

Marcon International, Inc.

Vessels and Barges for Sale or Charter Worldwide

P.O. Box 1170, 9 NW Front Street, Suite 201
Coupeville, WA 98239 U.S.A.
Telephone (360) 678 8880
Fax (360) 678-8890
E Mail: info@marcon.com
http://www.marcon.com

May 2020

Inland Pushboat Market Report

Following is a breakdown of pushboats Marcon has available for sale worldwide. Most of these are typical U.S. inland river units, although there are a few foreign pushboats listed from Europe, Latin America and Southeast Asia.

	Horsepower Ranges								Total
	Under 1,000	1,000 – 2,000	2,000 – 3,000	3,000 – 4,000	4,000 – 5,000	5,000 – 6,000	6,000 – 7,000	Over 7,000	
Jan 1998	66	22	6	12	2	2	0	0	110
Jan 1999	58	18	4	8	3	0	1	0	92
Jan 2000	73	25	6	7	3	1	1	0	116
Jan 2001	61	33	4	7	3	0	2	0	110
Feb 2002	48	11	3	3	0	0	0	0	65
Feb 2003	57	30	4	14	2	0	0	0	107
Feb 2004	39	22	6	7	1	0	0	0	75
Feb 2005	33	13	9	7	2	0	0	0	64
Feb 2006	26	5	7	4	1	0	0	0	43
Feb 2007	22	5	6	4	1	0	0	0	38
Feb 2008	20	17	7	5	5	0	0	0	54
Feb 2009	17	14	6	4	5	0	0	0	46
Feb 2010	33	25	13	10	6	0	0	0	87
Feb 2011	37	26	8	6	3	0	0	0	80
Feb 2012	31	19	6	4	1	4	0	4	69
Feb 2013	31	28	18	8	7	4	1	4	101
Feb 2014	31	28	13	6	5	1	1	0	85
Feb 2015	25	24	12	6	6	2	0	0	75
Feb 2016	21	15	8	5	4	1	0	0	54
Feb 2017	37	22	17	9	7	0	4	0	96
Feb 2018	40	30	21	7	5	1	3	0	107
May 2018	40	28	20	5	4	1	3	0	101
Aug 2018	41	33	16	5	4	1	3	0	103
Nov 2018	41	33	17	5	5	1	3	0	105
Feb 2019	38	40	16	6	5	1	3	0	109
May 2019	34	31	16	5	5	1	3	0	95
Aug 2019	34	36	15	5	5	1	1	0	97
Nov 2019	30	36	13	4	2	1	0	0	86
Feb 2020	31	34	12	5	3	1	0	0	86
May 2020 - Worldwide	27	28	11	4	3	0	0	0	73
May 2020 – U.S.	22	25	6	4	0	0	0	0	57
May 2020 – Foreign	5	3	5	0	3	0	0	0	16
Avg. Age - Worldwide	1980	1975	1977	1967	1993	0	0	0	1977
Avg. Age – U.S.	1978	1976	1976	1967	0	0	0	0	1976
Avg. Age – Foreign	1986	1966	1978	0	1993	0	0	0	1980
For Charter - Worldwide	1	6	2	1	0	0	0	0	10
For Charter – U.S.	1	4	0	1	0	0	0	0	6
For Charter - Foreign	0	2	2	0	0	0	0	0	4

Up Since Last Report

Down Since Last Report

Not included though in the list are those vessels, which are not officially on the market, but could be developed on a private and confidential basis.

Market Overview

Of the 13,562 vessels (excluding barges) Marcon currently tracks, 779 are inland river pushboats with 73 officially on the market for sale (57 U.S. flag and 16 foreign flag). Seven of the boats with age listed were built within the last ten years. 38 boats are forty-five years of age or older. The oldest listed was built in 1944, a 76', 1,110BHP vessel in the U.S. Northwest. This is counterbalanced by a 2019-built 56', 1,500BHP U.S. flag inland river pushboats located in the U.S. Northwest. Marcon also has 10 inland river pushboats listed for charter – six U.S. and four foreign.



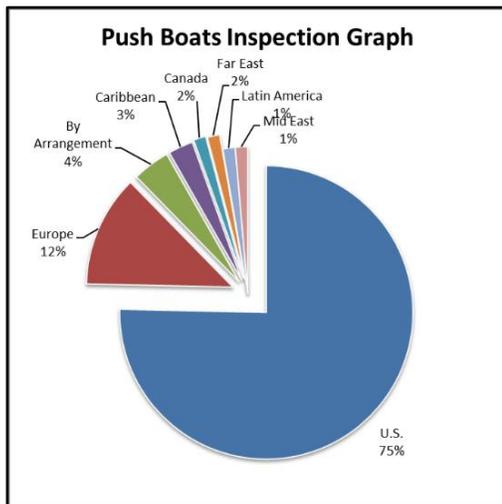
www.marcon.com

Details believed correct, not guaranteed. Offered subject to availability.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

The number of inland river push boats officially on the market for sale in total is 73, down 25, or 25.77%, from our last report published in August 2019. This is 22, or 23.16%, less than one year ago in May 2019 and six or 8.96% more than in May 2015. Composition of horsepower range in the last year has changed with the biggest shifts being seven fewer under 1,000HP with an average age of 1980 (compared to 1970 one year ago), five fewer 2,000-3,000HP (average age now 1977 vs. 1973 one year ago) and three fewer 1,000-2,000HP (1975 vs. 1972) push boats offered. Today, we do not have any push boats offered greater than 5,000HP, reflecting that higher horsepower units are working consistently despite the current events. For now, only 9.59% of the push boats available are less than 10 years old, up from the 7.37% reported one year ago and from the 7.46% reported five years ago. In looking at overall fleet age and then by U.S.-flagged versus foreign flagged, over the past five years we can see a decrease in overall age and of U.S.-flagged push boats on the market, while average age of foreign-flagged push boats increased. Five years ago, the average age of all on the market through Marcon was 43 years, compared to 46 years one year ago and 43 years as of this report. That is driven mostly by older U.S.-flagged vessels going on the market, aging from 46 years in 2015 to 49 years in 2019 then down to 44 years now. Foreign flagged push boats went from 34 years old last year and five years ago and then up to 40 years as of this report date.



Of the vessels listed for sale, CAT engines are most popular with machinery in 21 vessels. These are followed by 12 each with GM / Detroit Diesels and Cummins, six each with John Deeres and Mitsubishi, four with EMDs and five with other engine types ranging from Akasaka to Niigata, including one Fairbanks Morse. Most of the inland river pushboats Marcon has listed for sale are located in the U.S. with 55 vessels or 75%; followed by nine or 12% in Europe, three with “undisclosed” location, two in the Caribbean and one each in Canada, the Far East, Latin America and the Mid East. As would be expected, this distribution is fairly consistent with one and five years ago, where 81% and 79%, respectively, of pushboats were located in the U.S. Our focus is on the U.S. market, so foreign flagged vessels will naturally be a small portion of our offerings.

Actual sale prices of all vessels and barges sold by Marcon so far in 2020 have averaged 94.61% of asking prices, compared to 2019’s 89.15% and 2018’s 77.79%.

Marcon’s Market Comments

Push boats need barges to push. It appears that there are plenty of barges in the market, but whether they need to be pushed anywhere, or not, will have an effect on the demand for tonnage. Currently Marcon does not have any sales of pushers to report, and the sale and purchase market continues to be having a tough ride – at least on the dry cargo side of the market.

During the first quarter of 2020, we saw in the inland river systems of the United States an expected drop in freight activity due to the effects of the Covid-19 shutdowns, decreasing consumer demand domestically and decreased manufacturing output. All of these had a major impact on the entire dry market segment. The record setting flooding during 2019 (292 days lasting from Spring through mid-August was unprecedented), and this 2020 season has started out similar to 2019 causing fears of a repeat of last year’s difficulties. High water levels and spring flooding will always have an impact on the market, which also delay plantings, causing reduced demand for fertilizer heading north in the early part of the year. This current season’s sustained high-water conditions have already made it difficult to move cargo and there have been additional delays caused by unplanned closures. Delays to infrastructure projects have also helped to trigger overcapacity, which can be an impetus for consolidation and buyouts. All of this continued downward trending activity will only lead to more idling of equipment and a corresponding fallout of demand.

Seacor Marine’s subsidiary SCF barges reports that its fleet continues to move grain on the inland waterways, and its terminals transfer agricultural and industrial essentials. There was a 4 percent year-over-year decline in U.S. grain exports through the Gulf of Mexico, and this reduced demand for barge freight and activity levels at the company’s terminals on the Mississippi and Illinois rivers. The company blamed the trade war with China, U.S. farm subsidy programs that were a disincentive to exports, and competition from South America in the market.

Marcon International, Inc.

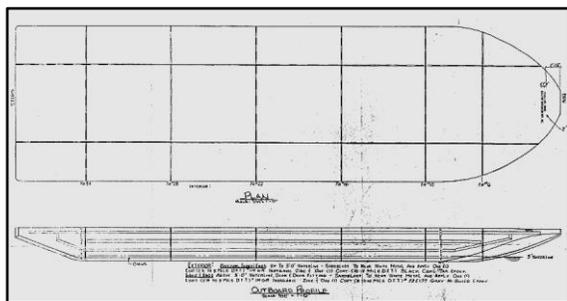
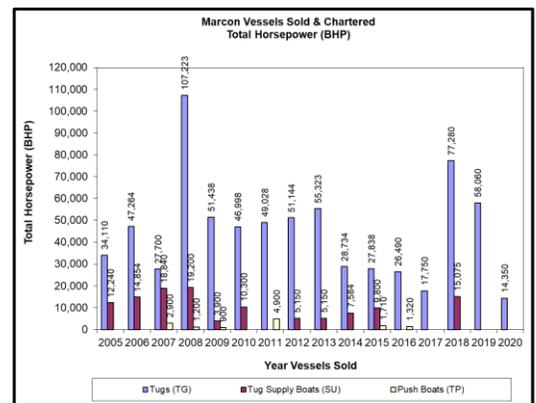
Inland Push Boat Market Report – May 2020

American Commercial Barge Line filed for Chapter 11 bankruptcy in February 2020 citing debt and an oversupply of barges in the market. The fleet is always in need of renewal, but overbuilding during the last several years, in the hopes of continued high volumes of cargo demand, mainly from China, were dashed over the past few years, and this has had the effect of placing too much barge tonnage into the market. Accelerated depreciation of assets also encouraged building of new tonnage that may, or may not have actually had a real use at the time. CEO and President Mark Knoy advised that their pre-packaged restructuring plan would reduce the company's debt by nearly US \$1 billion, and it is hoped that this will make ACBL stronger in the long run. The company, which is also the former parent company of JeffBoat (which closed its barge building shipyard in Jeffersonville, IN in 2018) re-emerged from this bankruptcy at the end of April 2020 with \$200 million in new equity capital.

It is generally considered at this time that the dry cargo market is about 20% over supplied with barges and an expected weakened demand can continue to be foreseen related to trade disputes and other factors moving forward during 2020. China's total imports of soy beans have dropped upwards of 12% (April 2020 report), and this was attributed to bad weather and delaying of cargoes (which are now majority supplied by Brazil). However, this all comes on the heels of a total collapse in the market in 2018 due mainly to a trade war with China. This literally killed overall demand in the Far East exports, and leveled a 75% drop in demand from that reliable Buyer of the product during that year. The drop in overall coal demand, agriculture related planting delays and the drop in demand for cargoes like sand (fracking industry shut down due to collapse of oil prices in the quarter), are contributing to the collapse in demand for tonnage creating an 'over tonnage' situation for the inland market. Overall export levels to the Far East market remain stagnant, and a continued re-brewing of a new trade war with China (attributed to fallout over the Covid-19 response, as well as actions taken by the nation in Hong Kong), will likely continue to hamper exports in the bulk grain markets for an unknown, but extended, period of time.

