# THE NEW STANDARD OF EXCELLENCE THE GREAT LAKES GROUP







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# **OVERVIEW**

The Great Lakes Group is a full-service marine transportation organization made up of a "Group" of diversified marine-related companies operating on the Great Lakes; the East, Gulf, and West Coasts of the United States; as well as Puerto Rico, the islands of the Caribbean, and internationally. The Group includes:

- The Great Lakes Towing Company
- · Great Lakes Shipyard
- Puerto Rico Towing & Barge Co.
- Tugz International LLC
- Admiral Towing & Barge Company
- Soo Linehandling Services, Inc.
- Wind Logistics Inc.

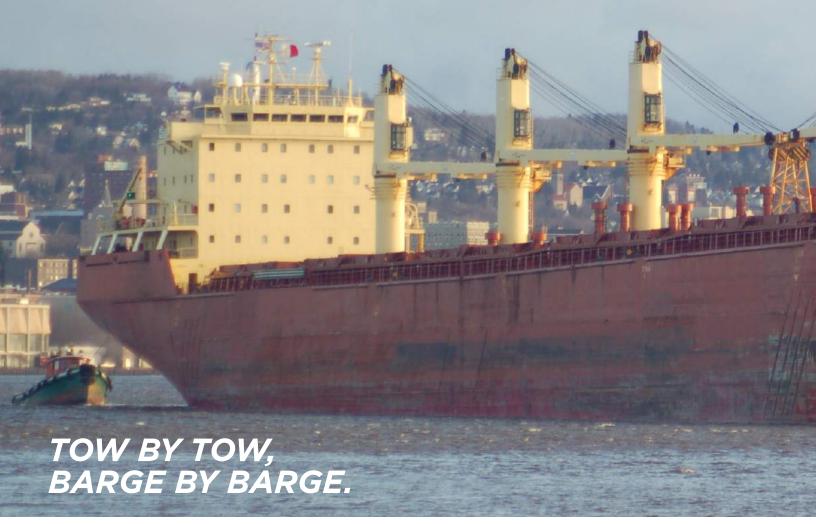
Now celebrating its 115th year in continuous business, we sincerely believe that we have built our reputation job by job, boat by boat, barge by barge, and tow by tow; and we intend to continue to do so.

Honesty, Loyalty, and Hard Work are core values of The Great Lakes Group. Our success is measured based on your success and confidence in us. This is why we continually evaluate and improve the level of quality and safety based on your satisfaction and how well your needs have been met.





# THE GREAT LAKES TOWING COMPANY



The Great Lakes Towing Company, popularly called "The Towing Company," operates the largest and most experienced U.S.-flag tugboat fleet engaged in harbor assist and towing operations on the Great Lakes. The Towing Company is a significant marine operations link in North America's U.S. Great Lakes-Saint Lawrence Seaway marine transportation network –the fourth seacoast of the United States, an operating area that extends over 8,300 miles of shoreline, encompassing a water surface area of roughly 100,000 square miles.



# **SERVICES**

- Towing & Ship Assist
- Cargo Transporation, Barging & Logistics
- Ice Breaking
- Emergency Assitance
- Chartering



Great Lakes Shipyard is a full-service shipyard for new vessel and barge construction, fabrication, maintenance, and repairs in a state-of-the-art facility that includes a 770-ton mobile Travelift and a 300-ton floating drydock. The newly constructed shipyard facility is located in the Old River Channel on the Cuyahoga River in Cleveland, Ohio with a water front of approximately 2,000 lineal feet. An additional 3,800 lineal feet of water front is available on the Cuyahoga River. The major competitive edge of Great Lakes Shipyard is the prompt, high quality, and cost effective products and services.



### **SERVICES**

- Custom Fabrication & Repairs
- Winter Layup Work
- 5-Year Regulatory Surveys & Inspections
- Drydocking
- Electronics & Navigation Systems
- Blasting & Painting

- Conversions, Repowers & Refits
- Mobile Repairs
- 24/7/365 Emergency Repairs
- New Construction
- Rolls-Royce Marine Regional Service Center

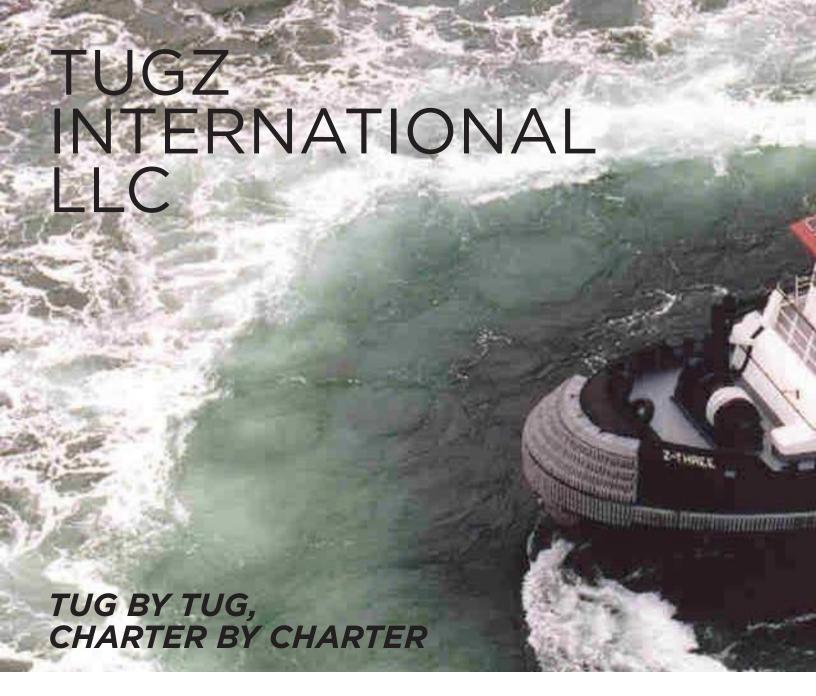


Puerto Rico Towing & Barge Co., headquartered in San Juan, Puerto Rico, provides marine transportation services including harbor assist, cargo transportation and emergency response services to commercial vessels and barges from its base in San Juan. The Company also provides marine transportation services between ports in Puerto Rico and, the Virgin Islands, other islands of the Caribbean, as well as the U.S. mainland. The Company is more commonly known as "PRT."



# **SERVICES**

- Towing & Ship Assist
- Cargo Transporation, Barging & Logistics
- Emergency Assitance
- Chartering



The Company's internationally known fleet of ocean-going tractor tugs, called "Z-Tugs" were designed as multi-purpose tugs that can accommodate an entire array of towing services including ship handling duties, salvage and rescue, fire fighting, oil response and recovery, icebreaking escort, and coastal and ocean towing of vessels and barges. The flexibility of the Z-Class and HandySize designs can accommodate the broadest range of job opportunities making the tugs ideal for use in almost any port maximizing their utilization and lowering costs. These high bollard-pull tugs were among the first accepted tractor tug designs in the United States and are the standard design for the U.S. Navy requirements and commercial tug industry.



