG25087	87x26x14	2xMWM	2900 K	82	Request
> TG25093	93x28x12	2xYanmar	2500 T	77	Request
> TG26008	117x30x15	2xYanmar	2600 K	77	Request
TG26090	90x28x12	2xGM16V149	2650 K	77 2,	587,500
> TG26091	109x33x12	2xRuston	2640 T	82	Request
+ TG26101	100x25x11	2xGM16V149	2560	79R	Request
★ TG26141	96x25x11	1xPolar	2400	70R	290,000
> TG26492	93x29x12	2xRuston	2640 Z	81	Request
> TG27088	89x28x13	2xCAT3512	2750	92	Request
> TG27127	127x30x16	1xRuston	2760	64	Request
TG28072	74x30x15	2xCummins	2800 K	08	Request
> TG28105	105x32x16	2xMAK	2800	70	Charter
> TG28112	112x35x16	2xMitsubishi	2800 K	03	Request
+ TG28124	123x30x18	1xEMD16645	2850	84R	Request

R = Rebuilt

Details believed correct, not guaranteed. Offered subject to prior sale or charter.



### Tug Boats Continued

File	Dimensions	Machinery	HP	Built	Price(\$)
> TG28129	128x33x16	2xRuston	2800	92R	Request
> TG29105	107x32x18	1xEMD16645	2875 K	05R	Request
> TG29118	117x39x19	2xStork	3400 T	70	Request
★ TG29123	122x32x17	1xEMD16645	2875	66	300,000
> TG30003	191x42x19	2xSulzer	3500 K	78	Request
> TG30029	89x30x-	2xDeutz	3100 Z	88	Request
> TG30061	95x34x13	2xEMD12645	3000 Z	80	Request
+ TG30064	110x30x12	2xEMD12645	3000	67	Request
> TG30068	90x29x12	2xNiigata	3000 Z	83	Request
> TG30088	89x30x12	2xDeutz	3100 Z	87	Request
	TG30103	105x30x17	2xEMD12645	3000	73 Offer
	TG30164	105x30x15	2xCAT3516	2820	75 Request
> TG30185	106x28x12	2xNiigata	3000 Z	84	Request
> TG30221	174x41x19	2xKolomensky	3000	89	Request
+ TG30223	105x30x14	2xCummins	3000 K	75	Request
> TG31088	89x30x12	2xDeutz	3100 Z	88	Request
> TG31098	98x31x15	2xBergen	3126 Z	81	Request
	TG31115	115x32x17	2xEMD16645	3900 K	75 Request
	TG32074	74x30x13	2xCummins	3200 K	09 Request
	TG32075	74x30x13	2xCummins	3200 Z	New Quote
> TG32076	105x30x14	2xCummins	3200	08	Request
> TG32122	122x29x15	2xNiigata	3200 K	76	Request
★ TG32126	122x31x19	2xCrepelle	3200 K	83R	Request
	TG32143	143x33x16	2xEMD16567	3200	75R Offer
> TG32148	109x29x12	2xNiigata	3200 Z	90	Request
> TG32152	102x30x14	2xCummins	3200 K	09	Request
> TG32156	105x30x12	2xNiigata	3200 Z	81	Request
> TG32159	118x34x16	2xCummins	3200 K	09	Request
> TG33088	89x32x16	2xCAT	3345 Z	09	Request
★ TG33094	98x25x9	1xAlco	3300	45	Request
> TG33127	128x31x18	2xMAN	3360 K	74	Request
★ TG34130	128x32x14	2xEMD16645	3400	69	Offer
	TG34143	143x33x16	2xFairbanks	3400	08R Offer
> TG35093	93x29x12	2xRuston	3500 Z	85	Request
> TG36073	111x31x14	2xNiigata	3600 Z	07	Request
★ TG36110	103x26x11	2xFairbanks	4000	74R	Request
> TG36114	118x34x16	2xNiigata	3600 K	08	Request
> TG36148	121x37x16	2xYanmar	3600 K	07	Request
> TG36158	121x37x16	2xYanmar	3600 K	07	Request
	TG38106	110x32x14	2xEMD16645	3900	70 Request
+ TG39020	123x30x15	2xEMD16645	3900	66R	Request
★ TG39072	109x31x13	2xEMD16645	3900	75	Request
> TG39095	116x31x14	2xNiigata	3950 Z	94	Request
★ TG39109	105x30x17	2xEMD16645	3900	89R	Request
	TG39140	125x34x17	2xEMD16645	3000 K	76 5,150,000
	TG40021	125x30x14	2xFairbanks	4000	64 Request
	TG40022	109x31x14	2xEMD16645	4000	75 Request
	TG40095	96x32x16	2xCAT3516	4000 Z	96 Charter

K = Kort

Z = Azimuthing

T = Tractor

File	Dimensions	Machinery	HP	Built	Price(\$)
+ TG40124	124x32x16	2xEMD16645	3900 K	07R	Request
> TG40127	113x35x20	2xEMD12645	4000 K	97	Charter
> TG40162	151x37x20	2xMAK	3600 K	71	Charter
> TG40165	165x33x14	2xNiigata	4000	74	Charter
> TG40203	134x33x15	2xMitsubishi	4000 K	09	Request
> TG42013	131x39x15	2xCAT3516	4200 K	09	Request
> TG42094	100x31x15	2xABC	4340	93	Request
	TG42114	116x32x18	2xCAT3606	5000 K	98R Request
	TG42116	116x32x18	2xCAT3606	5000	98R Request
> TG42120	121x38x13	1xPielstick	4200	90R	Request
> TG43107	107x33x15	2xNiigata	4300 Z	96	Request
	TG43116	116x32x15	2xAlco	4100 K	84 Request
	TG43118	122x35x18	2xEMD12645	4300 K	94R Offer
★ TG43123	124x33x20	2xEMD12645	4300	67	3,000,000
> TG44072	98x35x18	2xCummins	4400	08	Request
	TG44110	110x34x16	2xCAT3516	4500 K	99 Request
+ TG44117	117x35x16	2xCAT3516	4400 Z	95	Charter
> TG44129	118x35x16	2xCummins	4400 K	09	Request
> TG44196	197x47x20	2xCummins	4400	09	Request
> TG45205	205x39x-	4xCATD399	4500	44	Request
★ TG48001	128x32x11	2xEMD16645	5750	67	1,000,000
> TG48101	105x38x17	2xWartsila	4828 Z	09	Request
> TG50117	105x38x18	2xCAT3516	5000	10	Request
> TG50127	105x33x16	2xRuston	4200	69	Request
> TG50130	105x38x-	2xCAT3516	5082	09	Request
	TG50151	149x33x16	2xNordberg	4500	65R Offer
> TG52109	105x38x18	2xYanmar	5200 K	09	Request
> TG53100	102x36x18	2xCAT3516	5364 Z	New	Quote
> TG53103	99x39x-	2xCAT3516	5364 Z	09	Request
> TG54103	105x38x-	2xWartsila	5467 Z	-	Request
> TG55103	103x37x18	2xMTU	5500	08	Request
> TG57139	139x37x19	2xMAK	5000 K	74	Request
	TG57151	150x40x22	2xEMD16645	5750 K	74 6,690,000
> TG69414	144x38x20	2xEMD16645	6140 K	75	Request
> TG71111	112x44x20	2xABC	7102 K	09	Request
> TG72127	127x42x19	2xABC	7213 Z	08	Charter
> TG74146	146x40x21	2xB&W	7420 K	76	5,150,000
> TG83114	114x56x20	2xMAN	8300 Z	09	Charter
> TG84001	155x41x20	2xMAK	8500 K	06R	Request
> TG84002	155x41x20	2xMAK	8400 K	77	3,615,000
> TG99013	218x43x21	2xEMD20645	8850 K	78	Request

