



July 15, 2016

Mr. Russell R. Steiner  
Steiner Shipyard  
8640 Hemley Street  
Bayou La Batre, AL 36509

Dear Russell,

I wanted to take a moment and express my sincere appreciation for all that you and your fine team of professionals have done for Crescent Towing.

We embarked on our latest new building program two years ago with a yard that was unknown to us. This project was a first for Steiner Shipyards and a leap into the unknown for Crescent. However, we were all placed at ease after our kick-off meeting when it became apparent that Steiner shared the same customer-centric philosophy which we hold dear.

Beyond this are the hard working dedicated men and women that are constructing our tugs with a level of craftsmanship and attention to detail that is envied. When the rare problems did surface, it was always handled openly with honest communication and a willingness to work together in finding a solution.

We are very happy that you persuaded us to give Steiner Shipyard a chance at this project. You and your team have met and exceeded the challenge and gained the respect of all those who will be fortunate enough to serve on the tugs you built. You certainly have our respect...

Please extend our deepest gratitude to all your team members for taking such good care of our needs.

Sincerely,

Keith J. Kettenring  
Chief Operating Officer

1240 Patterson Street, Post Office Box 6968, New Orleans, La 70174-6968  
Executive Offices: (504) 227-7000, FAX (504) 361-5391  
Dispatcher: (504) 366-1521, FAX (504) 362-9877  
Crescent Towing & Salvage Company, Inc.  
[www.coopertsmith.com](http://www.coopertsmith.com)



**BLESSEY**

*Marine Services, Inc.*

P.O. Box 23734 • Harahan, Louisiana 70183

Phone: (504) 734-1156 • Fax: (504) 734-1195

September 29, 2016

Steiner Shipyard, Inc.  
8640 Hemley Street  
Bayou La Batre, AL 36509

Attn: Mr. Russell Steiner

Dear Mr. Steiner:

It's been over a year since you delivered our M/V Gertrude V. Creel and almost five years since you delivered our M/V Edward Jones, Jr. With the market conditions slowing down, I've been reviewing our performance and maintenance records, and I noticed that those boats are among the better performers in the Blessey fleet. Of course, I'm not surprised at that fact, because I had the great pleasure of working closely with, and learning much from, you and your talented team. During the last 40 years, I've delivered many boats from many different shipyards, and I can easily say that the attention to detail and quality performance of every person I worked with at Steiner puts you among the best in the business.

Anyway, I just had to write and say thank you, again. I certainly hope that when better times roll around, we will be building with you again. And of course, if we are looking for repairs in your area, you will be our first call.

Kindest Regards,  
Blessey Marine Services, Inc.

Claude Nixon, Vice President  
Boat Construction & Maintenance



**Great Lakes  
Dredge & Dock  
Company  
Mechanical Engineering**

2122 YORK ROAD  
OAK BROOK, IL USA 60523-1930  
TEL: 630-574-3000  
FAX: 630-574-2980

March 21, 2017

Subject: Steiner Shipyard Fuel Barge Construction

To Whom It May Concern:

Steiner Shipyard and Great Lakes Dredge & Dock Company (GLDD) entered into a contract for three (3) ABS classed and load lined double skin fuel barges in August of 2013. Over the next 15 months Steiner delivered all three barges in working order at their main facility in Bayou La Batre, Alabama. The barges are currently working along the Northeast Coast as well as in the Gulf of Mexico. All barges were thoroughly inspected by ABS and the USCG and all workmanship was found to be in compliance with all ABS rules and USCG CFR's.

Regards,

A handwritten signature in black ink, appearing to read "T. C. Hoag".

Date: 2017.03.21

13:55:02 -05'00'

Thomas C. Hoag  
Dry Dock Support Manager



## Southern Towing Company

1874 Thomas Road  
Memphis, TN 38134

17 March, 2017

Please reply to  
P.O. Box 411  
Memphis, TN 38101-0411

901-386-2644  
Fax 901-386-1119

To whom it may concern,

I have been asked, by Russell Steiner and Steiner Shipyard, Bayou La Batre, Alabama, to provide a Letter of Recommendation.

I believe it is important for the receiver of this letter to have a reference point of the authors prospective.

