

# Marine

## News

NOVEMBER 2011

WWW.MARINELINK.COM

# Workboat Annual

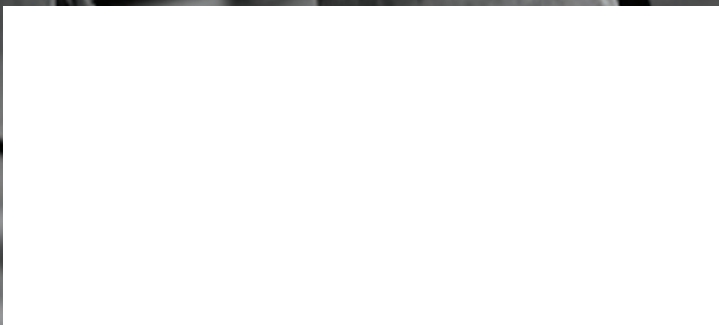
**Inland  
Tradewinds  
Towing**  
page 50



**Offshore  
Moving Cargo,  
Crew Offshore**  
page 58



**International  
One-on-One  
With Lefèvre**  
page 74



# SERVICE WHERE & WHEN YOU NEED IT 24 HOURS A DAY 7 DAYS A WEEK

## Marine Systems, Inc.

New Iberia, LA 337.373.2500  
Baton Rouge, LA 225.927.8815  
Houma, LA 985.858.3750  
Houston, TX 713.948.3260

## Stanley Parts & Equipment

Channelview, TX 281.452.2477

## Diesel Source, Inc.

Houma, LA 985.879.1221

## Devall Diesel Services

Sulphur, LA 337.905.3520

## Gillespie's Engine Service

Port Arthur, TX 409.962.8505

## Midcoast Engine & Transmission

Houston, TX 713.674.9300  
Aransas Pass, TX 361.758.6700

## Clarke Power Services

Richland, MS 601.932.2424

## G&W Diesel Services, Inc.

Memphis, TN 901.948.1625

## Kennedy Engine Company

Biloxi, MS 228.392.2200

## Johnny's Engine & Equipment Service, Inc.

Houma, LA 985.872.4913



When reliability is critical you need an engine you can depend on. That's why we use **John Deere PowerTech™** engines which are durable, fuel efficient, and easy to maintain. They are also backed by the support of one of the strongest engine and equipment companies in the World.

At **engines, inc.** we build the best engineered package anywhere on the inland

waterways and we stand behind it with the most reliable 24/7 support structure in the business. Our extensive dealer network is able to provide reliable service and dependable support wherever you are, whenever you need them. Our skilled staff is always available on our 24-Hour Service Line. With over 150 years of collective experience in our shop and over 75 years of partnership with John Deere, there is no doubt that we can give you the support you need, when you need it, wherever you are! Put our longevity and loyalty to work for you.

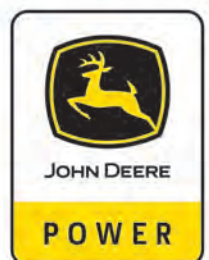
## We are your power source!

**engines, inc.**

Jonesboro, AR • 800-562-8049

Conroe, TX • 936-441-5592

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





# POWER



*Scania engines - 12 or 16 liter  
with ratings from 300 to 800 hp*

## **Power to propel both vessels and business.**

Since 1902, commercial mariners around the world have relied on Scania engines to power their fishing boats, patrol boats, tug boats and ferries. No matter the application, Scania marine engines have earned a reputation for their robust performance, legendary durability and outstanding fuel economy.

*Read more at [www.scaniausa.com](http://www.scaniausa.com)*



**SCANIA**  
Scania U.S.A. Inc.

Scania U.S.A., Inc. • San Antonio, TX • Phone 210.403.0007 • Fax 210.403.0211  
E-mail: [contact@scaniausainc.com](mailto:contact@scaniausainc.com) • Web site: [www.scaniausa.com](http://www.scaniausa.com)



### DISTRIBUTORS

**Northeast/Great Lakes**  
Mack Boring & Parts Co.  
908-964-0700

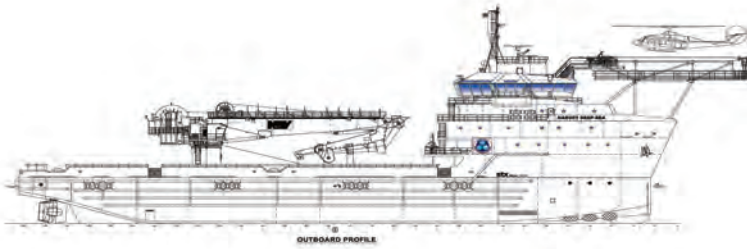
**Northwest**  
Cascade Engine Center  
206-764-3850

**Southeast/Gulf Coast**  
Certified Diesel  
954-583-4465

**Southwest**  
Boatswain's Locker  
949-642-6800

**Central/Eastern Canada**  
ADF Diesel  
800-517-1489

10



8 **Inland Waterway Transport Stats**

*How well do you know your market sector?*

10 **Harvey Gulf's LNG PSV**

*The Combination PSV & Light Construction Vessel will be the only US flag vessel of its kind.*  
*By Joseph Keefe*

14 **Jim Adams**

*President & CEO, OMSA*

24 **Refinancing Options**

*There's Gold in Them There Hulls!*  
*By Richard J. Paine, Sr.*

26 **Marine Construction Policies**

*Building Expertise, Service into Coverage.*  
*By Ken Baldwin*

50 **All in the Family**

*Surviving as a small family business in the increasingly regulated inland & towing markets is no easy feat.*  
*By Raina Clark*

58 **Moving Cargo & Crew Offshore**

*Workboats & companies Evolve with the market in the U.S. GOM*  
*By Susan Buchanan*

74 **One-on-One**

*Straight Talk on Offshore Markets with Christian Lefevre CEO, Bourbon*  
*By Joseph Keefe*

Wing builds air-holding, foam-filled, and hybrid tubes and sponsons • Fully inflatable rafts including the new CRRC P-4.7 and shallow draft catamarans • PWC collar options



See us at the International WorkBoat Show in New Orleans, Nov. 30 - Dec. 2, in booth #1862.

# Wing Collars Mean Business

And Rescues, Excursions, Construction and Insertions

Some of our more than 200 existing replacement sponsons include:

**U.S.C.G. Replacements**

Zodiac 540™  
Zodiac 630™  
Zodiac 640™  
Zodiac 733™

**S.O.L.A.S. Replacements**

Willard 670™  
Zodiac 670™

**Military Replacements**

BCGP Impacts™

**Moose Boats™**

SeaArk™  
US Marine Inc. 11m Split Bow™  
Willard 730™  
Willard 11m™  
Zodiac™

**Commercial Replacements**

Almar™  
North River™  
Northwind™  
Zodiac™

At Wing, our job is to make your job a little easier. We do this by building superior quality collars and sponsons to absorb some of the punishment you endure each day.

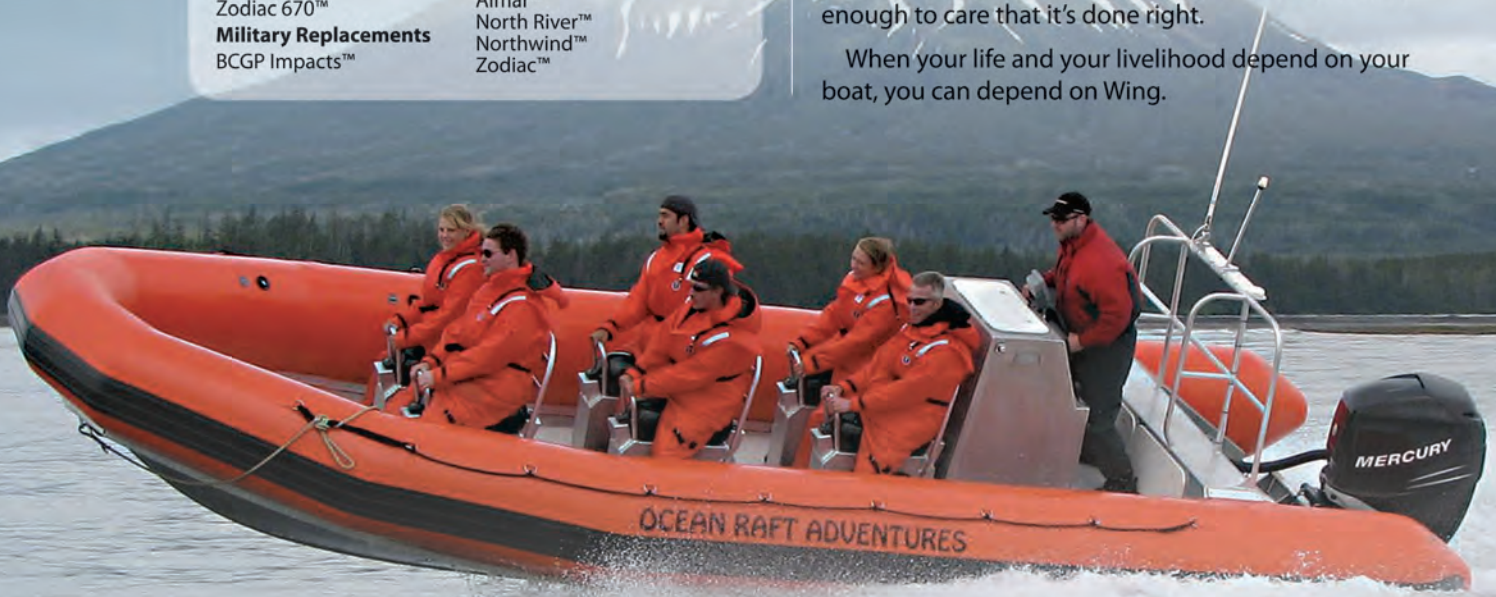
All of our polyurethane products feature thermo-welded seam construction with 1.5" material overlap for optimum strength and longevity.

That's one of the reasons why we are the provider of choice of inflatable collars and replacement sponsons for leading OEMs, agencies and businesses around the world. Wing products are built to last.

And with a short **60-day turnaround** in most cases, we can have your new or replacement collar built and in service fast.

We're a U.S. owned and operated business using U.S. materials exclusively out of our Northern California factory. We're big enough to get the job done and small enough to care that it's done right.

When your life and your livelihood depend on your boat, you can depend on Wing.



**WING**  
INFLATABLES

Designed Smarter. Built Tougher.

1220 5th Street • Arcata, California, 95521 Phone: 707.826.2887 • www.wing.com

**Cooley** Wing uses fabric coated with Coolthane®— an advanced polyurethane coating manufactured by Cooley.  
50 Esten Avenue, Pawtucket, RI 02860 • 1-800-333-3048 • www.cooleygroup.com

All Wing polyurethane products are Buy American Act and Berry Amendment compliant.