Marcon's Recent Sales

Marcon has concluded 16 sales or charters to-date for 2020 – including an ocean deck barge, five inland deck barges, two ocean tank barges and four tugs totaling 14,350BHP. This follows 27 sales and charters for 2019, including 13 tugs totaling 58,060BHP, a PSV, two ocean deck barges, four inland deck barges, three ocean tank barges and one inland tank barge. Several additional sales are pending Since 1981, Marcon has sold or chartered 36 inland river pushboats totaling 80,780BHP, 365 tugs (1,173,097HP), 111 inland hopper barges (171,006dwt), 92 inland deck barges totaling 185,267dwt capacity and 64 inland tank barges with an aggregate capacity of 1,047,848 barrels, out of 1,510 vessels and barges sold or chartered worldwide.



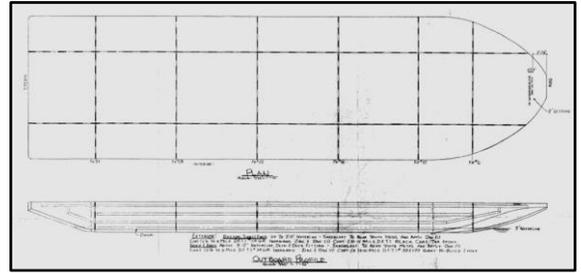
Two U.S. flagged inland deck barges (“OC 261” and “OC 262”) were sold between two U.S. West Coast companies. The barges were built in 1981 and 1982 by Bergeron Industries of Braithwaite, LA, for a Louisiana based company. They were part of a group of four sister barges, and their original service was as ABS Ocean Deck barges working in the US Gulf oilfield, and for transport of oilfield related equipment to West Africa. They all measure 250' x 72' x 15' depth, and have a loaded maximum 4,800T DWT design draft of 12'. The barges have flat steel decks, and the uniform deck load is relatively light by today's standards at 1,000 lb./ft². They have 2 longitudinal / 6 transverse bulkheads, fixed towing skegs aft and the long bow and

stern rake provided for a faster towing speed on the Trans-Atlantic hauls. The barges traded in the previous Owner's ocean service under ABS Loadline, until they were all sold in late 2007 to US West Coast Buyers, which were engaged in bridge construction and retrofit in the San Francisco Bay Area. The barges have been working in that service and region for the past 13 years until being recently sold. The barges will now enter dedicated inland service for the new Owner on the US West Coast, after being refurbished and upgraded.

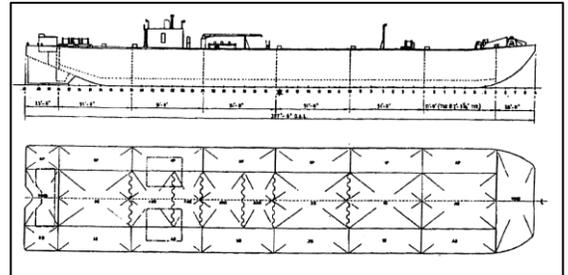
Marcon International, Inc.

Inland Push Boat Market Report – May 2020

A U.S. flag, 4,800tdw inland flat deck cargo barge was privately sold between U.S. buyers and sellers. The 250' x 72' x 15' deck barge was originally built in 1981 as an ocean deck barge. Barge is double raked with a spoon bow, fixed towing skegs aft and a 1,000psf uniform deck load. Two longitudinal and six transverse bulkheads form a total of 21 watertight compartments. Marcon acted as sole broker. This is the 88th inland deck barge brokered by Marcon totaling 166,067dwt capacity.



The 9,876dwt tank barge “Barge 360” (ex-Lube Quest, I-51) was sold between U.S. West Coast buyers & sellers on a private and confidential basis. The 357.5' x 68.0' x 24.0' depth / 19.75' loaded draft barge was originally built in December 1976 by Gretna Machine & Iron Works of Harvey, Louisiana as the “I-51” for Allied Transportation Co. of Norfolk, Virginia – an offshore tug and barge operator transporting petrochemicals and dry bulk along the Atlantic and Gulf Coasts, James River and Chesapeake Bay. In 1990, the barge was rebuilt / lengthened from her original 300' length with a new bow by Sause



Bros. of Portland, Oregon at their Southern Oregon Marine (SOMAR) shipyard for a lube oil contract with Chevron on the U.S. West Coast. After ten years, the 83,911bbl clean product barge was sold by Sause to Crowley Maritime of Seattle, Washington with Marcon acting as sole broker. Crowley operated the barge coastwise in the clean trade, selling her in 2019 to local operators who shortly thereafter resold the barge to trade in non-petroleum service.

USDA Grain Transportation Report:

Most movement and price indicators—across all modes—have been down so far in 2020, compared to the same period in 2019 and historical averages. However, all modes show signs of recovery. Grain carloads have remained stable in recent months, and rail performance has been strong. For the week ending June 13, year-to-date barge volume on the Mississippi River was higher than in the same week of 2019. Despite increases in recent weeks, ocean freight rates for shipping bulk grain and average diesel fuel prices are still low compared to historical averages. According to the June WASDE, total exports of the three major grains (corn, wheat and soybeans) are expected to reach 5.2 billion bushels in 2020/21. This amounts to a 15% increase from 2019/20, which in turn, could raise the demand for export grain movements.

Rail: Low but Stable Carloads of Grain in Recent Weeks Freight volumes by rail have remained considerably low. As of June 6 (the latest week of data), nearly all commodity groups were down from last year. According to the Association of American Railroads, total year-to-date (YTD) carload traffic (including grain) originated by U.S. Class I railroads is down 15% from last year, and intermodal traffic is down 11%. Total rail traffic was at its lowest during the week ending April 22, but has since risen 7%. Grain carloads are down 6% YTD from the same time last year, but have remained stable for the past 3 months. For the past 12 weeks, an average 21,500 carloads shipped per week, 5% lower than the same period last year.

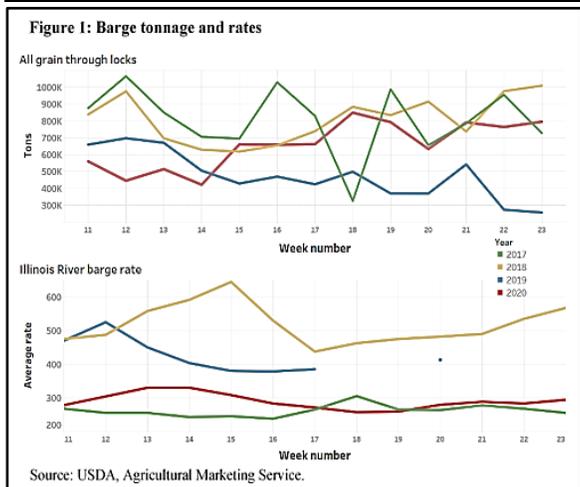
Throughout the year, bids for grain shuttle service in the secondary auction market have been low. They were considerably below average in first quarter 2020, but in May and June, have been more in line with historical averages. March bids car/offers averaged ~\$110 per car, or \$800 lower than the prior 3-year average. May bids/offers were \$130 below average. So far, bids/offers for the upcoming harvest months of September and October are \$120 to \$440 below the prior 3-year average, signaling the market anticipates more than adequate railcar supply to meet demand. Compared to the same time in recent years, YTD rail performance metrics have been strong. Grain performance trends throughout 2020 appear to parallel the trends in total traffic discussed above. In April, average monthly speeds of grain unit trains peaked, and dwell times at terminals were at their lowest so far this year.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

Compared to earlier in the year, average grain train dwell times at origins were also low in April, but in May were at their lowest. Although still strong so far in June, these performance trends have reversed, as total traffic has increased. Compared to the May average, grain train speeds are up 4% so far in June, while dwell times at terminals are up 3% and grain dwell times at origins are up 21%.

Barge Shipping Shows Signs of Recovery From Early Difficulties Unhindered by major flooding issues (as occurred last year), barge volumes in second quarter 2020 significantly outperformed 2019 volumes. The mid- and upper-Mississippi River opening in week 14 led to increased traffic as the number of shippers with access to the river grew. For the week ending June 13, the total year-to-date volume was 36% higher than in the same week of 2019. Early 2020 highwater challenges have mostly subsided, with moderate or severe flooding less frequent and less pervasive than last year.



Although some systemwide issues with high water persist (most notably on the Ohio and Illinois Rivers), the issues are minor, compared to last year's. During the flooding of 2019, key portions of the Mississippi River and its tributaries closed, devastating barge traffic volumes. Figure 1 shows dramatically low volumes in spring and early summer 2019. While not exceeding the averages of 2017 and 2018, 2020 volumes are still higher than those of 2019.

Despite significantly higher volumes than in most equivalent weeks of 2019, 2020's rates have been lower than the prior 3-year average. The benchmark Illinois River rates in 2020 are closer to those of 2017 than 2019. In 2017, high supply and fluid logistics in the barge industry allowed rates to remain low, even with some highwater challenges. Parallels to 2017 suggest, in 2020, also, the combination of relatively smooth navigation and an adequate supply of barges and towboats has more than accommodated increased shipping demand.

The closing of several major locks on the northern Illinois River at the end of June will affect shippers' ability to use that portion of the river, but the third quarter is typically a slow period for Illinois River traffic. Shippers may respond by moving the last of the old crop grain out of storage before the locks close. However, shippers will have other options, such as continued storage, trucking to below the closed locks, trucking to the Mississippi River, or shipping with rail.

Dry-Bulk Freight Rates Ticked Up, But Remained Relatively Low Ocean freight rates for shipping bulk grain have increased within the last 3 weeks. However, the rates are still relatively low, compared to the beginning of the year (January 2, 2020), the same period in 2019 (year to year), and the 4-year average. During the week ending June 11, 2020, the cost of shipping bulk grain from the U.S. Gulf to Japan was \$35.50 per metric ton (mt), down 22% decrease from January 2, 2020, down 18% from year to year, and down 6% from the 4-year average. Also, as of June 11, 2020, the cost of shipping from the Pacific Northwest (PNW) was \$18.75 per mt, down 25% decrease from January 2, 2020, down 21% year to year, and down 9% from the 4-year average. From the week ending March 5, 2020 to the week ending May 21, 2020, ocean freight rates decreased for 11 consecutive weeks. Since the week ending May 28, rates have increased slightly. The initial decline in ocean freight rates was caused by the dip in the global trade of dry bulk commodities. However, according to the June 11 Transportation and Export Report by O'Neil Commodity Consulting, cargo demand has improved since the last week of May.

