



4th Neltume Ports Alignment Meeting



Tidal Transport & Trading USA



WHO WE ARE?

Tidal Transport and Trading USA Ltd (“Tidal USA”) was established in 2005 by Clay Petroff and Ron Brinkhurst, as a subsidiary of Tidal Transport & Trading (Canada) to service the dry bulk and break bulk sector on the U.S. West Coast.



It started providing Hold Cleaning and Port Captaincy services along the US West Coast.

Tidal USA is founded

Service Agreement with Pac. Basin,
allowing growth and expansion

Startup of Agency
Business in JV with ACGI

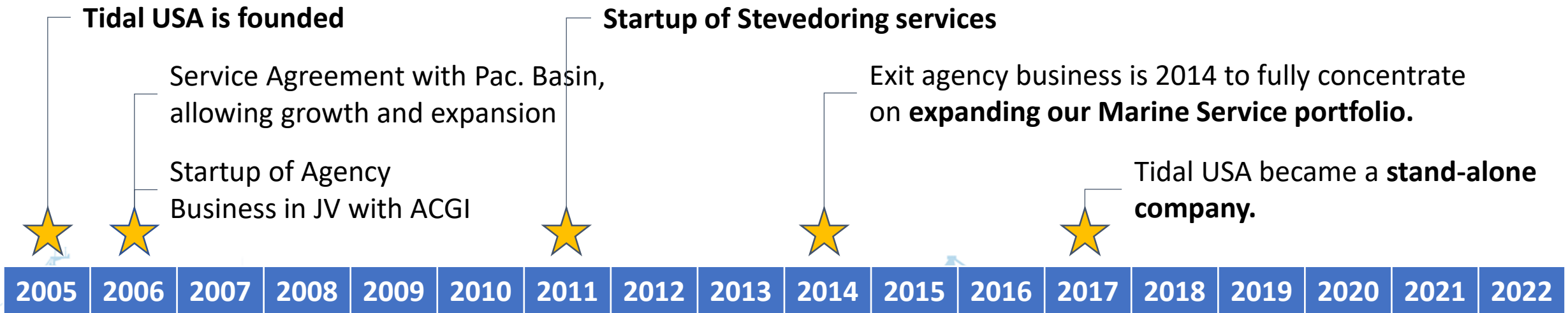


WHO WE ARE?

Tidal USA expanded into **stevedoring services** in **2011** with a single account in California and has since **expanded that service into Oregon and Washington.**



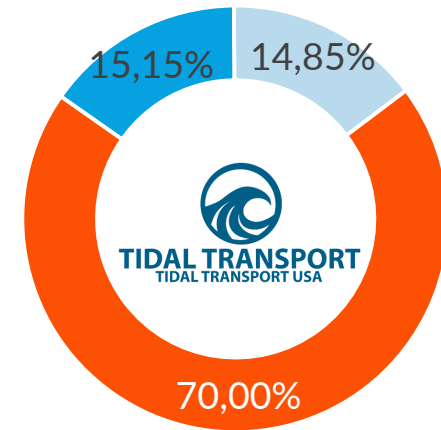
The **Hold Cleaning and Port Captain** sectors have grown as well over the years servicing all of the major bulk carriers.



WHO WE ARE?

In 2021, Neltume Ports purchased the 70% of Tidal USA, marking a major step in the Growth Strategy of Neltume in the US West Coast.

Ownership



■ Ron Brinkhurst ■ Clay Petroff ■ Neltume Ports

Tidal USA is founded

Startup of Stevedoring services

Exit agency business is 2014 to fully concentrate on **expanding our Marine Service portfolio.**

Tidal USA became a **stand-alone company.**

Service Agreement with Pac. Basin, allowing growth and expansion

Startup of Agency Business in JV with ACGI



WHO WE ARE?



58 Employees

24 Full-Time
34 Part-Time

3 Offices

Huntington Beach
Portland
Sacramento

5 Operating locations*

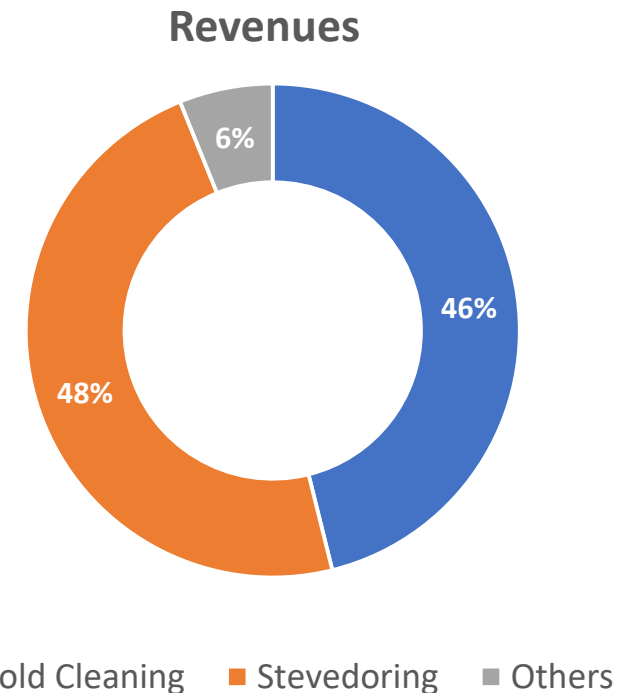
Seattle
Portland
Sacramento
San Francisco
Long Beach