# MarineNews

ISSN#1087-3864 USPS#013-952

Florida: 215 NW 3rd St., Boynton Beach, FL 33435

tel: (561) 732-4368; fax: (561) 732-6984

New York: 118 E. 25th St., New York, NY 10010

tel: (212) 477-6700; fax: (212) 254-6271

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

## PUBLISHER

John C. O'Malley • [jomalley@marinelink.com](mailto:jomalley@marinelink.com)

## Associate Publisher & Editorial Director

Greg Trauthwein • [trauthwein@marinelink.com](mailto:trauthwein@marinelink.com)

## Editor

Joseph Keefe • [keefe@marinelink.com](mailto:keefe@marinelink.com)

Tel: 704-661-8475

## Contributing Writers

Susan Buchanan • Raina Clark • Lawrence R. DeMarcay, III

Frederick B. Goldsmith • Randy O'Neill • Jim Shirley

## PRODUCTION

Production Manager Irina Tabakina • [tabakina@marinelink.com](mailto:tabakina@marinelink.com)

## SALES

### Vice President, Sales & Marketing

Rob Howard • [howard@marinelink.com](mailto:howard@marinelink.com)

Sales Administration & Office Manager Rhoda Morgan • [morgan@marinelink.com](mailto:morgan@marinelink.com)  
Sales & Event Coordinator Michelle Howard • [mhoward@marinelink.com](mailto:mhoward@marinelink.com)  
Classified Sales Manager Dale Barnett • [barnett@marinelink.com](mailto:barnett@marinelink.com)  
tel: 212-477-6700

### Advertising Sales Managers

National Sales Manager

Jack Bond • [bond@marinelink.com](mailto:bond@marinelink.com)  
Tel: 561-732-1659 Fax: 561-732-8063

Lucia Annunziata • [annunziata@marinelink.com](mailto:annunziata@marinelink.com) Terry Breese • [breese@marinelink.com](mailto:breese@marinelink.com)  
Tel: 212-477-6700 Fax: 212-254-6271 Tel: 561-732-1185 Fax: 561-732-8414

Perry Grant • [grant@marinelink.com](mailto:grant@marinelink.com) Dawn Trauthwein • [dtrauthwein@marinelink.com](mailto:dtrauthwein@marinelink.com)  
Tel: 561-732-0312 Fax: 561-732-9670 Tel: 631-472-2715 Fax: 631-868-3575

Mike Kozlowski • [kozlowski@marinelink.com](mailto:kozlowski@marinelink.com)  
Tel: 561-733-2477 Fax: 561-732-9670

### Managing Director, Intl. Sales

Paul Barrett • [ieaco@aol.com](mailto:ieaco@aol.com)  
Tel: +44 1268 711560 Fax: +44 1268 711567

Uwe Riemeyer • [riemeyer@intermediapartners.de](mailto:riemeyer@intermediapartners.de)  
Tel: +49 202 27169 0 Fax: +49 202 27169 20

## CORPORATE STAFF

Manager, Accounting Services Rhoda Morgan • [morgan@marinelink.com](mailto:morgan@marinelink.com)  
Manager, Public Relations Mark O'Malley • [momalley@marinelink.com](mailto:momalley@marinelink.com)  
Manager, Marketing Jocelyn Redfern • [jredfern@marinelink.com](mailto:jredfern@marinelink.com)  
Manager, Info Tech Services Vladimir Bibik • [bibik@marinelink.com](mailto:bibik@marinelink.com)

## CIRCULATION

Circulation Manager Kathleen Hickey • [mncirc@marinelink.com](mailto:mncirc@marinelink.com)

## TO SUBSCRIBE:

Subscriptions to **Marine News** (12 issues per year) for one year are available for \$49.00;

Two years (24 issues) for \$64.00.

Send your check payable to:

**MarineNews**, 118 E. 25th St., New York, NY 10010.

For more information email Kathleen Hickey at: [k.hickey@marinelink.com](mailto:k.hickey@marinelink.com)

## POSTMASTER Time Value Expedite



## On the Cover

# 58 Hard Working Boats

*Workboats plying global offshore environments have evolved to meet a changing regulatory and business climate.*

*Susan Buchanan and Joseph Keefe (p. 74) report.*



(Photo: Courtesy Catesurvey ([www.catesurvey.com](http://www.catesurvey.com)))

## Legal

# 30 The Jones Act, Medicare Set Asides & You

*Despite settling a personal injury claim, can you still have liability? By Larry DeMarcay*

## Associations

# 36 Meet IMCA

Health & Safety, Technical Expertise for the Workboat Industry *By Hugh Williams*

## 6 Editor's Note

## 18 Boat of the Month

## 20 OP/ED — NOIA on Energy & Jobs

## 68 Profile: Markey Machinery

## 42 Legal Beat — by Frederick B. Goldsmith

## 46 Boatbuilding — By Joe Hudspeth

## 64 Propulsion — Born Reliable

## 70 Mariner's Insurance — By Randy O'Neill

## 78 New Director for NY Canals

## 82 Safety & Audit — Start at the Top

## 86 Vessels

## 92 People & Company News

## 98 Products

## 106 Classifieds

## 112 AD Index

**MarineNews** ISSN#1087-3864 is published monthly, 12 times a year by Maritime Activity Reports, Inc., 118 East 25th Street, New York, N.Y. 10160-1062. The publisher assumes no responsibility for any misprints or claims and actions taken by advertisers. The publisher reserves the right to refuse any advertising. Contents of this publication either in whole or in part may not be reproduced without the express permission of the publisher.

**POSTMASTER:** Send address changes to **MarineNews**, 118 East 25th Street, New York, N.Y. 10160-1062.

**MarineNews** is published monthly by Maritime Activity Reports Inc. Periodicals Postage paid at New York, NY and additional mailing offices.

It's Your HEADQUARTERS  
It's Your WAREHOUSE  
It's Your COMMAND CENTER  
...TO GO



Tidewater Can Refit These Vessels For Uses Including:

- Coastal Container & Cargo
- Short-Sea Shipping
- Fishing & Fish Processing
- General Cargo - Non-Oilfield
- Salvage Assist
- Dive Support
- Construction Assist
- Mobile Warehouse
- Mobile Command Center
- Expedition Boat
- Yacht Tenders and Shadow Vessels

B U I L T   T O   A B S   C L A S S   &   U S C G   S T A N D A R D S



**TIDEWATER**  
A Tidewater Marine, LLC Product

For Information on Tidewater Refit Vessels  
Contact Richard Heausler: 504.568.1010  
rheausler@tdw.com

## EDITOR'S NOTE

keefe@marinelink.com



Less than six months after settling into the Editor's chair here at *MarineNews*, I know that I will never be done learning new things about this diverse sector of the maritime industry. For example, I've become only too aware that 'one size does not fit all.' Nowhere does that adage ring truer than in the world of workboats, where these multi-missioned platforms have been virtually transformed – seemingly overnight – into some of the most interesting and sophisticated vessels on the water. Hence, the previously narrow definition of the "workboat" sector has to be reexamined. Within the pages of this voluminous Workboat Annual edition, we have done just that.

If one size doesn't fit all anymore, it is also true that size still matters. Today, however, size is defined in many different ways. Perhaps most important to regulators and by default the workboat industry they oversee, is the size of a vessel's carbon footprint. If yours isn't getting smaller, then perhaps you need to take a new look at how you are doing business. The need to balance missions against the downstream impact of those goals is no longer a nice public relations move; it's just simply required. That said; you can get there from here.

Continuing with my theme of a diverse and interesting workboat sector, our boat of the month selection is perhaps not what you might expect but perhaps it should be. That's because the Glosten Associates designed, Next Generation Research Vessel balances performance with Zero Footprint Objectives. A workboat by any definition, this slick new concept design promises diverse, multi-missioned research capabilities, packaged into a highly capable platform with zero water emissions and drastically reduced air emissions. It rarely gets any better than that.

In this same edition, Susan Buchanan leads us through the business thought process that prominent workboat operators employ when deciding which boat to build, why and what capabilities those boats need to have. Rounding out that discussion is our TECH file which profiles Harvey Gulf International's futuristic entry into the GOM offshore construction vessel markets. When completed, the vessel will be one of the most sophisticated platforms of its kind and also serves notice to oil & gas operators everywhere that U.S. flag assets do exist to service this highly technical market.

Beyond the operators themselves, industry advocates who sometimes find themselves on different sides of contentious discussions now find themselves working towards similar goals in a crowded market. Environmental and regulatory compliance, workboat safety and ultimately, the return to profitable business conditions in the US GOM and elsewhere, all dominate the collective agenda of the Offshore Marine Service Association (OMSA) and the International Marine Contractors Association (IMCA). One size does not fit all. A broad look at the workboat market – the small, family owned and operated Tradewinds Towing group (page 50) as a perfect example – shows us that there is no one formula (or required size) to navigating the complicated GOM offshore game. That much I do know.

A handwritten signature in blue ink that reads "Joe Keefe". The signature is fluid and cursive.

Joseph Keefe, Editor, keefe@marinelink.com

### Online Resources

#### SUBSCRIBE

Subscribe to the print or electronic edition of *MarineNews* at [www.marinelink.com/renewsubscr/Renew04/subscribe.html](http://www.marinelink.com/renewsubscr/Renew04/subscribe.html) or e-mail Kathleen Hickey at [mrcirc@marinelink.com](mailto:mrcirc@marinelink.com)

#### DAILY NEWS via E-MAIL

Twice every business day we provide breaking news, tailored to your specification, delivered FREE directly to your e-mail. To subscribe visit <http://maritimetoday.com/login.aspx>

#### POST & SEARCH JOBS

Job listings are updated daily and help match employers with qualified employees. Post a position or keep abreast of new employment opportunities at <http://www.maritimejobs.com>

#### ADVERTISE

MN offers a number of print and electronic advertising packages. To see our editorial calendar and advertising rates, visit [www.marinelink.com/AdvRates/Rates.asp](http://www.marinelink.com/AdvRates/Rates.asp)





# MISSION READY

TACTICAL MANEUVERING DRILLS FOR URBAN SHIELD 2011



(866) GO-MOOSE  
www.mooseboats.com  
GSA Contract #GS-07F-0507M



Supported by Cummins West, Inc.  
www.cumminswestinc.com

## BY THE NUMBERS INLAND WATER TRANSPORTATION

**Do you know your market?** According to a report published by AnythingResearch, the current size of the Inland Water Transportation market is \$6.7 billion and has grown, on average, 8% annually since 2005. Compared to 2009, 2010 revenues have grown 4%. Long term forecasts for the industry project positive growth. The average company in this industry has revenues of \$11.3 million, and 35 employees. The market size chart shows the size and growth trends of your industry. Many investors and business leaders follow the principle of "a rising tide lifts all boats." There are exceptions. Is your business one of them? The chart shows a growing sector, but arguably, we are still mired in a tough economy. Is the (apparent) rebound in 2010 a harbinger of things to come? Forecasts and details for 2011-2015 are available at AnythingResearch.com.

**Market Size** (Source: 2011 Inland Water transportation Report at AnythingResearch.com)

Metrics	2005	2006	2007	2008	2009	2010
Market Size (\$ millions)	\$4,507	\$5,148	\$5,934	\$6,619	\$6,390	<b>\$6,662</b>
Total Firms	488	506	535	560	575	<b>588</b>
Total Employees	17,494	18,462	19,599	20,915	20,114	<b>20,661</b>
Avg Revenue Per Firm (\$ thousands)	\$9,238	\$10,174	\$11,094	\$11,821	\$11,111	<b>\$11,329</b>
Avg Employees Per Firm	36	36	37	37	35	<b>35</b>

**Are you getting paid enough?** Compensation & Salary surveys, produced by AnythingResearch, revealed some interesting statistics. The Compensation chart below provides an up-to-date assessment of jobs in Inland Water Transportation and national salary averages (positions most common, and high, low, and average annual wages). You can easily see where you stand in comparison to your peers. For our CEO readers, however, if the salaries of your employees lag significantly behind the median averages, what does that say about the quality of your employees? Do you run a safe and efficient company? Is your (poor) safety record a direct reflection of poor pay scales? Do you experience high turnover? Could this be why?