2020 Average Diesel Fuel Prices Increasing but still Low Average U.S. on-highway diesel fuel prices are down 67.6 cents per gallon since the beginning of the year (according to the Department of Energy's Energy Information Administration (EIA)). The average diesel fuel price has been falling since the beginning of the year and hit its lowest record since September 26, 2016 at the price of \$2.386 per gallon as of the week ending May 18. The average diesel price has since ticked up 1.7 cents since then to \$2.403 per gallon during the week ending June 15. Demand for fuel has been slow following the COVID-19 outbreak. According to EIA, Brent crude oil prices rose in May due to the tightening in the global oil market balance. Increased global oil demand and a high adherence to production cuts by the Organization of the Petroleum Exporting Countries (OPEC) and partner countries (OPEC+) drove the price increase. In the June 2020 Short-Term Energy Outlook, EIA forecasts that Brent crude oil will increase in the second half of 2020.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

Outlook for 2020/21 According to the June WASDE, total exports of the three major grains are expected to reach 5.2 billion bushels in 2020/21, up 15% from 2019/20 (see table). Demand for U.S. wheat has declined because of uncompetitive prices in many international markets. However, foreign demand for corn is expected to recover as a result of the large U.S. crop and competitive prices. Demand for U.S. soybeans is expected to recover as well. In 2020/21, U.S. corn exports are projected to increase by 21% from 2019/20. However, U.S. corn exports are still lower than average because of increasing competition from South America and Ukraine. Soybean exports for 2020/21 are expected to increase by 17% from 2019/20, and wheat exports are not expected to change (see table). Year-to-date (YTD 2019/20) export sales commitments of corn are 15% below the same time last year because of slow demand and low prices. YTD 2019/20 soybean export commitments are likewise down—7% below last year. The beginning of the new marketing year (2020/21) commitments for wheat are down 5% from 2019/20 (GTR, Tables 1315). (Article courtesy of : GTRContactUs@usda.gov)

	Corn	Soybeans	Wheat	Total	Y/Y
United States 2020/21 (Projected)					
Production	15,995	4,125	1,877	21,997	15.2%
Exports	2,150	2,050	950	5,150	15.1%
Domestic use	12,650	2,280	1,125	16,055	4.9%
Ending stocks	3,323	395	925		
Total use	14,800	4,330	2,075		
Stocks/use	22.5%	9.1%	44.6%		
United States 2019/20 (Estimated)					
Production	13,617	3,552	1,920	19,089	-7.6%
Exports	1,775	1,748	950	4,473	-5.8%
Domestic use	12,005	2,143	1,157	15,305	-1.6%
Ending stocks	2,103	585	983		
Total use	13,780	3,891	2,122		
Stocks/use	15.3%	15.0%	46.3%		
2018/19					
Production	14,340	4,428	1,885	20,653	
Exports	2,065	1,748	936	4,749	
Domestic use	12,223	2,223	1,103	15,549	
Ending stocks	2,221	909	1,080		
Total use	14,288	3,971	2,039		
Stocks/use	15.5%	22.9%	53.0%		

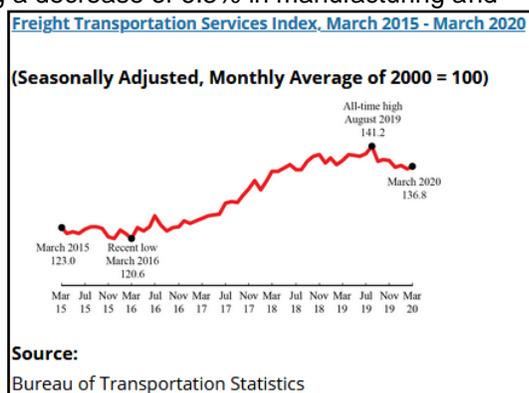
Source: USDA, World Agricultural Supply and Demand Estimates, June 2020

Trade & the Towing Industry



The U.S. Department of Transportation's Bureau of Transportation Statistics' **Freight Transportation Services Index**, which is based on the amount of freight carried by the for-hire transportation industry, rose 0.5% in March from February, rising after a one-month decline. From March 2019 to March 2020, the index fell 0.9% compared to a rise of 1.8% from March 2018 to March 2019 and a rise of 8.4% from March 2017 to March 2018. The level of for-hire freight shipments in March measured by the Freight TSI (136.8) was 3.1% below the all-time high level of 141.2 in August 2019. The February index was revised to 136.1 from 137.2 in last

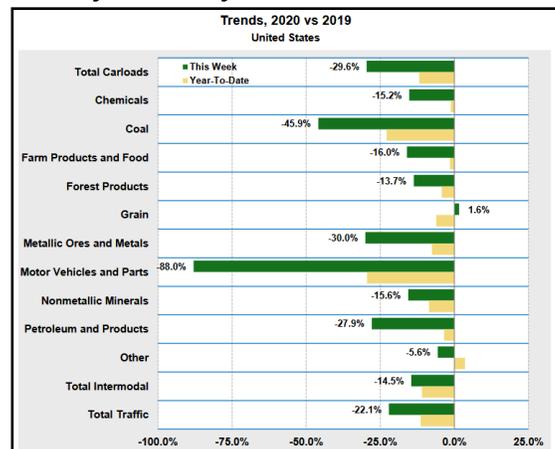
month's release. The Freight TSI increased in March from February due to growth in air freight, trucking and water, despite declines in rail carload, rail intermodal and pipeline. The TSI rise was likely due to growth in shipping in the first part of the month. The increase for the month took place against a background of decline in other indicators driven largely by the impact of the COVID-19 virus in the latter part of the month. Personal Income decreased by 2.0% while housing starts decreased by 22.3%. The Institute for Supply Management Manufacturing (ISM) index was down by 1.0 point to 49.1, indicating a shift from slow growth to contraction in the manufacturing sector. The Federal Reserve Board Industrial Production (IP) Index decreased 5.4% in March reflecting a decrease of 6.3% in manufacturing and smaller decreases in mining and utilities. The decreases for total industrial production and for manufacturing were both the largest since 1946. The ISM manufacturing index is based on a survey of 800 supply chain executives on production, orders, deliveries, and employment, while the Federal Reserve IP index is based on estimated physical output using a range of output measures that the Federal Reserve considers reliable. Comparisons between patterns in the ISM manufacturing and the Federal Reserve IP index should be done with caution. The 0.5% March increase in the Freight Index was a return to growth after a decrease in February. March was the fourth month in a row that Freight TSI remained in a relatively narrow range, below the levels it had held from September 2018 to November 2019. However, the index remained above any level before June 2018. Despite peaks and dips in the 21 months after June 2018, the March 2020 index was at almost the same level as at the start of that period. For-hire freight shipments in March 2020 (136.8) were 44.2% higher than the low in April 2009 during the recession (94.9). The March 2020 level was 3.1% below the historic peak reached in August 2019 (141.2). For-hire freight shipments measured by the index were up 0.2% in March compared to the end of 2019. For-hire freight shipments are up 11.2% in the five years from March 2015 and are up 29.7% in the 10 years from March 2010. March 2020 for-hire freight shipments were down 0.9% from March 2019. The freight TSI rose 0.2% in the 1st quarter. It was the first quarterly increase following two consecutive declines in the third and fourth quarters of 2019.



Marcon International, Inc.

Inland Push Boat Market Report – May 2020

According to the **Association of American Railroads (AAR)**'s **Weekly Rail Traffic** report issued on 6th May, for the month of April, U.S. railroads originated 980,535 carloads in April 2020, down 25.2%, or 329,693 carloads, from April 2019. U.S. railroads also originated 1,095,423 containers and trailers in April 2020, down 17.2%, or 227,165 units, from the same month last year. Combined U.S. carload and intermodal originations in April 2020 were 2,075,958, down 21.2%, or 556,858 carloads and intermodal units from April 2019. In April 2020, two of the 20 carload commodity categories tracked by the AAR each month saw carload gains compared with April 2019. These were all other carloads, up 2,699 carloads or 9%; and farm products excl. grain, up 1,093 carloads or 29%. Commodities that saw declines in April 2020 from April 2019 were coal, down 154,455 carloads or 38%; motor vehicles & parts, down 72,437 carloads or 86.3%; and chemicals, down 19,786 carloads or 11.9%. ***“To no one’s surprise, the pandemic made April a challenging month for rail traffic. The 25.2% year-over-year decline in total rail carloads was the worst decline for total carloads for any month since***



our records begin in 1989, and the 17.2% decline in intermodal loadings in April was the worst since the summer of 2009,” said AAR Senior Vice President John T. Gray. ***“Coal and autos were by far the worst-hit commodities in April, but declines spanned the industrial spectrum, hitting finished steel and steel scrap, chemicals, petroleum products, sand and stone, and much else. We don’t know exactly when it will happen, but our economy – and rail traffic – will rebound. No matter what, the men and women on our nation’s railroads will do their part to keep supply chains moving safely and efficiently as they link our businesses and communities to each other and to the world.”*** Excluding coal, carloads were down 175,238 carloads, or 19.4%, in April 2020 from April 2019. Excluding coal and grain, carloads were down 167,802 carloads, or 21.3%. Total U.S. carload traffic for the first four months of 2020 was 3,973,586 carloads, down 11.8%, or 532,448 carloads, from the same period last year; and 4,273,708 intermodal units, down 10.9%, or 525,462 containers and trailers, from last year. Total combined U.S. traffic for the first 18 weeks of 2020 was 8,247,294 carloads and intermodal units, a decrease of 11.4% compared to last year.

AAR also reported the U.S. weekly rail traffic was 416,954 carloads and intermodal units, down 22.1% compared with the same week last year. **Total carloads for the week ending May 2 were 189,190 carloads, down 29.6% compared with the same week in 2019, while U.S. weekly intermodal volume was 227,764 containers and trailers, down 14.5% compared to 2019.** One of the 10 carload commodity groups posted an increase compared with the same week in 2019. It was grain, up 355 carloads, to 22,653. Commodity groups that posted decreases compared with the same week in 2019 included coal, down 38,851 carloads, to 45,806; motor vehicles and parts, down 14,506 carloads, to 1,985; and metallic ores and metals, down 7,091 carloads, to 16,535. North American rail volume for the week ending May 2, 2020, on 12 reporting U.S., Canadian and Mexican railroads totaled 270,855 carloads, down 28.3% compared with the same week last year, and 309,731 intermodal units, down 13.4% compared with last year. Total combined weekly rail traffic in North America was 580,586 carloads and intermodal units, down 21.1%. North American rail volume for the first 18 weeks of 2020 was 11,401,713 carloads and intermodal units, down 9.9% compared with 2019. Canadian railroads reported 67,952 carloads for the week, down 23.8%, and 69,551 intermodal units, down 6.2% compared with the same week in 2019. For the first 18 weeks of 2020, Canadian railroads reported cumulative rail traffic volume of 2,532,358 carloads, containers and trailers, down 5.8%. Mexican railroads reported 13,713 carloads for the week, down 30.8% compared with the same week last year, and 12,416 intermodal units, down 27.7%. Cumulative volume on Mexican railroads for the first 18 weeks of 2020 was 622,061 carloads and intermodal containers and trailers, down 5% from the same point last year.

	This Week		Year-To-Date		
	Cars	vs 2019	Cumulative	Avg/wk ²	vs 2019
Total Carloads	189,190	-29.6%	3,973,586	220,755	-11.8%
Chemicals	29,739	-15.2%	573,765	31,876	-1.2%
Coal	45,806	-45.9%	1,085,871	60,326	-22.9%
Farm Products excl. Grain, and Food	13,678	-16.0%	276,828	15,379	-1.5%
Forest Products	8,923	-13.7%	172,077	9,560	-4.2%
Grain	22,653	1.6%	369,112	20,506	-6.1%
Metallic Ores and Metals	16,535	-30.0%	358,828	19,935	-7.6%
Motor Vehicles and Parts	1,985	-88.0%	208,143	11,564	-29.4%
Nonmetallic Minerals	31,322	-15.6%	535,961	29,776	-8.5%
Petroleum and Petroleum Products	9,544	-27.9%	219,485	12,194	-3.5%
Other	9,005	-5.6%	173,516	9,640	3.6%
Total Intermodal Units	227,764	-14.5%	4,273,708	237,428	-10.9%
Total Traffic	416,954	-22.1%	8,247,294	458,183	-11.4%

¹ Excludes U.S. operations of Canadian Pacific, CN and GMXT.
² Average per week figures may not sum to totals as a result of independent rounding.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020



Per **The St. Lawrence Seaway Management Corporation**, while St. Lawrence Seaway cargo volumes decreased during the past two months due to economic shifts related to COVID-19, industry leaders said the binational trade and transportation corridor is ready to play its part in the economic recovery efforts in the coming months. The latest figures show that cargo transported on the **St. Lawrence Seaway** from April 1 to May 31 totaled 7.7 million metric tons, a decrease of 10% compared to the same period in 2019. Canadian grain exports, road salt shipments and project cargo shipments such as wind turbine components have remained strong throughout the last two months. However, cargo volumes of steel-related materials, construction materials, and petroleum declined as automotive plants and work sites closed and people stayed home during COVID-19-related emergency measures. The

marine highway, ship operators and ports have safely operated throughout the pandemic without interruption or delay. One of the first areas of improvement expected in cargo volumes are construction materials such as stone and cement as restrictions continue to be lifted throughout the Great Lakes-St. Lawrence region. Canadian grain exports via the Seaway also continue to be a star performer totaling 2.1 million metric tons year-to-date, an increase of 3% over 2019. The **Port of Thunder Bay** experienced another strong month for grain shipments in May, as more than 1.1 million metric tons of Canadian grain (Prairie wheat and canola) passed through the Port to feed worldwide demand for food staples like pasta and bread. Several factors have led to robust movement of Prairie wheat and canola through the port since the shipping season opened in March. Many countries are stockpiling amidst the pandemic, increasing demand. Global grain supply has also been impacted by drought in Australia and export restrictions in Russia. Australia, Russia, and Canada are among the top exporters of wheat globally. *“Canadian grain supplies are holding strong as there is significant carryover stock from the 2019 crop, which was the second largest on record,”* said Tim Heney, Chief Executive Officer at the Port of Thunder Bay. *“We anticipate strong grain shipments to continue through the summer.”* The **Windsor Port Authority’s** grain shipments are ahead of year-to-date totals compared to 2019, however total year-to-date tonnage has decreased 10.89% compared to 2019 at this time. Aggregate shipments are down compared to 2019 year-to-date shipments yet aggregate shipments for May increased 2.4% per cent compared to May 2019. *“The decrease in aggregate totals is due to COVID-19 and the impact left on the construction industry and the Provincial Emergency Order in Ontario,”* said Steve Salmons, Windsor Port Authority President and CEO. *“Overall projections for 2020 still remain favourable to meet or exceed the prior year tonnage.”*