*+spot operations in other cities

SERVICES PROVIDED

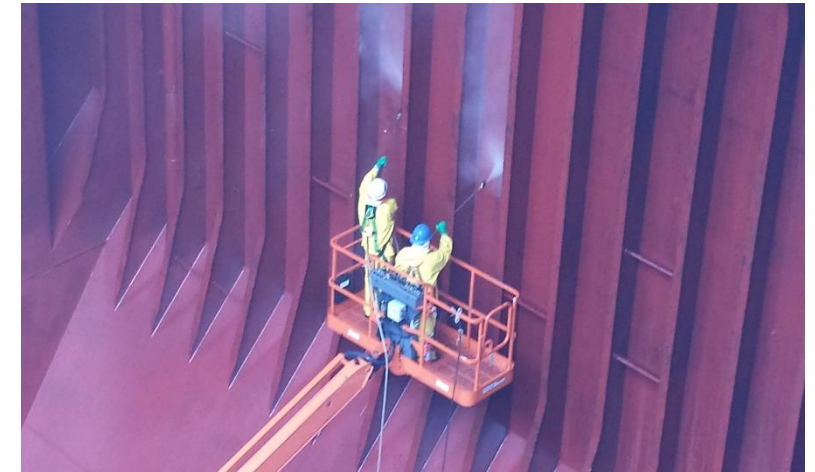
Operating from locations in Huntington Beach and Sacramento (California) and Portland (Oregon), Tidal USA's focus has been on:

