

2014  
**TOWING SERVICES**  
THE GREAT LAKES TOWING COMPANY



PROPELLER  
KEEP CLEAR

***BUILDING OUR REPUTATION  
FOR MORE THAN A CENTURY...  
TOW BY TOW, BARGE BY BARGE.***

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# OVERVIEW



The Great Lakes Towing Company, popularly called “The Towing Company,” operates the largest and most experienced U.S.-flag tugboat fleet. 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 Transportation, Barging & Logistics*
- *Ice Breaking*
- *Emergency Assistance*
- *Chartering*

# TOWING & SHIP ASSIST



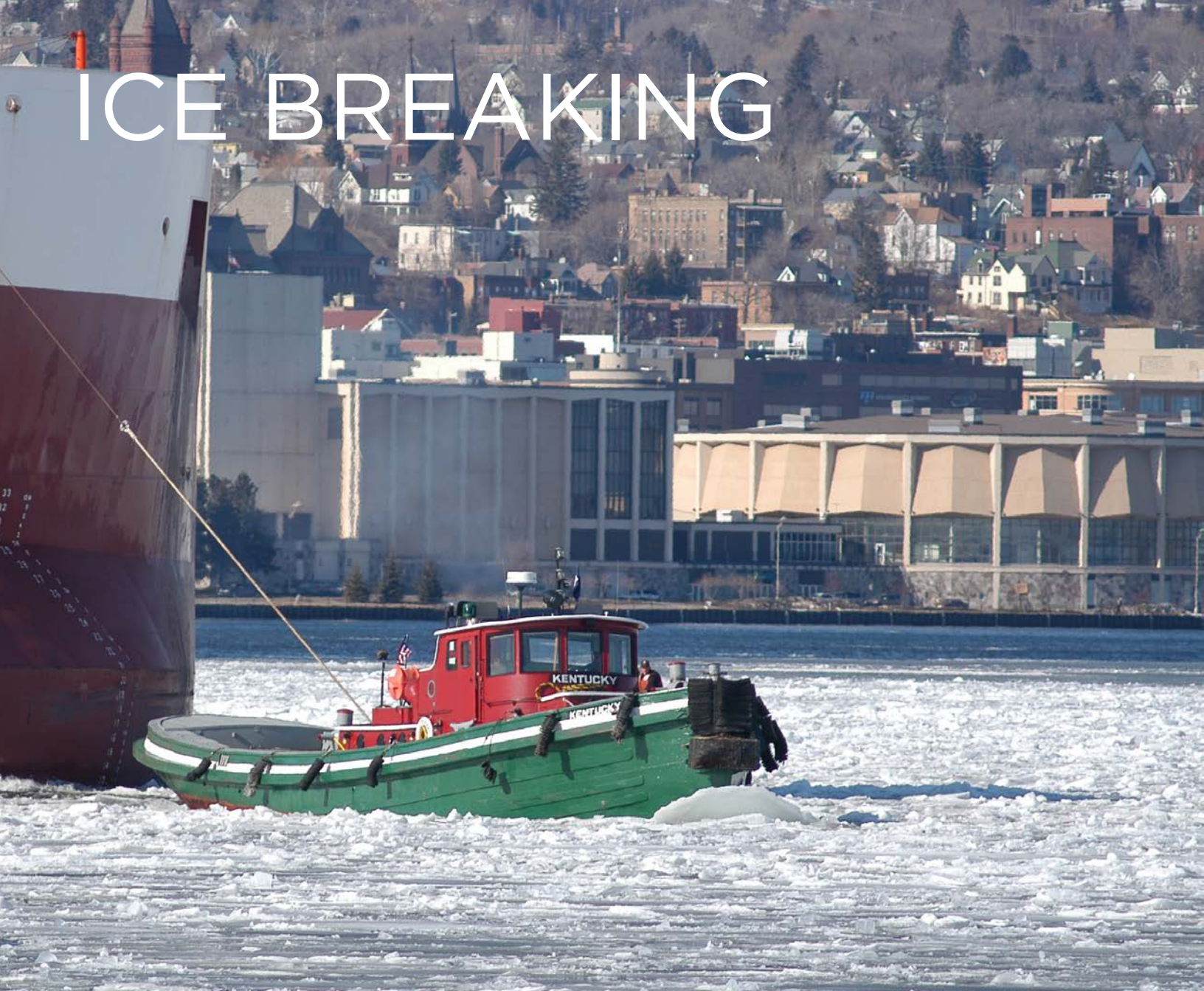
The Great Lakes Towing Company has continuously evolved to meet the changing demands of the agricultural, steel, and construction industries along with the needs of the ships and tug/barge units which serve those industries by adapting and improving its services to the requirements of each new day. With the largest U.S.-flag tugboat fleet of more than 35 tugboats strategically stationed in 11 ports stretching across the Great Lakes region, the Towing Company provides harbor assist and towing services to both domestic and foreign-flag vessels in more than 40 ports lakes-wide. Our record of timely performance and safety is unmatched in the industry.