Per the **Great Lakes Seaway Partnership**, American ports in the Great Lakes-St. Lawrence Seaway system record particularly noteworthy increases in project cargo as they advance the global supply chain, trading with 22 countries during the first two months of the navigation season. *“In times like these, it is reassuring to see our ports in the Great Lakes St. Lawrence Seaway System working hard to keep the supply chain moving. The Great Lakes Seaway marine transportation system is critical infrastructure, and remains vital to keeping commerce flowing without disruption in order to support North America’s agricultural, manufacturing, construction, energy, and mining industries,”* said Craig H. Middlebrook, Deputy Administrator of the U.S. Saint Lawrence Seaway Development Corporation. With an increased focus on commodity diversification through project cargo, international shipments of wind energy components in the Great Lakes region are taking off. During the first two months of the 2020 navigation season, shiploads of wind-related components were handled across five Great Lakes states at eight American ports, including: Port of Monroe, Port of Erie, Port of Buffalo, Port of Ogdensburg, Port of Bay City, Port of Menominee, Port of Indiana-Burns Harbor and Port of Chicago. Attracting new business through wind-related cargos and Seaway activity, both **Port of Monroe** and **Port of Buffalo** are benefiting from notable increases in shipping traffic. *“If there was a single word to describe the Port of Monroe, it would be resilient,”* said Paul C. LaMarre III, Port Director, Port of Monroe. *“Everything we have done puts relationships and the broader industry as a whole first. I believe, if you build the relationships, the cargo will follow it.”* Of these relationships, this navigation season brings to light a particularly impactful partnership between the Port of Monroe, Spliethoff Group’s BigLift Shipping, and Ventower Industry - one of four wind tower manufacturers in the United States - all working together to move, handle and manufacture wind towers for a General Electric project based in Michigan. Similarly, the Port of Buffalo is off to a strong start, filling their docks a total of thirty-two days since their navigation season began on April 12, 2020.

Commodity	Metric Tons Handled	Growth
Salt	735,000 mt	9.6 percent increase*
Gypsum	137,000 mt	158.3 percent increase*
Steel Slab	119,000 mt	556.4 percent increase*
Potash	82,000 mt	15.4 percent increase*

*Percentages rounded to nearest tenth (compared year-over-year)

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

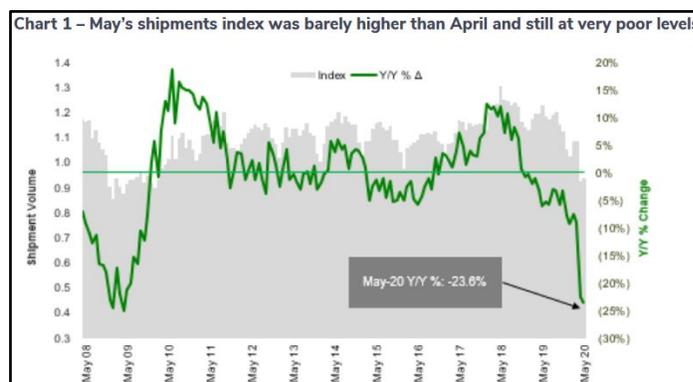
"It Won't Be Like This For Long"

	May 2020	Year-over-year change	2-year stacked change	Month-to-month change
Cass Freight Index - Shipments	0.938	-23.6%	-28.2%	1.6%
Cass Freight Index - Expenditures	2.243	-21.2%	-22.0%	-5.7%
Truckload Linehaul Index	130.60	-5.0%	-4.5%	0.7%
Intermodal Price Index	121.00	-17.8%	-14.7%	-11.9%

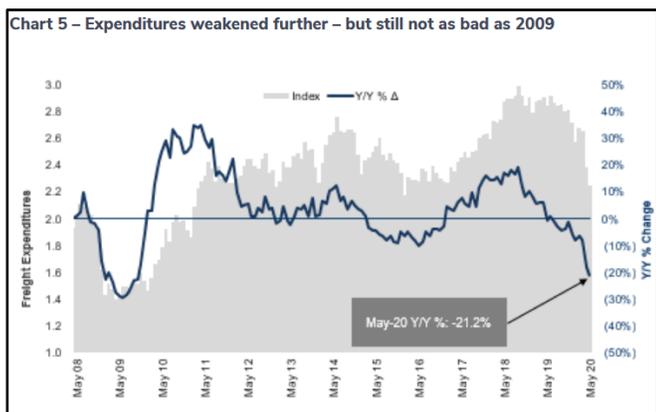
According to the May 2020 **Cass Freight Index Report**, following what Cass believes was the trough in April, the Cass Freight Index® showed some—but only little—improvement in activity last month. **The index for both shipments and expenditures remained at recessionary levels and came in >20% below May 2019.** Cass was surprised not to see more of an up-tick; the re-opening schedule appears to have unfolded slower than it anticipated—and also because the freight data reported by some of the public companies (LTL carriers and rails specifically)

showed a more significant sequential jump and better y/y improvements than Cass showed. June is normally the best month of the second quarter, and Cass expected a significant improvement in the Cass Index this month – even if still well below year-ago readings. **Cass does not believe we will reach 2019 freight activity levels until 2021 (at the earliest) due to the significant rise in unemployment and other results of government intervention.**

As a measure of economic activity, Cass Freight Index shipment volumes dropped 23.6% vs. year-ago levels (Chart 1), slightly worse than the -22.7% y/y change in April. But the absolute index reading nudged up 1.6% sequentially from 0.923 to 0.938. This shows, in Cass' view, a continued severe weakness in the U.S. economy that is counter to the stock market surge it saw from mid-May until the pull-back this week (giving some justification to the pull-back). We are now close to 80% through the second quarter of 2020, and **Cass sees volumes down double-digits for most carriers across most modes in the U.S., including truckload, LTL, intermodal, and rail.** E-commerce (including parcel and big and bulky last mile) remains a hot area, as long-term trends in consumer buying patterns were accelerated in recent months. Customer exposure is also the biggest differentiator in terms of carrier to carrier performance.



Consumer confidence remained poor through May, as uncertainty about the recovery lingers. With all the talk about potential shapes the recovery could take, Cass feels comfortable removing a “V” from that discussion. The long-term effects of sky-high unemployment and 0% interest rates should be quite negative and sufficient this year to suppress any kind of sharp rebound in activity.



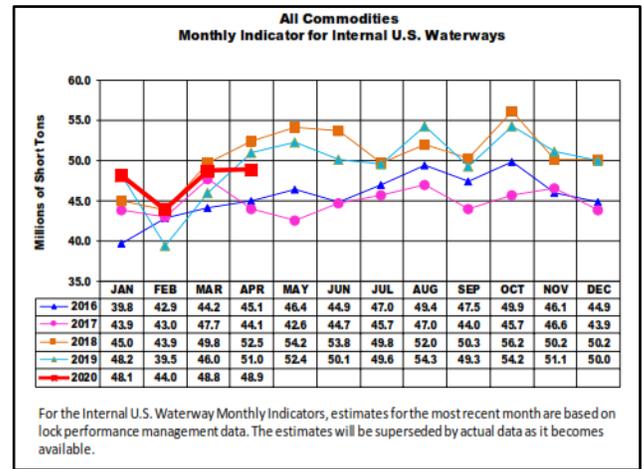
Back to the Cass Freight Index, freight expenditures also fell in May, down 21.2% y/y (Chart 5)—the worst reading since the global financial crisis and worse than April. It fell 5.7% sequentially, but revenue per shipment rose 3.1% y/y. Like April, Cass did not expect expenditures to outpace volumes, particularly with the intermodal and truckload linehaul indexes (which measuring prices) dropping and fuel declining y/y (Chart 7). With shipments down 23.6%, and expenditures down less (21.2%), and knowing that prices were down y/y, you may be asking how overall freight spend could be down less than volumes, if rates were lower. Cass' view remains that it has been a mix issue in that the freight that has been moving has a higher revenue per shipment, due to longer average length of haul (which has a negative

impact on TL yield) and/or other characteristics. And those customers who remained opened for business had a higher freight cost per shipment than those who were closed. (Note that the intermodal and truckload linehaul indexes look at per-mile costs.) **Cass believes expenditures on an apples-to-apples basis were down more than volume, and lower fuel surcharges are offering shippers at least some near-term relief with respect to their freight budgets.**

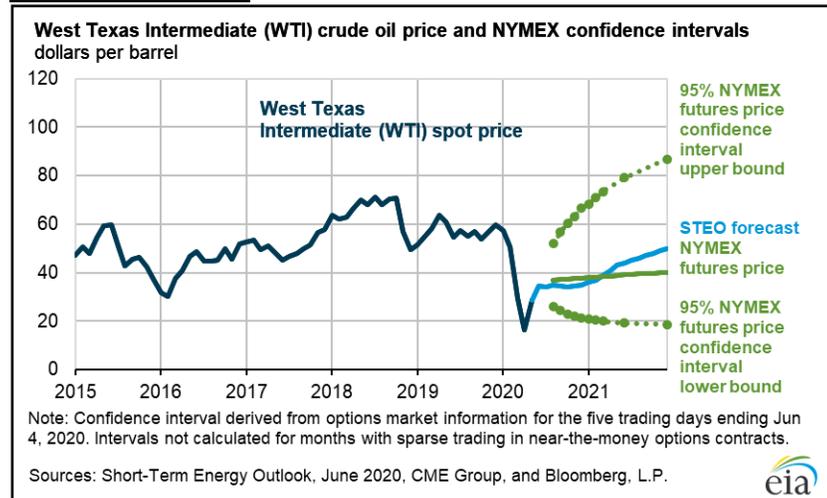
Marcon International, Inc.

Inland Push Boat Market Report – May 2020

Under U.S. law, vessel operators must report domestic waterborne commercial movements to the **U.S. Army Corps of Engineers' Waterborne Commerce Statistics Center**. April 2020's (**bold red line**) 48.9 million short tons of all commodities carried on internal U.S. Waterways was 0.20% more than the 48.8 million short tons carried in March and 4.12% less than carried same month 2019. Year-to-date tonnage carried is 189.8 million short tons, compared to 2019's year-to-date tonnage of 184.7 million short tons, an increase of 2.76%. April 2020's 12.1 million short tons of petroleum carried was 5.47% less than March and 2.54% above April 2019's 11.8 million short tons. 2020's year-to-date monthly average for petroleum movement is 12.5 million short tons, compared to 2019's monthly average 11.9 million short tons over the same period. Year-to-date 2020 moved 50.0 million short tons compared to same time period 2019's 47.7 million short tons, a year-to-date increase of 4.82%. 5.3 million short tons of chemicals were moved in April. This is above 2020's year-to-date monthly average movement of 4.4 million short tons. 17.7 million short tons have been moved to date in 2020, compared to same period 2019's 16.6 million short tons. Coal and coke at 9.8 million short tons moved in April is the lowest April recorded since we started tracking this information in 2010. Total short tons moved year-to-date 2020 is 8.05% below same period 2019. April's Farm & Food Products carried on internal U.S. waterways was 5.8 million short tons, the lowest month since September 2019's 5.3 million short tons moved. Average tons moved so far in 2020 are 6.3 million short tons compared to 2019's 6.2 million short tons, an increase of 1.63%. Total short tons moved year-to-date 2020 at 25.0 million short tons is 1.63% higher than 2019's year-to-date 24.6 million short tons moved.