1. Hold Cleaning.
2. Bulk Cargo Stevedoring.
3. Port Captaincy / Cargo Supervision.
4. General Marine Services.

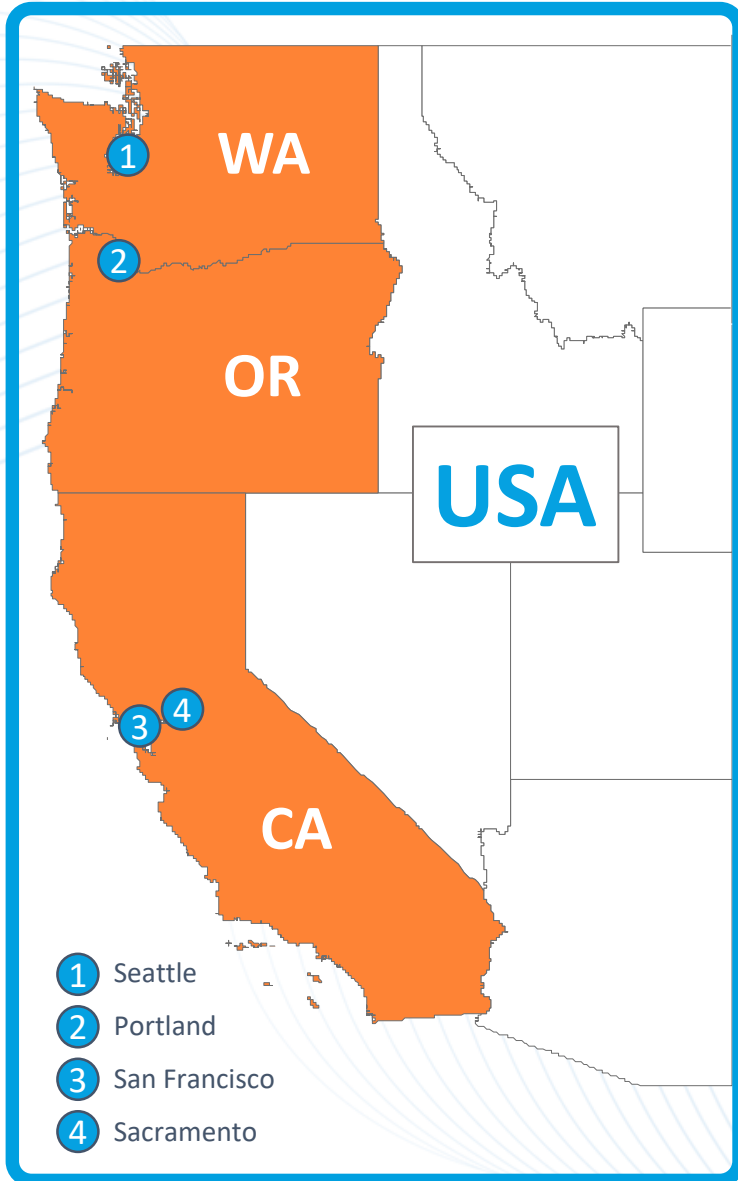


HOLD CLEANING

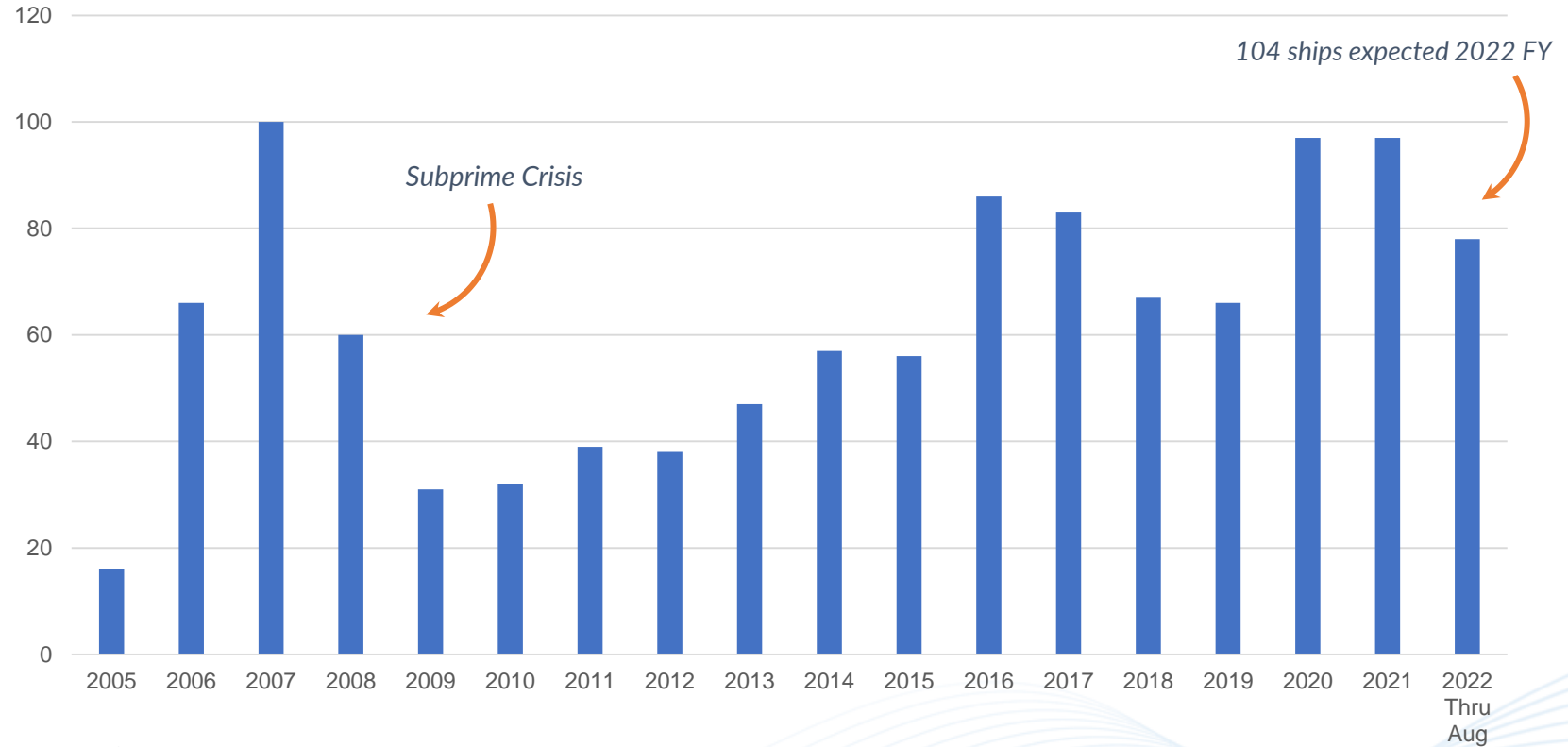
Tidal Transport USA was founded in 2005 primarily on Hold Cleaning services, mainly for cement, coal, concentrates, among other residues.



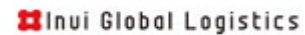
HOLD CLEANING



Annual Throughput (Ships worked)



Main customers:



HOLD CLEANING

How do we do it?