Title / occupation	PCT of Workforce	Bottom Quartile	Average (Median)	Upper Quartile
Management occupations	4%	\$69,000	<b>\$90,210</b>	\$126,690
Chief executives	0%	\$130,320	N/A	N/A
General and operations managers	2%	\$71,510	<b>\$95,430</b>	\$141,300
Office and administrative support	7%	\$23,500	<b>\$31,250</b>	\$43,070
Transportation & material moving	73%	\$32,350	<b>\$46,130</b>	\$68,810
Sailors and marine oilers	30%	\$28,090	<b>\$34,690</b>	\$42,530
Captains, mates, and pilots	28%	\$47,830	<b>\$67,360</b>	\$92,320
Ship engineers	7%	\$50,490	<b>\$65,860</b>	\$78,830

### Government Contracts Related to Inland Water Transportation

In 2010, the federal government spent a total of \$9,217,594 on Inland Water Transportation. It awarded 219 contracts to 59 companies, with an average value of \$156,230 per company. Did your company get any of it? If not, why not?

### Geographic Distribution: Market Size by State

The top three states, according to the federal government, in terms of market size and impact from the Inland Marine Transportation sector were (in 2009), Louisiana (no surprise there – doubling its nearest rival), Texas (think about all that petro-refining barge traffic) and – wait for it – New York, which weighed in at \$653 million. That's right; New York. The full report shows the rankings of all 50 states.

### AnythingResearch

Other maritime industry reports by AnythingResearch include Water Transportation, Deep Sea, Coastal and Great Lakes Water Transportation, Deep Sea Freight, Coastal and Great Lakes Freight / Passenger Transportation and the Inland Water Transportation Industry. To see the full report on this subject, contact AnythingResearch at:

**Tel: 888-343-9945**

**[www.anythingresearch.com](http://www.anythingresearch.com)**

All data in this article courtesy of AnythingResearch

See us at  
the International  
Workboat  
Booth # 754

# TOTAL STEERING SOLUTIONS

*"For Boat Owners who.  
Demand the Best"*

CONVENTIONAL

ELECTRO-HYDRAULIC

ABS APPROVED

MECHANICAL RETROFITS

PROPORTIONAL



ENGINE MONITOR, INC.

Authorized Dealer for:



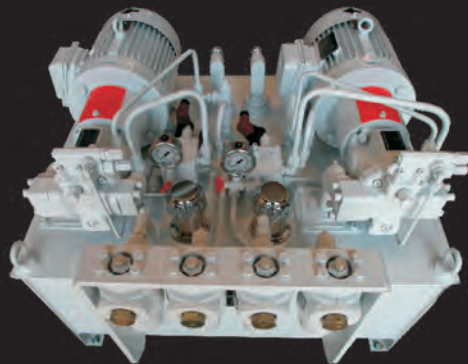
VETH-Z-DRIVE

TUNNEL THRUSTERS

BOW THRUSTERS

Innovative Design & Engineering  
Total Product Support  
State-of-the-Art Manufacturing

191 JAMES DRIVE WEST  
ST. ROSE, LOUISIANA 70087 USA  
TEL: 504.620.9800  
FAX: 504.620.9801  
WWW.EMI-MARINE.COM



35 years of World Class 24/7 Product Service and Technical Support

# Harvey Gulf's LNG PSV

**Now Under construction, the Combination PSV and Light Construction Vessel will be the only US flag vessel of its kind.**

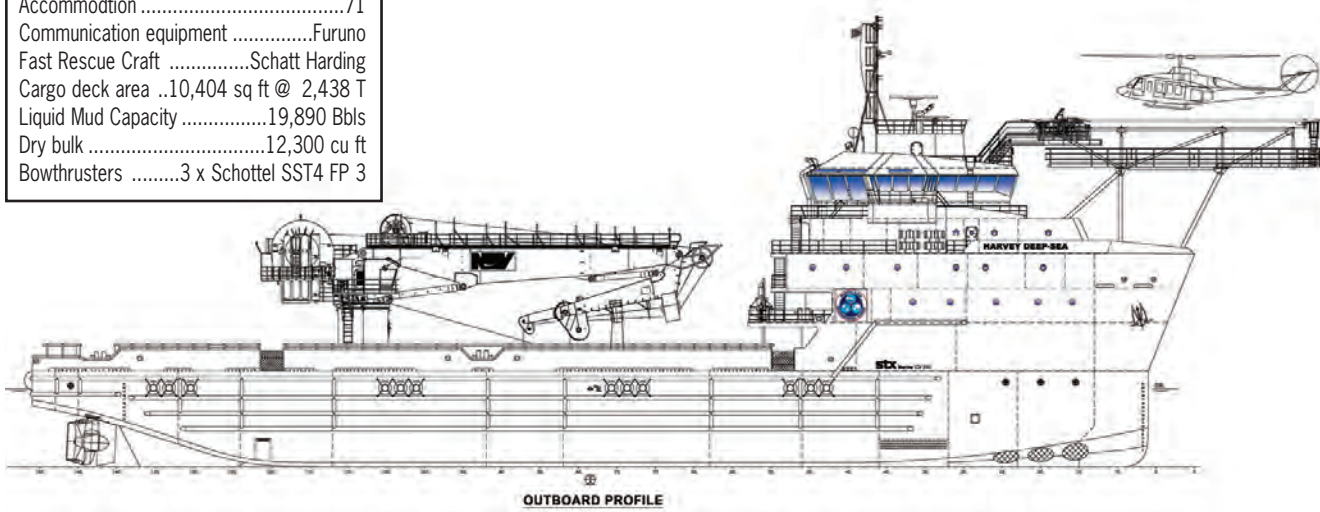
Concurrent with the groundbreaking news that Harvey Gulf International Marine had committed to building three state-of-art, U.S.-flagged LNG Offshore Supply Vessels, Harvey Gulf Chairman & CEO Shane Guidry also shed light on another innovative first for the U.S. Gulf coast marine markets. Harvey's Deep-Sea 310' Multipurpose Construction/Platform Supply Vessel, now under construction, will not only be the first of this kind under U.S.-flag (as are all Harvey Gulf vessels), but also will be able to lower up to 1,000 tons to 10,000 feet with its 16 metric ton crane. The ABS classed vessel will also be DP (2) qualified

and also boasts a raft of other Hi-Tech features not commonly found under U.S. flag.

Harvey Gulf International Marine, LLC is a marine transportation company that specializes in towing drill rigs and providing Support Vessels for deep-water operations in the U.S. Gulf of Mexico. Like the Dual fuel LNG OSV's, also designed by STX US Marine Inc., the new combination PSV/construction vessel serves as just one more example of Harvey Gulf's commitment to meet its client's future needs. Beyond this, the move serves notice to those who claim that U.S.-flag assets do not exist in the U.S. Gulf to perform highly

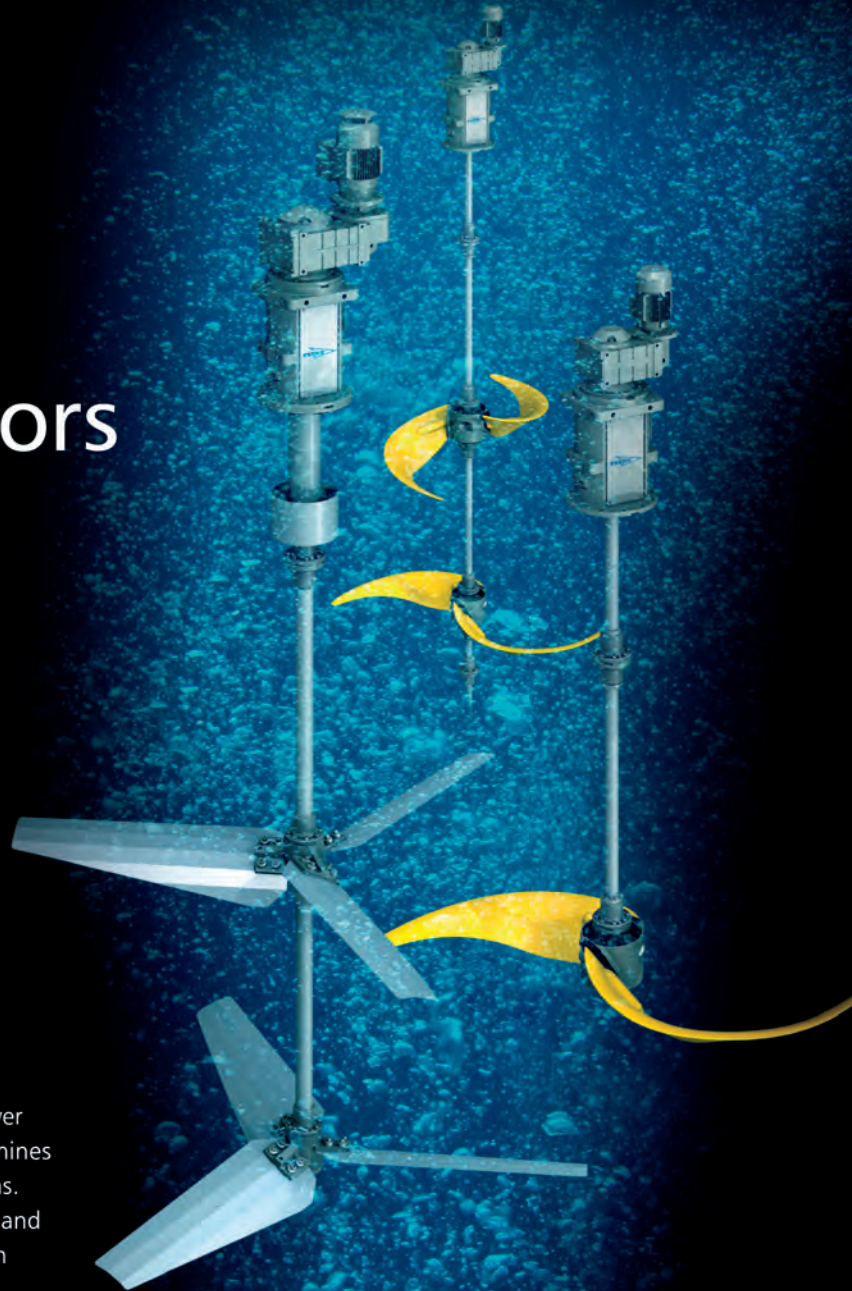


Main Particulars	
Length, o.a. ....	302 ft
Design draft amidships .....	20 ft
Main engines .....	4x CAT 3516Tier II
Power .....	2,250 kW each
Main generators .....	4 X 2,250 kW Hyundai
Accommodation .....	71
Communication equipment .....	Furuno
Fast Rescue Craft .....	Schatt Harding
Cargo deck area ..	10,404 sq ft @ 2,438 T
Liquid Mud Capacity .....	19,890 Bbls
Dry bulk .....	12,300 cu ft
Bowthrusters .....	3 x Schottel SST4 FP 3





# Our new agitators speak volumes.



## Introducing Flygt Top-Entry Agitators.

We invented submersible mixers, and revolutionized the treatment market when we introduced them there. For over 50 years, more than 200,000 installed and amazing machines have proven themselves across a multitude of applications. The introduction of our Top-Entry Agitators takes the art and science of mixing to a whole new level of excellence, with huge agitated volumes from a single agitator, very low power consumption, lifecycle cost and environmental impact, long operational life, and hygienic handling.

To find out more go to [www.flygtus.com](http://www.flygtus.com)

Visit us at the  
International  
Workboat Show  
Booth # 2841



**ITT**

ITT is a global provider of water handling and treatment solutions for municipal and industrial customers in more than 140 countries.