# **SERVICES**

- Charter Operations
- Lease Operations
- New Construction by Great Lakes Shipyard
- Crewing
- Voyage Planning

Jensen Maritime Consultants, Inc., Seattle, WA, designed both the Z-Class and HandySize tugs for Tugz.





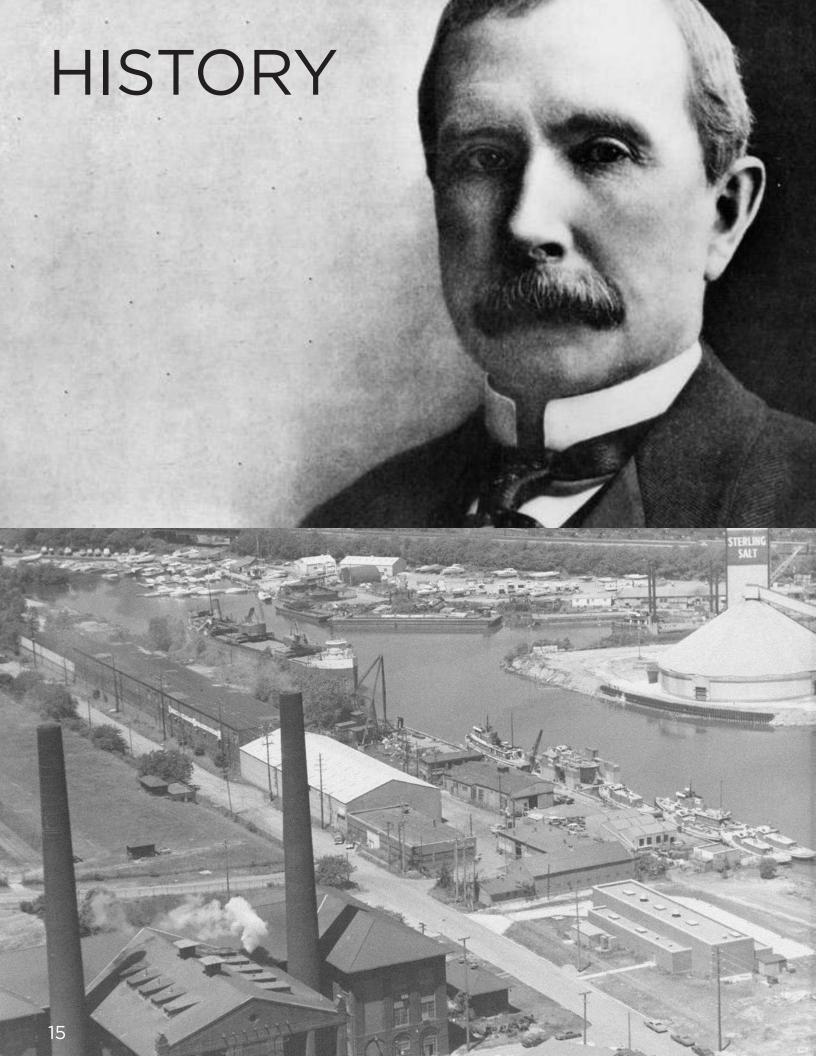
Soo Linehandling Services, Inc. provides linehandling assistance to vessels transiting the Soo Locks in Sault Ste. Marie, Michigan on the St. Mary's River, the only water connection between Lake Superior and the other Great Lakes. The Soo Locks are located in the St. Mary's Rapids, where the water falls approximately 21 feet from the level of Lake Superior to the level of the lower lakes. Vessels must transit the Soo Locks en route to the principal ports of Duluth, Minnesota and Thunder Bay, Ontario, and then again, outbound to the sea.



Oftentimes, linehandling services are ordered and coordinated with requirements for tugboat assistance provided by The Great Lakes Towing Company. The U.S. Army Corps of Engineers' regulations also require tugboat assistance for transiting vessels under certain conditions due to close quarters, slow speed maneuvering, and for vessels not equipped with bow and stern thrusters. Vessels equipped with bow thrusters and friction winches require two (2) linehandlers on the piers under normal weather conditions and three (3) under severe weather conditions. If a vessel is experiencing mechanical problems or extreme severe weather situations, the Lockmaster may require four (4) linehandlers on the pier for a vessel's transit.



**LEARN MORE** www.greatlakesgroup.com/soo



The Great Lakes Towing Company has played a major role in the maritime industry on the Great Lakes since its incorporation on July 7, 1899. The Company's founding shareholders comprised a veritable "Who's Who" of the nation's great industrialists of the day, including John D. Rockefeller, Jeptha H. Wade, and James R. Sinclair, among others. Popularly called "The Towing Company" for its entire 115-year history, the Company has been a significant marine operations link in one of the major economic lifelines of North America -- the fourth seacoast and the Great Lakes Seaway System. The Towing Company has continuously evolved to meet the changing demands of the agricultural, steel, and construction industries, and the needs of the ships and tug/ barge units which serve those industries. What is not so widely known is that "The Towing Company" is now a full-service marine transportation company - actually a "Group" of companies engaged in marine-related businesses operating on the East, Gulf, and West Coasts of the United States, as well as in Puerto Rico, in the islands of the Caribbean, and internationally.

Since its founding, the Company was headquartered in the Terminal Tower in Cleveland, Ohio until its move to its present location. The Company has always operated a Cleveland-based Shipyard. Originally on Jefferson Road in the Flats until the Great Cuyahoga River fire in 1952 when it moved to the present site in the Old River Bed, the Shipyard constructed many of its tugs and repaired all of the Towing Company's tugs and barges throughout its history. Later, in 1983, the Shipyard entered the commercial ship repair business, but the scope and volume of this business was restricted due to the physical size of the facility and the limited capacity of its equipment. To revitalize and expand its traditional maritime businesses, the Company decided to embark on a bold Expansion Project, read more on page 25. The Great Lakes Towing Company, through its development of its Shipyard and the formation of its subsidiary companies, found the way to continually adapt and improve its services to the needs of each new day. As The Great Lakes Group today stands upon the achievements of its historic past, it also faces the future as a challenge to be met with the full resources at its command.

# EXPANSION PROJECT



A recent Shipyard Expansion Project was envisaged to take advantage of Cleveland's central location on the Great Lakes; its great port and river; opportunities to expand our skilled manpower pool utilizing local schools and colleges; availability of underdeveloped and under-utilized land; and our conviction that by utilizing advanced technology, we could diversify and meet the competitive manufacturing challenges of the next century. Further, we found cooperative and encouraging Cleveland-Cuyahoga County Port Authority, State, County and City governments, and the U.S. Maritime Administration for our optimistic plan. Most of all, "we just believed in the future of Cleveland and the Great Lakes."



The Shipyard Expansion Project is a four PHASE project. PHASES I through III have now been completed with the installation of the Travelift at a total cost to date of \$11.345 million. This massive Expansion Project included:

- Land acquisition (totaling 7.26 acres with a potential additional 8.97 acres under environmental evaluation and contract totaling 16.23 acres)
- Environmental land remediation (from former Superfund site)
- Bulkheading (1,776 lineal ft.)
- Ground stabilization
- Construction of new headquarters building (7,768 sq. ft.)
- Construction of new indoor state-of-the-art shipyard facility (10,917 sq. ft.)
- Construction of a concrete reinforced slip
- Acquisition and installation of the 770-ton Travelift
- Construction of new 68 ft. tall temporary Shipyard facility (10,500 sq. ft.)