U.S. Fuel Prices



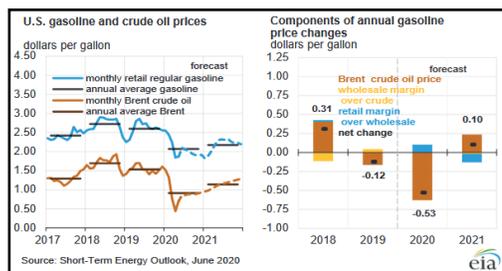
Per the latest **U.S. Energy Administration's "Short-Term Energy Outlook"**, Although revisions to EIA's forecasts in the June STEO are generally smaller than they have been in recent months, this forecast remains subject to heightened levels of uncertainty because mitigation and reopening efforts related to the 2019 novel coronavirus disease (COVID-19) continue to evolve. Reduced economic activity related to the COVID-19 pandemic has caused changes in energy supply and demand patterns in 2020, particularly for petroleum and other liquid fuels. Uncertainties persist across EIA's outlook for other energy sources, including natural gas, electricity, coal, and renewables. Daily Brent crude oil

spot prices averaged \$29 per barrel (b) in May, up \$11/b from the average in April. Oil prices rose in May as initial data show global oil demand was higher than EIA had forecast and as adherence to announced production cuts by Organization of the Petroleum Exporting Countries (OPEC) and partner countries (OPEC+) was high. EIA expects monthly Brent prices will average \$37/b during the second half of 2020 and rise to an average of \$48/b in 2021. The forecast of rising crude oil prices reflects expected declines in global oil inventories during the second half of 2020 and through 2021. EIA expects high inventory levels and spare crude oil production capacity will limit upward price pressures in the coming months, but as inventories decline into 2021, those upward price pressures will increase. EIA forecasts that demand for global petroleum and liquid fuels will average 83.8 million barrels per day (b/d) in the second quarter of 2020, 16.6 million b/d lower than at the same time last year. Lower demand is the result of COVID-19-related shutdowns throughout much of the world. As stay-at-home orders are eased, EIA expects liquid fuels consumption will rise to an average of 94.9 million b/d in the third quarter (down 6.7 million b/d year over year). EIA forecasts that consumption of petroleum and liquid fuels globally will average 92.5 million b/d for all of 2020, down 8.3 million b/d from 2019, before increasing by 7.2 million b/d in 2021.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

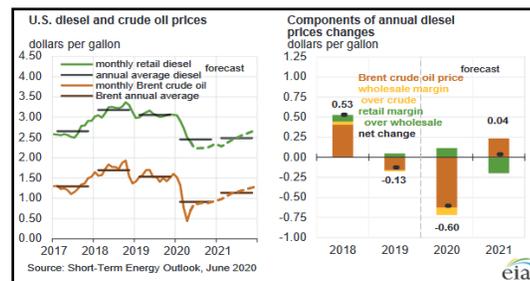
EIA estimates U.S. crude oil production fell from a record 12.9 million b/d in November 2019 to 11.4 million b/d in May 2020 as Baker Hughes reported the fewest active drilling wells in the United States in their records which go back to 1987. EIA expects U.S. crude oil production will continue to decline, to 10.6 million b/d in March 2021, then increase slightly through the end of 2021. EIA forecasts that U.S. crude oil production will average 11.6 million b/d in 2020, down 0.7 million b/d from 2019. In 2021, EIA expects U.S. crude oil production will average 10.8 million b/d. This 2020 production decline would mark the first annual decline since 2016. Typically, price changes affect production after about a six-month lag. However, current market conditions have shortened this lag as many producers have already curtailed production and reduced capital spending and drilling in response to lower prices.



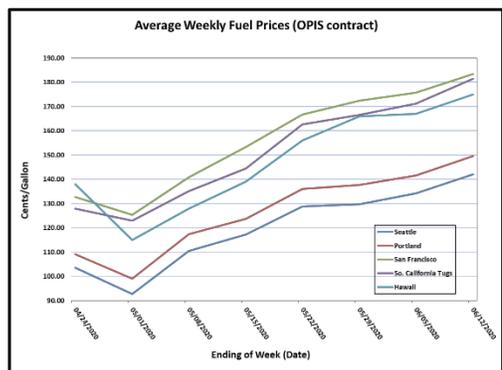
The front-month futures price of reformulated blendstock for oxygenate blending settled at \$1.15 per gallon on June 4, up 38 cents/gal from May 1, 2020. The RBOB–Brent crack spread increased by 6 cents/gal to settle at 20 cents/gal during the same period. In May, crack spreads ranged from a minimum of 14 cents/gal, a record-low crack spread for that month since 2006 (when RBOB contracts began selling), to a maximum of 23 cents/gal. May marked the first time the crack spread was positive for each trading day of a month since February, the last complete month before the March 13 proclamation of a national state of emergency in the

United States. Increasing gasoline demand and relaxed lockdowns related to COVID-19 mitigation efforts provided some strength to the crack spread. EIA estimates that the consumption of finished motor gasoline increased to 7.3 million b/d in May from 5.7 million b/d in April. Personal travel numbers matched the trend of motor gasoline consumption. According to INRIX, compared with the last pre-lockdown week ending February 29, weekly personal travel was down 16% on May 29 - compared with 47% on April 3. This increase in consumption, along with reduced refinery runs, contributed to gasoline inventories decreasing from record high levels in mid-April to an estimated 256 million barrels at the end of May. Increased net imports of gasoline partly offset the effect of rising consumption on gasoline inventories. EIA estimates a 0.7 million b/d increase in month-over-month net imports to 0.3 million b/d.

The ultra-low sulfur diesel (ULSD) front-month futures price for delivery in New York Harbor settled at \$1.07/gal on June 4, 2020, up 28 cents/gal from May 1, 2020. The ULSD-Brent crack spread decreased by 4 cents/gal to settle at 12 cents/gal during the same period. The average ULSD–Brent crack spread for May at 14 cents/gal was less than the five-year (2015-19) average of 34 cents/gal. EIA estimates May 2020 distillate consumption was 3.4 million b/d, down 0.7 million b/d (17%) from May 2019, but up 0.3 million b/d (11%) from April 2020.



This increase can partially be explained by the increase in long-haul trucking as economic activity begins to recover. According to INRIX, which compared traffic data for the week ending May 22 with that of the week ending February 29, trucking was down 5% from pre-lockdown levels. Meanwhile, if confirmed by EIA's Petroleum Supply Monthly, distillate imports for the four weeks ending May 29 increased to their highest May levels since 2007, and exports decreased to their lowest May levels since 2011. Overall, net exports of distillate in May were 0.8 million b/d, down 0.6 million b/d from April. This decrease likely contributed to the increase in inventories, with distillate inventories rising to 174 million barrels at the end of May, 44 million barrels more than in May 2019 and the highest May-ending level since 1980.



Marcon follows the Pacific OPIS contract average weekly prices of ultra-low sulphur diesel (0-15ppm) as these prices directly impact vessel operators on the West Coast. End May 2020 prices for all locations tracked were up from end April, but down significantly from one year ago. For the week ending 29th May compared to the week ending 1st May 2020, Seattle increased 39.97% to US\$ 1.2974/gal from US\$.9269/gal. This is 48.56% lower than one year ago. Portland, OR experienced a rise of 38.97% to US\$ 1.3775/gal (US\$.9912/gal), which is 47.37% less than one year ago. San Francisco increased 37.61% to US\$ 1.7242/gal from US\$ 1.2530/gal which is lower than same time last year by 43.01%. "So. California", comprised of Los Angeles / Long Beach, ascended 35.36% to US\$ 1.6652/gal from US\$ 1.2302/gal and is 46.01% below end-May 2019. Hawaii reported a 44.35% rise to US\$ 1.66/gal from US\$ 1.15/gal and is 45.39% below one year prior.

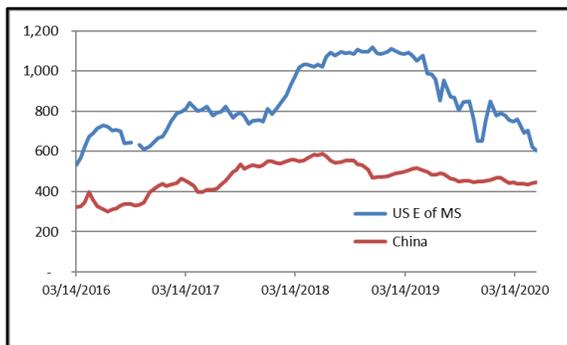
Marcon International, Inc.

Inland Push Boat Market Report – May 2020

New Construction & Shipyard News

As of June 9, 2020, **Colton Co.** reports 41 push and towboats delivered by U.S. shipyards in year-to-date 2020, compared to 62 in 2019, 47 in 2018, 40 in 2017, 83 in 2016 and 100 in 2015.

2020 Deliveries of Pushboats / Towboats Sorted by Owner/Operator					
Name	Builder	Owner/Operator	Type of Vessel	GT	Date
Merritt Lane	Conrad Industries	Canal Barge	6,000-hp Tow boat	1,046	19-Mar-20
Ayden Philip	Main Iron Works	D. & S. Marine	Tow boat	166	11-Mar-20
Danny K	Nichols Boat	Ergon Marine	Tow boat	83	05-Feb-20
Jaden Pasentine	Eastern Shipbuilding	Florida Marine	3,000-hp Tow boat	292	16-Jan-20
Louis Develle	FMT Shipyard	Florida Marine	6,000-hp Tow boat	469	16-Jan-20
Tori Pasentine	Gulf Island SY	Florida Marine	Tow boat	278	16-Jan-20
David Goin	Steiner Shipyard	Florida Marine	3,000-hp Tow boat	296	06-Feb-20
DJP II	Eastern Shipbuilding	Florida Marine	3,000-hp Tow boat	292	13-Feb-20
Brandon T. Pasentine	Gulf Island SY	Florida Marine	Tow boat	278	21-Apr-20
Stephanie Pesantine	Metal Shark Alabama	Florida Marine	6,000-hp Tow boat	469	04-May-20
Burrwood Wise	Unknown	GNOTS Marine	Tow boat	108	14-Feb-20
Jason Golding	Unknown	Golding Barge Line	Tow boat	432	09-Apr-20
Carolyn Lampley	Bourg Dry Dock	Hines Furlong Line	Tow boat	144	21-Jan-20
Miss Amanda M	Hope Services	Marine Chartering	2,000-hp Tow boat	177	13-Jan-20
Quizee	Bludworth Shipyard	Maritime Partners	2,600-hp Tow boat	288	09-Jan-20
Miss Sally Dane	Intracoastal IV	Maritime Partners	2,000-hp Tow boat	177	04-Feb-20
Paula M Sperry	C. & C. Marine	Maritime Partners	Tow boat	365	13-Mar-20
Tom Marquis	Superior Marine Ways	Marquis Energy	Tow boat	70	04-Feb-20
Frank Mellor	Master Marine	Osage Marine Services	1,600-hp Tow boat	120	30-Mar-20
Nyquist	Eymard Marine	Turn Service	1,600-hp Tow boat	150	04-May-20
Bold Venture	Unknown	Turn Services	Tow boat	181	27-Feb-20
Dayla W	Marine Inland Fab.	Unknown	Pushboat	11	15-Jan-20
Mr Kutty	Marine Inland Fab.	Unknown	Pushboat	11	24-Jan-20
John S	Marine Inland Fab.	Unknown	Pushboat	11	14-Feb-20
Michelle	Unknown	Unknown	Pushboat	17	18-Feb-20
Saratoga	Marine Inland Fab.	Unknown	Pushboat	11	18-Feb-20
Iron Tim	St Johns Shipbuilding	Unknown	Pushboat	11	21-Feb-20
Darell Hiatt	Unknown	Unknown	Tow boat	397	21-Feb-20
Sea Fox	Marine Inland Fab.	Unknown	Pushboat	11	27-Feb-20
Integrity	Unknown	Unknown	Pushboat	15	03-Mar-20
Patricia Ann	Unknown	Unknown	Pushboat	17	10-Mar-20
Bridgebuilder 125	Unknown	Unknown	Pushboat	17	12-Mar-20
The Rip Rapper	Unknown	Unknown	Pushboat	7	17-Mar-20
Charles Boston	Unknown	Unknown	Tow boat	177	23-Mar-20
Sherry L	Unknown	Unknown	Tow boat	337	25-Mar-20
Randy Mauer	Conrad Industries	Unknown	Tow boat	1,188	26-Mar-20
Capt Dub Allen	Unknown	Unknown	Tow boat	158	03-Apr-20
Seaward Six	Marine Inland Fab.	Unknown	Pushboat	11	06-May-20
Stevie Mac	Marine Inland Fab.	Unknown	Pushboat	11	06-May-20
Sea Horse	Unknown	Unknown	Pushboat	6	13-May-20
A. M. Raymond	Unknown	Unknown	Tow boat	272	14-May-20