Flygt | Godwin | Leopold | Sanitaire | WEDECO

# stx

## Canada/US Marine

The innovative vessel was designed by STX U.S. Marine, a consulting naval architecture and marine engineering company. It is being built at Eastern Shipbuilding shipyard in Panama City, FL, with an expected delivery date of March 2013.



## CLEAN SEAL®, INC.

ISO 9001:2008

LOOK for us  
at Work Boat  
Show #3263



### Clean Seal®

Clean Seal has long been the industry leader as a supplier of high quality extruded rubber seals and gaskets. Clean Seal uses the revolutionary 3M™ (ST) sealing tape adhesives on its rubber seals designed for the automotive industry. As an innovator, problem solver and originator of new products, O.E.M.'s look to Clean Seal to solve their sealing problems.



### Marine Hose

Clean Seal® now has available high quality automotive hose products including heater hose, gas line fuel fill hose, fuel line hose, fuel injection hose and air conditioning hose. Other automotive hose products are also available. The hose is available in varying minimum order lengths on spools or rolls.



### Extruded Plastic Parts

A complete line of thermoplastic parts is now available from Clean Seal. Extruded plastic parts offer an advantage where the need exists for very high durometer seals or gaskets and/or unique colors. Applications include drip rails, clips and close out seals. Commonly used for seals due to their soft, flexible and tactile properties, the thermoplastic parts are flame retardant, weatherable and resist UV rays.

**Clean Seal, Inc.**  
20900 W. Ireland Rd.  
P.O. Box 2919  
South Bend, IN 46680-2919

**Phone**  
574.299.1888

**Fax**  
574.299.8044

**Toll Free**  
800.366.3682 Ext. 1372

**Email**  
cleanseal37@cleanseal.com

www.cleanseal.com

technical construction and support services. In this case, the “Harvey Deep-Sea” is designed and equipped for supply and service to offshore installations, rig moving, anchor handling and towing services and for carrying and unloading deck cargo and liquid cargo such as mud, drill water, fresh water and fuel.

Top of the line in virtually all respects, other special features of this vessel include compliance with IMO Resolution 12A (requiring double hull protection of fuel oil tanks), a DPS Hydro-Acoustic Well, Computerized Tank Level Indicator System, an S92 Helideck and a computerized Anti-heal Tank System. The boat additionally boasts the highest possible bollard pull for towing vessels of this class and standard bow thrusters and could double as an offshore wind support vessel. Beyond this, the vessel is ABS class rated FiFi2 (enhanced firefighting capabilities). According to Harvey Gulf CEO Shane Guidry, the boat will be the only boat of its kind with that capability, under U.S. flag in the Gulf of Mexico, when it is delivered.

The vessel was designed by STX U.S. Marine, a consulting naval architecture and marine engineering company. It is being built at Eastern Shipbuilding shipyard in Panama City, FL, with an expected delivery date of March 2013.

Martin Marine is honored to be the recipient of the First Annual, Domestic “Carrier of the Year” Award presented by Shell Chemical Americas Marine Team.



Selection for the award was based on exemplary performance in the areas of:  
HSSE • Operational Excellence • Customer Service • Equipment Suitability

*Our appreciation to the staff and leadership that made this award possible.*



*An operating subsidiary of Martin Midstream Partners L.P.*

# Jim Adams

## President & CEO, Offshore Marine Service Association (OMSA)

Jim Adams assumed the role of the nation's leading advocate for the domestic offshore marine transportation service industry at arguably the most difficult period in the GOM oil patch since the bust of the mid-1980's. That said, it is hard to think of a more appropriate choice. A leader in the field of transportation public policy for over twenty years, Jim has held senior public policy and government affairs positions in the barge industry, the railroad industry and Kentucky state government. And, at a time when it is especially valuable to know one's way around the beltway, Adams' experience as a professional staff member for the U.S. House of Representatives Subcommittee on Coast Guard and Navigation will serve industry well. Also a veteran of the U.S. Coast Guard, Adams hit the ground running when he assumed the top spot at OMSA earlier this year. His thoughts on what's important to workboat and energy stakeholders are therefore most telling. Follow along as Adams tells it like it is.

### **Workboats: Arguably, these define your demographic and constituency. Give us the "state-of-the-industry" report in a post-Deepwater Gulf Coast market.**

Over the past 18 months our members have demonstrated incredible resiliency. First, they were on the frontline of responding to the Macondo spill. The service that OMSA members provided in the recovery and capping operations clearly demonstrated that a vibrant Gulf is a safe Gulf. Unfortunately, the vessel capacity we had in 2010 has been displaced by this Administration's punitive regulatory policies. The Administration's extended defacto moratorium not only strangled domestic exploration for far too long, it forced a major part of our domestic fleet to find work in foreign waters. While the Administration slow walked the permit process, over eighty of our domestic fleet's most capable vessels were driven overseas. Flawed government policy has displaced a world class workforce. It's past time for this Administration to embrace rather than punish our domestic energy producers. Not only can we immediately create hundreds of thousands of jobs, we can make the Gulf safer by expanding economic activity rather than deliberately contracting it. The



Administration's approach has been, "the beatings will continue until morale improves." Negative leadership is always counterproductive.

### **IMCA & OMSA: Two competing trade organizations arguably representing diametrically opposed interests. In what areas do you find common ground?**

Respectfully, I disagree with the premise of the question. With the industry shut down by the Administration's defacto moratorium for far too long, it provided us with an opportunity to recognize our common interests. The crisis clarified that we have so much in common and so very few issues of conflict. The entire industry desperately wants to restore a vigorous level of activity in the Gulf of Mexico. We all want to raise the bar on safety, security and environmental protection. We are working together to ensure that policy makers in Washington understand our industry and create policies that will maximize safe domestic energy exploration and production in the Gulf. We are working together to implement an unprecedented level of new regulations and safety management systems. Long term, our work together is much more important than the few differences that we may have and the Administration's defacto moratorium made that point clear to everyone.



# ACCOUNTABILITY COUNTS



## Count on Liquid Controls

Attain absolute accountability and control of your fuel transfers with Liquid Controls. Drawing from our line of positive displacement and turbine flowmeters and our full array of accessories, Liquid Controls can put together a meter system that gets the utmost accuracy from your specific marine loading and offloading operations. Contact Liquid Controls today for the peace of mind that comes with absolute accountability.



Call us at 1-800-458-5362 or send us an e-mail at [lcm-moreinfo@idexcorp.com](mailto:lcm-moreinfo@idexcorp.com)  
or visit our website at [www.lcmeter.com](http://www.lcmeter.com)

## INSIGHTS

**OMSA aims to “vigorously defend the cabotage laws of the United States” but is also interested in much more. Outline for MarineNews readers your agenda.**

First and foremost, we want to work with the entire offshore industry to restore the U.S. Gulf of Mexico as an attractive, dependable market place with a high degree of political certainty. The uncertainty created by this Administration’s flawed and punitive regulatory policies have had predictable, and I would argue, deliberate results. They have decapitalized a large section our industry as a strategic domestic asset and displaced a world class work force. The industry must cooperate to reverse these trends and we will continue our work in Washington to develop an energy policy that creates jobs, lowers the price of fuel, and breaks our nation’s dependency on foreign energy. Regarding the Jones Act, we see new opportunities for education and compliance. Post-Macondo, everyone is much more interested in strict compliance and documentation in every aspect of their offshore operations. Jones Act compliance is easily achieved and we would like to be a resource to deliver the consistency of compliance that our market place demands. Last year, OMSA joined the Board of Directors of the American Maritime Partnership (AMP). AMP is the voice of the U.S. domestic maritime industry, which is a pillar of our nation’s economic, national, and homeland security. Through AMP, we have one voice in Washington, and that has been an incredible asset for our membership over the last year.

We also hope to correct the flawed Notice of Arrival (NOA) regulation. Congress never intended to U.S. flag offshore service vessels to provide an advance notice of arrival when they are engaged in domestic voyages. As promulgated, the NOA is unworkable. So while we ask Congress for repeal, we are also working with the Coast Guard to develop practical methods that will significantly improve their Maritime Domain Awareness (MDA) without obstructing commerce. We all want a more secure Gulf, and OMSA members are committed to being a force multiplier to assist the Coast Guard as it gains a more robust real time understanding of daily operations in the Gulf of Mexico.

Slow BOEMRE permitting has hampered the recovery in the U.S. Gulf. Indeed, Average day rates and utilization of existing fleets are both off significantly from the same time frame of last year. For OMSA member companies, this isn’t good news. Are today’s rates sustainable for OSV operators for very much longer? OMSA members work in an incredibly competitive environment and markets are unforgiving. That is why we have seen so many of our

most capable vessels pursue opportunities in foreign countries that have adopted policies to attract investment rather than obstruct or punish it. Pre-Macondo, market forces determined the number and capacity of the GOM fleet. Today’s market has contracted through deliberate government policy. Without a dramatic increase in every aspect of the permitting process, we will probably see the aggregate fleet and employment contract to the level that the regulators will allow rather than the level that the market would demand.

**The U.S. Coast Guard’s new medical requirements for merchant seamen – NAVC 04-08 – are giving some U.S. operators and their seafarers concerns over what this might do the ability of U.S.-based operators to man their ships and for seafarers to earn a livelihood. Have you seen any problems with this implementation, and if so where?**

Changes to the USCG mariner medical standards have resulted in licensed personnel being required to undergo expensive and time consuming medical tests. Because tests are frequently not considered necessary by medical insurance carriers, individual mariners often pick up the cost. Many older mariners are unwilling to go through the time consuming and expensive renewal process. As a result, the requirements may be unintentionally displacing some of our safest, most experienced mariners. We hope that the process can be improved to avoid the potential ironic result of needlessly retiring some of our best mariners in the name of maritime safety.

**Name the number one issue on the plate of OMSA today and what you are, as a group, collectively doing about it?**

The entire industry must work together to fight for public policies that will restore the U.S. Gulf of Mexico as the most attractive offshore energy market in the world. The industry is doing its part by raising the bar. We are meeting and exceeding higher regulatory standards and implementing comprehensive safety management systems. We are bringing more capable response equipment, vessels and procedures online. But the government must meet the industry’s efforts by taking responsibility for affirmatively promoting the development of our domestic offshore energy resources. We’d like to see the same enthusiasm President Obama lavished on the Brazilian offshore market directed here at home. Without a timely, transparent, predictable permitting process, our industry simply cannot grow. Growth in the Gulf of Mexico will deliver more response capacity, more jobs and more domestic energy. A vibrant Gulf is a safe Gulf.

**“94 million barrels of tankage capacity.  
8,417 miles of pipeline.  
90 terminal and storage facilities globally.  
3 refineries.  
1 Zurich energy insurance policy.”**

Ron Walton, Executive Director, Risk Management  
NuStar Energy L.P.

## Zurich HelpPoint

Delivering the energy expertise you need to help meet your emerging insurance needs.

NuStar Energy, one of the largest oil and gas pipeline and storage companies, needed a single, scalable insurance solution to meet its current and future growth needs. Zurich tailored a solution that streamlined claims reporting, reduced coverage gaps, and combined worldwide energy and marine – all under one policy. It’s an example of how Zurich HelpPoint delivers the help businesses need when it matters most. Watch the video to learn more. [www.zurichna.com/stories8](http://www.zurichna.com/stories8)



*Because change happenz.*

In the United States, insurance coverages are underwritten by individual member companies of Zurich in North America, including Zurich American Insurance Company. Certain coverages are not available in all states. Some coverages may be written on a non-admitted basis through licensed surplus lines brokers. Prior results do not guarantee a similar outcome. Risk engineering services are provided by Zurich Services Corporation.