The Shipyard Expansion Project demonstrated the Company's commitment to foster economic development by retaining existing jobs and creating new jobs in the old fashioned way – by creating new business opportunities using technologically advanced tools and equipment. The first three PHASES of the expansion effort created economic growth and new career jobs at a time when nationwide, and especially in Ohio, employment and employment opportunities declined.

### PHASE IV: MORE JOB CREATION NOW UNDERWAY

"A More Ambitious Project - Year-Round Manufacturing - Creation of 100 Sustainable Marine Industry Career Jobs"

The interim PHASE IV project is now underway with the acquisition and installation of a temporary Engineering Annex Building and the acquisition and installation of a temporary industrial tensioned fabric building (an all-weather work space). With a current order book of \$29.5 million and extending through 2013, the new temporary facility is a necessary measure that allows work to be performed year round and assures that job creation is to be sustained while PHASE IV is in progress. The estimated cost of PHASE IV is \$10.535 million. It includes the acquisition and bulkheading of an additional 8.97 acres of contiguous land to the west of the current facility; acquisition and installation of a temporary Engineering Annex Building; acquisition and installation of a 10,500 sq. ft temporary industrial tensioned fabric building; and co struction of apermanent 68,000 sq. ft. shipyard building and manufacturing facility that will include major material handling and processing machinery typically found in state-of-the-art fabrication buildings. This shipyard building will also include classrooms, laboratories for engineering research, and design and job training facilities. The new 68,000 sq. ft. - 72' high, multi-purpose, all-weather, covered, and enclosed facility will occupy 2.0 acres of property just to the west of the Travelift slip and will permit year-round Shipyard production without concern for inclement weather. So large is the new covered facility that the Travelift will be able to enter the building with the vessel in the sling, and the building will be able to accommodate about 6-8 or more vessels of every sort at one time. Conceptual views of the to-be constructed all-weather production facility. Upon completion of PHASE IV, we anticipate that the completed Shipyard Expansion Project will have created 100 new sustainable career jobs and will contribute to increased regional economic growth and new business opportunities on land that was formally an underutilized Superfund site.



#### **ECONOMIC IMPACT**

"The Company has a long-standing policy of supporting Cleveland, the Northeast Ohio Area, and State of Ohio businesses. This policy has a substantial economic ripple effect to Ohio suppliers and vendors, to State, County, and City governments, and local communities."

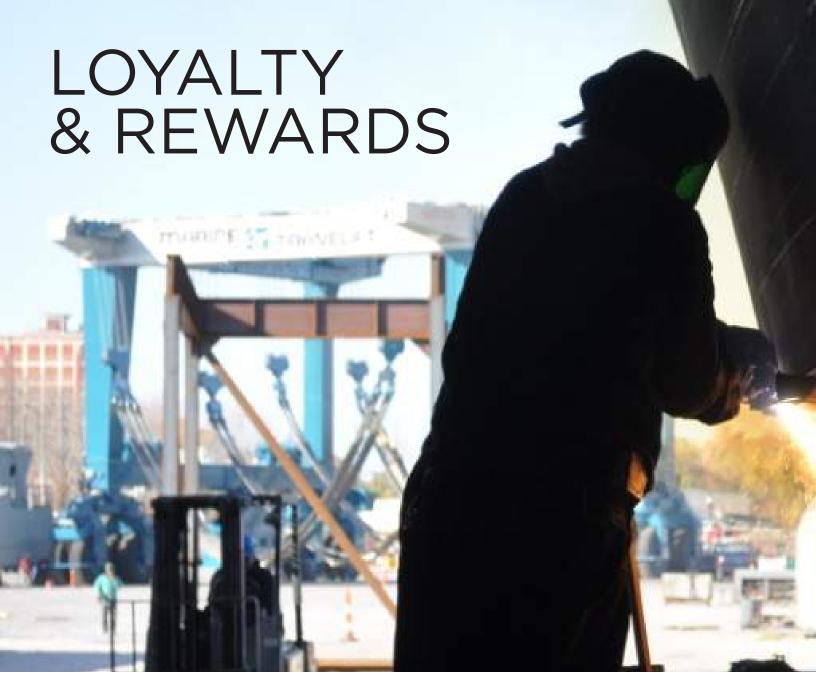
- The economic ripple effect to Ohio businesses is conservatively estimated at \$0.52 from every revenue \$1.00 the Company receives, excluding the additional positive effect of our \$6.63 million annual payroll in 2011.
- From a national view, the economic ripple effect to other businesses and communities is conservatively estimated at \$0.39 from every revenue \$1.00 the Company receives, excluding the additional positive effect of our \$8.51 million annual national payroll in 2011.

#### WIRE-NET MISSION BUILDER AWARD RECIPIENT

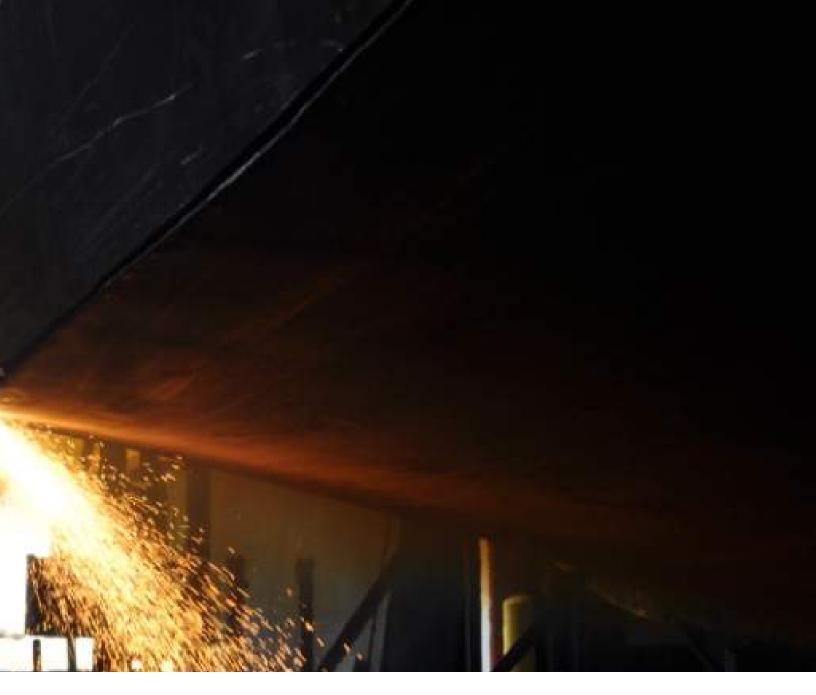
WIRE-Net selected The Great Lakes Towing Company and Great Lakes Shipyard to receive this year's Mission Builder Award, chosen for investing in Northeast Ohio through plant expansion, job creation, or new business growth. The Company was recognized at WIRE-Net's Mission Builder Awards during their 25th Anniversary Annual Meeting. WIRE-Net is a Cleveland, Ohio company whose mission is to strengthen manufacturing to create healthy communities and fuel economic growth by providing support for manufacturing improvement and human resource management, training and education.