I am a former U.S. Coast Guard Officer and Coast Guard Cutter Commanding Officer. I have owned, operated and built inland and oceangoing vessels and barges for over 30 years. I have extensive expertise in both Engineering and Operations. I have multiple Patents and multiple pending Patents from the U.S. Patent Office. I have done business with the Steiner's during stints at three different companies, a large private company (Houston Marine Service), a large publically traded company (Martin Midstream Partners / Martin Resource Management Corp.) and presently at a large company owned by private equity (Southern Towing Company – Web – [southerntowing.net](http://southerntowing.net)). I presently own and operate 8 Towboats built by Steiner Ship Yard. They were built from 2008 thru 2014. They were the "first of a kind" and revolutionized medium sized towboats in the U. S. Inland waterways. Their performance and efficiency caused our competitors to build similar towboats. Some of these competitors went straight to Steiner Shipyard as the Quality, Attention to Detail and On Time Delivery of our towboats became known in our industry.

Steiner Shipyard's overall professionalism is un-surpassed. Steiner Shipyard delivers the Highest Quality, at Competitive Prices and On Schedule! If an issue arises, a satisfactory resolution is always reached in an amicable manner.

In today's world we need well thought through contracts to give some a feeling of comfort. When I sign a contract with Steiner Shipyard, I have something more than a paper contract, I have Russel Steiner's Word!

If I can be of assistance, please don't hesitate to call.

Ed Grimm  
President and CEO  
Office: 901-386-2644  
Cell: 281-841-0187

30<sup>th</sup> July 2009

**Reference - New Building Performance**

**To Whom It May Concern**

This is to confirm that West Indian Towage Ltd. contracted Steiner Shipyard Inc. of Bayou La Batre, Alabama, USA to design and build our ocean going multi-functional tug / utility vessel MT Sand Cay. The MT Sand Cay was Hull # 427 and was delivered to us as owners without fault or dispute, on schedule in June 2005.

Design and construction was outstanding and the quality of workmanship was excellent. During the new building period for the construction of this vessel, we must emphasize that at no time did we have any disagreement nor were we ever dissatisfied with the management in the yard or the quality of the construction of our vessel. We found Steiner Shipyard to be both professional and extremely easy to work with at all times in the development, engineering and construction of the new building of our vessels.

In this respect we have absolutely no hesitation in recommending this shipyard to other owners or principals for the construction of their vessels. Should verification be required, please contact the undersigned at the contact numbers below.

Yours sincerely,

**West Indian Towage Ltd.**

  
\_\_\_\_\_  
John MacKenzie

Chairman & Managing Director

West Indian Marine Group

[www.wimarine.com](http://www.wimarine.com)

**West Indian Towage Ltd.**

PO Box 51194 SMB, Grand Cayman, Cayman Islands, BWI  
Tel: 1 (345) 945 7126 Fax: 1 (345) 945 0613





STATE OF NORTH CAROLINA  
DEPARTMENT OF TRANSPORTATION

BEVERLY EAVES PERDUE  
GOVERNOR

8550 SHIPYARD ROAD  
MANNS HARBOR, NC

EUGENE A. CONTI, JR.  
SECRETARY

Date: July 17, 2009

To: Whom it may Concern

From: Donald Chapman  
Assistant Director NCDOT Ferry Division

Subject: Steiner Shipyard

Dear Sirs,

This letter is to confirm that Steiner Shipyard has successfully met all past bonding requirements and constructed 6 Vehicle/Passenger Ferries for the North Carolina Department of Transportation.

All vessels were built in compliance with both ABS and US Coast Guard Rules and Regulations. Each vessel was completed on schedule and delivered to our designated port as specified in our contractual agreement. NCDOT awarded Steiner its first construction contract in 1994 from that date they produced 5 additional vessels through the year 2006. All vessels have continued to meet our expectations and we anticipate many additional years of service. If you should have any questions regarding Steiner Shipyard please don't hesitate to contact me. I can be reached at (252) 473-3461 ext.211.

Sincerely,

A handwritten signature in black ink, appearing to read "Donald Chapman", written over a horizontal line.

Donald Chapman