## BOAT OF THE MONTH

# Next Generation RV

## Balancing Performance with Zero Footprint Objectives

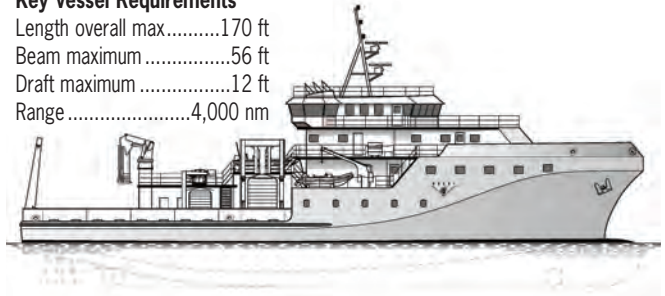
This month's entry to our regular feature that highlights a particularly significant vessel or design concept might not fit into your narrow concept of what a "workboat" is supposed to be. Make no mistake about it, however; this is a highly capable workboat. It just isn't the one your grandfather would recognize. That's because the highly capable vessel with zero water emissions and drastically reduced air emissions is achievable today.

Working for Monterey Bay Aquarium Research Institute (MBARI), The Glosten Associates, Inc. developed a highly capable, low environmental footprint research vessel. The design features options that provide an extensive seakeeping comparison with SWATH and trimaran hull forms. The vessel's design also incorporates a life cycle cost benefit analysis, air emissions, and water emissions comparison and recommendations for selection of green systems, such as battery hybrid propulsion, emissions after-treatment, and a new water management system. In accordance with MBARI requirements, the Glosten design team set about developing a highly capable, low environmental impact research vessel to replace the R/V Western Flyer. In addition to the new vessel's general science operations, it would also need to deploy a remotely operated vehicle (ROV); hence excellent seakeeping performance would be required.

For this reason, four designs were developed using three hull types: SWATH (small waterplane area twin hull), trimaran, and monohull. Due to size limitations dictated by the port facility, the monohull design fared equal to

### Key Vessel Requirements

Length overall max.....170 ft  
Beam maximum.....56 ft  
Draft maximum.....12 ft  
Range.....4,000 nm



or better than the SWATH and trimaran.

To reduce the environmental footprint, "green" options were explored, developed, and compared using a life cycle cost benefit analysis, as well as an air and water emissions comparison.

- A **battery-hybrid propulsion system** was developed to maintain the efficient generator load profiles necessary to enable the use of ancillary green systems.
- A **new water management system** was also developed, with a focus on water recycling and zero discharge.
- **The main generator diesel engines** will be required to meet Environmental Protection Agency (EPA) Tier 3 standards. An emission after-treatment system is proposed as an option, in addition to the required EPA standards. The after-treatment system includes a combination selective catalytic reduction (SCR) system, diesel oxidizing catalyst (DOC), and diesel particulate filter (DPF). These treatment devices are capable of dramatically reducing nitrous oxides (NOx), hydrocarbons (HC), and particulate matter (PM) emissions from the diesel engines.



1141 Reco Ave  
St. Louis, MO 63126  
Tel: 314-965-3339  
Fax: 314-965-3341

[www.schoellhorn-albrecht.com](http://www.schoellhorn-albrecht.com)

Schoellhorn-Albrecht is a full service shop with design, manufacturing, and fabrication capabilities for

- Deck Machinery
- Deck Fittings
- Accommodation Ladders & Gangways

See us at the  
International  
Workboat Show  
Booth #1358





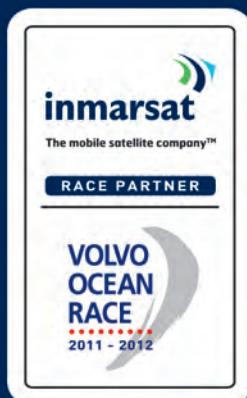
# EFFICIENT SEA

What difference does 24/7 onboard connectivity make? At Inmarsat, we believe it can help maximise your operational efficiency. When voyages take you beyond land-based network coverage, uninterrupted access to voice and data communications allows you to stay in touch with clients, share information with HQ, and contact port prior to arrival. Watch the film or talk to your service provider today to see what FleetBroadband can do for you.

#### **FleetBroadband**

With terminal options for every size and type of vessel, FleetBroadband delivers cost-effective, always-available voice, email, internet and SMS on all the world's oceans.

[inmarsat.com/efficiency](http://inmarsat.com/efficiency)



# A View from Washington, DC

## NOIA weighs in on American Energy and American Jobs

By Randall Luthi, President, National Ocean Industries Assoc.



Last October the Obama administration ended its moratorium on offshore drilling. However, what followed, and some argue still persists, was a “permit moratorium” in both deep and shallow waters of the Gulf of Mexico. While the federal government has been issuing permits, they are not coming at a pace that is prompting a swift enough recovery for our industry in the Gulf.

Last month, an entire year after the post-spill moratorium was officially lifted, The Greater New Orleans (GNO) Inc., issued an updated and enhanced Gulf Permit Index (GPI+) which tracks and reports information on exploration plans and permits. While much of the debate about the state of new drilling activity has focused on the issuance of permits, the new GPI+ data illustrates a more complete picture of where the slowdown has occurred. At present, the average approval time for a plan is 118 days, compared to the historical average of 61 days. And when the plan is preceded by the newly required environmental assessment (EA), their average approval time stretches to 227 days. The index also shows that the rates of issuance for new deep and shallow-water well permits continue to lag behind historic averages.

In a time of record high unemployment and monumental state and federal deficits, the economic benefits of new Gulf drilling permits cannot be ignored. In 2011, the National Ocean Industries Association (NOIA) co-commissioned a study of the nationwide jobs and economic impact from the offshore oil and gas industry in the Gulf of Mexico. The study, conducted by Quest Offshore Resources, Inc., confirmed what we in the industry already knew, but many outside the Gulf region may not be aware of or fail to appreciate -- the offshore industry is a huge contributor to our national economy. Unfortunately, that contribution has been diminished by the slower than usual pace of permitting for offshore drilling and operations.

In 2010, the offshore industry in the Gulf of Mexico spent more than \$26 billion, supporting more than 240,000 American jobs, not just in the Gulf, but throughout the nation. These jobs run the gamut, from operations

and manufacturing to essential support services and transportation. What’s more, over 95 percent of Gulf offshore industry spending stays right here at home in the United States. This is truly a home-grown, U.S. economy supporting industry.

By all accounts, 2010 was a tough year. Our industry was hammered by the after effects of a poor economy, the Macondo spill, the moratorium and a much slower pace of permitting. In 2008, a much better year, operational and capital investment spending was over \$30 billion, contributing to over 300,000 American jobs across the country. The Quest study estimates that our industry’s operational spending could surpass \$44 billion by 2013 and support nearly 430,000 jobs right here in the USA.

Think of it -- 190,000 new jobs by 2013 not only without any new government spending, but actually making significant contributions to the US Treasury! But that is dependent upon permitting levels being restored to historic levels and the backlog of exploration and development projects moving forward at a brisker pace.

In addition to providing jobs and stimulating the national economy, exploration and production in the Outer Continental Shelf generates revenue for the cash strapped Federal government. In 2008, the offshore oil and gas industry paid \$17.9 billion in royalties, rents and bonus bids. In 2010, that number declined to \$5.2 billion and with no lease sale held in more than a year and an even slower economy, that number will likely decline further for 2011.

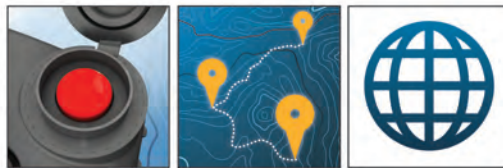
The U.S. also holds vast potential for the development of offshore energy resources. Government estimates predict 44.4 billion barrels of oil and 183.2 trillion cubic feet of natural gas lie in the Outer Continental Shelf (OCS). Those estimates are likely conservative, since most of the OCS has been off limits to exploration for nearly three decades, which has dissuaded the gathering of modern-day seismic data. For example, the Gulf of Mexico has yielded at least five times more oil and gas than 1980s seismic data estimated it held. Conservative estimates or not, that’s still enough oil to power 60 million vehicles for almost 25 years and enough natural gas to heat 60 million American homes for 57 years. It is also more than enough to reduce our imports by more than one-third, which is a stated goal of the Obama administration.

Unfortunately, our Nation’s poor policy decisions have

**What it can do and  
survive is nothing  
short of astounding**

# Iridium Extreme™

Smarter. Tougher.



- GPS-enabled location-based services
- Online tracking
- Programmable SOS button
- Reliable two-way global coverage
- Toughest military-grade designed handset ever built

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

 **iridium®**  
Everywhere



In addition to providing jobs and stimulating the national economy, exploration and production in the Outer Continental Shelf generates revenue for the cash strapped Federal government. In 2008, the offshore oil and gas industry paid \$17.9 billion in royalties, rents and bonus bids.

In 2010, that number declined to \$5.2 billion and with no lease sale held in more than a year and an even slower economy that number will likely decline further for 2011.

confined almost all exploration and development to a portion of the Gulf of Mexico. The administration has backtracked from where they were in early 2010 on expanded access to new areas of the outer continental shelf. This “no new access” position is expected to be extended under the anticipated 2012-2017 Five-Year OCS Leasing Plan. The most disturbing aspect of this is the omission of a previously included lease sale area offshore Virginia, despite clear support from the Commonwealth. Virginia's General Assembly passed bipartisan legislation in 2011 making the official policy of the Commonwealth to strongly support offshore energy production. While there has been a history of deference to states that do not want development off their shores, this represents the first time in the history of American offshore development in which a state has specifically and repeatedly requested to be included in the federal plan, and has been denied. Last month, during the 2nd Annual Governor's Conference on Energy, Virginia Governor Bob McDonnell repeated his appeal to the Obama administration that it end the moratorium on Virginia offshore development, enacted after the Gulf oil spill.

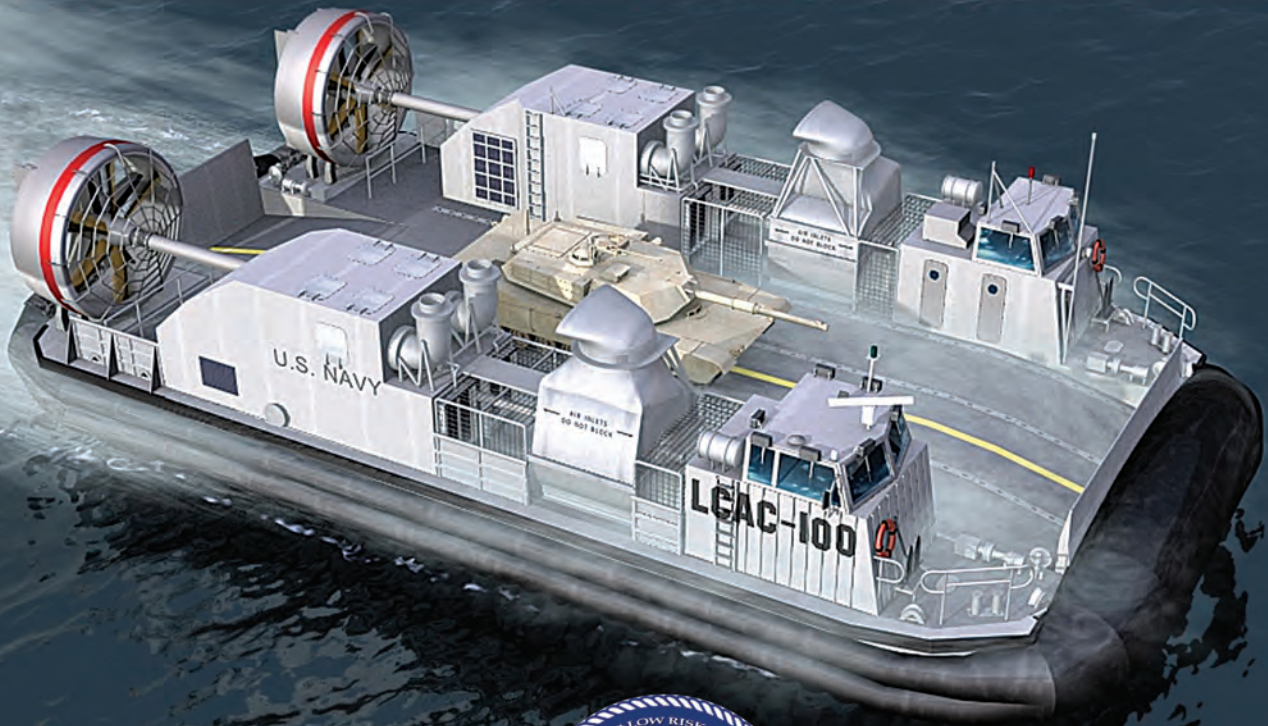
In the wake of the Gulf Oil spill our industry has reviewed, revamped and instituted changes to prevent a Macondo-like well accident from occurring again. While this type of activity will never be without risk, the safety and review measures now in place and those being developed through concepts such as the Center for Offshore