### Push Boats

File	Dimensions	Machinery	HP	Built	Price(\$)
+ TP03011	44x14x-	2xGM671	330	83R	160,000
	TP03338	38x16x-	2xGM671	400	- Request
★ TP04041	45x14x5	2xGM671	400	60	Request
	TP04045	45x17x5	2xGM671	400	59 Request
+ TP05049	45x14x4	2xCAT3306	506	53	Request
	TP06025	25x18x6	2xJohn Deere	600	09 Request

+ Located West Coast

★ Located East Coast

> Foreign Flag



### Push Boats Continued

File	Dimensions	Machinery	HP	Built	Price(\$)	File	Dimensions	Remarks	Built	Price(\$)
TP06026	26x18x6	2xJohn Deere	920	09	Request	> DB04924	49x24x5	Inland	75	Request
★ TP06868	68x24x8	2xGM12V71	680	72	315,000	+ DB05634	56x28x4	Inland	60R	40,000
> TP07015	36x21x6	2xGM12V71	850	65	Request	★ DB06021	60x20x6	Inland	78	Request
+ TP07051	50x28x6	4xGM6-71	660	87R	Request	+ DB06027	60x25x5	Inland	50	Request
+ TP07053	52x20x7	None	-	84R	Request	DB08724	87x24x6	Inland	-	Request
+ TP07552	52x14x6	2xGM6V71	360	45	Request	★ DB09030	90x30x9	Inland	60	Request
TP09042	45x18x8	2xGM8V92	800	80	Request	★ DB09036	90x30x9	Inland	-	Request
> TP10058	58x24x7	2xCATD346	1000 K	74	Request	★ DB09051	90x50x8	Inland	-	Request
+ TP10067	65x19x6	2xCummins	1000	48	Request	DB09835	98x35x5	Inland	-	90,000
+ TP11057	58x17x6	2xCummins	1200	07R	Request	> DB09845	98x46x8	Inland	93	Request
+ TP11060	60x17x9	2xCAT3406	1100	01F	Request	★ DB10196	101x96x18	Inland	73	1,255,000
★ TP11078	78x25x10	2xCATD379	1130	68	790,000	+ DB11036	110x35x10	Inland	45	Request
TP12049	52x22x9	2xCummins	1000	77	Request	+ DB11045	110x34x11	Inland	52	70,000
TP12052	52x23x8	2xCummins	1200	09	Request	+ DB11047	110x54x11	Inland	45	125,000
> TP13049	49x18x7	2xYanmar	1300	92	Request	+ DB11062	110x32x-	Inland	50	Request
+ TP14067	70x28x8	2xGM12V149	1400	79	Request	+ DB11067	110x33x-	Inland	41	Request
+ TP15080	81x23x7	2xCAT3508	1500	39	Request	+ DB11434	110x34x11	Inland	43	Request
TP16102	102x28x8	2xSuperior	1640	56	Request	+ DB11534	115x34x-	Inland	-	Request
TP17078	78x28x9	2xCATD398	1700	56	Request	> DB12027	120x40x10	Ocean	-	Request
TP17085	85x30x-	2xCATD398	1700 K	69	Request	DB12039	120x30x7	Inland	New	Quote
TP18065	70x32x9	2xGM16V149	1800	80R	Request	> DB12052	120x40x8	Ocean	97	Request
★ TP18088	85x28x10	2xCATD398	1700	64	735,000	> DB12054	120x52x10	Coastal Spud	67	Request
TP18092	90x28x-	2xCAT3512	1800	69	Request	★ DB12083	120x34x8	Inland	67	Request
> TP20096	96x24x13	2xAkasaka	2000	83	Request	★ DB12250	122x50x8	Inland	09R	610,000
TP24092	90x26x10	2xEMD12567	2400	52	132,500	+ DB12434	125x34x9	Coastal	44	Request
TP25085	85x27x11	2xCAT3512	2500	90R	Request	+ DB12435	124x34x9	Inland	60	Request
TP26107	107x34x9	1xFairbanks	2670	07R	Request	> DB12533	125x33x8	Ocean	82	Request
TP27100	100x30x8	2xEMD12645	2400	58	Request	★ DB12572	125x72x25	Ocean	92	Request
TP27500	124x28x11	2xEMD12567	2400	51	Request	★ DB13042	130x40x12	Inland	63	185,000
TP28124	124x28x11	2xEMD12645	2400	52	Request	★ DB13047	130x14x6	Inland	76	Request
TP30091	90x32x10	2xEMD12645	3000	76	Request	> DB14043	140x40x10	Ocean	97	Request
★ TP30092	92x30x10	2xEMD12645	3000	72	Request	> DB14045	140x40x7	Inland Spud	08	Request
TP30102	100x32x11	2xEMD12645	3000	81	Request	★ DB14047	140x36x8	Inland	67	Request
TP30105	104x34x8	2xEMD12645	3000	75	Request	DB14056	140x40x7	Inland Spud	New	Quote
TP30124	124x30x10	2xEMD12645	3000	81R	Request	> DB14949	150x49x10	Coastal	97	Request
TP30125	124x28x11	2xEMD16567	3000	51	225,000	DB15034	150x48x12	Inland	53	Request
TP32111	112x35x8	2xEMD16567	3200	98R	Request	> DB15035	150x45x10	Ocean	09	Request
TP32133	133x34x10	2xEMD16645	3200	68	Request	+ DB15038	150x38x10	Inland	-	Request
TP33120	120x34x9	2xFairbanks	3300	77	Request	★ DB15039	150x50x11	Inland	-	580,000
TP33121	120x34x-	2xFairbanks	3300	77	Request	+ DB15041	150x38x10	Inland	-	Request
TP42132	132x30x11	2xAlco	4200 K	52	Request	+ DB15049	150x48x12	Inland	53	Request
TP42144	144x35x-	2xEMD12645E	4200	71	Request	+ DB15052	150x38x10	Inland	-	Request
						> DB15440	154x41x8	Coastal	08	Request
						+ DB16058	160x50x12	Inland	67	210,000
						DB16503	165x43x12	Ocean	08	Request
						+ DB17046	170x44x12	Inland	57	Request
						> DB18038	180x50x10	Ocean	09	Request
						> DB18039	180x56x12	Ocean - (2)	06	Charter
						+ DB18042	180x42x12	Inland	69	265,000
						> DB18051	180x50x12	Ocean	08	Request

### Deck Barges

File	Dimensions	Remarks	Built	Price(\$)
DB03027	30x27x7	Sectional	-	21,000
★ DB04013	40x10x5	Sectional	-	Request

K = Kort

Z = Azimuthing

T = Tractor

R = Rebuilt

Details believed correct, not guaranteed. Offered subject to prior sale or charter.



