OAS-CIDI
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"Shipping and Navigation: Fundamental Components for Global Trade"

Jennifer Nugent-Hill

➔ TROPICAL.COM | COMMITTED TO *ISLANDLIFE*

Tropical SHIPPING

Saltchuk Business Units

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

A ✈ AIR CARGO	M ≋ MARINE SERVICES	E 🔥 ENERGY DISTRIBUTION	S 🚢 DOMESTIC SHIPPING	IS 🚢 INTERNATIONAL SHIPPING	L LOGISTICS
SALTCHUK AVIATION	**SALTCHUK MARINE**	**NORTHSTAR** ENERGY	**TOTE**	**Tropical** SHIPPING	**SALTCHUK LOGISTICS**
Aloha Air Cargo	AMNAV	Alaska Petroleum Distributing	First Coast Terminals	CaribTrans	Carlile Transportation
Aloha Tech Ops	Cook Inlet Tug & Barge	CityServiceValcon	Puerto Rico Terminals	Deluxe Freight	Naniq Global Logistics
Northern Air Cargo	Foss Maritime	Delta Western Petroleum	TOTE Maritime Alaska	Seven Seas Insurance	Shoreside Logistics
Northern Air Maintenance Services	Foss Offshore Wind	Hawaii Petroleum	TOTE Maritime Puerto Rico	Tropical Shipping	
Ryan Air	Saltchuk Marine Shared Services	Inlet Energy	TOTE Services	VI Cargo Services	
Saltchuk Aviation Shared Services	Starlight Marine	The Jankovich Company			
StratAir	Young Brothers	Minit Stop			
StratAir Aviation Services		Ohana Fuels			
StratAir Puerto Rico					

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CANADA

PRINCE EDWARD ISLAND

NEW BRUNSWICK

CANADIAN MARITIMES

NOVA SCOTIA

MONTREAL

TORONTO

MICHIGAN

NEW YORK

MAINE

VERMONT

NEW HAMPSHIRE

MASSACHUSETTS

RHODE ISLAND

CONNECTICUT

NEW JERSEY

Port of Halifax, NS

ILLINOIS

INDIANA

OHIO

PENNSYLVANIA

WASHINGTON DC

UNITED STATES

MISSOURI

KENTUCKY

WEST VIRGINIA

VIRGINIA

DELAWARE

MARYLAND

OKLAHOMA

ARKANSAS

TENNESSEE

NORTH CAROLINA

NEW MEXICO

Phoenix

TEXAS

MISSISSIPPI

ALABAMA

GEORGIA

SOUTH CAROLINA

LOUISIANA

Atlantic Ocean

FLORIDA

Port of Palm Beach, FL

Gulf of Mexico

FREEPORT

MARSH HARBOUR

NASSAU

THE BAHAMAS

South Caicos

TURKS AND CAICOS ISLANDS (U.K.)

Providenciales

Grand Turk

CUBA

MEXICO

CAYMAN ISLANDS (U.K.)

HAITI

Puerto Plata

Caucedo

DOMINICAN REPUBLIC

PUERTO RICO (U.S.)

TORTOLA

ST. JOHN

VIRGIN GORDA

ST. THOMAS

VIRGIN ISLANDS (U.K.)

VIRGIN ISLANDS (U.S.)

SABA

ST. CROIX

ST. EUSTATIUS

ST. KITTS

NEVIS

ANGUILLA

ST. MAARTEN

ST. BARTHÉLEMY (FRANCE)

ANTIGUA AND BARBUDA

MONTSERRAT (U.K.)

GUADELOUPE (FRANCE)

DOMINICA

MARTINIQUE (FRANCE)

ST. LUCIA

JAMAICA

BELIZE

GUATEMALA

HONDURAS

NICARAGUA

Caribbean Sea

ARUBA

CURACAO

BONAIRE

ST. VINCENT AND THE GRENADINES

BARBADOS

GRENADA

TRINIDAD AND TOBAGO

PANAMA

COSTA RICA

VENEZUELA

GEORGETOWN

PARAMARIBO

GUYANA

SURINAME

FRENCH GUIANA

Pacific

17 Owned Vessels

Vessel Name	Registry	Built	Length	Speed	Type	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

Tropical SHIPPING

Pandemic ,Geopolitics, Port Infrastructure, Technology and Employees

➤ How did COVID-19 and Public Policy affect a *fragile global supply chain* system and <u>what have we learned</u>?

➤ 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 <u>mental health</u> = 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 eService tools*

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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. Inspire the change – support use of technology

2. Collaborate with private sector

3. Embody servant leadership – 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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