# CARGO TRANSPORTATION, BARGING & LOGISTICS



The Towing Company offers barge transportation and logistics services on the Great Lakes with transshipment opportunities to the Mississippi River system, Canada, other seacoasts. Cargoes may range from components for power generation and distribution, such as boilers, turbines, generators, transformers, to large quantities of break bulk project cargoes. The Company coordinates the movements and facilitates shipper and receiver interests as well as the interest of underwriters including surveyors and regulatory agencies, like the U.S. Coast Guard.

# ICE BREAKING



The Great Lakes Towing Company's tugs are available to perform commercial ice breaking services during the winter months of the Great Lakes Navigating season. Our tugs are capable of breaking ice of up to three feet thick and windrows up to six feet high. Normally, we provide ice breaking services within the harbors and in dock areas and slips.

The Towing Company Towing Company provides commercial ice breaking in ports and harbors throughout the Great Lakes. The U.S. and Canadian Coast Guards provide icebreaking assistance in waters where commercial icebreaking resources are either unavailable or incapable of handling the difficult ice conditions.



# EMERGENCY ASSITANCE



Emergency assistance is provided to vessels that are wrecked, disabled, or in distress on the U.S. and Canadian Great Lakes. When the safety of vessels and their crew are at risk, the Company can mobilize a network that encompasses the best equipment and the most prepared technical and operational employees. Centralized 24-hour control of its vast operating area is maintained through a state-of-the-art operations, communications, and tracking center, which allows the Company to provide you with the highest standards of service. Emergency assistance is also provided to vessels in Canadian waters under a Treaty between the United States and Canada. No claim for salvage under the maritime laws is made for emergency services provided under the Company's Lakes-Wide Towing Contract.

# LOYALTY & REWARDS



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



**LEARN MORE**  
[www.greatlakesgroup.com/rewards](http://www.greatlakesgroup.com/rewards)

# RATES & CONDITIONS



There is a choice of towing companies on the Great Lakes; however, there are substantial additional benefits and operational savings that can be realized when using The Great Lakes Towing Company's services. Caution must be exercised in making any simplistic comparison of quoted rates between The Towing Company and its competitors in any select port since "one-port" rates alone are not a true reflection of actual "bottom-line" costs for harbor towing, ancillary and emergency services, and ice-breaking on a lakes-wide "multi-port" basis.