### Deck Barges Continued

File	Dimensions	Remarks	Built	Price(\$)
★ DB18066	180x54x10	Inland Spud	-R	787,500
+ DB18553	185x50x13	Ocean - (2)	79	Charter
DB20067	220x55x12	Ocean	08	Request
> DB21014	210x62x14	Ocean	03	Request
DB21236	212x36x12	Inland	-R	Request
> DB21369	214x70x15	Ocean	93	Request
> DB22067	220x60x14	Ocean	93	Request
+ DB23053	230x55x15	Inland	69	Request
> DB23057	230x64x14	Ocean	09	Request
> DB23062	230x60x14	Ocean	09	Request
> DB23065	230x64x14	Ocean	09	Request
> DB23075	230x70x16	Ocean	09	Request
> DB23076	230x64x14	Ocean	-	Request
> DB24601	246x63x18	Ocean	78	Request
> DB24662	247x62x14	Ocean	77	Request
> DB25058	250x80x16	Ocean	09	Request
> DB25070	250x70x16	Ocean	99	Request
> DB25079	250x80x16	Ocean	-	Request
> DB25107	250x80x16	Ocean	08	Request
DB25108	250x72x15	Inland	81	Request
DB25109	250x72x16	Inland	82	Request
> DB25110	250x80x16	Ocean	06	Request
> DB25118	250x80x16	Ocean	08	Request
★ DB26450	264x50x11	Inland Spud	-R	635,000
> DB26868	268x60x19	Ocean	88R	Request
> DB27077	270x70x16	Ocean	01	Request
★ DB27250	273x50x11	Inland - (2)	-R	Request
★ DB27252	272x50x11	Inland	09R	Request
+ DB27271	272x70x18	Ocean	80	Request
+ DB27273	276x70x18	Ocean	75	Request
+ DB27276	272x76x18	Ocean	New	Quote
+ DB27670	276x70x18	Ocean	75	Request
> DB28079	280x80x16	Coastal	07	Request
> DB28289	282x90x20	Ocean	07	Request
> DB28290	282x90x18	Ocean	95	Charter
+ DB28580	286x78x18	Ocean	82	Request
+ DB28679	286x76x17	Ocean	77	Request
+ DB28680	286x76x16	Ocean	76	Request
> DB29090	290x90x20	Ocean	75	Request
> DB29553	295x55x15	Ocean	New	Quote
DB29554	295x54x13	Inland	74	335,000
> DB29989	300x90x20	Ocean	77	Request
> DB30004	300x90x20	Ocean	74	Request
> DB30075	300x80x18	Ocean	09	Request
> DB30090	300x90x18	Ocean - (3)	08	Request
> DB30094	300x90x20	Ocean	76	Request
> DB30108	300x80x18	Ocean - (2)	08	Request
> DB30109	300x80x18	Ocean	08	Request

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File	Dimensions	Remarks	Built	Price(\$)
> DB30111	300x90x20	Ex-Ocean	76	Request
> DB30116	300x90x20	Ocean	06	Request
> DB30121	300x90x20	Ocean	07	Request
+ DB31756	317x56x18	Inland	68	Request
> DB32900	328x118x20	Ocean	08	Request
> DB33011	330x110x25	Ocean - (2)	08	Request
> DB33012	330x110x25	Ocean - (2)	08	Request
★ DB33079	331x78x20	Ocean Bin	82	Charter
> DB33085	330x90x21	Ocean	-	Request
> DB33088	330x90x21	Ocean - (2)	08	Request
> DB33091	330x90x21	Ocean	09	Request
> DB33093	330x90x20	Ocean - (2)	08	Request
> DB33102	330x110x20	Ocean	07	Request
> DB33107	330x100x20	Ocean	-	Request
+ DB34079	340x78x19	Ocean	83	Request
DB35099	350x100x20	Ocean	77	Request
> DB36592	365x92x22	Ocean	-	Request
> DB37798	377x125x23	Ocean	06	Request
DB38383	363x82x22	Ocean House	71	Request
+ DB38766	387x66x24	Ocean Container	88	4,200,000
> DB39399	419x131x29	Ex-Ocean	08	Request
DB40091	400x100x20	Ocean	74	Request
> DB40100	102x100x25	Ocean	77	Request
+ DB40101	400x100x20	Ocean	74	Request
> DB42013	420x131x29	Ocean	New	Quote
> DB43213	433x131x31	Ocean	08	Request
> DB44214	445x138x26	Ocean	07	Request
> DB44297	443x138x26	Ocean	06	Request
> DB44513	445x138x26	Ocean	08	Request
> DB44597	446x138x26	Ocean - (2)	09	Request
> DB44598	446x138x26	Ocean	10	Request

### Derrick Barges

File	Dimensions	Remarks	Built	Price(\$)
★ DK02810	28x10x3	Inland	08	Request
> DK03814	38x14x4	Inland	94	200,000
> DK03918	39x18x7	Coastal 150T	84	Request
> DK08233	82x33x6	Inland	60	Request
★ DK10040	100x40x9	Inland	62	285,000
★ DK10050	100x50x8	Inland	88R	710,000
> DK10442	105x43x8	Ocean 60T	92	Request
> DK11251	113x52x-	Ocean	70	Request
> DK11465	115x66x8	Inland	59	Request
> DK11839	118x39x8	Propelled	99	Request
+ DK12034	120x34x-	Coastal Spud	01	Request
> DK12050	120x50x10	Inland Spud	74	Request
+ DK12955	129x56x10	Floating 120T	80	Request
> DK13145	131x46x10	Inland	90	Request
> DK13346	133x47x9	Propelled 100T	80	Request
+ DK14100	140x40x10	Inland	79R	Request

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### Derrick Barges Continued

File	Dimensions	Remarks	Built	Price(\$)
DK15075	150x74x10	Inland	85R	Request
> DK15765	158x66x12	Ocean 150T	94	Request
> DK15939	160x40x6	Coastal	99	Request
> DK16063	160x62x12	Coastal 200T	96	Request
> DK16255	162x56x11	Propelled 160T	79	Request
> DK16272	163x72x14	Ocean 230T	-	Request
> DK16455	164x56x12	Propelled 180T	80	Request
> DK16465	164x66x12	Dredge 170T	79	Request
> DK16739	167x39x10	Inland	95	Request
> DK16943	169x43x13	Ocean	04R	Request
> DK18065	180x66x-	Inland	89	Request
> DK18085	180x85x10	Ocean 700T	94	Request
> DK18363	184x62x-	Ocean	75	Request
> DK20072	200x72x13	Coastal 280T	97	Request
> DK21378	213x79x15	Coastal 350T	96	Request
> DK22510	225x104x17	Ocean 1200T	08	Request
DK25072	250x72x16	Ocean Lay	07R	Request