According to the 25th May 2020 **SteelBenchmarker** report, standard steel plate in the US, East of the



Mississippi was US \$604/mt, down 12.84% from end April 2020 and down 38.8% from end May 2019. For comparison, standard plate in China was US \$448/mt, up 2.52% from end April 2020 and down 1.04% from one year ago. Numerous factors have impacted volatility of steel prices, such as U.S. – China trade tensions, then a global pandemic that shut down industries across the world, leading to significant downturns in worldwide economies. End May, countries and industries started moving towards reopening under restrictions,

but at same time, many countries are facing internal unrest as people are reacting to social and political injustices.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020



The innovative “Elektra” push boat, ordered by Berlin harbour’s warehousing and logistics firm **BEHALA** and developed at the **Department of Design and Operation of Maritime Systems at the Technical University of Berlin**, will be equipped with rudderpropellers from the German propulsion expert **SCHOTTEL**. The hybrid canal push boat is powered by a combination of fuel cells, batteries and an electric motor. The “Elektra”, which is currently under construction at the Hermann Barthel shipyard in Derben (Germany), will be the first emission-free push boat worldwide. Model for electrical energy concepts “The ‘Elektra’ shows what is possible. It demonstrates – not only as a push boat, but in particular as a model for electrical

energy concepts for many maritime areas – that an energy turnaround is quite possible. We are pleased to have **SCHOTTEL** by our side as an expert in the field of propulsion technology,” states Prof. Dr.-Ing. Gerd Holbach, Project Manager at TU Berlin for the Department of Design and Operation of Maritime Systems. New technologies on board. The 20.00-metre long and 8.20-metre wide canal push boat will be equipped with two **SCHOTTEL** Rudderpropellers type SRP 100 with nozzle (200kW each) and a **SCHOTTEL** steering and control system. A minimum service speed of max. 10km/h is reached and a maximum thrust load of 1,400 tonnes is available. The vessel will use the fuel cell technology for the basic energy supply of the power train and for the shipboard electrical system. At peak loads, additional energy is provided by the batteries. The hydrogen supplied to the fuel cell is generated via electrolysis from green electricity generated by wind power. Emission-free from day one it is planned that the “Elektra” will first be tested in Berlin in 2020 and, starting in 2022, between Berlin and Hamburg as well. From 2025 onwards, the vessel is to travel in commercial operation between Berlin and Hamburg and to be used primarily for freight transport. From its very first day of testing in Berlin, the “Elektra” will be completely emission and pollutant-free.



Hidrovias do Brasil and Robert Allan Ltd. announce an exclusive partnership for the development of a two-stage project, pioneer in South America’s inland navigation. The first phase of the project involves the development of river convoys for the transportation of liquefied natural gas (LNG) in the Amazon Basin, consisting of natural gas powered

pushboats and cryogenic barges, which maintain liquids at temperatures below minus 160 degrees Celsius. The goal is to meet regional demand, which encompasses the domestic market, local thermoelectric plants and industrial complexes with combined demand potential of over 5 million cubic meters of natural gas per day. Currently, the most widely used fuels for waterway transportation are heavy fuel oil and marine diesel oil. The use of natural gas offers numerous benefits, such as cost savings (LNG price expected to be about 45% of Fuel Oil’s for the same power delivered) and also in the emission of polluting gases (25% less relative to Fuel Oil), so the Amazon region will benefit from LNG access through a massive transportation made with alternative energy, with lower environmental impact and cost reduction. The second phase includes the development of electric pushboats capable of maneuvering barges with approximately 2,000 tons of cargo. Innovation, in addition to preventing the spread of pollutants in more environmentally sensitive areas, should reduce fuel and maintenance operating costs by up to 20%. According to a study to analyze the viability of the Project, developed by the companies, the new pushboat can reach next to zero emission condition when powered only by batteries. The use of LNG and batteries will contribute to the future of waterway logistics, as well as promoting a more sustainable, cost-effective and more productive solution for the operation. Both the electric pushboat and the LNG convoy are expected to be operational by 2021. The project also comprises an LNG Terminal owned by Hidrovias do Brasil in Barcarena, in advanced stage to receive Installation License from State Environmental Secretary (IL) – Preliminary License was issued in July 2019. This terminal has construction time estimated in 18 months after IL issuance. Robert Allan Ltd. is Hidrovias do Brasil’s primary naval architecture and technical consulting partner, since the latter’s founding for the development of pushboats and barges. Together these companies have been pioneers in the use of pushboats equipped with diesel electric technology and azimuth drives for inland navigation, which promote more safety, economy and agility to river navigation.



Marcon International, Inc.

Inland Push Boat Market Report – May 2020



Eastern Shipbuilding Group, Inc. is pleased to announce the delivery of the M/V “*Jaden Pasentine*” (Hull 200) on November 19, 2019, she is the 70th 90’x 32’x 10’ Inland Towboat built by Eastern for **Florida Marine Transporters, LLC** of Mandeville, LA. The M/V “*DPJ II*” (H199) the 69th Inland Towboat in the series was delivered in August of 2019. It was in early 2018, when Florida Marine Transporters, LLC signed four more additional towboats, bringing the total to seventy (70) vessels contracted over the last 14 years. The M/V “*Jaden Pasentine*” was constructed at Eastern’s Allanton Facility from a design furnished by Gilbert Associates, Inc. of Boston, MA. This order for 90’ inland towboats originally began at the New Orleans Workboat Show in December of 2004, what followed

was a twenty-five (25) vessel contract with deliveries starting in February of 2006. It has expanded to become the largest single Owner, single Shipbuilder, new construction program with the same class towboat design in United States history. This aggressive new construction program for seventy (70) vessel has successfully been completed with on-time deliveries and consistently on-budget. Eastern Shipbuilding greatly appreciates the long successful relationship for Florida Marine, building high quality, high horsepower, regulatory compliant and reliable vessels serving US waterways and rivers. The M/V “*Jaden Pasentine*” for Florida Marine is powered by two (2) Caterpillar 3512C Tier 3 diesel engines rated at 1,500HP at 1,600RPM, provided by Louisiana CAT Power Systems of Reserve, LA. The reduction gears are direct coupled Twin-Disc Model MG-5600 with a 6.04:1 reduction supplied by Stewart Supply, Inc. of Harvey, Louisiana. Electrical power is provided by two (2) 99kW John Deere 4045AFM85 99KW Tier 3 generator sets rated for 60Hz, at 208V AC provided by Kennedy Engine Company of Biloxi, MS. These diesel engines comply with the current EPA Tier 3 control of emissions of nitrogen oxides from marine diesel engines.

Morgan City, La., headquartered **Conrad Shipyard** has delivered the 6,000 horsepower towboat “*H. Merritt “Heavy” Lane, Jr.*” to **Canal Barge Company, Inc.** (CBC) of New Orleans. Built at Conrad’s Amelia, La., shipyard, the Subchapter M-compliant vessel measures 166 feet x 49 feet x 12 feet and is powered by EPA Tier IV-compliant EMD engines. The “*H. Merritt “Heavy” Lane Jr.*” is based on a time-proven design concept that has been enhanced to modern standards through advanced engineering analysis. Efficient operation and attention to crew accommodations and noise reduction were paramount in the design process. Designed by Naval Architects MiNO Marine of New Orleans, the vessel has a unique hull form to ensure adequate water flow to the propellers in all operating conditions. The design allows the transfer of full power through the propellers, minimizing propeller vibrations transferred to the hull due to unsteady water flow. The design reduces the potential for flow-induced vibration, ensuring greater crew comfort and reduced noise. Crew comfort was considered throughout all phases of the design process and is evident in the finished product. The superstructure is divided into two sections, one floating and one fixed. All living accommodations are located in the floating section which sits atop air bellow vibration isolators designed to minimize noise and vibration transmission from the operating machinery.



“The floating house, along with strict attention to detail related to the installation of the joiner system, has resulted in a vessel that is extremely quiet and comfortable for the crew during all operating ranges,” said Mike Stone of Canal Barge Company. *“It’s always gratifying to deliver another new vessel to a long-term and valued customer,”* said Conrad Shipyard Chairman and CEO Johnny Conrad. *“The craftsmanship that went into the design and construction of this modern towboat is a testament to our shipbuilding team and their unwavering commitment to quality in every detail. We value Canal Barge as a longstanding customer and are grateful for their continued confidence in Conrad Shipyard.”* *“We are excited to bring online this new state-of-the-art towing vessel, which is the first 6,000HP EMD of its kind on the inland waterways,”* said H. Merritt Lane, III, President and CEO of Canal Barge Company. *“CBC has always understood the importance of long-term relationships, including with our vendors. We are pleased with the partnerships we have built and fostered throughout this project, and Conrad Shipyard’s workmanship, in particular, has been extraordinary. The ‘Heavy Lane’ will clearly be the flagship of our growing towboat fleet.”*

Marcon International, Inc.

Inland Push Boat Market Report – May 2020



Vane Brothers, a premier marine transportation provider on the U.S. East, West and Gulf Coasts, has taken delivery of the “Annapolis”, which is the second of four 3,000 horsepower Salisbury Class push tugs being built by **Chesapeake Shipbuilding Shipbuilders and Naval Architects** in Salisbury, Maryland. The “Annapolis” has a design that is identical to the tug Salisbury, delivered in 2019. With a length of 94 feet, width of 34 feet, molded depth of 10.5 feet, and working draft of 8.5 feet, each vessel in the Subchapter M-compliant Salisbury Class of push tugs is especially well-suited for operations along inland waterways. According to Vane Brothers President C. Duff

Hughes, “Vane Brothers continues to invest in thoughtfully crafted tugboats and barges that operate to the highest standards demanded by our customers. These purpose-built vessels maximize efficiency in their defined markets while meeting strict, Coast Guard-enforced Subchapter M safety requirements.” To create the Salisbury Class design, Chesapeake Naval Architect John Womack worked in close collaboration with Vane Brothers Port Captain Jim Demske, who has overseen construction of nearly 50 tugboats for Vane over the last two decades. “The ‘Annapolis’, like the ‘Salisbury’ before her, is an extremely robust inland pusher,” says Demske. “With a solid and sturdy design that delivers unsurpassed performance and safety, Vane Brothers’ crew-friendly Salisbury Class tugs can work efficiently and handle well in both shallow draft areas and open water environments.” The tugs are spacious and quiet, and feature eight separate heating and air-conditioning systems that operate independently throughout the vessels. This enhances crew comfort in addition to augmenting firecontainment capability in case of emergency. The “Annapolis” runs on two Caterpillar 3512 Tier 3, 1,500HP engines. A roomy, beautifully appointed and functionally enhanced pilothouse features both Simrad and Furuno electronics, as well as dual Rose Point electronic charting systems. The tug is named for the capital city of Maryland, which is also home of the U.S. Naval Academy. Vane Brothers has been headquartered in Maryland since 1898.