Safety have greatly assisted in identifying and minimizing the risk in offshore drilling and production. Using lessons learned from the Gulf spill, the industry also quickly took the initiative to develop the Marine Well Containment Company (MWCC) and the Helix Fast Response System. As a condition of winning new permits to drill in the deep-water Gulf of Mexico, the federal government requires companies to prove they have access to spill-containment equipment built to withstand worst-case blowout scenarios. MWCC and Helix offer drilling companies access to just such equipment.

America needs a reliable, secure, and reasonably priced supply of energy and will continue to for the foreseeable future. Many agree the time is now for our Nation to promote an “all of the above” energy policy, but we won't get there by simply waiting for new forms of energy to become economically viable or by waiting for delivery of oil and gas from other countries in the Middle East, Brazil, Venezuela and possibly even Cuba. Our reliable, and safer than ever domestic offshore oil and gas industry must serve as the base for an “all of the above” energy policy. To get there we must continue to promote an increased pace of permitting as well as the value of opening up new areas for exploration and get the offshore program in Alaska moving once again. We must continue to tell our story with pride. It is a story of an industry that provides American energy security, American jobs, and safe and environmentally sensitive offshore operations.



**THERE'S ONLY ONE SSC TEAM THAT IS READY TO ROLL OUT.  
IMMEDIATELY.**



Use of this image does not imply or constitute U.S. DoD endorsement.



## **TEAM TEXTRON HAS THE KNOWLEDGE, EXPERIENCE AND EXPERTISE TO DO THE SHIP-TO-SHORE CONNECTOR JOB RIGHT — RIGHT NOW.**

- Advanced maritime integration capabilities
- Technical expertise and proven, high-rate precision manufacturing
- Craft command module built around an existing maritime open-architecture systems integration lab
- Years of experience building and upgrading LCACs to enhance functionality and lower costs
- Innovative aluminum structural design engineering and assured material supply
- A wide range of manufacturing capabilities, equipment, value stream mapping and buoyancy box building

To find out more about why Team Textron has what it takes to provide the lowest-risk, best-value SSC solution for the U.S. Navy, visit [www.LowRiskSSC.com](http://www.LowRiskSSC.com)



**TEXTRON** Marine & Land Systems



# There's Gold in Them There Hulls!

By Richard J. Paine, Sr.



Excluding occasional boomlets, if you were to determine when the largest numbers of new commercial vessels were built recently for the U.S. market, examine the years from 2002 to 2008. Thus, the age of most of these vessels is roughly between four and nine years and most have many years of dependable

life in them. With refits and repowering as viable options, many should see decades of use still ahead. Separately, and while there seems to be increased activity in the shipyard sector, few order books are bulging as they did during the mid-decade boom. Replacement costs are significantly higher than five or ten years ago, therefore most vessels from this time frame have kept their values significantly intact, and some have likely appreciated. Beyond this, many of those circa 2002-2008 boats were probably financed and not paid for in coin of the realm. With an average term of 10 years term and 10 years amortization of principal, many loans have now been paid down to the point that they are ideal candidates for refinancing or a sale/leaseback. For shipowners, this could amount to a serious bonanza.

When a loan is originally cast, the monthly payment is computed based on a specified term and a period for the amortization of principal. Payments are computed on a schedule of principal repayments plus interest charged for use of the money during that period. Loans with end-of-term "balloon payments" were less common, although they too would benefit from refinancing. Most non-balloon, fully amortizing loans made for any term will have less than one half of the original principal borrowed out-

standing at their mid-life. As an example, table 1 below shows the date from the loan commencement date and then, in column 2, how it might look if we refinanced it at "mid-life."

The net difference between the original loan payment and the refinanced loan payment is \$17,271 or \$207,261 per year. This amount goes directly to your bottom line. Another way to free up equity for increased cash flow is to enter into a sale/leaseback instrument with a shipowner (a.k.a. lessor, or other finance source) who buys your boat from you and then leases it back to you.

Simply put, you and a potential shipowner determine a fair market value price for your vessel; the shipowner buys it from you and rents it back to you for a given period of time. The sale/leaseback can fall into two principal types of leases (or in marine parlance – bareboat charters) that may apply – Capital and Operating Leases. How the lease will be categorized depends on the terms and conditions of the lease. How the lease is categorized will also determine how it is treated from a tax standpoint.

According to the concept of a lease under the Financial Accounting Standard No. 13 (FAS13), a Capital Lease is a finance contract; an Operating Lease is a rental agreement. If a lease fails to qualify as an Operating Lease, it will be considered a Capital Lease for accounting purposes. Find out more about leases here: <http://www.elfaonline.org/pub/abtind/Fin101/Types.cfm>

- To qualify as a Capital Lease the following terms apply:
- *The Shipowner transfers ownership to the Charterer at the end of the lease.*
  - *The Charter contains a bargain purchase option for the vessel at the end of the Charter.*
  - *The Charter term is equal to 75% or more of the estimated economic life of the vessel.*

Table 1. – Loan (Re)finance Comparisons	
Original Loan Commencement Date: Jan. 1, 2007	Refinanced at "mid-life"
Original Loan Maturity Date: December 31, 2016	New Loan Commencement Date: January 1, 2012
Original Loan Amount: \$3,000,000	New Loan Maturity Date: December 31, 2021
Term and Amortization: Ten (10) Years	New *Loan Amount: \$1,444,271.27
Interest Rate: 6% Fixed for Term	Term and Amortization: Ten (10) Years
Principal Balance at Termination: \$0	Interest Rate: 6% Fixed for Term
Principal Balance as of December 2011: \$1,444,271	Principal Balance at Termination: \$0
Monthly Payments: 120 @ \$33,306/month	Monthly Payments: 120 @ \$16,034/month

• *The present value of minimum Charter rental payments is equal to 90% or more of the fair market value of the vessel.*

The decision to enter into a sale/leaseback agreement should be discussed with your CPA as there are tax implications to each type of lease. For example, you have, more than likely, mostly depreciated the vessel by this time, especially given the multiple accelerated depreciation schemes provided under various job creation acts and at least two presidents over the last decade. If you no longer can or need the vessel depreciation, an Operating Lease may be for you. The shipowner claims depreciation (and if appropriate, interest payments) on his taxes and you claim the monthly rent, operating expense and insurance for the vessel on yours. You get fair market value for your vessel and keep the difference between what you owe and what you get. And that goes straight to your bottom line, too.

Because an Operating Lease depends greatly on value, age and type of vessel, it is difficult to offer a comparison between refinance and sale/leaseback options. A good rule of thumb is that a lease payment should be about 10 – 15% less than an equivalent loan payment. In these days of underutilization and sub-par day rates, restructuring your debt and having cash flow directly to your bottom line can improve your ability to survive and possibly prosper. Refinancing or a sale/leaseback might just do the trick.

In either case, your boat may look like it's made of steel or aluminum, but in actuality, it's really made of gold. That said and prior to taking any actions with respect to your business or its assets, you should consult with your financial and/or legal advisor.

*Richard J. Paine, Sr. (Email: [rpaine@tcfef.com](mailto:rpaine@tcfef.com)) is the National Finance Manager – Commercial Marine for TCF Equipment Finance, an affiliate of TCF Financial Corporation (NYSE: TCB).*



*The views and opinions in this article are those of the author. Nothing contained in this article is intended to, nor should be it be considered to be financial, legal, or tax advice on the part of TCF National Bank, its parent or any its subsidiaries.*



Nothing but wake.



ZF technology –  
the intelligent choice.

[www.zfmarinepropulsion.com/fmn](http://www.zfmarinepropulsion.com/fmn)

You want your vessel off and running through the water, at optimal timeliness and speed, to get the most productivity out of your day. When it comes to high-performance integrated propulsion packages and shaftline systems, ZF Marine is your best choice in durable and robust products for your fast craft needs.

Our quality line of ZF transmissions, propellers, shafts, control systems and commercial thruster products – merged with our experience of partnering with engine manufacturers, naval architects and shipyards – allows us the flexibility and knowledge that is unmatched in this industry. Complete marine propulsion systems from ZF Marine result in a customized turnkey solution that's designed just for you.

**For all types of vessels. In every type of water. There's ZF Marine.**

[www.zfmarinefc.com/fmn](http://www.zfmarinefc.com/fmn)

**Driveline and Chassis Technology**



## INSURANCE

### Building Expertise, Service into Coverage

# Marine Construction Policy

By Ken Baldwin, Chief Underwriting Officer, Travelers Ocean Marine



Construction is a complex business. Equipment can break down; employees can be injured; a project can go awry in unexpected ways. Add a marine element to the work underway, and the pitfalls that a contractor must navigate to manage risk become even more challenging.

Marine contractors have long understood that they need specialized coverage and have sought out ocean marine insurance carriers with the expertise to help them. Each project they bid on, however, can come with a variety of special requirements. As a result, marine builders seek an even higher level of insurance customization than is often required for the rest of the construction industry.

What marine contractors need is an insurance product that draws from both the ocean marine and construction disciplines. By drawing from and blending the expertise and common practices of both ocean marine and construction underwriting, Travelers has produced a Marine Construction product that provides contractors with the coverage they need for many of their specialized exposures, as well as the flexibility they require to meet bid specifications that change from project to project.

Travelers' new Marine Construction Program for Contractors comes with a commitment to serve an industry that needs regular interaction and consultation with agents and underwriters because of its very nature of doing business one contract at a time. By making sure every field underwriter has a common knowledge base, expanded general forms that address ocean marine exposures, and well-developed special coverages ready to go, Travelers has streamlined the process for marine contractors.

#### GETTING THE RIGHT COVERAGE

From an insurance perspective, marine construction often presents more challenges than land-based business. Standard commercial policies often exclude coverage for certain liabilities that pose significant risk to marine contractors. Looking at just a few examples can make it clear why finding the right coverage is a business imperative for



any marine contractor, whether they are a well-versed veteran of maritime projects or a neophyte company just breaking into the field to broaden their target market and win new business.

For example, take the marine construction business that wins a contract to widen the pedestrian walkway on a drawbridge. If the project requires the removal of a mechanical part that is taken offsite for repairs, an ocean marine policy would normally provide coverage while the mechanism was in the care, custody and control (CC&C) of the contractor. A typical standard commercial policy, however, specifically excludes CC&C, leaving the contractor on the hook if something happens to the part while it is offsite.