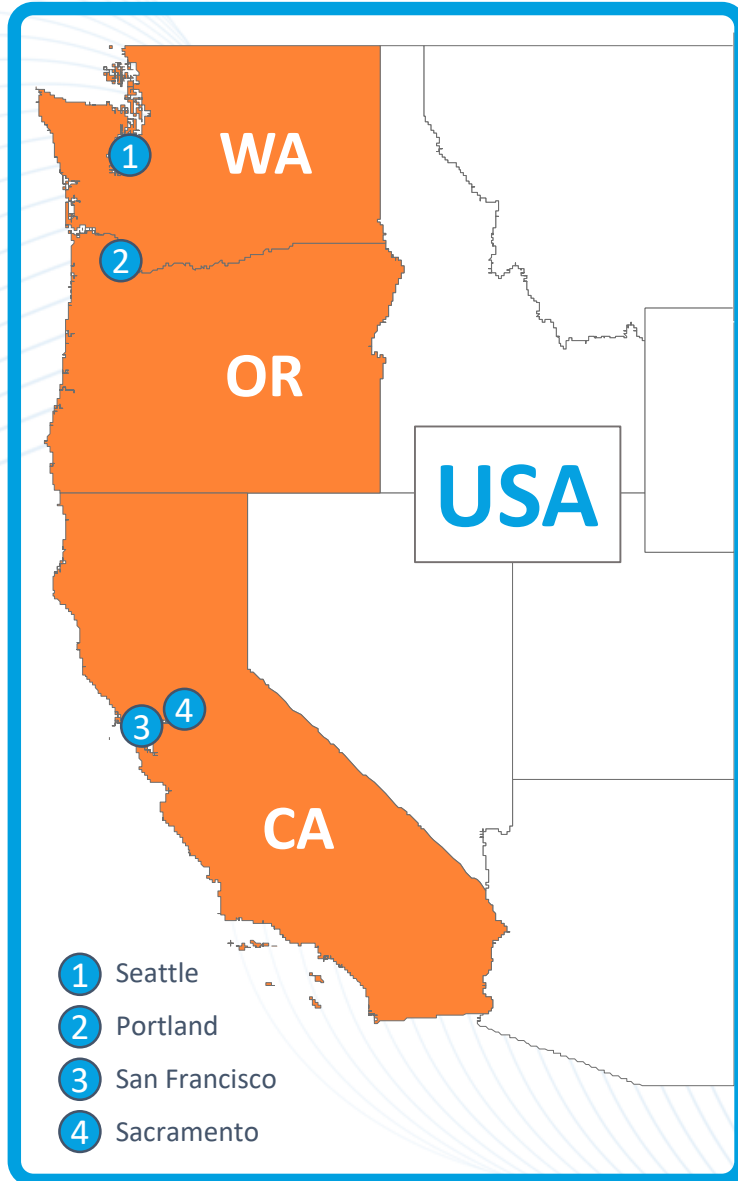


x47 Pressure Washers

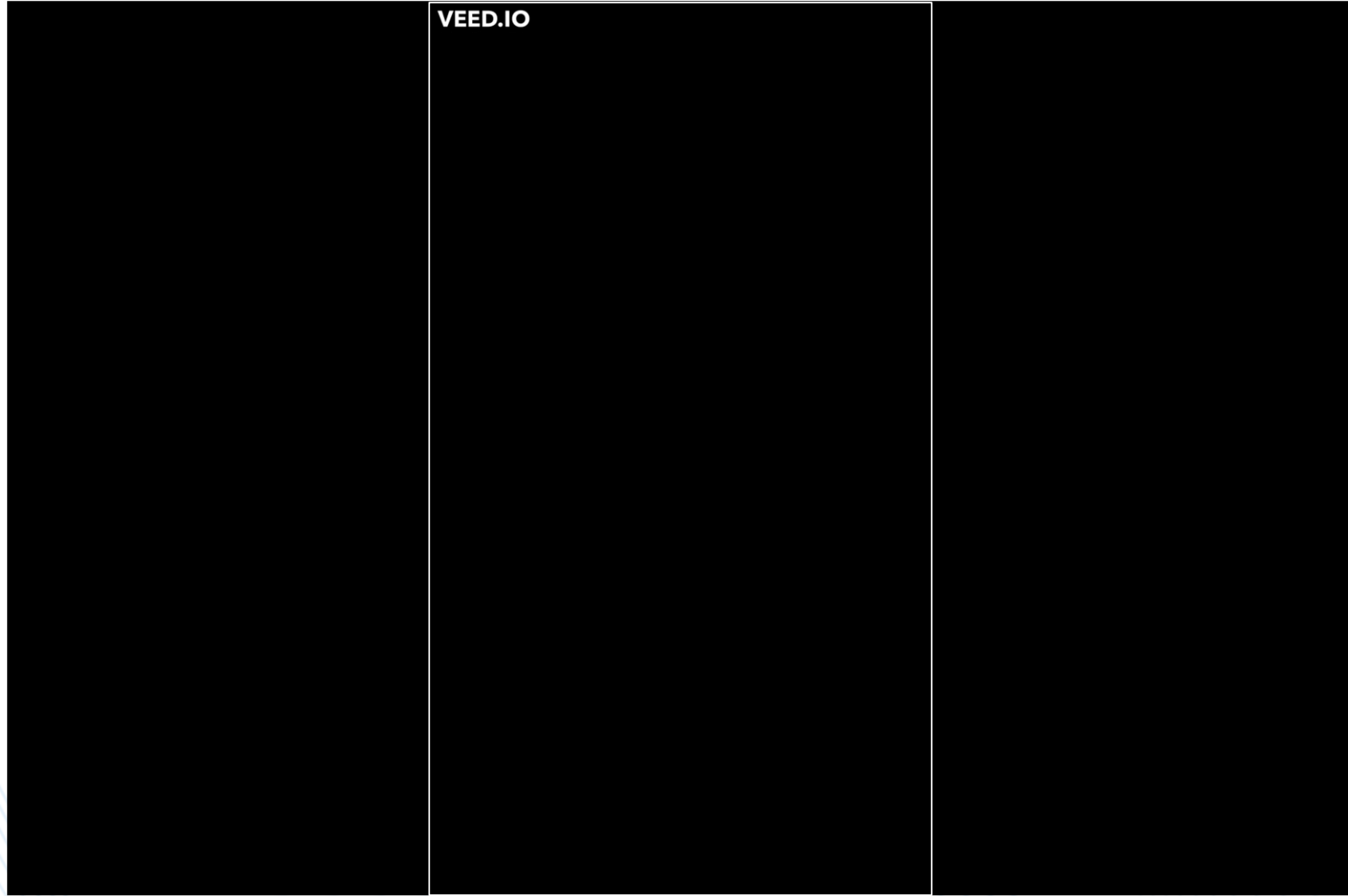
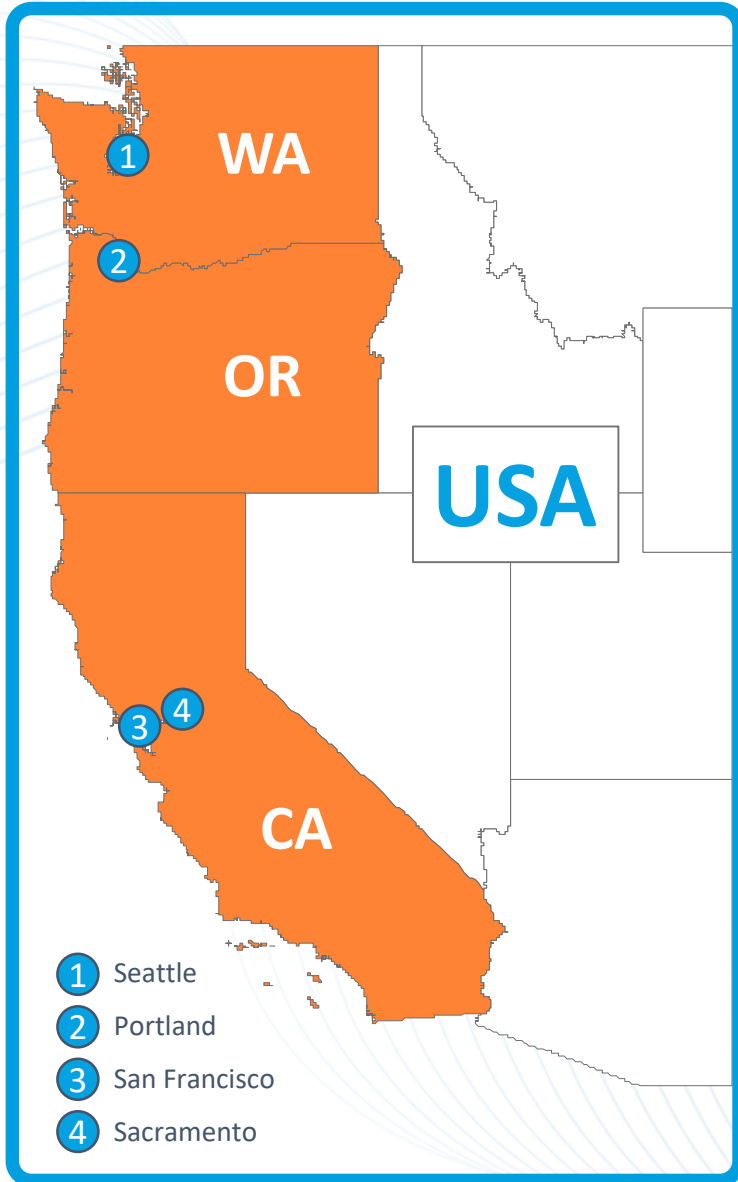