# RECIPIENT OF TEAM NEO ECONOMIC DEVELOPMENT PLUS AWARD FOR ASSET CREATION

The Great Lakes Towing Company and its Shipyard were awarded the 2012 Team NEO Economic Development Plus Award for Asset Creation in recognition of their achievements with their \$11 million multiphase ShipyardExpansion Project. Team NEO (Northeast Ohio) is the regional office in Northeast Ohio for the state's JobsOhio business development program and stimulates job growth and economic development in the region. Team NEO offers marketing materials and tools to Northeast Ohio economic development organizations, communities, and businesses to increase regional opportunities.



In effort to continually improve the level of quality of our products and services, we launched a new Loyalty & Rewards Program on January 1, 2014 that allows your company to earn loyalty points for every dollar spent on towing and shipyard services. These loyalty points can be redeemed for credits and discounts on scheduled Shipyard work.



# THE NEW LOYALTY & REWARDS PROGRAM IS:

- **Convenient:** Automatic enrollment through your Full-Service Lakes-Wide Harbor Assist and Towing Contract
- Cost Effective: Bundling towing and shipyard services saves money
- 24/7/365: Access to towing and shipyard services



Puerto Rico Towing & Barge Co. is presently concluding a long-term Lease with the Puerto Rico Ports Authority to reactivate the former Navy drydock and to establish a new shipyard at Pier 15, Isla Grande, San Juan. The Lease and Contract are expected to be executed early 2014. The Company will form a new entity called Puerto Rico Shipyard & Drydock. The new Shipyard and reconstructed Drydock will service and repair both commercial and government vessels homeported in Puerto Rico and will also perform repair and maintenance services to other foreign and domestic vessels utilizing the ports or transiting the region. Ironically, the lack of any commercial drydock facility in Puerto Rico has created several shipyards in the Caribbean, particularly in the Dominican Republic. Puerto Rico-based commercial operators must repair their vessels either in the Dominican Republic shipyards or in a US mainland shipyard; a very costly and time consuming process.



US government vessels, such as the US Coast Guard, however, must, under federal law, perform repairs in a US shipyard and therefore cannot repair their vessels in the Dominican Republic. These government vessels must return to the US mainland for repairs. The new Shipyard & Drydock will allow commercial and government vessels to repair locally.

# FUTURE PROJECTS

# WIND ENERGY

The Great Lakes Group envisions involvement in new marine manufacturing and near and offshore wind business opportunities. The Company is participating with Lake Erie Energy Development Corporation (LEEDCo) and Siemens in the development of an offshore wind project plan, "Icebreaker." LEEDCo has named The Great Lakes Towing Company as the Operation & Maintenance Site. As one of the project's supply chain development partners, the Company plans on using its marine expertise in installation, operations, and maintenance of the wind turbine farm and the design and development of offshore deployment vessels during and after construction.



The plan includes the construction of six turbines in an 18-megawatt pilot wind farm seven miles offshore in Lake Erie. The towers will be fabricated in 2016, and construction is planned for the Spring of 2017. The Company also plans on participating with the Case Western Reserve University's Wind Energy and Control Systems Center for monitoring, maintaining, training personnel, and operating wind turbines; all key to develop new research and experimentation to reduce the current cost of wind turbines and ultimately the cost of wind energy by improving their efficiency and availability. The results of the research and experimentation will also be used to obtain data for future offshore wind farm developers on the other Great Lakes.

# FUTURE PROJECTS

## NATURAL GAS TUG

The Great Lakes Group has entered discussions with Rolls-Royce and Jensen Maritime Consultants to employ Rolls-Royce's new engine and propulsion systems for Liquid Natural Gas (LNG) power tugs. Rolls-Royce recently announced that two gas-powered systems have been sold for two new tugs for use off the Norwegian coast. The Great Lakes Group is interested in building new tugs with gas powered systems for the Great Lakes and other regions as well.







**LEARN MORE** www.greatlakesgroup.com/jensen

# ENVIRONMENT & SUSTAINABILITY

### A COMMITMENT TO THE ENVIRONMENT AND SAFETY

The Great Lakes Group and its affiliated companies are committed to policies and new equipment that support a sustainable environment. As a signal to all, at our new Cleveland Headquarters, Great Lakes Shipyard facilities fly a new environmental flag. The so-called "Great Lakes Green Flag" which was specifically designed for our companies features the Cuyahoga River, Lake Erie, and the "green" environs of nearby Wendy Park. The new vessels and equipment we construct or repair minimize their environmental impact through use of advanced diesel engines and associated equipment which are specifically designed to reduce air emissions and other environmental toxins. Recyclable materials are also used in the construction and procurement processes wherever possible.

The land now utilized by Great Lakes Shipyard is located on the site of the old American Shipbuilding Corporation shipyard operated in the early 1900s with 100+-year old buildings and structures. The site was first identified as one of the top six national "superfund" sites, then remediated to a "Brownfield" site, and now, with our further remediation, it has now been restored for industrial use and designated as "No Further Action," the highest standard. Made possible by a Clean Ohio Remediation Fund Grant from the State of Ohio and a Brownfield Redevelopment Loan from Cuyahoga County, the redevelopment of this substantial waterfront property into a productive shipyard work place is quite an accomplishment in restoring the extensive underdeveloped land in our region to productive use after being idled for many decades.

Our new headquarters, the shipyard facilities, and the Travelift incorporate many sustainable design elements and construction practices that significantly reduce the negative impact of industry on the environment through the incorporation of "GREEN" technology in their designs. The host of "GREEN" initiatives include a stringent

Storm Water Pollution Prevention Plan; bulkheading; a new sanitary system; rapidly deployable waterfront containment systems; a bioretention basin and filtration system for removing sediments in water run-off which replenishes the underground aquifer; use of recycled and recyclable materials; construction waste management; indoor air quality management; daylighting and tinted glass; photo light sensors to conserve energy; silver roofing for reflectivity; and substantial landscaping. Mindful of post 911 homeland security requirements and being co-located with the City of Cleveland's Garrett A. Morgan Water Plant, the new facilities incorporate dock and property outdoor lighting, security fencing, motion detectors, card swipes, remote cameras, and 24- hour monitoring that includes fire detection and security alarm systems.

The Great Lakes Group envisions creating new career jobs by creating new marine manufacturing and near and offshore wind business opportunities. The new PHASE IV facility will be suitable for offshore and near-off shore wind farm and carbon fiber manufacturing, support operations and training. Incorporated into the design of the new facilities are new office and warehouse facilities to be used to support the Case Western Reserve University's Wind Energy and Control Systems Center for monitoring, maintaining, training personnel, and operating wind turbines; all key to develop new research and experimentation to reduce the current cost of wind turbines and ultimately the cost of wind energy by improving their efficiency and availability. The results of the research and experimentation will also be used to obtain data for future Lake Erie offshore wind farm developers for training and the design and development of offshore deployment vessels.



