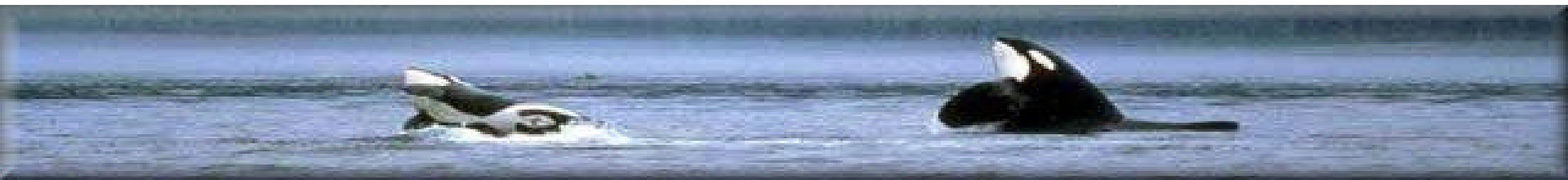
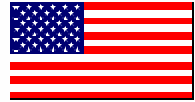




Totem Ocean Trailer Express

Fleet Renewal...*the "Orca Class" Ro/Ro Vessel*





MARINE RESOURCES, INC.

Regional Petroleum Products

Northwest Real Estate & Marinas

American Shipping Group, Inc.



Padilla Towing





TOTE Company History

- ❏ Founded in 1975 by Sun Company
- ❏ SS Great Land maiden voyage September 1975
- ❏ May 1976 TOTE adds second vessel for two sailings per week
- ❏ TOTE acquired by Saltchuk in 1982
- ❏ July 1991 SS Northern Lights purchased and modified
- ❏ Contract with NASSCO for two Orca Class Ro/Ro vessels December 1999
- ❏ April 2003-Midnight Sun delivered
- ❏ August 2003-North Star delivered



TOTE Alaska Operations

- 📄 Niche Ro/Ro liner service characterized by:
 - Fast 24 kt ship 66 hour transit
 - High cargo productivity 10 hour turnaround
 - Flexibility loading - all equipment types
 - Vehicles
- 📄 98% average on-time record over 5 years
- 📄 Highway and rail connections throughout greater Alaska and Lower 48/Canada
- ❖ These are recognized as key requirements of any successful Short Sea Service



Alaska Transportation Challenges

- ☞ South Central Alaska's freight arrives by:
 - Liner Vessel - 67%
 - Barge - 26%
 - Overland - 7%
- ☞ 1,450 nautical miles one way (Tacoma-Anchorage)
 - Wind gust to 100 knots
 - Seas to 60'
- ☞ Cook Inlet
 - Ice-choked 5 months of year
 - 6 to 7 knot tidal current
 - 35' tidal range



Ships are usually designed for multi-trade



or world-wide service



The following conditions differ from area to area:

☞ Sea Conditions

☞ Ambient Temperatures

☞ Environmental Aspects

- Ice
- Shallow/Deep Waters
- Open Fetch
- Harbor of refuge

☞ Design is therefore a compromise trying to satisfy as many conditions as possible.



However, TOTE's Ponce class vessels were designed for the U.S. East Coast to Puerto Rico trade



a relatively benign weather trade.