x4 Air Pumps

+ rented equipment as required

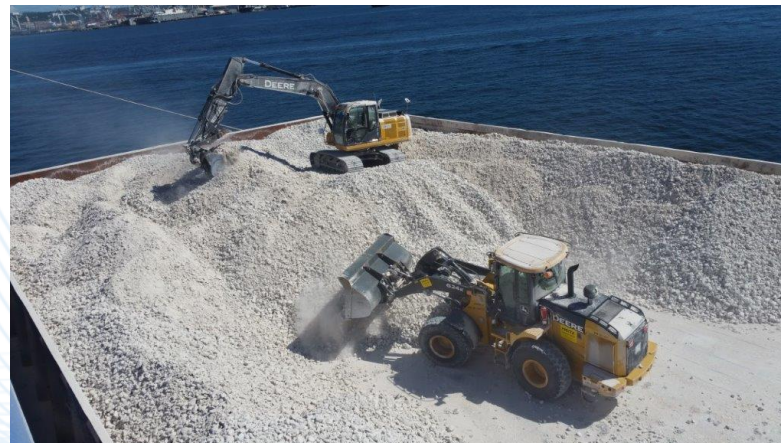


HOLD CLEANING



STEVEDORING

Tidal Transport USA started providing **non-union stevedoring services** in 2011 with a single account and has since grown to over the years, servicing **private terminals in Portland and Sacramento** as well as providing **bulk discharge operations to barge in Seattle**.