### SAINT MARTIN DE PORRES HIGH SCHOOL

The Company has committed to its third year as a St. Martin de Porres High School's Corporate Work Study Program partner. Students from various grade levels work one day a week in different departments at the Company headquarters to help fund about 50% of the cost of their education.

# MAX S. HAYES HIGH SCHOOL

For the past 20 years, the Company has had a cooperative working agreement with the Cleveland Metropolitan School District's Max S. Hayes High School. Paid summer jobs and full-time career jobs are offered to graduates who obtain their High School Certificate and successfully pass the welding courses.



### CUYAHOGA COMMUNITY COLLEGE

The Company has entered into a Service Learning Affiliation Agreement with Cuyahoga Community College to provide a location for college students to obtain a learning experience in the Shipyard.

### LORAIN COUNTY COMMUNITY COLLEGE

The Company has entered into a Memorandum of Understanding with Lorain County Community College to conduct and use the to-be-built Wind Turbine Laboratory Facilities on the Shipyard site for training. The Shipyard will be an off-campus education location for Lorain County Community College available to individuals associated with the Alternative Energy College Program.

# OFFICIALS & DIRECTORS

# THE GREAT LAKES GROUP, INC.

- Sheldon B. Guren, Chairman & Director
- · Ronald C. Rasmus, President & Director
- Homer E. Guren, Director
- · Bonnie Guren, Director
- · Joseph P. Starck, Jr., Director
- George L. Sogor, Senior VP Finance & Administration
- · Carolyn J. Oros, Corporate Secretary
- Martin J. Madigan, Assistant Secretary & Controller

### THE GREAT LAKES TOWING COMPANY

- Ronald C. Rasmus, Chairman & Director
- Joseph P. Starck, Jr., President & Director
- George L. Sogor, Executive Vice President Chief Financial Officer & Director
- Gregg A. Thauvette, Vice President, Operations
- Robert J. Zadkovich, Vice President, Business Development
- · Carolyn J. Oros, Corporate Secretary
- Martin J. Madigan, Assistant Secretary & Controller
- · Captain Jeffrey S. Stabler, Fleet Captain
- · Robert A. Thompson, Fleet Engineer

### GREAT LAKES SHIPYARD

- · Joseph P. Starck, Jr., President
- · David A. Dudley, Shipyard Superintendent
- Kyle J. Fries, Assistant Vice President, Ship Repair
- Christopher P. Henderson, Lead Foreman, Travelift Manager
- · Kenneth R. Kubinski, Quality, Safety & Environmental Manager

### PUERTO RICO TOWING & BARGE CO.

- Ronald C. Rasmus, Chairman & Director
- Joel M. Koslen, President & General Manager
- · Joseph P. Starck, Jr., Vice President & Director
- Sheldon B. Guren, Secretary-Treasurer & Director
- Gabriel Rosado, Office Manager
- Ibrahim A. Colon, Port Engineer
- · Victor Claudio, Operations Supervisor

### SOO LINEHANDLING SERVICES, INC.

- Ronald C. Rasmus, Chairman & Director
- Joseph P. Starck, Jr., President & Director
- George L. Sogor, Executive Vice President, Chief Financial Officer & Director
- Sheldon B. Guren, Director
- Carolyn J. Oros, Corporate Secretary
- Martin J. Madigan, Assistant Secretary & Controller

## TUGZ INTERNATIONAL L.L.C.

### ADMIRAL TOWING & BARGE COMPANY

# CAREER EMPLOYEES

#### **OVER 40 YEARS**

- Dean Olson, Tug Captain, Duluth MN 41
- Sheldon B. Guren, Chairman, The Great Lakes Group 40

#### **OVER 30 YEARS**

- George LaTour, Tug Captain, Duluth, MN 38
- Louis Toth, Tug Captain, Chicago, IL 35
- Carolyn J. Oros, Office Manager & Executive Assistant 34
- Joel M. Koslen, President, Puerto Rico Towing & Barge Co. 33

#### **OVER 25 YEARS**

- Ronald C. Rasmus, President, The Great Lakes Group 30
- George L. Sogor, Executive Vice President & CFO 27
- Michael Patterson, Tug Captain, Sault Ste. Marie, MI 26
- Michael Lock, Tug Deckhand, Detroit, MI / Toledo, OH 26

#### **OVER 20 YEARS**

- Martin Lightner, Tug Captain, Duluth, MN 25
- Joseph Heaney, Tug Captain, Detroit, MI / Toledo, OH 24
- · James P. Walsh, Tug Captain, Milwaukee, WI 24
- David Kostik, Tug Engineer, Cleveland, OH 23
- Timothy McKenna, Tug Deckhand, Cleveland, OH 23
- Joseph P. Starck, Jr., President 22
- William Hermes, Tug Mate, Green Bay, WI 21

### **OVER 15 YEARS**

- Martin J. Madigan, Controller 20
- · John Rogers, Soo Linehandler 20
- Cary Gimpel, Tug Deckhand, Duluth, MN 19
- Christopher Follmar, Tug Deckhand, Chicago, IL 19
- Marius Gavrila, Operations Coordinator 18
- Cheryl Patterson, Accounts Receivable 16

#### **OVER 10 YEARS**

- Grant Hult, Tug Deckhand, Chicago, IL 15
- Teonnie S. Mitchell, Payroll Supervisor 15
- Gregg A. Thauvette, Vice President, Operations & Marketing 15
- Michael Flynn, Tug Engineer, Buffalo, NY 14
- Jeffrey Davis, Tug Deckhand, Detroit, MI / Toledo, OH 14
- Richard Smith, Tug Captain, Detroit, MI / Toledo, OH 14
- · David Willoughby, Tug Deckhand, Duluth, MN 14
- Julius Stafford IV, Assistant Fleet Engineer 13

<sup>\*</sup>Recognition of Career Employees with over 10 years of employment.

# CUSTOMERS, CHARTERERS & AGENCIES

We value our world-wide customers and we are dedicated to keeping them happy by providing the best possible service.

- Acadia Shipbrokers
- Aegean Maritime
- Agencia Navemar de Puerto Rico
- Alexakos And Simpson
- Algoma Tankers
- Alianza Maritima de Puerto Rico
- Amalthia Marine Inc
- American Bureau of Shipping
- American Cruise Ferries
- American Maritime Officers
- American Steamship Company
- American Tugs Inc.
- American Waterways Operators
- · Andrie, Inc.
- Antilles Aggregates Export
- Aqua Clean Ships Caribe, Inc.
- Associated Transport Line
- B B C Chartering
- Barge Bulk Transport
- Beluga Chartering
- Benchmark Marine Agency
- Blystad Shipping (U.S.A.)
- Boater's Emergency Service
- Borinken Towing & Salvage
- Bravo Shipping Agency
- C & C Port Services
- · C & M Shipping
- Canada Steamship Lines, Inc.
- Canfornav Limited
- Cape Cod Bay Sails / Bay Lady II
- Capt. Iglesias & Associates