### Tank Barges

File	Dimensions	BBL	Remarks	Built	Price(\$)
TB00001	57x8x-	-	Inland	58	21,000
> TB00066	66x24x6	900	Inland	72	Request
+ TB00175	46x24x5	-	Inland	64	Request
TB00857	70x19x8	857	Inland	52	21,000
> TB01325	98x25x6	1325	Propelled	77	Request
+ TB01333	72x26x6	1357	Inland	71	Request
TB13015	148x54x12	13388	Inland	75	Request
TB13016	147x54x12	13388	Inland	73	Request
TB13017	148x54x12	13388	Inland	75	Request
+ TB15020	207x42x14	14999	Coastal	85	Request
TB16264	264x53x13	17398	Coastal	61	Request
★ TB19004	227x43x15	19300	Ocean	78	Request
> TB19922	227x43x15	19994	Ocean	71	400,000
★ TB20006	227x43x14	20348	Ocean	72	Request
TB20332	230x43x15	20332	Ocean	59	300,000
★ TB20726	265x50x10	20700	Inland	71	Request
> TB20756	283x54x11	21000	Ocean	93	Request
+ TB23251	250x54x13	23053	Ocean	81	Request
+ TB23691	250x54x14	23691	Ocean	71	Request
+ TB24600	230x52x15	24500	Coastal	98R	Request
TB25002	290x53x12	27773	Inland	69	Request
TB25003	264x54x12	27184	Inland	68	Request
TB25004	298x54x11	30387	Inland	70	Request
> TB25033	230x60x16	22016	Ocean	01	Request
+ TB25231	230x60x16	25000	Ocean	80	Request
TB26031	295x54x12	26337	Inland	70	Request
+ TB27230	230x60x16	27000	Ocean	82	Request
★ TB27245	245x50x16	26000	Ocean	70	Request

Ask for a list of Sectional and Other Size Barges

File	Dimensions	BBL	Remarks	Built	Price(\$)
+ TB28024	248x56x17	28000	Ocean	81	Request
+ TB29022	230x60x16	29764	Ocean	81	Request
TB30022	298x54x13	30000	Inland	02R	Request
TB30023	298x54x13	30000	Inland	02R	Request
TB30025	298x54x13	30000	Inland	01R	Request
TB30028	298x54x13	30000	Inland	01R	Request
TB30034	298x54x10	30000	Inland	01R	Request
+ TB30400	260x55x18	30400	Ocean	70	Request
+ TB31124	248x56x17	30783	Ocean	80	Request
+ TB31232	230x60x16	30786	Ocean	82	Request
TB36290	290x60x18	36000	Ocean	07R	Request
+ TB40000	276x60x19	40000	Ocean	88	Request
TB45030	300x56x22	52000	Ocean	80	Request
+ TB47286	286x72x18	47000	Ocean	81	Request
> TB48500	300x60x22	48500	Asphalt	66	Request
TB51360	360x60x23	49659	Ocean	07R	Request
+ TB53296	296x60x22	53490	Ocean	82	Request
TB54000	300x64x22	54000	Ocean	80	Request
★ TB60001	308x64x23	60000	Ocean	81	Request
★ TB63002	407x60x21	62002	Ocean	80	Request
TB63030	300x64x22	63866	Ocean	74	Request
★ TB63031	300x64x22	-	Ocean	70	Request
★ TB66330	305x68x22	66333	Ocean	58	Request
TB72351	351x64x24	70000	Ocean	71	Request
+ TB72533	330x86x21	72500	Ocean	84	Charter
+ TB73520	340x78x19	73520	Ocean	82	Request
TB80368	368x66x27	80000	Ocean	81	Request
TB99042	420x70x29	110000	Ocean	79	Request
TB99472	471x84x42	180000	Ocean	82	Request
TB99473	471x84x42	180000	Ocean	82	Request

### Miscellaneous Barges

File	Dimensions	Remarks	Built	Price(\$)
> MB06521	66x21x12	Ocean Work Barge	05	Request
> MB08731	87x30x7	Inland Dredge	-	Request
> MB09045	93x37x7	Jack-Up	08R	Request
> MB13141	131x41x7	Inland Work Barge	82	Request
> MB14052	140x52x5	Sectional Barge	04	Request
> MB14081	140x80x15	Jack-Up Quarters - 200	79	Request
+ MB14240	142x40x11	Dredge	82R	Request
> MB14782	148x82x5	Hover Barge	08	Request
> MB20342	203x43x12	Ocean Work Barge	-	Request
> MB20599	205x205x24	Jack-Up	86R	Request
+ MB21040	210x40x15	Quarters - 88	08R	Request
> MB24999	249x222x-	Semi-Submersible	75R	Request
> MB25077	210x70x15	Ocean Lay Barge	78	Request
MB25678	256x78x14	Casino Barge	96	Request
★ MB26148	261x48x-	Inland Work Barge	44	Request
> MB28081	280x80x16	Quarters - 156	08	Request
MB29754	297x54x14	Casino Barge	06R	Request

R = Rebuilt

Details believed correct, not guaranteed. Offered subject to prior sale or charter.



### Miscellaneous Barges Continued

File	Dimensions	Remarks	Built	Price(\$)
> MB32849	328x49x29	Semi-Submersible - (2)	01	Request
> MB36599	365x99x22	Quarters - 300	09	Request
> MB39300	393x104x30	Ocean Lay Barge	09	Request
> MB39301	393x104x30	Ocean Lay Barge	09	Request

### Hopper Barges

File	Dimensions	Remarks	Built	Price(\$)
> HB10424	104x24x9	Inland Dump	65	Request
> HB10622	107x24x9	Propelled	-	3,718,000
> HB10624	107x24x9	Propelled	-	3,718,000
> HB10625	107x24x9	Propelled	-	3,718,000
> HB10626	107x24x9	Propelled	-	3,718,000
> HB10720	107x20x7	Inland Dump	62	Request
+ HB13031	130x30x12	Inland Dump	43	Request
+ HB13032	130x30x12	Inland Dump	43	Request
★ HB14639	146x38x18	Inland	-	Request
★ HB14646	146x38x18	Inland	48	Request
+ HB15335	153x36x14	Inland Dump	62	Request
+ HB15336	153x36x14	Inland Dump	63	Request
> HB15739	157x39x14	Inland	86	Request
★ HB17140	171x42x16	Inland Dump	62	147,000
★ HB17141	171x42x16	Inland Dump	62	168,000
HB17142	171x43x16	Inland Dump	63	236,250
★ HB17143	171x43x16	Inland Dump	62	210,000
★ HB17144	171x43x16	Inland Dump	-	42,000
> HB18053	180x53x18	Inland	00	Request
★ HB18345	183x45x16	Dump	-	42,000
> HB19441	194x42x20	Ocean Dump	74	Request
> HB19443	194x42x20	Ocean Dump	74	Request
> HB19445	194x42x20	Ocean Dump	74	Request
+ HB19504	195x35x11	Inland	80	Request
+ HB19505	195x35x11	Inland	80	Request
+ HB19506	195x35x11	Inland	80	Request
+ HB19507	195x35x11	Inland	81	Request
★ HB19546	195x46x15	Inland Dump	59	42,000
★ HB19556	195x46x15	Inland Dump	59	84,000
★ HB24005	240x53x17	Ocean	77	500,000
HB26062	260x52x12	Inland	81	Request
★ HB30044	300x44x23	Ocean	77	Request
★ HB33466	350x66x32	Ex-Ocean	64	Request
HB34065	340x64x21	Cement Barge	81	Request
HB39071	390x71x27	Coastal	92R	Request
+ HB39880	399x80x25	Ocean	76	Request
> HB42084	420x80x40	Ocean	67	Request
+ HB45376	453x76x36	Ex-Ocean	79	Offer
> HB56010	561x105x39	Ocean	08	Request