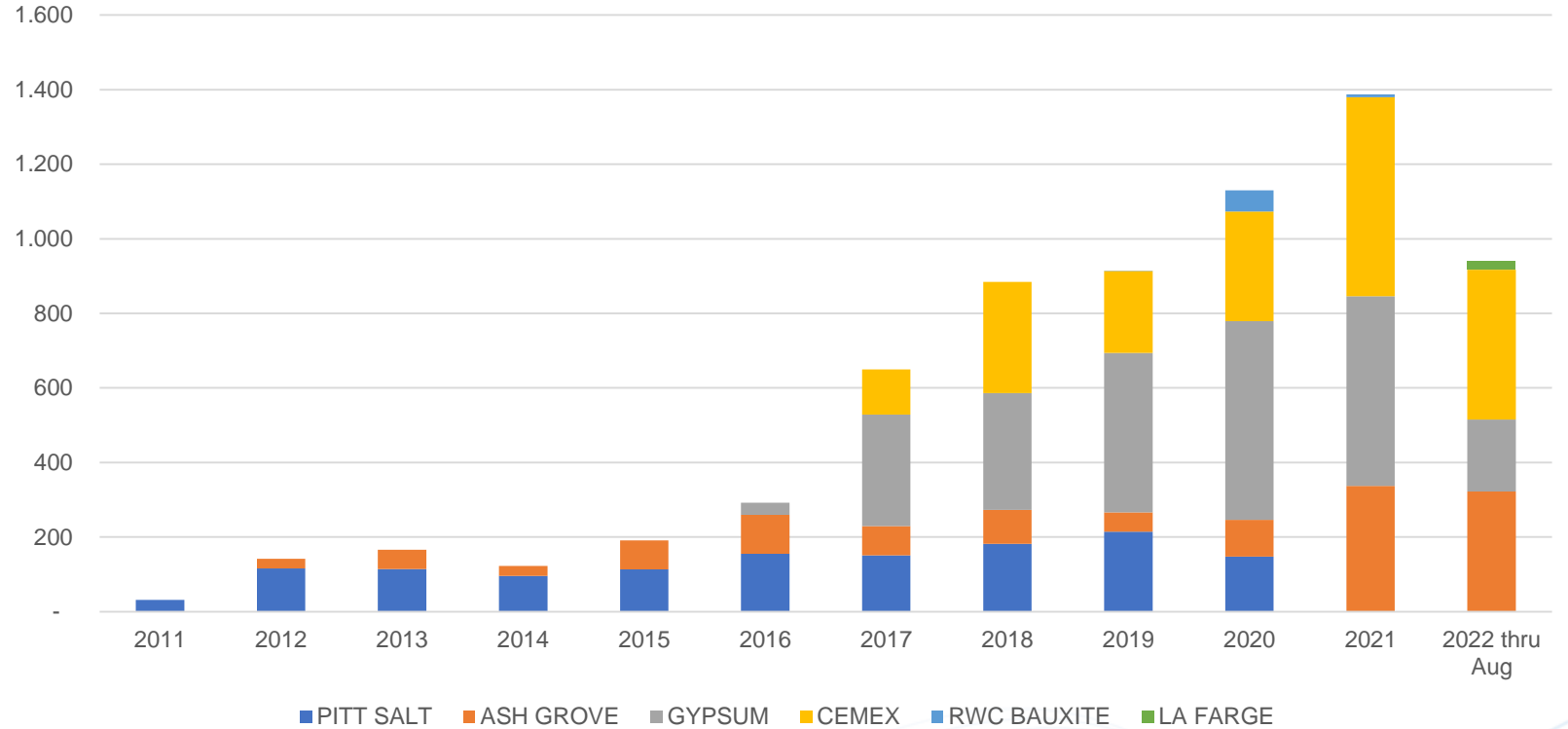


STEVEDORING



- 1 Seattle
- 2 Portland
- 3 Sacramento

Annual Throughput (k tons/year)



Main customers:



STEVEDORING

How do we do it?



x7 Grabs



x4 Spreaders

+ rented payloaders and excavators



PORT CAPTAINCY

Since 2005, Tidal USA has provided supercargo services, supervising the discharge of steel, RoRo, Containers, heavy lift, project cargo, among others.

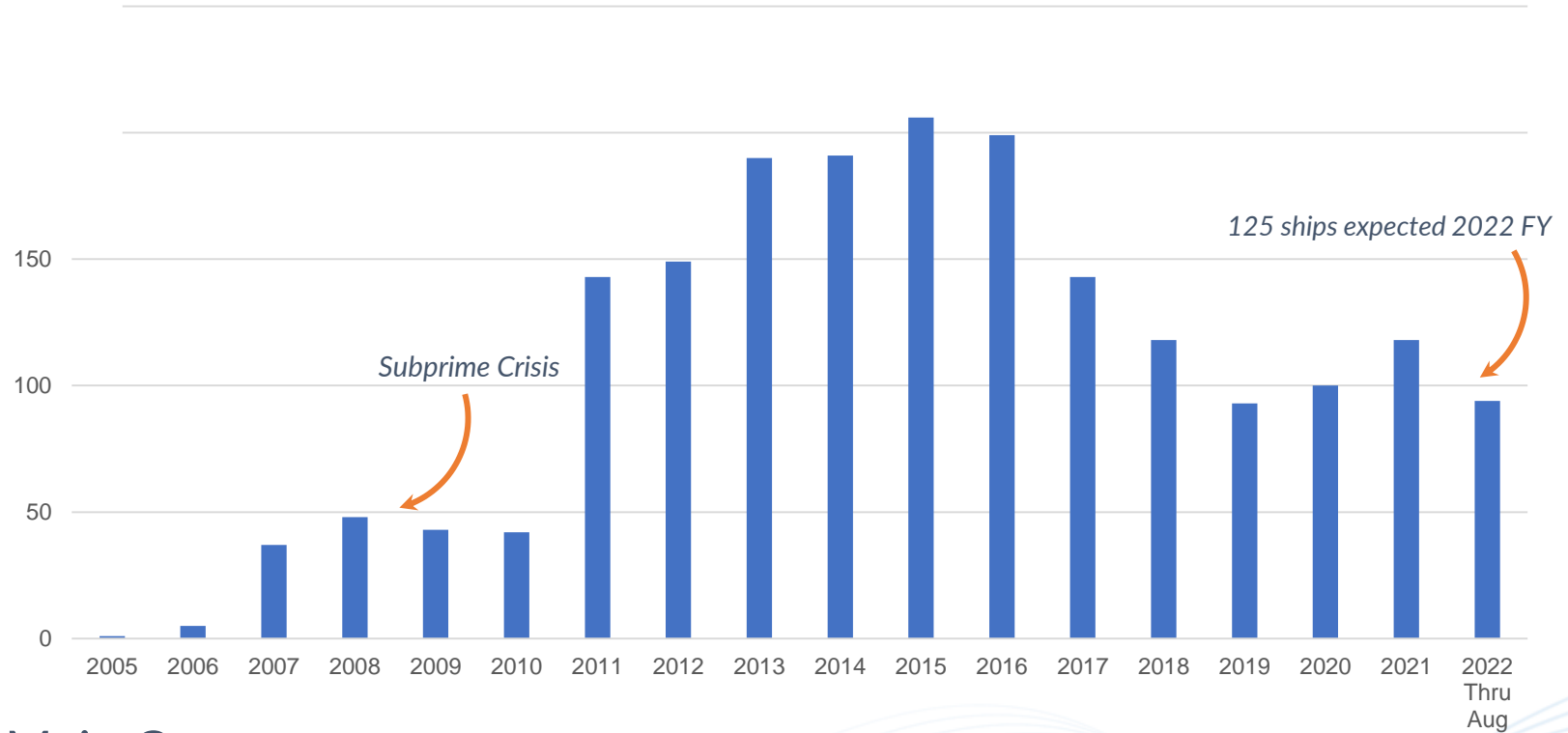
There is no company on the coast or likely in North America that can match Tidal's collective knowledge in loading logs.



