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"Shipping and Navigation: Fundamental Components for Global Trade"

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Saltchuk Business Units



Saltchuk's six lines of business oversee related portfolios of independent operating companies

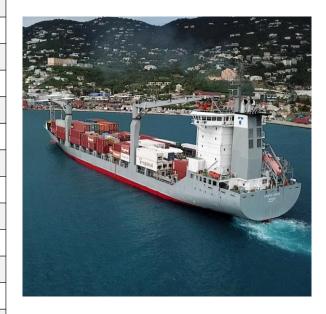






17 Owned Vessels

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Vessel Name	Registry	Built	Length	Speed	Туре	TEU Capacity	Reefer Ports
Tropic Carib	St. Vincent	2001	159.8 M/524'	20 Knots	LO/LO	973	187
Tropic Express	St. Vincent	2011	106.7M/350'	12.5 Knots	LO / RO	368 / 71	80
Tropic Freedom	St. Vincent	2018	92.10M/302'	12.5 Knots	LO / RO	306 / 58	66
Tropic Gem	St. Vincent	2018	92.10M/302'	12.5 Knots	LO / RO	306 / 58	66
Tropic Hope	St. Vincent	2018	159.73M/524'	20.0 Knots	LO/LO	1145	260
Tropic Island	St. Vincent	2018	159.73 M/542'	20.0 Knots	LO/LO	1145	66
Tropic Jade	St. Vincent	1978	90 M/295'	15.5 Knots	LO / RO	176 / 44	50
Tropic Jewel	St. Vincent	2018	159.73 M/542'	20.0 Knots	LO/LO	1145	66
Tropic Lissette	St. Vincent	2018	159.73M/524'	20.0 Knots	LO/LO	1145	260
Tropic Lure	St. Vincent	1983	90M/295'	15.5 Knots	LO / RO	176 / 44	50
Tropic Mist	St. Vincent	1983	90M/295'	15.5 Knots	LO / RO	176 / 44	50
Tropic Night	St. Vincent	1976	81.4M/267'	11.0 Knots	LO / RO	157 / 48	50
Tropic Opal	St. Vincent	1979	79.3M/260'	12.0 Knots	LO / RO	157 / 48	26
Tropic Palm	St. Vincent	1978	97.6M/320'	12.5 Knots	LO / RO	296 / 74	26
Tropic Sun	St. Vincent	1993	212 M/397'	15.0 Knots	LO / RO	400 / 87	100
Tropic Tide	St. Vincent	1993	212M/397'	15 Knots	LO / RO	400 / 87	100
Tropic Unity	St. Vincent	2001	159.8 M/524'	20 Knots	LO/LO	973	187



Pandemic ,Geopolitics, Port Infrastructure, Technology and Employees

- ➤ How did COVID-19 and Public Policy affect a *fragile global supply chain* system and what have we learned?
- Boost Resiliency the "watchwords" in Global Trade
- UNCTAD's flagship 2022 Maritime Review report called for "increased investment in maritime supply chains..." Smart and connected ports, renewal of shipping fleets"...
- ➤ Our Maritime Workers always **Essentials** ... but a greater fundamental focus mental health = a safer team and a productive work environment

AI & Digital Technological Fundamental Disrupters to Shipping and Navigation?

- AI = Artificial Intelligence -Computers and Human Thinking – One of the biggest scientific achievement in the 21st century!
- Using data to get work done... still needs human intervention but it's a game changer in the maritime sector...
- Data and algorithms needs a human user

- Container lines already use technology to reclaim value offering on the use of containers...
- Sensors on containers allows tracking and no longer time consuming or labor intensive
- Robots in warehousing/drone deliveries, Amazon and Smart cells phones



Shipping Fundamentals

To Deliver On-time Supply Chain Reliability and Superior Customer Support

- Comprehensive logistic and supply chain service offerings
- Global Partners connecting cargo movement across the globe
- Frequent, fixed-day sailing schedules with the fastest transit times to 30+ locations
- Clean and reliable equipment all types
- Complete export documentation services ability to tract movement of goods
- Comprehensive cargo insurance coverage
- Using Technology Convenient and on-line <u>eService tools</u>



Navigating – Fundamentals 101

- ➤ Increasing capacity and rate of change by government's bureaucracy Facilitation of Trade e.g., Custom reforms- we did some things well 20 years ago ... but the future acceleration needed is 3X times that rate
- Port efficiency standards using shared data such as port productivity metrics to improve delivery of change
- What can MARADS do ?
- 1.<u>Inspire the change</u> support use of technology
- 2. <u>Collaborate</u> with private sector
- 3. <u>Embody servant leadership</u> humility it's about what *benefits people* of our island nations or countries ;

.... and remember we can't rest on our past success; the competition is at the door with AI and a click on a smart phone



The End...

Gracias !! Thank you !!

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