### Supply Boats

File	Dimensions	Machinery	HP	Built	Price(\$)
> SU13735	138x36x-	2xCummins	4400 K	09	Request
> SU13736	138x36x-	2xCummins	4400 K	09	Request
> SU13741	138x41x16	3xCummins	5100	09	Request
> SU15748	157x42x12	2xCAT	4750	-	Request
> SU16001	160x40x17	2xSulzer	4400	84	Request
SU16041	160x38x14	2xCATD398	1700	81	Request
> SU16444	164x43x17	2xCAT3516	5150	10	Request
> SU16502	165x38x13	2xCATD399	2250	06R	Request
SU16510	185x36x15	2xEMD12645	4300	97R	Request
SU16537	165x36x13	2xCATD398	1700	98R	Request
> SU16553	165x38x16	2xEMD12645	3000	71	Request
SU16607	166x38x13	2xCATD398	1700	77	Request
> SU16617	166x38x13	2xGM16V149	1800	76	Charter
SU16620	166x36x12	2xGM16V149	2000	78	Request
SU16621	176x38x13	2xCATD398	1700	93R	Request
SU16632	166x38x13	2xGM16V149	1800	80	Request
> SU17302	173x36x13	2xMWM	1900	66	Request
> SU17304	174x38x15	2xMWM	3000 K	74	Request
> SU17339	173x48x16	2xMWM	3500	02R	Request
SU17340	173x40x14	2xGM16V149	1800	84	Request
> SU17446	174x43x22	2xBergen	5280 K	82	Request
> SU17502	173x36x13	2xMWM	2740 K	68	Request
> SU17544	176x36x13	2xDeutz	1900	73	Request
> SU17605	176x40x15	2xGM16V149	1860	82	Request
> SU17648	176x38x12	2xCATD399	2250	73	Request
> SU17684	176x38x14	2xCAT3512	2400	82	757,500
> SU17741	191x42x17	4xNohab	4200 K	74	Request
SU17995	180x40x14	2xEMD12645	3000	79	1,565,000
> SU17996	180x40x14	2xCATD399	2250	79	1,565,000
> SU17999	180x40x14	2xEMD16567	3320	04R	Request
> SU18022	180x40x14	2xEMD12645	3000	79	682,500
SU18036	180x40x14	2xEMD12645	3000	79	1,050,000
SU18046	180x40x14	2xEMD12645	3000	81	1,562,500
> SU18048	180x40x14	2xCATD399	2250	78	682,500
> SU18063	180x40x14	2xEMD12645	2000	76	975,000
SU18078	180x40x14	2xCATD399	2250	79	997,500
> SU18100	180x41x20	2xDaihatsu	5200 K	84	Request
> SU18117	180x40x14	2xCAT3512	2110	83	Request
> SU18127	180x38x15	2xB&W	2480	84	Request
> SU18142	180x38x14	2xEMD16567	3280	98R	Request
SU18147	180x40x14	2xCATD399	2250	81	997,500
> SU18345	182x45x17	2xGM12V149	1400	80	Request
> SU18434	185x37x16	2xFiat	3500 K	68	Request
> SU18454	185x39x17	2xDeutz	4010	73	787,500
> SU18520	185x40x14	2xEMD12645	3000	81	1,562,500
> SU18525	185x40x14	2xEMD12645	3900	82	Request
SU18544	181x40x14	2xEMD12645	3000	83	Request

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### Supply Boats Continued

File	Dimensions	Machinery	HP	Built	Price(\$)
SU18545	185x40x14	2xEMD16645	3900	80	892,500
> SU18584	185x40x14	2xEMD16645	3900	80	787,500
> SU18641	186x38x14	2xCAT3512	2110	82	1,255,000
> SU18642	178x43x16	2xDeutz	3500 K	76	787,500
SU18645	186x40x14	2xEMD16645	3900	83	1,050,000
> SU18802	188x40x18	2xMWM	4600 K	73	685,000
SU18837	188x40x14	2xEMD16645	3900	83	1,152,500
> SU18839	187x40x19	2xB&W	4600 K	76	787,500
> SU18846	189x45x18	2xCAT3516	5150 K	09	Request
> SU18854	188x39x16	2xYanmar	4000	83	682,500
> SU18952	190x44x16	4xDaihatsu	4400 K	97R	Request
> SU18953	190x40x14	2xEMD16645	4680	05R	5,500,000
> SU19013	190x43x16	2xYanmar	4800 K	84	Request
> SU19022	190x40x16	2xEMD16645	3900	80	Request
> SU19035	190x40x14	2xEMD16567	3900	82	Request
> SU19049	190x40x16	2xEMD12645	4300	79	1,562,500
SU19054	190x40x14	2xEMD16645	3900	83	1,152,500
> SU19101	192x40x14	2xEMD16645	3900	81	Request
SU19103	191x40x14	2xEMD16645	3900	82	1,255,000
SU19104	191x40x-	2xEMD16645	3900	82	1,255,000
> SU19146	191x45x18	2xYanmar	5226 K	09	Request
SU19148	194x40x15	2xEMD16645	4500	83	3,612,500
SU19204	192x40x14	2xCATD399	2250	75	Request
> SU19228	193x48x18	2xWartsila	4800 K	09	Request
> SU19230	193x48x18	2xWartsila	4800 K	09	Request
> SU19244	192x40x14	2xEMD16645	3900	81	Request
SU19253	192x40x14	2xEMD12645	3000	81	1,152,500
> SU19260	193x43x20	2xEMD12164	3000	08R	Request
SU19346	194x40x18	2xNohab	7040 K	75	Request
> SU19408	194x40x17	2xEMD16645	5750	76	2,587,500
> SU19432	194x49x20	2x-	5150	09	Request
> SU19439	194x49x20	2xCAT	5150	09	Request
> SU19457	194x49x20	2xCAT3516	5150 K	09	Request
> SU19460	194x49x20	2xCAT3516	5150 K	09	Request
> SU19466	194x49x20	2xCAT3516	5150	08	Request
> SU19467	194x49x20	2x-	5150	09	Request
> SU19539	195x39x18	2xNohab	6160 K	73	Request
> SU19542	195x43x16	2xRuston	6700 K	91R	Request
> SU19603	197x41x18	2xPolar	6160 K	01R	Request
> SU19651	197x47x20	2xCummins	4400	10	Request
> SU19707	197x53x20	2xMAK	5310 K	09	Request
> SU19738	198x39x17	2xYanmar	4000 K	97	Request
> SU19747	198x43x20	2xMAK	6600 K	77	Charter
> SU19753	198x45x20	2xSulzer	8640 K	82	Request
> SU20009	200x46x21	2xFuji	8000 K	84	Request
> SU20044	201x43x21	2xMAK	7000 K	75	Request
> SU20342	203x43x20	2xMAK	7200	75	1,562,500
> SU20343	203x43x20	2xMAK	7200	76	Request
SU20402	204x40x17	2xEMD16645	5750 K	05R	Request
> SU20650	206x49x20	2xWartsila	5500 K	04	Request
> SU20846	208x45x21	2xWichmann	4200 K	77	Request
> SU20848	208x49x23	2xStork	10000 K	83	Request
> SU20951	210x44x21	2xStork	7200 K	74	Request
> SU21043	257x50x21	2xB&W	8500 K	94R	Request
> SU21049	210x49x21	4xYanmar	9000 K	82	Request
SU21058	210x56x18	2xCummins	4000	09	Request
SU21061	210x56x18	2xCummins	4000	09	Charter
SU21062	210x56x18	2xCummins	4000	09	Charter
> SU21103	212x46x23	2xPolar	8160 K	83	Request
> SU21243	212x45x23	2xMAK	8000 K	82	3,100,000
> SU21247	212x45x23	2xNohab	7040 K	80	Request
> SU21249	212x45x23	2xSulzer	9000 K	85	Request
> SU21401	215x53x21	2xMAK	8080 K	10	Request
> SU21402	215x53x21	2xMAK	8080 K	10	Request
> SU21440	214x40x14	2xEMD16567	3600	78	Request
> SU21443	215x46x19	2xMAK	3200	76	Request
> SU21500	216x49x23	2xMAK	9000 K	81	Request
> SU21549	215x49x23	2xMAK	9000	81	Request
SU21652	216x42x16	2xEMD16645	6140 K	85	Request
> SU22001	220x51x25	4xMAK	14400 K	82	Request
> SU22055	220x55x23	4xWartsila	6880	83	Request
> SU22080	221x56x21	2xYanmar	6960 K	-	Request
> SU22155	221x55x23	4xWartsila	6880	82	Request
> SU22254	223x51x24	4xWichmann	12320 K	84	Request
> SU22357	223x55x23	4xNiigata	6544	85	Request
SU22546	225x48x16	2xCAT3512	3620	08	Request
> SU22753	227x51x21	4xB&W	12720	82	Request
SU22841	228x41x17	2xEMD20645	7240 K	98R	Request
> SU22938	230x55x25	2xCAT3516	4288 K	09	Request
> SU22941	230x52x24	2xWartsila	8160 K	09	Request
> SU22959	230x52x24	2xWartsila	8160 K	09	Request
> SU22973	230x54x22	2xNiigata	4000	08	Request
SU23043	230x43x19	2xEMD16710	8800 K	88R	5,150,000
> SU23046	230x46x24	2xMAK	9460 K	75	Request
> SU23649	236x49x23	4xBergen	10560 K	82	Request
> SU23650	236x49x23	4x-	5092	10	Request
> SU23755	238x56x25	2xMAK	10800 K	09	Request
> SU23756	238x56x25	2xMAK	10800 K	09	Request
> SU24159	242x54x26	4xWartsila	15612 K	92	Request
> SU24252	242x52x25	2xWartsila	14800 K	00	Request
> SU24453	244x53x26	2x-	16380	09	Request
> SU24557	245x57x28	2x-	16080	10	Request
> SU24602	246x-x-	2xMAN	10000	11	Request
> SU25152	251x52x23	2xBergen	5373	06	Request
> SU25902	259x51x22	2xDeutz	6000	77	Request
> SU26457	265x59x23	2xPolar	4600	78	Request
> SU27560	276x62x25	2xBergen	9467 K	99	Request
> SU28556	285x58x24	2xBergen	6600	91	Request