On October 21st, 2019, second patch of one unit of pusher, named “Yick Tug 201” (pictured left), which belongs to engineering vessels for **Guinea AI-project**, was smoothly sailing from the **Jiangsu Zhenjiang Shipyard**. On December 9th, 2019, third patch of one unit of pusher, named “Yick Tug 202” (pictured right), which also belongs to engineering vessels for Guinea AI-project, was smoothly sailing. These ships have a length of 37m, a width of

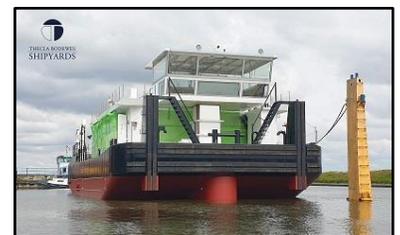


14.4m, a depth of 5.1m, a designed draft of 3.7m, a speed of 11.67kn, and a towing force of 42.1mt. On April 18, 2020, fifth patch



of two unit of boats, named “Yick Tug 204” and “Yick Tug 205” (pictured bottom left), which belongs to engineering vessels for Guinea AI-project, were smoothly sailing. The total length of the pusher is 37m, type width of 14.4m, type depth of 5.1m, design draft of 3.7m, the speed of “Yick Tug 204” is 11.85kn, bollard towing force of 41.9mt, and the speed of “Yick Tug 205” is 11.82kn, bollard towing force of 41.8mt. All four pushers have 1,037 gross tonnage, approximately 440dwt, and are driven by two Yanmar 6EY22AW main engines totaling 3,616HP at 900RPM with 2 – 240kW 440V AC auxiliary generators. The articulated pusher tugs are classed China Classification Society with *CSA Articulated Connection PB Combination-Pusher/Tug In-Water Survey, R2 notations.

15th May, the shallow water pusher “Tenacious” was launched at **Thecla Bodewes Shipyards** in Kampen. “Tenacious”, with yard number 351, is the second pusher TB Shipyards builds in Kampen for its French client **Compagnie Fluviale de Transport (CFT)**. After the successful delivery of sister ship “Ambitious” in February last year, CFT quickly decided to have another KP1250 Pusher built in Kampen. Due to the shallow draft of up to 1.5m, the KP1250 Pusher is particularly suitable for shallow waters and the increasingly frequent low water periods on the rivers, making the KP1250 Pusher an excellent fit for the fleet of client CFT, which is the market leader in river transport in France and expanding its fleet to the Danube. After the launch, the pusher is moored at the quay in Kampen, where the ship will be put into operation and prepared for the sea trials. “Tenacious” will be delivered to CFT at the end of June. The relationship between CFT and the Thecla Bodewes yards has lasted more than 15 years in which the shipyard has been able to build various types of ships for the Rhône and the Seine, from LPG to mineral oils and now these pushers for the Danube. The ship “Tenacious” is the first of 6 pushers that the Thecla Bodewes Shipyards Group has currently under construction at the shipyard in Kampen and at Barkmeijer Shipyards in Stroobos. These pushers are built for French, German and Dutch clients and will be completed in 2020-2021.



Marcon International, Inc.

Inland Push Boat Market Report – May 2020

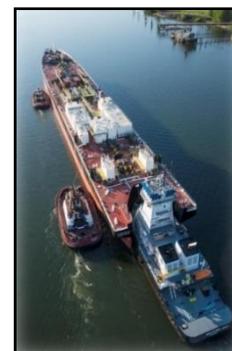
Company News



Kirby Corporation of Houston, Texas' net loss attributable to Kirby for the first quarter ended March 31, 2020 of (\$248.5) million, or (\$4.15) per share, compared with earnings of \$44.3 million or \$0.74 per share for the 2019 first quarter. Excluding one-time items in the 2020 first quarter, net earnings attributable to Kirby were \$35.3 million or \$0.59 per share. Consolidated revenues for the 2020 first quarter were \$643.9 million compared with \$744.6 million reported for the 2019 first quarter. As of March 31, 2020, Kirby operated 1,157 inland tank barges, 357 inland river pushboats, 49 coastal tank barges, four offshore dry-bulk cargo barges and 47 tugboats.

David Grzebinski, Kirby's President and Chief Executive Officer, commented, "... Kirby started the year with improving market conditions in our marine businesses and stable conditions in distribution and services. Most of the first quarter was solid, but as the COVID-19 crisis deepened and energy prices collapsed, business activity levels declined in distribution and services. Although there are many unknowns and business levels are expected to decline for a period of time, Kirby has ample liquidity, and we expect meaningful free cash flow in 2020. As such, we remain confident that Kirby is well positioned to overcome the current economic challenges while remaining focused on safety and serving our customers. In the first quarter in marine transportation, despite poor seasonal operating conditions, our inland marine business had strong activity with elevated demand, high barge utilization levels, and increased pricing for both spot and term contracts. Similarly, tight market conditions in coastal resulted in good barge utilization and improved spot and term contract pricing. Since the onset of the COVID-19 pandemic, marine activity has remained relatively strong with many customers using incremental barges to ready their supply chains, store products, and relocate inventories. However, with many refineries and some chemical plants curtailing production in response to lower consumer demand, our barge utilization levels started to decline in mid-April."

Marine Transportation - Marine transportation revenues for the 2020 first quarter were \$403.3 million compared with \$368.1 million for the 2019 first quarter. Operating income for the 2020 first quarter was \$50.7 million compared with \$35.4 million for the 2019 first quarter. Operating margin for the 2020 first quarter was 12.6% compared with 9.6% for the 2019 first quarter. In the **inland market**, average barge utilization was in the low to mid-90% range during the quarter. Operating conditions were unfavorable due to poor weather conditions, including fog and wind along the Gulf Coast and flooding on the Mississippi River, as well as lock closures on key waterways. These conditions resulted in 4,490 delay days which were similar to the record 4,613 delay days in the 2019 first quarter. Spot market and term contract pricing improved during the quarter, with spot rates increasing in the mid-single digit range sequentially and year-over-year. Average term contract pricing on expiring contracts increased in the low-single digits. Revenues in the inland market increased 13% compared to the 2019 first quarter primarily due to the contribution from the Cenac acquisition and improved pricing. In the **coastal market**, barge utilization rates were in the low to mid-80% range during the 2020 first quarter. Compared to the 2019 first quarter, spot market and term contract pricing was approximately 10% to 15% higher. Revenues in the coastal market were similar to the 2019 first quarter with the impact of higher pricing being offset by planned shipyard days on large capacity vessels.



Commenting on the 2020 full year outlook, Mr. Grzebinski said, "As a result of the COVID-19 pandemic and many unknowns surrounding the depth of the global recession and the potential impact on future demand, we are withdrawing our full year earnings guidance.... In **inland marine**, as a result of the mounting headwinds associated with COVID-19 and reduced consumer demand for petrochemicals, crude oil, and refined products, activity and barge utilization levels have declined to levels around 90% in recent weeks. With refineries and petrochemical plants reducing utilization rates to align with declining demand, Kirby expects low volume levels to persist until economic activity resumes. However, the long-term nature of many of our inland term contracts and the flexibility of barging in the evolving and complex U.S. supply chain will help to insulate some of the decline in business activity. Opportunities for storage, product relocations, and upcoming lock maintenance projects will also help to mitigate lower demand. Also, the integration of the newly acquired Savage Inland Marine fleet is going well and the expected synergies are occurring. In the **coastal market**, although approximately 85% of revenues are under term contracts, quarterly revenues and barge utilization are expected to decline in the near-term as a result of COVID-19. During the second quarter, Kirby's barge utilization has experienced a slight softening, particularly related to spot moves of refined products as customer refinery runs and demand have declined. Additionally, labor constraints in the shipyard industry as a result of the pandemic have resulted in delays and extended shipyards for several of Kirby's large capacity vessels. As previously announced, Kirby's retirement of four aging coastal barges, as well as anticipated activity reductions in the coal transportation business will have an impact on the full year."

Marcon International, Inc.

Inland Push Boat Market Report – May 2020



Kirby Corporation announced on April 2, 2020 that it completed the acquisition of **Savage Inland Marine's (Savage) inland barge fleet**. Savage is an operator of tank barges and towboats participating in the inland tank barge transportation industry in the United States. The total consideration paid was approximately \$278 million and was financed with additional borrowings. Savage's tank barge fleet consists of 90 inland tank barges with approximately 2.5 million barrels of capacity and 46 inland towboats. Savage primarily moves petrochemicals, refined products, and crude oil on the lower Mississippi River, its tributaries, and the Gulf Intracoastal Waterway. Savage also operates a significant ship bunkering business as well as

barge fleet services along the Gulf Coast. Savage's customers include large midstream and global integrated oil companies, many of which are current Kirby customers for inland tank barge services.

SEACOR Holdings Inc. announced its results for its first quarter ended March 31, 2020 with net income attributable to Seacor Holdings was \$1.5 million, compared to first quarter 2019's \$7.7 million net income. Operating loss was \$0.1 million compared to operating income of \$19.0 million for the prior year quarter. The current quarter included a \$12.7 million income tax benefit as a result of the passage of the Coronavirus Aid, Relief, and Economic Security Act and included net foreign currency losses of \$3.6 million primarily due to the depreciation of the Colombian peso relative to the U.S. dollar.



Charles Fabrikant, Executive Chairman, commented on the quarter's results as follows: *"...The COVID-19 pandemic had a limited impact on our first quarter financial performance. Our diversified services dampened, and, hopefully, will continue to mitigate for us the severe economic fallout of COVID-19 on the economy. SEA-Vista, our Jones Act tanker business, benefits from charters that extend through the first quarter of 2021 and beyond. SCF's barges continue to move grain on the inland waterways and its terminals transfer agricultural and industrial essentials. Our Granite City, Illinois based oil storage facility is fully utilized for the first time in many months. Our harbor tugs continue docking ships with inbound goods and exports. Two of our service lines, SEACOR Island Lines, our liner and logistics support for the Bahamas and Caribbean, and Waterman Steamship, our Government Services group, have in the recent weeks experienced weaker demand. The Bahamas, like the U.S. has a "shelter in place" order in effect and in April the U.S. military instituted a moratorium on movements of cargo handled by vessels such as ours. I am quite pleased with our first quarter results. The primary cause for the large swing in cash earnings relates to performing periodic, heavy maintenance for some of our vessels and a falloff in revenues related to Witt-O'Brien's engagement in the U.S. Virgin Islands.... As a result of the passage of the CARES Act, we can carryback net operating tax losses from 2019 to recoup \$32 million of cash. This will boost SEACOR's already strong levels of liquidity."*



Inland Transportation & Logistics Services - Operating income and OIBDA were \$1.0 million and \$7.2 million in the current year quarter compared with \$2.7 million and \$8.4 million, respectively. The 4% Y-O-Y decline in U.S. grain exports through the Gulf of Mexico reduced demand for barge freight and activity levels at the Company's terminals on the Mississippi and Illinois Rivers. The primary culprits were the China trade war,

U.S. government farm subsidy programs which were a disincentive to exports, and competition from South America as a result of a stronger U.S. dollar. As of March 31, 2020, the Inland Transportation & Logistics Services' fleet was comprised of 1,407 dry-cargo barges, 20 liquid tank barges, five specialty barges, 25 towboats and 21 harbor boats.

Capital Commitments - Seacor's capital commitments as of March 31, 2020 were \$61.0 million and included four U.S.-flag harbor tugs, SEACOR's interest in two foreign-flag rail ferries, six inland river dry-cargo barges, two inland river towboats, other equipment and vessel and terminal improvements. Subsequent to March 31, 2020, SEACOR committed to purchase other property and equipment for \$1.1 million.