PORT CAPTAINCY



Annual Throughput (Ships worked)



Main Customers:



J. LAURITZEN



Inui Global Logistics



OLDENDORFF



SWIRE BULK

"K" LINE AMERICA, INC.



GENERAL MARINE SERVICES.

Various complementary services for our customers:

1. **Equipment rental:**

We rent out Tidal owned **10m³ grabs** which are utilized by stevedores or terminals to discharge dry bulk.



2. **Aerial lift inspection service:**

Monthly service to **Seaport Marine Surveyors** utilizing our Manlifts for AQIS inspections in the Columbia River.



GENERAL MARINE SERVICES.

Various complementary services for our customers:

3. General delivery:

On behalf of owners and agents we deliver various items for ship use, including spare parts, chemicals for hold preparation, pumps, jumbo bags, etc.



4. Warehousing:

We store ships spares and lashing equipment in our Portland and Sacramento warehouse, as requested by ship owners and agents.

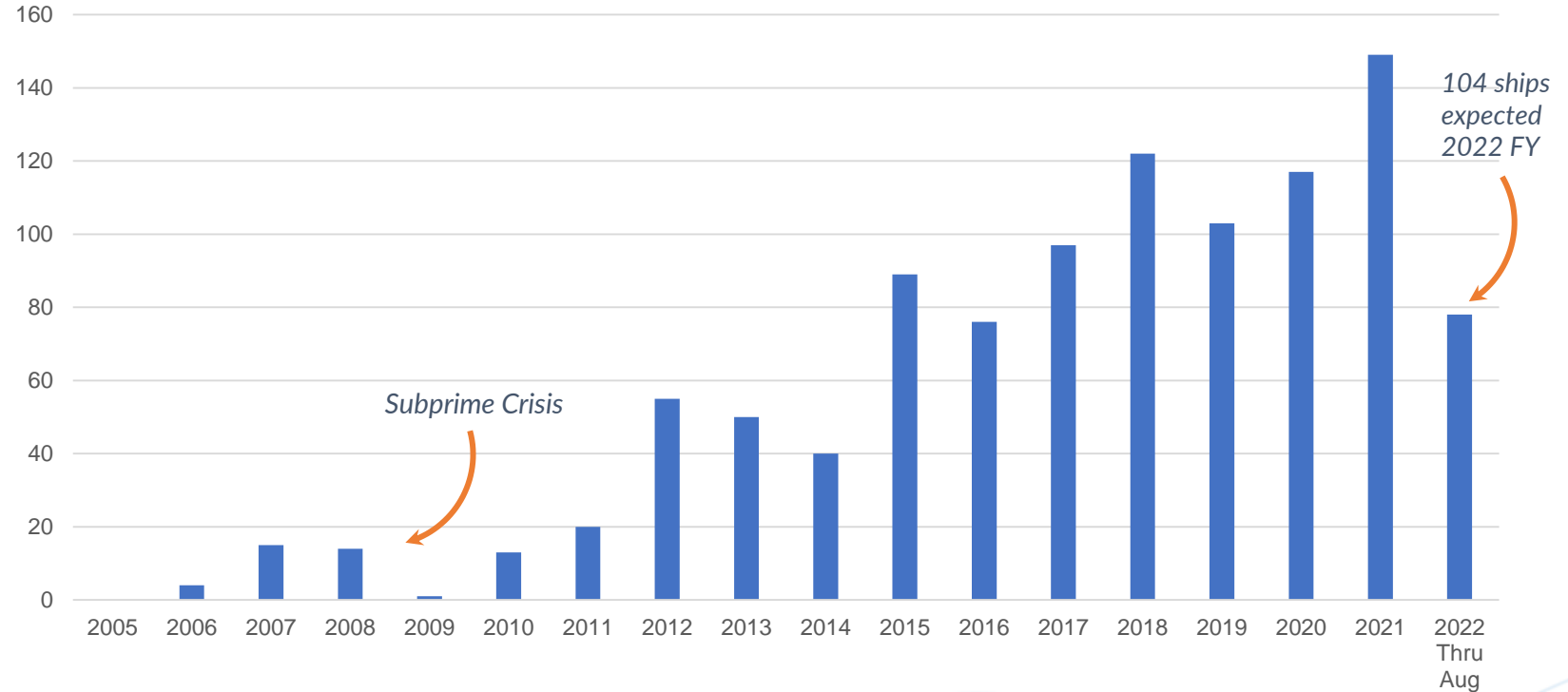




GENERAL MARINE SERVICES.