- Cargill International S.A.
- Caribe Shipping Company
- Carnival Cruise Lines
- Catcor Services
- Celebrity Cruises
- Celtic Maritime
- Central Marine Logistics
- City of Cleveland Fire Department
- Clean Harbors Environmental Services
- Clipper Denmark APS
- Coil-Line Limited
- Colley Motorships
- · Columbus Shipping
- Comision de Practicaje de Puerto Rico
- Commonwealth of Pennsylvania
- Compania Chilena de Navegacion
- Compania Sud Americana de Vapores (CSAV)
- Compass Marine Services
- Conti USA
- Continental Shipping
- CP Ships
- Crimson Shipping Co., Inc.
- Crowley Liner Services
- Cruise Plus Service & Tours
- CSAV Navitrans
- Darya Shipping
- Deep Foundations
- Demaco Corporation
- Diversified Marine International
- Dockside Marine Contractors
- Dole Fresh Fruit Company

- Dominion Bulk International
- Donjon Marine
- Durocher Marine, Division of Kokosing
- EG&G Technical Services
- Eitzen Chemicals
- Eldecar
- Elkem Chartering AS
- Empros Lines Shipping Co
- Entrust Maritime Co. Ltd.
- Environmental Marine Waste Services
- Equinox Maritime
- Esso Standard Oil
- · Everdere Shipping
- · Evergreen America
- Fednav International Ltd
- Fettes Shipping, Inc.
- Foreman Marine Construction
- Franco Compania Naviera S.A.
- Gabriel Fuentes Jr. Construction Co.
- Geogas Trading S.A.
- Gibson Shipbrokers
- Global Transport System
- Grand River Navigation Co.
- Great Lakes Transport Ltd.
- Gresco
- Guthrie-Hubner
- Hapag-Lloyd America Inc.
- Hapag-Lloyd Cruiseship Management
- Harbor Bunkering Corp.
- Harbor Shipping LLC
- Harley Marine Services
- Harwin Shipping Agency
- High View Construction

- Horizon Lines
- Hornbeck Offshore Transportation
- Hovensa
- IBN Agrotrading GmbH
- Ilva Servizi Maritimi S.P.A.
- Immels Marine
- In Tug And Barge Management
- Inchcape Shipping Services
- Indiana Harbor Steamship Co
- Inland Lakes Management, Inc.
- Inter Ship
- Interlake Steamship Company
- International Shipping Agency
- Intersee Schiffahrts-Gesell
- Island Stevedoring
- J. F. Dunkake & Bohle
- K.G. Fisser & v. Doornum
- Kellys Island Ferry Boat Line
- · Kent Line Limited
- · Keylakes Inc.
- Keystone Great Lakes, Inc.
- Laden Maritime
- Lake Superior Shipping
- · Lakehead Shipping
- Leopoldo Fontanillas
- Lower Lakes Towing Ltd
- Lower Lakes Transportation
- Luedtke Engineering
- · Luis A. Ayala Colon Sucrs
- Magnum Marine, Inc.
- Marine & Transportation Services (MSTS)
- Marine Spill Response Corporation
- Marimpex Ltd.
- Maybank Shipping
- McAllister Towing & Transportation Company
- McAsphalt Marine Limited
- McLean Kennedy
- McLennan Cargo Agency
- Maersk Lines
- Merada Transportation
- Merwin Shipping And Trading
- Milinos de Puerto Rico
- Miller Boat Line
- Miss Buffalo / Niagara

- Clipper
- Montship
- Montreal Marine Services
- Moran Service Corporation
- Mineralien Schiffahrt Spedition und Transp.
- National Response Corp.
- Navigation Desgagnes
- Navitrans Shipping
- NOAA Muskegon
- Norton Lily International
- Ocean General Agency
- Odyssea Stevedoring
- Oglebay Norton Company
- Olof Brodin (Chartering) AB
- Olde River Yacht Club
- Onego Shipping & Chartering BV
- Orion Schiffahrts-Gesellschaft Reith & Co.
- Overman Marine
- Panamerican Grain Company
- · Pegasus Denizcilik AS
- · Perez & Cia.
- Polish Steamship Company
- Polsteam (USA)
- Poros Shipping Agencies
- Pro Caribe
- · Protos Shipping
- Puerto Rico Line
- Puerto Rico Ports Authority
- Puerto Rico Shipping Association
- Puma Energy Caribe, LLC
- Reserve Holdings LLC
- Rice Company
- Robert Reford
- Royal Caribbean International
- San Juan Bay Pilots Association
- San Juan Towing & Marine Services
- Sargeant Marine
- Sawyer's Marine Construction
- Scandia Shipping Agency
- Scanscot Shipping Inc
- Schulte & Bruns GmbH
- Scio Shipping, Inc.
- Seafarers International Union
- Sea Star Line, LLC

- Seaway Marine Transport
- Shinwa (USA) Inc. & Tokoline
- Sirius Maritime
- Sokana Chartering
- South Puerto Rico Towing & Boat Service
- St. Lawrence Seaway Development Corp.
- · Stealth Maritime
- Stentex
- · Stolt Parcel Tankers Inc.
- Tampa Contracting Inc
- Tarquin International
- Thenamaris (Ships Management) Inc.
- Thomas Psarras
- Tidewater Marine
- Trailer Bridge
- Trampko Bulker Pool
- Tramp Maritime Enterprises
- Transcaribbean Maritime
- Transmed Shipping
- Transportation Institute
- Transportation Maritima Mexicana Grupo
- Trans Sea Transport
- Tropical Shipping and Construction
- U Ships Marine Services
- Unicargo
- Tranportgesellschaft
- University of MinnesotaUS Army Corps of
- Engineers, Buffalo
   US Army Corps of
- Engineers, Rock IslandUS Coast Guard NESU -
- Cleveland, OhioUS Coast Guard San Juan, Puerto Rico
- US Geological Survey
- US Navy- FISC Puget Sound
- US Navy San Juan Puerto Rico
- US Navy Reserve, Cleveland, Ohio
- Van Enkevort Tug & Barge
- Veley Enterprises
- Wagenborg Shipping B.V.
- Windjammer
- World Shipping

# SUPPLIERS, VENDORS & SERVICE PROVIDERS

We support Cleveland, Northeast Ohio Area, and Ohio Businesses; and the economic ripple effect to these other businesses is conservatively estimated at \$0.52 from every revenue \$1.00 we receive excluding the additional positive effect of our \$6.63 million dollar payroll.