Now move beyond this small example and imagine that a marine construction company has won the bid to build the marina for a new hotel development, with a dock that can accommodate 200 or 300 boats. The following kinds of exposures may come into play:

- *With employees working on different aspects of the project, the contractor may be subject to different types of workers compensation laws: state Workers Compensation laws for land workers, the federal Longshore & Harbor Workers' Compensation Act for dock workers and those who assist on barges, in addition to the Jones Act for full-time vessel crew. It is critical that the contractor have coverage for all types of worker injuries, not just the ones covered by state laws.*
- *During construction activities that take place from tug boats, crane barges or other craft, someone else's property may be damaged; for example, a construction vessel may inadvertently scrape the hull of someone's private boat while it is maneuvering near the dock construction area. If the contractor does not have watercraft liability coverage, he/she most likely will have to pay to cover the damage out of pocket.*
- *In the construction context, standard protection and indemnity (P&I) insurance may only cover liability arising*



# TAKE TOTAL CONTROL

MARINE TECHNOLOGIES BRINGS TOTAL SOLUTIONS FOR DP, BRIDGE AND COMMUNICATIONS



- Dynamic Positioning (DP) Class 1, 2 and 3 Systems
- Bridge Mate™ Integrated Bridge System (IBS)
- Fully Integrated Architecture
- Designed for Flexibility and Redundancy
- Meets DNV, NAUT, OSV/AW and ABS Requirements
- Basic and Advanced DP Certification Training



- True END-to-END Communication Solutions
- On-Demand Controllable and Redundant Wireless Communications
- On-Demand Bandwidth Provisioning
- Supported by Intelsat and iDirect
- Worldwide Technical Support



**Visit Marine Technologies during these upcoming shows:**  
**Marinetec China: Shanghai, China – November 29 - December 2 – Booth W4 4G01-6**  
**International WorkBoat Show: New Orleans, LA – November 30 - December 2 – Booth 849**



## MARINE TECHNOLOGIES, LLC

Marine Technologies, LLC · 1111 Decker Drive · Mandeville, LA 70471 · (985) 951-7771 · sales-us@mtllc.us  
 Marine Technologies, LLC · Hovlandsveien 44 · 4370 Egersund · Norway · (+47) 51 46 18 66 · sales-norway@mtllc.us  
 MT – Marine Technologies Pte, Ltd · 17D Tuas Road · Singapore 637817 · (+65) 3106 4070 · sales-singapore@marine-technologies.sg  
[www.Marine-Technologies.com](http://www.Marine-Technologies.com)

## INSURANCE

*out of a contractor's vessels until the project is completed. But damage can become evident after the job has been completed and the contractor is no longer working on the project. Marine construction general liability insurance may be written to cover completed operations, so the contractor has some protection even after the job is over.*

- *With environmental regulations tightening, especially around bodies of water, and lawsuit damages rising, marine contractors may also want special protection for sudden, accidental pollution incidents.*
- *Standard excess liability umbrella coverage is not designed for marine exposures. By buying a bumbershoot policy, the contractor has excess liability protection over both marine and non-marine coverages, including auto, general and employer's liability.*

### MEETING BID REQUIREMENTS

In addition to facing the types of exposures described above, a marine construction company also shares with other contractors a business model that requires it to be responsive to bid specifications. This makes a marine contractor's needs different from most ocean marine businesses, which may work closely with an agent for a short time and then have a policy set in place that is good until renewal time a year later.

Instead, marine contractors may need to interact with their agent frequently, establishing coverage on a bid-by-bid basis to meet the requirements of a project. As a result, marine contractors not only want to look for the right coverage but also find a carrier that can provide responsive contract-by-contract customization service.

For example, a contract may specify that the contractor needs to provide a specific per-project aggregate limit, or provide indemnity for a municipality that is seeking the bids, or carry special coverage because the project is within 50 feet of a railroad.

A request for bids may specify that the project owner has arranged for a wrap-up policy, covering all contractors who work on the project. In this case, the contractor may want the project excluded from his normal insurance coverage as a way of lowering his premium.

A contractor also may form a joint venture with another company for the duration of the project and need coverage for that entity as a named insured to address potential joint liability for errors and negligence. The same con-

tractor may set up a limited liability company for a single project, then shut down that company when he moves on to the next job. In turn, the contractor may still need coverage for that entity as a named insured in connection with the discontinued operation to deal with any claims that arise after the project is completed.

In the highly competitive construction world, whether land-based or marine, the success of a contracting business lies in the ability to timely meet the specifications spelled out in the bid request document. When it comes to the insurance requirements, the marine contractor has to work with his or her agent and insurance carrier to provide the right coverage.

### FINDING THE BEST FIT

Marine contractors need fast and accurate service to submit their bids in a timely manner. That means they need to work with their agent to find a carrier that is familiar with the typical requirements of marine construction and has dedicated underwriters that specialize in this field, with strong experience in both construction and ocean marine. In addition, contractors can benefit from working with a carrier that has skilled underwriters with the authority to make decisions on the many different aspects of coverage that may be required by different project owners. While many coverages may be available on standard forms that have been modified for ocean marine, others may require the underwriter to custom build a package that fits the specific project requirements. With the bid deadline hanging overhead, marine contractors will want a carrier that has streamlined processes so underwriters can operate quickly to arrange the right coverage.

Other aspects that marine contractors will want to put on their wish list include field offices spread across the United States to provide access to local underwriting and claim expertise, and a long track record in the marine construction and land-based construction industries that promises the type of commitment the contractor can rely on. All of these factors – the specialized coverage for marine construction, the flexibility required to meet bid specifications, and the ability to get fast answers from well-versed underwriters – were the key elements that marine contractors told Travelers they were looking for in insurance coverage. The result is Travelers Marine Construction Program for Contractors, a program that has been designed to give marine contractors the products they need, when they need it.



When people connect,  
it makes for Powerful Partnerships.

Like you, our craftsmen and project managers have a long-standing passion for the water, shipbuilding and getting things done right.



America's leading shipyards and boat builders have made Tradesmen International their premier source for marine-dedicated craftsmen for nearly two decades. We attribute much of this success to the experience, work ethic, skills and safety-mindedness of our employees. We also believe it's because we strive to hire people who - like you - have shipbuilding in

their blood. This way, they have a true connection to you. They relate to your thinking and instinctively know your needs. We simply give them the resources to deliver.

Connect with us for America's best marine craftsmen at **608.209.3464**. Or, email [marine@tradesmeninternational.com](mailto:marine@tradesmeninternational.com)

**Call one of our Regional Marine Offices:**

Hampton, VA: 866.627.4638  
Moss Point, MS: 877.474.4459  
North Kingstown, RI: 877.700.1544  
Ft. Lauderdale, FL: 800.522.7749  
Jacksonville, FL: 866.606.6003  
New Orleans, LA: 877.700.8147  
Houston, TX: 877.474.4459  
San Diego, CA: 877.595.0897  
Seattle, WA: 800.349.0544



**Tradesmen  
International.**

*Marine Trades Solutions*

# The Jones Act, Medicare Set Asides & You

## Despite settling a personal injury claim with full release, can you still have future liability?

By Lawrence DeMarcay, III



The sad story repeats itself often; an employee gets injured, argues that he can never return to work offshore, receives a big settlement or award (that includes money for future medical care), buys a new house, truck and a lot of toys. Several years later, they are broke because they have blown all of the money. In the past, if the employee was eligible for Medicare, he could have the government pay for his future medical care, even though he received a monetary award to pay for his future medical care.

Today, however and due to budget concerns, the federal government is trying to cut down on this practice. The process started with workers' compensation claims in the 1980's and has quietly expanded its reach beyond the comp world and now includes Jones Act claims and other third party negligence claims.

### UNDERSTANDING THE GOVERNMENT'S POSITION – AND YOURS, TOO

It is important that employers understand the government's position when settling claims with injured employees that will require future medical treatment. Failing to comply with the government's suggestions may expose the company to significant liability for the employee's future medical care, despite receiving a full release of liability from the worker.

The government has mandated the use of a Medicare Set Aside (MSA) that provides funding for future medical care when the injured employee receives an award that compensates him for future medical treatment. The government's mandate for the use of MSAs arises from an informal set of rules, regulations and guidelines that are promulgated by the Centers for Medicare and Medicaid Services (CMS) under the authority of the Medicare Secondary Payer Act (MSP).

To reduce Medicare costs, Congress enacted a collection of statutory provisions in the 1980's; collectively referred to as the Medicare Secondary Payer Act. Congress recognized that workers' compensation carriers should be the

primary source of medical insurance coverage for people injured on the job. The MSP prohibits Medicare from making payments, if payment has been made or is reasonably expected to be made by a workers' compensation plan, liability insurance, no-fault insurance, or a group health plan.

Simply put, the MSP provisions provide that the government serve as a secondary insurance provider when another source of primary coverage exists.

If another source of coverage is available for someone's injury-related care, he or she should use it. If no other source of coverage is available, Medicare will still pay for injury-related care.

If a workers' compensation carrier settles its future obligation to pay for injury-related medical care, the settlement must protect Medicare's interests by allocating a portion of the settlement proceeds to cover those future medical costs. Medicare does not pay for the medical care until the beneficiary has exhausted his or her remedies under workers' compensation, including spending the portion of the settlement earmarked for future medical expenses.

In 2001, Medical Set-Asides were officially recognized as a procedural option for workers' compensation cases. In a memorandum, CMS announced that compliance with the MSP required claimants to set aside a portion of their settlement for future Medicare-covered expenses when the settlement closed out future medical expenses. The new "set aside" requirement was designed to prevent attempts "to shift liability for the cost of a work-related injury or illness to Medicare."

The MSA must account for the future medical needs of the injured worker related to the work injury that are "reasonably foreseeable." These medical expenses include doctor bills, hospital care, skilled and intermediate care, skilled rehabilitation, home health care, hospice care, durable medical equipment, and any other items or services that would otherwise be covered by Medicare.





**DELO**  
**BIG BASS BOAT SWEEPSTAKES**  
**ENTER THE DELO® BIG BASS BOAT SWEEPSTAKES**  
 for a chance to win a Skeeter® bass boat and other great prizes at [DeloPerformance.com](http://DeloPerformance.com).

**YOU DEPEND ON YOUR PARTS.  
 YOUR PARTS DEPEND ON DELO®**



# Delo®

When you protect your truck's parts, you protect your livelihood. With so much on the line, use the Delo® family of products with ISOSYN® Technology and Delo Extended Life Coolants.

Delo helps:

- Provide extended service protection
- Maximize engine durability
- Minimize operating costs

It's the competitive edge that our fleet customers use to help their bottom line. To learn more about the Delo family of products, visit [DeloPerformance.com](http://DeloPerformance.com).



A Chevron company product © 2011 Chevron U.S.A. Inc. All rights reserved. All trademarks are property owned by Chevron Intellectual Property LLC.

**DELO® DELIVERS CONFIDENCE™**

## LEGAL

One of the major problems with MSAs is that they are not required by federal statute, even in workers' compensation cases (where they have become commonplace). Instead, CMS dictates the procedure and rules for MSAs through "memorandum," "guidelines," and "FAQs" on its website. Without the formal codification of set asides, there are no clear-cut appellate procedures from arbitrary CMS decisions.

With an MSA, a claimant does not have to spend the entirety of a settlement before Medicare will pay for injury-related medical expenses. The set-aside portion acts as the primary coverage for post-settlement treatment – an amount the beneficiary must spend before Medicare will begin paying for the medical care.