Equipment Acquisitions & Dispositions - During the three months ended March 31, 2020, capital expenditures were \$6.4 million and primarily related to the construction of harbor tugs and the purchase of machinery and equipment. During the three months ended March 31, 2020, SEACOR sold equipment for net proceeds of \$0.1 million and gains of \$0.1 million. In addition, SEACOR recognized previously deferred gains of \$0.3 million.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020



Genesis Energy, L.P. reported its results for the first quarter ended March 31, 2020. Net income attributable to Genesis Energy of \$24.9 million for the first quarter of 2020 compared to Net Income Attributable to Genesis Energy, L.P. of \$16.0 million for the same period in 2019. In addition to both on and offshore pipelines & refinery services, Genesis operates 82 “brown water” barges and 33 inland river pushboats with a total capacity of abt. 2.3m BBL. Offshore marine “blue water” operations include nine boats and nine coastwise barges (abt. 0.9m BBL capacity), plus the 330,000BBL capacity ocean-going tanker “American Phoenix”.

Grant Sims, CEO, said, “For the quarter, our diversified businesses delivered financial results consistent with, if not slightly greater than, our expectations. The results were positively driven by solid pipeline volumes out of the Gulf of Mexico, strong crude-by-rail volumes out of Canada and robust demand for marine transportation across our different classes of assets. During the quarter, however, we began to recognize the prospective challenges from two exogenous events. While we are not directly impacted by the price of crude oil, when the OPEC Plus deal fell apart around March 1, the differential between Canadian barrels at their source and the Gulf Coast collapsed, making crude-by-rail out of Canada uneconomic. Volumes have gone to zero as of April 1, and we would expect them to remain so for the rest of the year. We do have certain protections to the downside in terms of minimum take-or-pay volumes, but we expect to experience some \$15-\$20 million less in terms of reported margin than what we would have otherwise expected for the remainder of 2020. Of more significance to us, and what should be to virtually every other energy/industrial company, is the across the board demand destruction resulting from shutting down substantial economic activity worldwide as we deal with COVID-19. This demand destruction will, in our opinion, significantly pressure crude prices worldwide for an extended period of time, notwithstanding the apparent production cuts that are scheduled to occur. It will also pressure the demand for finished products for which soda ash and sodium hydrosulfide are building blocks. We expect volumes out of the Gulf of Mexico to remain strong and growing through this year and in the years to come. We currently do not know of or expect any significant production that flows on our systems to be intentionally shut in due to the current crude oil price environment. While certain new projects that have yet to be sanctioned might be delayed under the current circumstances, we see little risk to the completion of, or significant delays, in the contracted and known/sanctioned projects in progress like Atlantis Phase 3, Argos and King’s Quay that will flow exclusively through our pipelines for decades to come.”

Marine transportation Segment Margin for the 2020 Quarter increased \$6.1 million, or 47%, from the 2019 Quarter. During the 2020 Quarter, in Genesis’ offshore barge operation, it benefited from the continual improving rates in the spot and short term markets along with reported utilization level of 99.4%. In its inland business, Genesis continued to see increased day rates throughout the period which more than offset the slightly lower utilization reported. Genesis has continued to enter into short term contracts (less than a year) in both the inland and offshore markets because it believes the day rates currently being offered by the market have yet to fully recover from their cyclical lows.



Offshore pipeline transportation Segment Margin for the 2020 Quarter increased \$8.9 million, or 12%, from the 2019 Quarter, primarily due to higher volumes on Genesis’ crude oil pipeline systems. These increased volumes are primarily the result of first oil flow from the Buckskin and Hadrian North production fields during the second quarter of 2019, both of which are fully dedicated to its SEKCO pipeline, and further downstream, Genesis’ Poseidon oil pipeline system. Additionally, during the second half of 2019, Genesis entered into agreements to move sixty thousand barrels per day on either CHOPS or Poseidon that are delivered to it by a third-party pipeline that has insufficient capacity. These agreements contain ship-or-pay provisions, have terms as long as five years and required no additional capital on Genesis’ part.

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

American Commercial Barge Line Holding Corp. (together with certain of its affiliates, "ACBL"), as successor to American Commercial Lines Inc., April 30th, 2020 announced that it has successfully completed its recapitalization and emerged from Chapter 11. ACBL is moving forward as an inland barge transportation leader and continuing to provide customers with safe, reliable and competitive solutions. With \$200 million in new equity capital and having reduced its funded debt by approximately \$1 billion, ACBL has a strong financial foundation to support investments in future growth initiatives. *"Today is in an important day for our Company, our team members, our customers and our business partners,"* said Mark Knoy, President and Chief Executive Officer of ACBL. *"Having quickly completed our recapitalization, we are a stronger Company with the financial flexibility to build on our decades-long legacy of industry leadership. Looking ahead, we will be able to devote our available resources to competing in today's market. We look forward to continuing to provide the safest, most cost-effective and environmentally friendly barge transportation solutions for many years to come."* *"On behalf of all of us at ACBL, I'd like to thank our customers, vendors, and other business partners for their support throughout this process,"* Mr. Knoy continued. *"I am also deeply grateful to our dedicated teammates for their hard work and unwavering commitment to working safely. They will continue to be the ultimate drivers of our success as we continue meeting the evolving needs of our customers."* Milbank LLP served as the Company's legal counsel, Greenhill & Co. served as its financial advisor and Alvarez & Marsal North America, LLC. served as restructuring advisor.



Featured Listings for Sale Direct from Owners

Marcon currently has 114 inland river pushboats, hopper barges and tank barges for sale worldwide, of which 27 are non-U.S. and 87 U.S. flag, plus numerous other vessels and barge not officially on the market which may develop on a private & confidential basis.

File: TP16070 Push Boat: 70.0' loa x 26.0' beam x 7.0' depth. Built in 1971 by Inland Marine Const.; Evansville. U.S. flag. GRT: 150. Main Engines: 2 x CAT 3508 **total 1,600BHP**. Repowered 2002. Inland river pushboat. Retractable wheelhouse. **U.S. Midwest.**



File: TP14559 Push Boat: 59.0' loa x 19.5' beam x 8.2' depth. Built in 1990 by Aiple Marine; Stillwater, MN. Rebuilt: 2002. U.S. flag. GRT: 77. Main Engines: 2 x CAT D348 **total 1,450BHP**. Last Overhauled: 2002. 2 - FP prop(s). Rebuilt 01/2002 by Alsem Industries. Genset(s): 2 - 40kW / GM3-71 (overhauled 2002). Quarters: 8. Galley. Totally rebuilt in 2002. Rewired. Upper Pilot house. Height of eye = 40'. **U.S. Gulf Coast. Prompt.**

File: TP13055 Push Boat: 55.0' loa x 22.0' beam x 7.5' depth x **6.00' loaded draft**. **Built in 2013** by Tell City Boat Works; Tell City, IN. U.S. flag. GRT: 60. Class: U.S. Coast Guard Uninspected. Winch: 2 - Nabrico deck winches. Main Engines: 2 x Cummins QSK19 **total 1,320BHP**. Last Overhauled: Apr. 2019. 2 - 52"x46" 4-blade stainless prop(s). **Tier 3, rebuilt April 2019**. Genset(s): 2 - 40kW / John Deere, 120/208vAC 60Hz. AirCon. Inland river pushboat **fitted out for day service**. Highest fixed point 38.0'. Twin push knees forward. Complete electronics package. Keel coolers. 2 - steering and **4 - flanking rudders**. Price on request. **U.S. Northeast. Prompt.**



File: TP12104 Push Boat: 58.0' loa x 28.0' beam x 7.0' depth x **5.00' loaded draft**. **Built in 2016** by Diversified Marine; Bourg, LA. U.S. flag. Class: U.S. Coast Guard Uninspected. FO: 10,000g. FW: 1,500g. BW: 2,250g. Winch: 2 - 20T / Patterson deck winches. Main Engines: 2 x CAT C-18 **total 1,200BHP**. 2 - 52" 4-blade stainless FP prop(s) on 5" shaft(s). **Tier 3**. Genset(s): 2 - 40kW / Kubota. Firefighting: 1 - FiFi monitor. AirCon. Inland river pushboat **fitted out for day service**. Twin push knees forward. 2 - steering and **5 flanking rudders**. Complete electronics package. Price on request. **U.S. Northeast. Prompt.**

Marcon International, Inc.

Inland Push Boat Market Report – May 2020

File: TP12103 Push Boat: 58.0' loa x 28.0' beam x 7.0' depth x **5.00' loaded draft**. Built in 2014 by Diversified Marine; Bourg, LA. U.S. flag. GRT: 76. Class: U.S. Coast Guard Uninspected. Winch: 2 - 20T Patterson deck winches. Main Engines: 2 x CAT C-18 **total 1,200BHP**. 2 - 56"x54" 4-blade stainless prop(s) on 5" shaft(s). PME / SME engine hours: abt. 16,550 each; **Tier 3**. Genset(s): 2 - 40kW / Kubota. Firefighting: 1 - FiFi Monitor. AirCon. Inland river pushboat **fitted out for day service**, with twin push knees forward. 2 steering and **4 flanking rudders**. Complete electronics package. Price on request. **U.S. Northeast. Prompt.**



File: TP12073 Push Boat: 73.6' loa x 21.0' beam x 5.0' depth x **5.50' loaded draft**. Built in 1954 by Higgins, Inc.; New Orleans, LA. Rebuilt: 2004. U.S. flag. GRT: 67. FO: 5,000g. FW: 2,000g. Derrick/A-Frame: A-Frame Forward. Winch: 1 - Pullmaster H-50. Main Engines: 2 x Cummins M32QT01 **total 1,320BHP**. **2 - 49" Aquamaster 500/2000 prop(s)**. Repowered 2008 with Tier II diesels. Z-Pellers are open wheel. Genset(s): 1 - 40kW / Northern Lights; 1 - 28kW / John Deere 208vAC 60Hz. Galley. Converted LCM-8. Push knees forward. 25' height of eye. 27' x 14.8' well deck forward of house, with 25LT of deck capacity and bow ramp. Anchor-handling capabilities. Good marine construction support vessel. Available for inspection out of water. Z-pellers can be changed out by lifting up through the deck while vessel is in the water. **U.S. West Coast. Prompt.**

File: TP10021 Push Boat: 64.0' loa x 22.0' beam x 8.8' depth. Built in 1966. U.S. flag. GRT: 108. FO: 10,000g. FW: 600g. Main Engines: 2 x CAT 3412B **total 1,000BHP**. Genset(s): 1 - John Deere 4045DFM70B. Galley. **Triple deck inland river push boat. U.S. Gulf Coast.**



File: TP07065 Push Boat: 65.0' loa x 18.0' beam x 6.0' depth x **5.20' loaded draft**. Built in 1971 by South Shore Marine Shipyard; Holland, MI. U.S. flag. GRT: 65. Main Engines: 2 x Cummins N14 **total 700BHP**. Inland river pushboat. Retractable wheelhouse. Highest fixed point 15.6'. **U.S. Midwest.**

File: HB19552 Double Hull Hopper Barge – Inland (Two Available): 195.1' loa x 52.6' beam x 11.00' loaded draft. Built in 2013 by Punta Alvear Yard - Ultrapetrol. Foreign flag. Class: RINA Class barge bulk cargo - inland waterways. **Dwt: 2,500mt. Hold Capacity: 3,690m3**. 1 hold. 2 units available. **Steel built dry cargo barge rake type**. Height of coaming 1.829mt; Height of double bottom 530mm; Space between frames 740mm; Hold dimensions 54.462mt (178.6') x 14.00mt (45.9') x 4.944mt (16.2'). For more detail including price guidance, contact Marcon. **South America.**



File: HB19354 Hopper Barge – Inland (Up to 12 Available): 193.7' loa x 54.4' beam x 12.0' depth. Built in 2007 by CIE; Paraguay. Foreign flag. Class: NKK NS RS BD HIDROVIA. Built under BV. **Dwt: 2,595mt. Hold Capacity: 3,700m3**. Twelve steel-built dry cargo barge rake and box type barges built between 2007 and 2009. No covers. **South America.**