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### Utility Boats

File	Dimensions	Machinery	HP	Built	Price(\$)
+ UB02410	24x11x-	1xYamaha	250	-	Request
+ UB02608	26x9x-	-x-	-	New	Quote
UB05014	50x15x4	2xGM6-71	400	77	26,250
> UB05016	50x16x8	1xGM12V71	360	72	Request
+ UB06516	65x16x6	2xGM8V71	460	60	Request
> UB07841	79x41x8	2xCAT3408	940	03R	Request
> UB07922	79x22x8	1xCATD353	425	08R	Request
> UB08333	83x33x10	2xCummins	1215 K	97	Request
+ UB08920	89x20x10	2xGM12V71	680	54	Request
> UB09500	95x22x13	2xIsotta	1442	84	Request
UB10000	110x25x11	2xGM16V71	910	75	735,000
UB10001	110x25x11	2xGM16V71	910	75	Request
+ UB10025	100x25x10	2xGM16V92	1200	73	Request
UB10036	100x24x12	2xGM12V71	680	82	Request
> UB10080	100x26x14	2xCAT3408	1000	97	585,000
> UB10436	105x36x11	2xCAT3412	1440	06	Request
> UB10920	109x20x-	2xMTU	1400	75	Request
> UB10925	110x26x10	2xGM16V92	1250	82	Request
> UB11000	110x26x12	2xGM16V92	1200	77	Request
> UB11016	110x28x10	2xCAT3412	1040	80	735,000
> UB11059	110x26x12	2xGM16V92	1200	78	Request
+ UB12044	121x25x13	2xCAT3512	2350	04R	Request
UB12050	120x26x11	2xCummins	1200	80	Request
> UB12433	124x31x12	2xYanmar	2000	82	790,000
UB12525	125x26x10	2xCummins	1200	79	Request
UB12527	125x26x10	2xCummins	1200	79	Request
> UB13729	137x30x-	2xNiigata	1500	04R	Request
> UB14737	148x36x13	2xCAT3512	3500 K	04	Request

### Crew Boats

File	Dimensions	Machinery	HP	Built	Price(\$)
CB02008	20x8x3	1xYamaha	150	-	45,000
> CB02609	26x10x3	2x-	290	94	Request
★ CB02808	39x8x5	1xCummins	250	92	77,000
+ CB03009	31x10x-	2xYanmar	510	04	Request
+ CB03610	36x11x5	1xGM6-71	165	59	55,000
+ CB04000	40x14x-	2xGM8V71	460	80	Request
CB04112	42x13x-	2xCummins	700	09	Request
★ CB04515	45x15x6	2xGM8V71	460	76	Request
+ CB04706	50x14x6	2xGM8V71	480	57	Request
> CB05012	51x12x6	2xGM8V92	1200	07	Request
+ CB05014	50x14x6	2xJohn Deere	900	82	Request
CB05112	51x12x5	2xCAT3208	750	-	150,000
> CB05113	51x14x6	2xGM8V71	700	82	Request
> CB05218	53x16x7	2xMTU	1068	96	Request
> CB06217	63x17x9	2xCAT3142D	1696	05	Request
> CB06516	65x16x8	2xGM12V71	900	67	260,000
CB06528	65x17x9	2xGM12V71	1060	03R	Request

File	Dimensions	Machinery	HP	Built	Price(\$)
> CB07419	74x19x7	2xGM16V92	1850	83	Request
★ CB07724	77x18x6	2xGM12V71	1060	72	Request
> CB08221	82x21x9	2xGM12V92	1420	94	Request
> CB08522	85x20x9	2xGM12V92	1300	90	Request
> CB08524	85x19x9	2xGM12V71	1020	91	Request
CB09017	90x18x9	2xGM16V71	910	67	175,000
+ CB10022	100x22x9	3xGM12V71	1530	95R	Request
> CB10035	100x23x9	3xGM12V71	1530	75	Request
> CB10036	100x23x9	2xCAT3412	2250	93	Request
> CB10037	110x23x10	3xGM12V71	1530	81	Request
> CB10038	110x23x10	3xGM12V71	1530	81	Request
> CB10040	110x25x11	3xGM12V71	1530	81	Request
> CB10045	100x22x9	3xCAT3408	1092	93R	Request
> CB10118	101x21x9	3xGM12V71	1530	79	1,050,000
> CB10126	101x23x10	2xGM12V149	3200	71	Request
> CB10500	105x22x4	3xGM12V71	1530	77	525,000
CB10536	105x24x12	3xCAT3406	2400	80	Request
> CB11044	110x22x9	3xGM12V71	1530	81	Request
> CB11825	118x25x12	3xCummins	4050	08	Request
> CB12010	120x25x9	3xCAT3412	2400	82	1,562,500
> CB12426	125x27x12	3xMTU	6030	08	Request
> CB13226	132x26x11	3xCATC32	4200	09	Request
> CB14026	140x26x10	2xCAT3412	2400	09R	Request
> CB15630	150x30x12	4xDD8V4000	6280	99	Request
CB17043	170x32x13	4xCAT3512	6300	05	Request