- 12five9, LLC
- A-All Ashtabula Sewer & Septic
- A Better Place Restaurant
- ABC Rental Center
- ABD Freight System, Inc.
- ABS Services Inc.
- Ace
- Activities Press, Inc.
- Action Door
- Scott Adams Construction Ltd.
- ADT Security
- Advanced Auto Glass, Inc.
- Aerial Aspect Photography
- A.H. Marty Company
- Air Gas Great Lakes
- Air Power Of Ohio Inc
- Air-Rite Service
- Air Services Of Cleveland, Inc
- AISCO Metalizing Corp.
- Akron Cotton Products Inc
- All Aerials, LLC
- All Erection & Crane Rental
- All Specialized Transportation
- Alpha Pest Control
- Alternative Computer
- American Red Cross
- Ameriflag, Inc
- Anthem Blue Cross Blue

#### Shield

- Anything Promo & Force 5
- APO Inc.
- Area Temps Inc
- Around Downtown Catering
- · Art Cook Remodeling
- Art Window Shade & Drapery
- Ataturk Restaurant
- Aurand Manufacturing
- Autogate
- AutoZone
- Aztec Steel Corporation
- B&W Auto Electric, Inc.
- B-Par, Inc.
- Babin Building Solutions
- Baird Bros. Sawmill, Inc.
- Baker Hostetler LLP
- Baltic-Clifton Shell
- Bambeck Auctioneers, Inc.
- Barnes Wendling CPAs
- Bass Ford
- Mike Bass Truck Center
- Karen H. Bauernschmidt Co. LPA
- B&W Auto Electric, Inc.
- Bay Furnace & Sheet Metal
- Beacon Gasket and Seals Co. •
- Beacon Hausheer Marine Co.
- Beacon Metal Fabricators, Inc.
- BDI

- Benesch, Friedlander & Coplan
- Berea Metals & Recycling Co.
- Best Buy
- Best Tool LLC
- Beverage Machine & Fabricators
- Binkelman Corporation
- Blast-One
- Boiler Specialists Inc
- Boilers Cont. & Equipment
- Bon-Bon
- Brennan's Floral Gift Shop
- Buckeye Handling Equipment
- Buckeye Power Sales
- Buckeye Valve Inc
- Cadventure, Inc.
- Camcode
- · Calvetta Bros.
- Stephen Campbell & Associates
- Carboline Company
- Carrick Flowers
- Catering Call
- CB Software Systems Inc.
- CEVA Logistics
- Cincinnati Life Insurance Co.
- Cintas First Aid & Safety
- Chicago Title Insurance Co.
- Chipotle
- Cleveland Business

- Consultants
- Cleveland-Cuyahoga County Port Authority
- Cleveland Indians
- Cleveland Key Shop
- Cleveland Public Power
- Cleveland Public Theatre
- Cleveland Rowing Foundation
- Cleveland Security
- Cleveland Ship Repair Co.
- Cleveland State University
- Cleveland Vicon Company, Inc.
- Cliff's Auto Glass
- Clinton Aluminum & Stainless
- · CLS Services Inc
- Columbus Equipment
- Comfort Inn East
- Comprehensive Medical
- Computer Systems Development
- Conrad's Total Car Care
- Constantino's Market
- Consumers Steel Products
- Contemporary Electric
- Continental Airlines
- · Contractors Steel
- · Cooling Systems, Inc.
- Cooper Disposal
- Corrosion Prevention Sales
- Critter Control
- Crop
- Crown Warehousing & Logistics
- · Culligan of Northeast Ohio
- Cummins Bridgeway
- Cuyahoga Machine Co.
- CVS Pharmacy
- Darling Fire & Safety
- Dar-Tech
- DataVoice
- Days Inn Lakewood
- Dayton Freight Lines
- Deacon's Chrysler Jeep
- Decker Steel & Supply
- Dennis B. Pell
- The Dependable Painting Co.
- The Diner on Clifton
- Disc Environmental Service Inc.
- Dimensions in Flooring, Inc.
- Diskcopy LLC

- Distillata Company
- Diversified Air Systems
- Dometic Group
- Don's Lighthouse Grille
- Donn R. Nottage Photography
- Dougherty Lumber Company
- Duramax Marine
- East Side Ace Hardware
- Elyria Fence Inc.
- Enviro Serve
- Erie Design
- Euclid Glass
- Event Source
- · Fair Media Advisors
- Famous Enterprises
- Famous Supply Co. of Cleveland
- FastSigns Inc.
- Fat Cats Restaurant
- Federal Gear
- Federal Marine Terminals Inc.
- Federal Welding Fabricating
- FedEx
- Feren Fruit
- 1st American Courier LLC
- First American Title Insurance
- Filter Factory
- Flannery's Pub
- Flats Industry
- Fleetwise Truck Parts
- Fluid Mechanics
- Fluid Systems Service Corp.
- · Food for Thought
- Force 5 Productions
- Forest City Management
- Forms Associates Inc.
- Fulton Armature Inc.
- Fuses Unlimited
- Fyr-Fyter Sales & Service
- The John F. Gallagher Company
- Ganley Chevrolet
- Gardiner Trane
- Gardner Inc.
- Garrett & Associates, Inc.
- Gate Operator Systems Inc.
- · Gateway Electric Inc.
- Geostar Communications
- Giant Eagle
- Gillespie Backflow, Inc.
- Bob Gillingham Ford, Inc.

- Gino's Awards
- Glass Fabricators, Inc.
- · GPS Crane Services
- Graffiti
- Grainger
- Gray Container LLC
- · Great Lakes Fence Co.
- Great Lakes Construction Co.
- Great Lakes Power Companies
- Great Lakes Power Products
- Green Circle Growers, Inc.
- · Great Lakes Power Service
- Greater Cleveland Council
- Guardian Auto Glass
- Gypsy Bean Cafe
- Haley & Aldrich
- H Hansen Industries
- H. Leff Electric Company
- Halvorsen Boiler & Engineering
- Harbor Freight Tools
- The Harp
- Hartzell, Inc.
- Hennings Quality Service, Inc.
- Hercules Engine Components
- HKM Direct Market
  Communications
- The Hoffman & Harpst Co, Inc.
- Holiday Inn
- Home Depot
- Hose Sales Direct
- Houlihan's
- House of Blues
- Huffman Equipment Rental
- Hughies Audio Visual
- Hull & Associates, Inc.
- Hydratech Engineered Products
- Imperial Metal Solutions
- Industrial Valves
- Inland Waters of Ohio
- International Investigations
- Italian Creations
- J and L Door Service
- J.F. Good Co.
- J.V. Janitorial Services
- Jackson Lewis LLP
- Jay Industrial Sales
- Jim Cox & Associates

- Jno J. Disch Company
- John Lance Ford
- Johnstone Supply
- JT Mechanical LLC
- K-Mart
- Kaufman Container
- Kelly Inspection Services
- Ken's Transport
- Key Bank
- M. Kidd Snap-on-Tools
- King Excavating
- King's Process Equipment
- · Kirk Battery Co.
- Kody Marine Survey Company
- Koehler Rubber & Supply Co.
- Kottler Metal Products
- Kraft Fluid Systems, Inc.
- Lakefront Hardware
- Lakehouse Publishing Company
- Lakeland Bolt & Nut Company
- Lakeland Electric Supply, Inc.
- Lakeside Supply Co.
- Landscaping Ideas, Inc.
- LaQuinta Inn & Suites
- H. Leff Electric Company
- Leff Wire & Cable LLC
- Legend Tube & Metal Sales Co.
- Level 3 Communications LLC
- David V. Lewin Corp.
- L&M Tool and Industrial Supply
- Li Wah Restaurant
- Lodi Foundry Company
- Logan Clutch Corporation
- Lone Wolf Transportation, Inc.
- Lorain County Community College
- Lutheran Hospital
- Luxe Restaurant
- M. E. Martin Company
- Mainline Truck and Trailer
- Malley's Candies
- Manufacturers Wholesale Lumber
- Marine Technical Services
- Marriott
- Mars Electric Co.
- M.E. Martin Company
- A.H. Marty Company