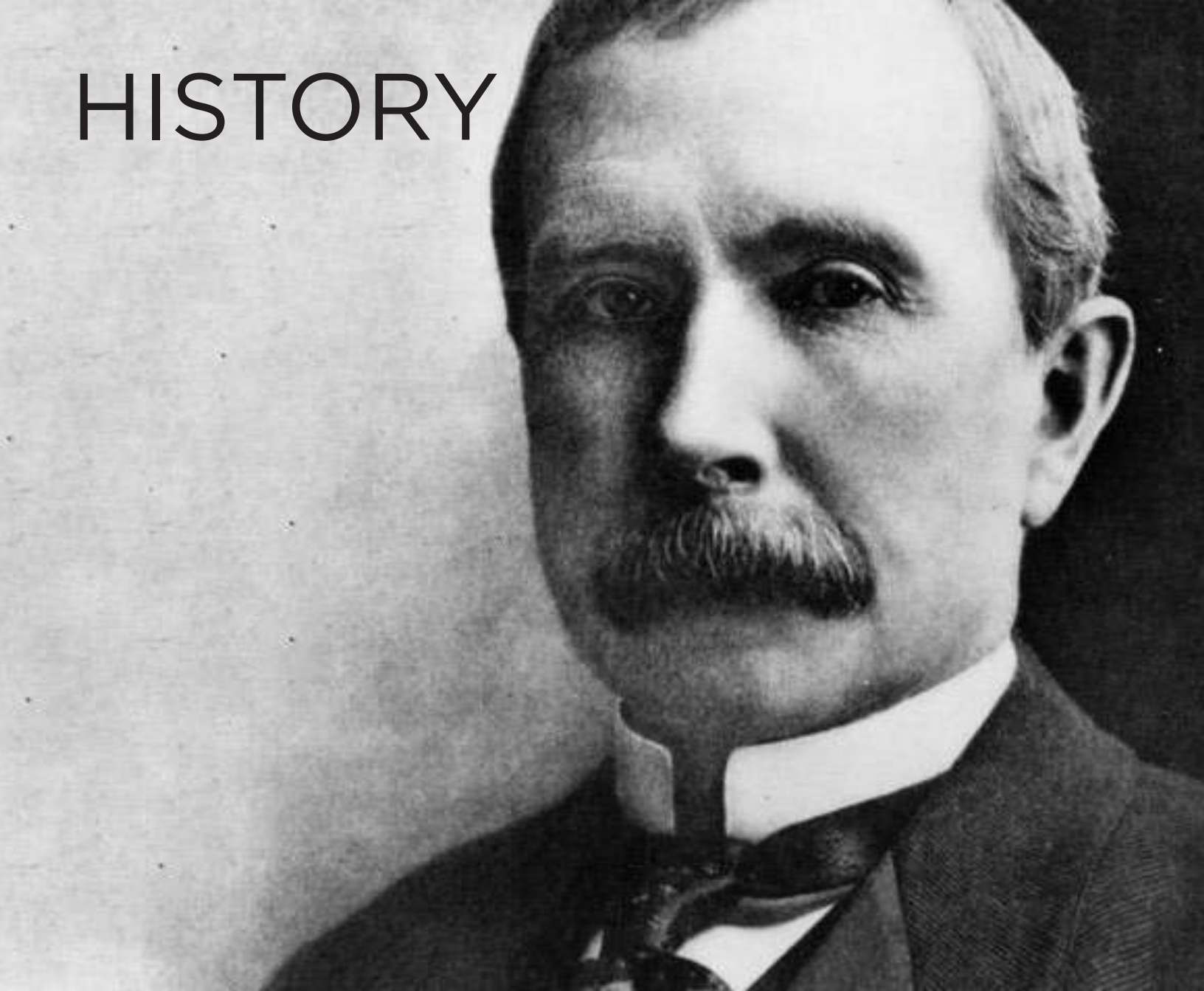


The Towing Company offers lakes-wide comprehensive harbor assist services with readily available “round-the-clock” tugs and crews, with back-up capabilities. The Company’s record of timely performance and safety is unmatched in the industry, and this saves vessel operators substantial time and money. The Company is dedicated to offering the best tug service at the lowest possible cost in both the high-volume and, particularly, in the low-volume ports not serviced by any other company. Contract and Non-contract Rates are both available; however, maximum savings in towing rates can be achieved by participation in the Full-Service Lakes-Wide Contract. Details and information regarding Contract and Non-contract Rates can be obtained by contacting our Operations Department.