### Landing Crafts

File	Dimensions	Machinery	HP	Built	Price(\$)
+ LC02008	20x9x-	1xHonda	-	-	Request
+ LC06621	74x21x-	2xCummins	720 K	99R	Request
★ LC07427	74x21x10	4xGM6-71	660	67	Request
> LC08524	85x24x12	2x-	730	New	Quote
> LC08630	117x31x5	1xMAN	525	92R	Request
> LC10000	101x-x-	2xJohn Deere	446	77	Request
> LC10027	101x27x5	1xYanmar	450	86	Request
> LC10525	105x26x6	1xYanmar	530	92	Request
> LC10924	110x25x7	2xCummins	700	06	Request
+ LC11535	115x34x10	3xGM6-71	690	53	Request
+ LC11537	115x36x7	2xCATD343	840	63	Request
> LC13129	131x30x7	2xCAT	730	94	Request
> LC13428	135x29x8	2xGM12V71	850	03R	Request
> LC14727	148x28x9	1xCummins	600	07	Request
> LC14936	149x36x11	2xCummins	1200	-	Request
> LC15035	151x36x10	2xCummins	1200	05	Request
> LC15750	157x48x15	2xCAT3412	1696	New	Quote
> LC15751	157x48x15	2xCAT3412	1696	New	Quote
> LC16439	148x39x10	2xCAT3408	730	82	Request
> LC16636	167x36x10	2xVolvo	1100	07	Request
> LC17328	173x28x8	2xCummins	1880	97	Request
> LC19145	192x46x14	2xCATD379	1130	81	Request

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### Landing Crafts Continued

File	Dimensions	Machinery	HP	Built	Price(\$)
> LC19146	192x46x13	2xGM12V92	1200	03R	Request
> LC19347	193x47x-	2xGuascor	1000	99	Request
> LC20438	204x38x10	2xCAT3408	1200	01	Request
> LC22445	225x46x14	2xCATD379	1130	83	Request
> LC22446	225x46x7	2xKelvin	850	72	Request
> LC23948	239x48x15	2xCAT3412	1696	07	Request
> LC24744	147x45x-	2xLister	1600	82R	Request
> LC29856	298x57x12	4xDaewoo	1860	00	Request

### Research Vessels

File	Dimensions	Machinery	HP	Built	Price(\$)
+ RV04814	48x14x6	1xCAT	620	06	Request
★ RV06516	65x17x12	2xCummins	600	00	Request
★ RV09624	96x24x10	2xGM12V71	680	68	Request
> RV11822	118x23x14	1xNiigata	1005	80	Request
> RV12035	120x34x9	2xGM8V71	460	82	Request
+ RV13232	132x33x8	2xCATD375	600	83R	Request
> RV16939	169x39x19	2xKolomensky	3300	86	Request
> RV17027	171x27x11	1xCAT	200	75	Request
> RV17601	157x36x18	1xCAT3408	2000 K	01R	Request
> RV17931	179x31x15	2xFairbanks	2560	66	Request
> RV18535	185x36x18	2xCummins	3550	78R	Request
> RV18836	189x36x18	2xB&W	4860	01R	Request
> RV19439	194x39x15	2xPolar	6120	91R	Request
> RV20035	200x39x16	2xGM16V149	2100 K	96R	Request
> RV20042	235x40x25	1xRuston	2160	91R	Request
> RV21034	210x33x24	1xMAK	1750	97R	Request
+ RV23142	231x42x15	2xEMD12567	2400	04R	Request
> RV25565	256x66x21	2xWartsila	4950	New	Quote
> RV25600	256x66x21	2xYanmar	5200 K	New	Quote
> RV25601	256x66x21	2x-	5000 K	09	Request
> RV28151	281x51x26	4x-	8040 K	99R	Request

### Passenger Vessels

File	Dimensions	Machinery	HP	Built	Price(\$)
+ PC10436	104x37x11	2xCummins	2700	86	Request
+ PC12028	120x28x8	2xGM12V71	680	06R	Request
+ PC12500	125x28x10	2xGM12V71	680	06R	795,000
> PC23642	237x43x28	2xPolar	3200	82R	Request
> PC24530	245x30x23	1xDeutz	1500	08R	Request
> PC42764	427x64x39	2xMAK	1500	74	Request
★ PD02507	25x7x-	1xVetus	-	91	42,000
> PD03514	36x14x15	2xYanmar	480	-	Request
> PD04212	42x13x6	2xCummins	700	03	Request
+ PD05418	54x18x6	2xLugger	900	90	745,000
★ PD06412	75x15x3	1xFord	-	74	173,250
★ PD06524	65x24x8	3xCAT3406	2400	89	Request

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File	Dimensions	Machinery	HP	Built	Price(\$)	
+ PD07727	80x27x9	2xGM12V92TA	2160	87	Request	
> PD08421	84x23x9	2xYanmar	2000	87	Request	
> PD08422	84x23x9	1xCummins	600 K	96	Request	
> PD08423	84x23x9	1xCummins	600 K	96	Request	
> PD08429	84x30x11	2xScania	-	05	Request	
+ PD08521	85x21x8	2xGM0671	330	43	Charter	
	PD08626	86x26x9	2xDD16V2000	2570	02	Request
★ PD09000	90x21x7	2xGM12V92	1700	85	730,000	
+ PD09021	90x21x7	2xGM16V92	1200	85	Request	
+ PD09122	91x23x8	2xGM8V92	600	95	Charter	
★ PD09620	96x20x6	2x-	2400	65	Request	
+ PD10219	102x19x5	3xGM16V92	2550	78	425,000	
> PD10331	103x32x11	2xMTU	3998	80	Request	
> PD10519	105x19x10	2xGM12V92	330	97	Charter	
> PD11334	113x34x21	2xCAT3412	2000	05	2,900,000	
> PD11921	119x22x10	2xMTU	3942	00	Request	
+ PD13531	135x32x11	2xGM60DDEC	800	02	Charter	
> PD21350	213x50x-	4x-	1400	74	Request	
	PD23264	232x64x12	2xCummins	1200	94	Request
> PF03913	39x13x-	2xCummins	-	New	Quote	
> PF04012	40x13x-	1xCummins	350	New	Quote	
★ PF06529	65x29x9	2xGM6-71	330	32	Request	
★ PF06532	65x32x5	2xGM6-71	330	47	Request	
> PF10019	100x20x7	-x-	884	New	Quote	
	PF12234	122x34x8	3xGM6-71	540	70	420,000
> PD16439	164x39x7	3xScania	750	03R	Request	
> PF17141	172x41x8	-x-	-	New	Quote	
> PF18642	187x43x7	-x-	884	New	Quote	
> PF27265	272x65x-	4xGuascor	2000	04	Request	
> PF27564	276x64x12	4xDaewoo	2880	05	Request	
> PF28852	289x52x-	4xGuascor	3000	07	Request	
★ PF30467	304x68x16	2xFairbanks	4000	85	Request	
> PF30859	306x58x13	4xCAT3412	2880	07	Request	
> PF31857	318x52x-	4xCATC18	1916	06	Request	
> PF32052	321x52x-	4xCAT3412	2920	08	Request	
> PF32959	330x59x-	4xCAT3412	2880	08	Request	
> PF42371	423x71x-	4xStork	3998	82	Request	