- Mary's Blossom Shoppe
- Marysville Marine Distributors
- Massimo Da Milano
- Maverick Industries, Inc.
- Mazzella Lifting Technologies
- McDonald Equipment
- McNichols Company
- Mega Fluidline Products
- Meritech, Inc
- O.E. Meyer Co.
- Michigan Weed Corp.
- Micro Center
- Midwest Transatlantic Lines
- Midwest Fasteners, Inc.
- Midwest Process Controls Inc.
- Miller Transfer
- Minh Ah Restaurant
- Moen, Inc.
- Monica's Flowers
- S.G. Morris Company
- Morrow Control and Supply Inc.
- Mr. T Painting Co., Inc.
- MRD Solutions LLC
- Eric Mull Photography
- Mussun Sales Inc.
- NBW, Inc.
- N. T. Ruddock Company
- Nate's Deli and Restaurant
- Nationwide Retirement
- Nationwide Trust Company
- Neff & Associates
- Nelson Stud Welding Inc.
- Niedax Inc.
- Northcoast Computer Supplies
- Northcoast Concrete
- Northcoast Prop Tech Inc.
- Northeast Filter & Equipment
- Northeast Ohio Marketing
- Northeast Ohio Regional Sewer
- Northeast Technical Services Co. (NETSCO)
- Northern Ohio Lumber & Timber
- Northside Christian Church
- Northwest Hydraulic Service
- Occupational Health Centers of Ohio

- Office Furniture Warehouse
- OfficeMax
- Ohio Blasting Equiptment
- Ohio Cat
- Ohio Materials Handling Ohio Pipe & Supply Co.
- Ohio Pipe, Valves/Fittings Inc.
- Ohio Savings Bank
- Ohio Transmission & Pump Co.
- Oliver Steel Plate Corp.
- Olympic Steel
- One Way Express
- O'Neil Metals
- Ontario Stone Corporation
- Ornamental Products Tool & Supply
- P&W Painting Contractors Inc.
- Panera Bread
- Panehal & Associates
- The Paquin Co.
- Parma Marine
- Pepco
- Julian W. Perkins
- Petroliance
- Phase III Communications
- The Chas. E. Phipps Co.
- Pickwick & Frolic
- Pirtek Valley View
- Pizza Hut
- Plain Dealer
- Plotz Machine & Forge Co.
- PNC Equipment Finance
- Ponte Vecchio Restaurant
- Powerpure LLC
- Precision Straightening Co.
- Precision Welding Corporation
- Preformed Line Products Co.
- Premier Pump, Inc.
- Print & Copy Xpress
- Pro Class Contracting Company
- Process Dynamics Inc.
- Proforma
- Provenzale Construction Co.
- · Gene Ptacek & Son Fire
- Pumps & Equipment Sales
- Puritas Associates Ltd.Puritas Hardware
- Radio Link Communications
- Radio Shack

- Rain for Rent
- Random Products, Inc.
- Ray Fogg Building Methods Inc.
- Reliable Construction Heaters
- Relmec Mechanical LLC
- Renaissance Hotel
- Rex Pipe and Supply Co.
- Rich's Towing & Service
- Rick's Welder Repair Service
- Rite Aid
- Ritz Carlton Hotel
- Riverfront Yacht Services
- Riverside Lands LLC
- Rob-Ryan, Incorporated
- Ron Dickel Water Hauling
- · Rocket Eye Inc.
- S. Rose Company
- Rosner Partners
- N.T. Ruddock Company
- Sabo Marine, Inc.
- · Safety Council of NW Ohio
- Sales Tech, Inc.
- · Sam's Club
- Samsel Supply Company
- Sandusky Paint Company
- Sante Marine Propeller
- Save-A-Lot
- Scaffco Scaffolding & Supply
- Scranton Averell, Inc.
- Scranton Development Co.
- SE Blueprint
- Sea Dog Marine, Inc.
- Sears
- Service-Tech Corporation
- Servicemaster Services
- shark&minnow
- Shell Fleet
- Segelin's Florist
- Sheraton Hotels.
- · Sherwin Williams
- Ship Fabrication LLC
- Silver Fox Florist
- The Skybryte Co.
- Somer's Mobile Leasing Inc.
- Snow-B-Gone Inc.
- South Shore Marine Electronics
- Southeast Metals, Inc.
- Southeastern Equipment Co.
- Sparta Steel & Equipment
- Standard Welding & Steel

- Staples and Staples Copy Center
- State Chemical Manufacturing
- State Industrial Products
- Steel Supply Co., Inc.
- Summers Rubber Company
- Superior Electric Supply Co.
- Superior Industrial Insulation
- Sutton Industrial Hardware
- Taft Stettinius & Hollister
- Target
- Taylor Rental
- TCH Industries
- Team Industrial Services, Inc.
- Technilab LLC
- Temperature Supply
- Test America Analytical Testing
- Things Remembered
- Tiffin Parts
- TLF Independence Flowers
- Todd Associates, Inc.
- Tomlin Equipment Company
- Tomlin Corporation
- Tompkins Industries
- Torque, Inc.
- Transamerica Life Insurance Co.
- Transmetron
- Transport One, Inc.
- Travelodge Lakewood
- Tru Har Products
- Tuesday Morning
- · Tyco Fire & Security
- Ullman Oil Company
- Underwater Marine
  - Contractors
- United States Plastic Corp.
- Universal Oil Inc.
- UPS Store
- V&A Risk Services
- Verizon
- Victor Machine Products Inc.
- Victory White
- Waco Scaffolding & Equipment
- Walgreens
- Wal-Mart
- W. W. Williams
- Waco Scaffolding & Equipment
- Waids Randbow Rentals, Inc.
- Welder's Supply, Inc.

- Wells Fargo Bank NA
- Wesco Distribution
- West End Lumber
- West Marine
- Western Reserve Farm
- Westside Supply Co., Inc.
- Weston Property Investments
- Wetzler Studios Inc.
- The George Whalley Co.
- William Scott
- Willow Supply Inc.
- Wingfoot Commercial Tire
- Wolcott Group, LLC.
- Woodhill Supply, Inc.
- Worldwide Express
- Worldwide Steel
  - Yardmaster



# CONTACT YOUR ONE-STOP-SHOP FOR TOWING, SHIP REPAIR, AND NEW CONSTRUCTION SERVICES.



#### THE GREAT LAKES GROUP

A full-service marine transportation organization of diversified marine-related companies operating on the Great Lakes; the East, Gulf, and West Coasts of the United States; as well as Puerto Rico, the islands of the Caribbean, and internationally. The Great Lakes Group includes: The Great Lakes Towing Company and Great Lakes Shipyard, Puerto Rico Towing & Barge Co., Tugz International LLC, and Soo Linehandling Services, Inc.

#### **VISIT US**

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