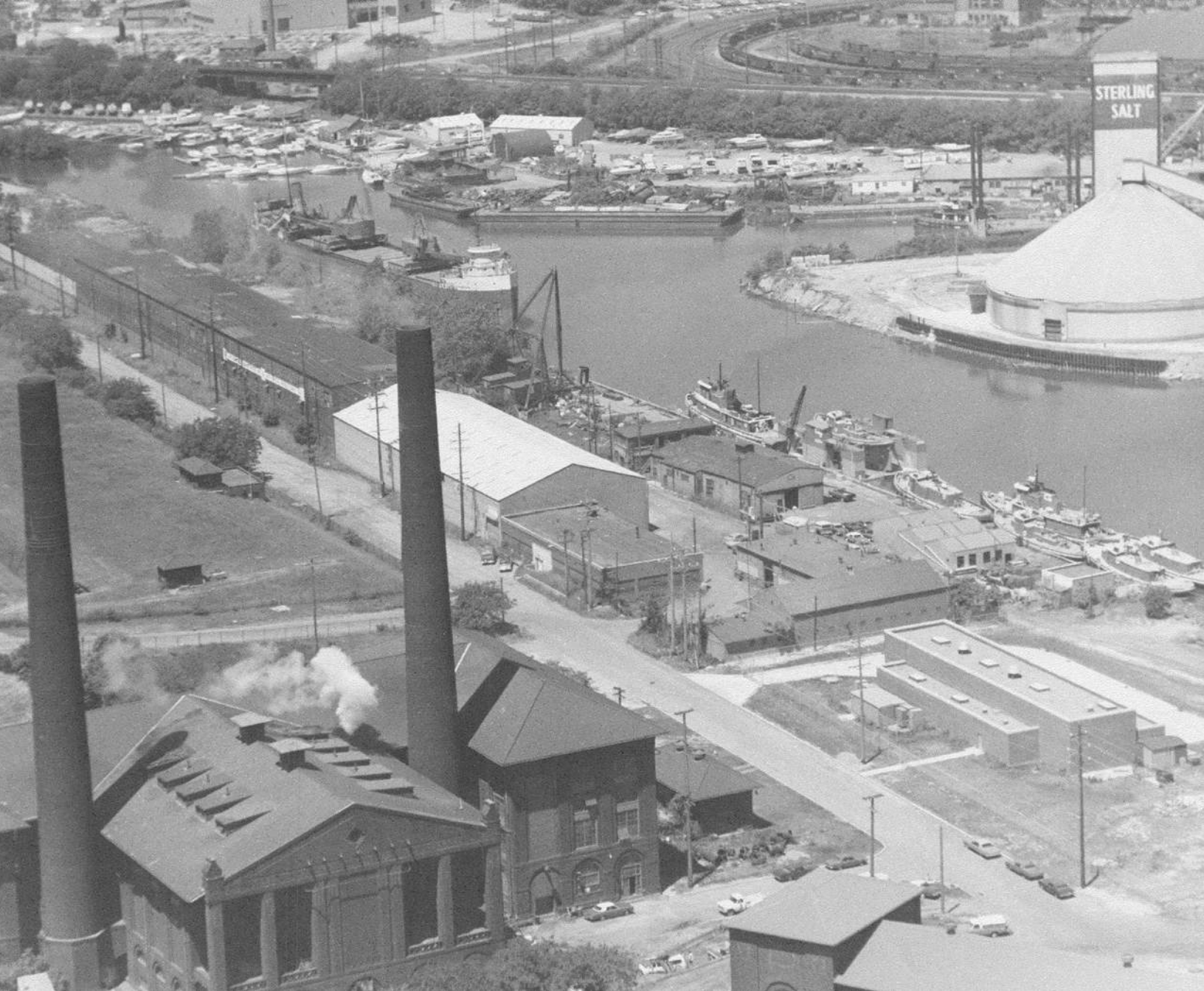


**LEARN MORE**  
[www.greatlakesgroup.com/towing](http://www.greatlakesgroup.com/towing)

# HISTORY



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, Jephtha 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.



**LEARN MORE**  
[www.greatlakesgroup.com/corporate](http://www.greatlakesgroup.com/corporate)







# BUILT TO LAST



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**CONTACT US TO LEARN MORE ABOUT THE LARGEST AND MOST EXPERIENCED U.S.-FLAG TUGBOAT FLEET ON THE GREAT LAKES WITH 35 TUGS STATIONED IN 11 PORTS, SERVING MORE THAN 40 PORTS.**

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**THE GREAT LAKES TOWING COMPANY**

Services include ship assist, logistics and cargo transportation, ice breaking, emergency assistance and chartering. Founded in 1899 by John D. Rockefeller, The Great Lakes Towing Company is now celebrating its 115th year in continuous business.

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**VISIT US**

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**CONTACT US**

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THE GREAT LAKES TOWING COMPANY  

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AN AFFILIATE OF THE GREAT LAKES GROUP