### Dredges

File	Dimensions	Remarks	Built	Price(\$)
> DR07222	71x23x6	Cutter Dredge	88R	Request
> DR07525	76x25x9	Clamshell Dredge	48	3,465,000
> DR07526	76x25x-	Clamshell Dredge	48	3,465,000
> DR07528	75x28x-	Dredge	62	Request
★ DR09400	34x10x5	Cutter Dredge	92R	Request
> DR09541	95x41x7	Dipper Dredge	09R	Request
> DR09600	96x32x8	Cutter Dredge	08R	Request
> DR09601	96x22x6	Cutter Dredge	03	Request
> DR09636	96x36x9	Clamshell Dredge	76	4,592,500

+ Located West Coast

★ Located East Coast

> Foreign Flag



## Dredges Continued

File	Dimensions	Remarks	Built	Price(\$)	
> DR11030	110x30x8	Drilling Dredge	57	1,760,000	
> DR11428	115x27x10	Suction Dredge	71	Request	
> DR11636	116x36x8	Cutter Dredge	72	Request	
+ DR12045	120x45x7	Bucket Dredge	93R	Request	
+ DR13948	139x48x-	Bucket Dredge	05R	Request	
> DR14444	144x45x10	Clamshell Dredge	52	6,325,000	
> DR15643	157x44x14	Dredge	55	Request	
> DR16335	160x39x9	Cutter Dredge	09R	Request	
> DR16432	164x33x9	Cutter Dredge	09R	Request	
	DR17044	170x44x7	Hydraulic Dredge	47	997,500
> DR19231	192x31x8	IHC Dredge	72	Request	
> DR21540	215x41x-	Suction Dredge	74	Request	

able. It is similar to oil. The average consumer does not know, nor care, how the oil came out of the ground, how it was refined, how it was transported or how it ended up powering their car. On the surface, it looks as if CSX is trying very hard to reach an audience, many of whom are far from CSX rail lines. Even those close to the rail line are unlikely to change their behavior based on an ad campaign. But it's not the consumers that CSX is targeting, it's the investors.

Born in 1980 out of a merger of Chessie Systems and Seaboard Coast Line Industries, Ltd. Hays Watkins, Chairman of CSX at the time, stated that their mission was to be a leader in transportation and natural resources and to be known in the financial and investing communities. This, CSX has accomplished. Mr. Watkins wrote, *"We think corporate advertising is an important tool in acquisitions and divestitures. The better known we are, the better position we are in. We are also convinced that our corporate advertising has an influence on our stock price....is a good investment...not something you turn off to save money or turn on when you have an extra dollar."* The message of their ads today focus on making CSX appear distinguished from the rest of the transportation industry, poised to take advantage of future economics such as high fuel costs, carbon emission caps and congestion on the nation's highways. For years, CSX's stock has performed significantly better than the Dow, S+P 500 and the Nasdaq. In that framework, their slogan *"How Tomorrow Moves"* makes a lot of sense.

Financing acts as a multiplier of a company's own resources. Those companies able to use other people's money, in addition to their own, can take advantage of bigger opportunities, be they for growth or cost savings. This is the first area that the marine industry is likely to feel the effects from CSX's actions. There are limited dollars avail-

able to the transportation industry. While we are not going to run out of investment capital, the cost of those dollars will be higher. Cash can be either cheap or expensive and CSX is naturally working to secure a larger portion of the *"cheap"* cash. On a federal level the same holds true, congressional budgeting only allows so much monetary and political capital to be allocated to transportation. CSX's lobbying efforts for rail are consuming a lot of that capital.

In addition to political contributions, CSX has spent more than \$17 million in the U.S. lobbying the government since 2005. They employ at least six full time lobbyists in addition to contracting eleven other lobbying firms this year. Obviously CSX's *"bread and butter"* continues to be its rail line and over the years it has worked hard to protect its interests by encouraging favorable government policies that have reduced their cost of business and taxes. During a period without a lot of growth, this is particularly important, because it increases profit margins. These are smart actions for any company.

The key difference between the marine industry and CSX is organizational. The waterborne transportation industry does not have the financial or political capital to create as favorable an economic climate on the same scale as CSX. There are more participants and they are far more diverse in the marine industry than in rail. While, the marine industry does have strong organizations like the American Waterways Operators (AWO) who represents the owners and operators of tugboats, towboats and barges serving U.S. waterborne commerce, the various organizations are disadvantaged because their participants have too many individual and, sometimes, disparate goals, and they are not necessarily rewarded equally for their efforts. It is far easier to define a brand, create a strategy and execute that strategy for an individual company with one focused goal than for an industry. This reality is reflected by the difference in the lobbying efforts between railroads and sea transport. So far in 2009, rail has spent over \$23.6 million employing 320 lobbyists. Just over \$12.4 million has been spent for sea transport spread among 390 lobbyists.

Going forward, whether your competitor is a company like CSX or another intermodal operator, do not start by duplicating their strategy. Securing profit share is best served by changing the economics on a local or regional level - in the United States or overseas. This is healthier for the market, sustainable for small companies and more difficult for large, national and international corporations to duplicate. Although it is a cliché - there is truth to *"one size does not fit all"*. So what if a vessel operator only

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has 0.3% of market share, if he has 4% of the local share of industry profits.

The marine industry worldwide is taking steps in the direction to change its economics by investing in capital intensive improvements such as more modern and more fuel efficient vessels to operate with reduced manning and lower emissions. Lest we forget, there are also some low cost methods to achieve similar goals in changing our local economic climate. Small ports and shipping companies do not necessarily have the dollars to make major infrastructure changes - especially in today's economic conditions. They can start by making simple procedural and local regulatory changes to remove the roadblocks that short-sea shipping and your company faces. This can benefit ports, operators and the local economy.

The realm of finance can also benefit from a simple closer relationship between the investor and the operator. Interest rates reflect risk. Where investors are unaware of the risks and unable to price them accurately, they create a "fudge factor" which obviously means a vessel operator is paying a higher interest rate. What is it worth to an operator to get a lower interest rate, not only on one vessel, but an entire fleet? The same can also be said for relationships with insurers. An accurate estimate of risk can increase profits for operators, investors and insurers. Investors and insurers who free up risk and capital, can invest in more opportunities. The market as a whole is healthier.

On the state and national level, many representatives know very little about the tug and barge industry. One comment we heard lately was from a congressional representative's office, *"no one on the staff knew anything about this industry, except that it was an old, outmoded way of transporting cargo from the early 1900's that relied on a skinny little rope to tow mammoth barges full of 'dastardly' oil and was collectively responsible for oil spills"*. Let your representatives know of the "road-blocks", but more importantly educate them. Communicate data. This can be done through a simple monthly or quarterly e-mail - both to local political figures and their aides. How much freight did you move, how many people did you employ and what revenues did you bring to their district?

Over the years there has been a lot in common between the marine and rail industries. Technology has regularly traded back and forth. Both went from steam to diesel and are on the verge of hybrid propulsion. Both are closely working together to reduce greenhouse gases. While containers started in the shipping industry with Malcolm McLean and there was initial strong opposition from the railroads, both adopted it. Global shipping underwent a major change and was greatly expanded.

The marine industry is not just a historical trade left over from the days of sail or the 1900s. It is the future.

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