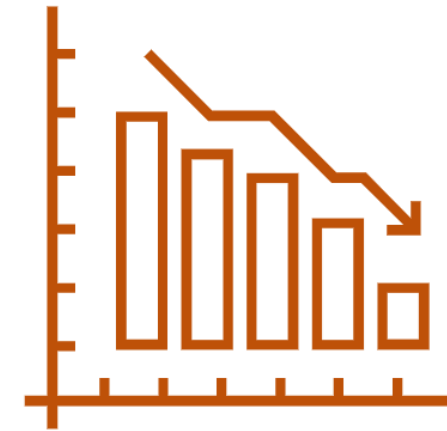
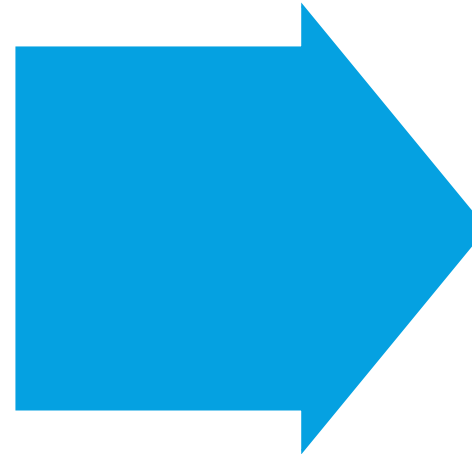
Annual Throughput (Ships worked)



MAIN CHALLENGES



CHALLENGES: RECESSION



**Drop in
Cement and
Gypsum
imports,**
*important drivers for
Tidal Stevedoring
Business*

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FINANCE · ECONOMY

Economic growth could grind to a halt and spark global recession next year, OECD says

BY **TRISTAN BOVE**
September 26, 2022 at 2:03 PM GMT-3



ADAPTABILITY IS KEY



Focus business to other less-affected services: Port Captaincy became a relevant business lines in in 2008-2009 crisis.



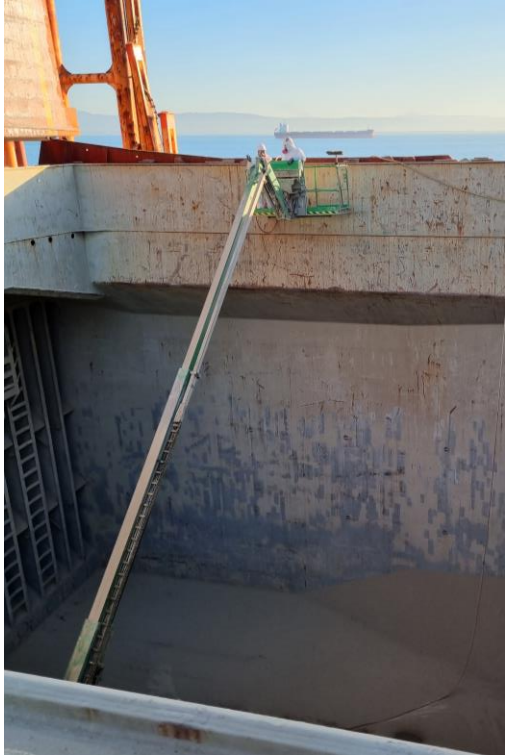
Look for other commercial initiatives/projects: Currently under negotiations with a customer in log exports (Columbia River) and cement transloading industry:



Reliable customers thanks to the good service provided: We are in frequent communications with our principals as a preferred vendor in support of their projects



CHALLENGES: HEALTH & SAFETY



Hold Cleaning:



work with high pressure air and washing equipment



Work in heights.

Stevedoring:



operations take place at anchor discharging to barge so there is a lot of heavy equipment that needs to be rigged and moved by crane

Having good equipment and focused training is key to the success of our team. It starts with having good personnel and this is always a challenge in the current work environment.

CHALLENGES: HUMAN RESOURCES



Similar to other industries and port operations, Tidal USA has experienced **difficulties in hiring workers**:



Lack of specialized workers.



High rate of no-show after applying for jobs



CHALLENGES: HUMAN RESOURCES & HSE

CLEANING ROBOTS PROJECT



Acquisition of new equipment to **modernize the Hold Cleaning** operations and **expand the capacity** to provide this service under **better Safety conditions**.

Main functions: Cleaning frames, topside tank, bulkheads and pipes. Attached with permanent magnetic tracks for cleaning in high areas, with high pressure water.

Operation: 2-3 people are required for cleaning operation.

Cleaning tool for cleaning frames, pipes and bulkhead and inaccessible areas.



CHALLENGES: HUMAN RESOURCES & HSE

CLEANING ROBOTS PROJECT



Optimized Hold Cleaning operations through automatized cleaning robots:

55% Less workers

50% Less time

Higher Safety Standards

Lower OpEx

CHALLENGES: HUMAN RESOURCES & HSE



THANK YOU

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NELTUME PORTS

Empowering Trade