The CMS also requires an MSA on matters governed by the Federal Employees' Compensation Act, the Longshore and Harbor Workers' Compensation Act and the Federal Coal Mine Health and Safety Act of 1969.

### CAUTIONARY NOTES

One of the major problems with MSAs is that they are not required by federal statute, even in workers' compensation cases (where they have become commonplace). Instead, CMS dictates the procedure and rules for MSAs through "memorandum," "guidelines," and "FAQs" on its website. Without the formal codification of set asides, there are no clear-cut appellate procedures from arbitrary CMS decisions. Although there is nothing in the law or the published regulations that require parties to seek preapproval, CMS has indicated that they can impose penalties if the par-

ties do not obtain preapproval.

CMS suggests that workers' comp claims should not be settled until CMS can review the settlement and approve the set-aside allocation. CMS approval is only binding if it is a valid approval is generated after full disclosure of all reasonably foreseeable future medical needs and complications necessitated by the injury.

Per its website, CMS has issued certain "threshold requirements" for workers' compensation medical set-asides that must be met in order to have CMS consider the plan:

- The claimant is currently a Medicare beneficiary and the total settlement amount is greater than \$25,000; OR
- The claimant has a "reasonable expectation" of Medicare enrollment within 30 months of the settlement date and the anticipated total settlement amount for future medical expenses and disability/lost wages over the life or duration of the settlement agreement is expected to be greater than \$250,000.

In a memorandum issued on July 11, 2005, CMS indicated that the thresholds are "workload review" thresholds, not "safe harbor" thresholds. The CMS reiterated that, under the Medicare Secondary Payer provisions, Medicare is always secondary to workers' compensation and other insurance such as no-fault and liability insurance. Accordingly, all beneficiaries and claimants must consider and protect Medicare's interest when settling any workers' compensation



IT'S TIME  
TO GET IN THIS  
**SENTRY**

Please Visit us at Booth 580  
and 586 at the International  
WorkBoat Show in New Orleans  
Nov 30 - Dec 2 to see the latest  
from MetalCraft and Brunswick

THE ALL NEW **SENTRY 32**

**MetalCraft Marine**  
INCORPORATED



# A New Standard in Government Marine Coatings



**Reduce Total  
Ownership Cost**

**Extend Service Life**

**Lower VOC  
Emissions**

**Low Solar  
Absorbent**

Introducing PSX® 700SG, PPG's latest high durability coatings solution for new construction and maintenance of Naval vessels, submarines, carriers and equipment. A semi-gloss version of the patented PSX 700 epoxy polysiloxane, PSX 700SG is specifically designed to meet and exceed the requirements of Naval vessels. With its superior abrasion, corrosion and chemical resistance, PSX 700SG extends the coating lifecycle, reducing your total ownership costs. PSX 700SG is fully qualified for use on topside and freeboard applications, providing the latest in national environmental compliance and ease of use. It meets MIL-PRF 24635E Type V, Type VI, Class 2, Grade B and is the only coating to achieve the Type VI standard with a VOC level under 100g/L.

***PPG, your partner for quality, protection and performance.***

## **AMERCOAT®**

A PPG brand

[www.ppgpmc.com/northamerica](http://www.ppgpmc.com/northamerica)

1-888-9PPGPMC

PMCMarketing@ppg.com



## LEGAL

case; even if review thresholds are not met. In other words, if the total settlement amount is \$25,000 or less, the parties to the settlement are still required to consider Medicare's interests or face consequences for non-compliance. Medicare recommends a MSA to protect these interests, even though CMS will not review the proposal.

### CMS REVIEWS AND PENALTIES FOR NON-COMPLIANCE

In summary, allowing CMS to review and approve a workers' compensation settlement is the only way to ensure that Medicare will deem its interests adequately protected. The ramifications of non-compliance can be severe. Among these, the CMS may:

- Deny the claimant future medical care.
- Designate its own allocation (which may be the entire settlement amount) if an allocation is unreasonable or non-existent at the time of settlement.
- Sue the claimant, the claimant's attorney, employer, and/or the insurance carrier for payment. In a suit against an insurance carrier to recover its MSP claim, double damages may be sought.

In addition, a claimant may file a malpractice suit against his/her attorney after the case has been settled. Beyond this, Medicare is improving its ability to uncover non-compliance. In 2001, the U.S. government hired an outside contractor to help hunt down – largely through the use of trauma-related diagnosis codes – medical payments made by Medicare that a workers' compensation carrier or other primary payer should have paid for.

Unlike workers' compensation claims, CMS provides no guidelines for liability settlements involving Medicare beneficiaries with regards to MSAs. A personal injury filed under either the Jones Act or the general maritime law would fall within this category. Although it may be argued that federal regulations and the CMS memos are silent as to the need for an MSA arrangement in third-party settlements, CMS has indicated that it believes the workers' compensation regulations mandating MSAs can be applied to liability cases as well. Although federal law does not contain any codification of the obligation to create an MSA in liability cases, companies and their insurers should assume that Medicare is always secondary to no-fault and liability insurance and consider Medicare when funding any settlement or judgment, especially if the money award is large.

### DEVELOPING AN MSA ARRANGEMENT

The development of an MSA arrangement is complex.

The following general components are involved in establishing a comprehensive MSA:

- Review of medical records, including billing records
- Verification of eligibility for Social Security and/or Medicare benefits
- Secure rated age, if applicable
- Obtain treating provider recommendations and research applicable standards of care and clinical practice guidelines
- Conduct a Medicare lien inquiry
- Identify future medical needs, Medicare-covered items, and costs charged to Medicare within the injured individual's geographic region

The funds for the MSA must be placed into an interest bearing account with distributions made only for medical expenses related to the injury that would otherwise be covered by Medicare. MSAs can be administered by a competent administrator or the claimant may also self-administer his or her own MSA, if permitted under State law. Either the administrator or the self-administering claimant should submit an annual accounting to the CMS showing the disposition of the funds.

### MSA SETTLEMENTS: A NECESSARY EVIL?

The increasing review of Medicare charges will increase the need for considering MSAs in settlement negotiations, as the parties will have to account for the fact that Medicare may be entitled to, and will likely pursue, reimbursement for its payments for future medical costs. Therefore, MSAs become more common. Although settling on an MSA amount can be costly and time-consuming, it may become a necessity now that reporting requirements have significantly strengthened Medicare's right of and ability to collect reimbursement.

*Mr. DeMarcey is a partner in the law firm of Fowler Rodriguez Valdes-Fauli. Based in New Orleans, LA, Larry is admitted to practice in Louisiana, Texas and Florida. His areas of practice include Commercial Litigation, Admiralty, Personal Injury, Transportation, Real Estate, Construction and Corporate Law. Mr. DeMarcey received his B.A. from the University of Florida, M.B.A. from The George Washington University and his law degree from Loyola University. Prior to attending law school, Mr. DeMarcey served on the Washington based legislative staff of Congressman Jimmy Hayes.*

*On the WEB: [www.frvf-law.com](http://www.frvf-law.com)*

# "We needed our sophisticated new OSVs built on time and within budget. ESG was the perfect choice."

Since 1976, the Eastern Shipbuilding Group family has proudly built over 300 vessels at our two Panama City facilities, producing the most diverse product line on the U.S. Gulf Coast. Whether you need a sophisticated or traditional vessel, ESG's experienced and stable workforce is ready to go to work for you.



*"We searched for months to find a shipyard that was qualified to build our next generation OSVs, which had a lot of sophisticated specifications. During our initial visit to ESG, we were impressed by their professional workforce and their advanced techniques and equipment. ESG's attention to detail during the design phase was outstanding and that's what really won them the job. Our first vessel was built on time, on budget and with superb quality. We look forward to taking delivery of our next vessel from them."*

*Court Ramsay, President & CEO - Aries Marine Corporation*

Contact us at:

Tel: 850-763-1900 Fax: 850-763-7904 Email: [sales@easternshipbuilding.com](mailto:sales@easternshipbuilding.com)



**EASTERN SHIPBUILDING GROUP, INC.**

2200 Nelson Street, Panama City, FL 32401  
13300 Allanton Road, Panama City, FL 32404  
[www.easternshipbuilding.com](http://www.easternshipbuilding.com)

**SEE US AT BOOTH #1839 AT THE WORKBOAT SHOW**

## ASSOCIATIONS

# IMCA

## An Organization with an International Workboat Role

### Meet IMCA: Health & Safety, Technical Expertise for the Workboat Industry

By Hugh Williams, Chief Executive, International Marine Contractors Association



IMCA, the International Marine Contractors Association, is the international association representing offshore, marine and underwater engineering companies around the globe. Contractors, as the association's name implies, are IMCA's main association

interest, along with their clients and global marine construction supply chain. IMCA now has well over 800 members in more than 60 countries.

Vessel owners and operators from small workboats to the biggest construction vessels all over the world are amongst IMCA's members, and benefit from a wide range of services from events to guidance documents: safety flashes and safety promotional material to statistics that can be used for benchmarking purposes; use (by members and non-members alike) of the Common Marine Inspection Document (CMID) in its electronic format (eCMID) - a mini-CMID, 'CMID for small workboats', which will be available later in the year - to logbooks, and a competence framework from which members can develop their own scheme.

#### DEFINING WORKBOATS

In this connection, it is important to explain that workboats in some parts of the world are any sized vessel from which work is carried out, whereas other parts of the world use the word to mean smaller vessels only. Having said that, IMCA has material to cover both definitions and the broad subjects of equipment, procedures and personnel training and competence.

#### IMCA FOCUS

IMCA has two core divisions – the first dedicated to health, safety and the environment; and the second to competence and training; and four technical divisions

covering marine/specialist vessel operations; offshore diving; hydrographic survey; and remote systems and ROVs, as well as geographic sections for the Asia-Pacific, Central & North America, Europe & Africa, Middle East & India, and South America regions



#### ANNUAL EVENTS

Regular events include the IMCA Annual Seminar, this year held this month in New Orleans, with the topical theme 'The Future of Marine and Subsea Operations'. Not surprisingly, 'lessons learned' features high on the list of topics being presented, but there is much more than looking back coming under the seminar spotlight. Keynote speakers from industry and government were featured, as well as plenary and parallel sessions and workshops, where discussions on where marine contracting is going, and where tools are needed in order for contractors to deliver added value for clients. The Annual Seminar, which is held in a different country each year, is aimed at offshore and onshore management and operational personnel together with equipment suppliers, consultants, oil company representatives and regulators. IMCA's Annual Safety Seminar, another regular event and a 'Members only' venue, will be held in Rio de Janeiro next March.

#### GUIDANCE: THE HEART OF IMCA

Guidance documents covering all forms of marine construction, vessel procedures, DP (dynamic positioning), safety and personnel training/competence play an important role in IMCA's work programme, and are developed by IMCA's committees and workgroups with final approval for publication being through IMCA's Overall Management Committee.

The committees are elected and chosen from the membership to be representative of our industry, so our guide-



## STANDARD OF EXCELLENCE

- GLOBAL SALES AND SUPPORT
- EXTENSIVE RANGE OF PRODUCTS AND SERVICES
- ONGOING PRODUCT DEVELOPMENT

CLOCKWISE FROM TOP LEFT

DAMEN STAN PATROL 4708 - BUILT UNDER LICENSE BY BOLLINGER SHIPYARDS

DAMEN PLATFORM SUPPLY VESSEL 7216

DAMEN FAST CREW SUPPLIER 5009

DAMEN STAN PATROL 2600 - BUILT UNDER LICENSE BY BOLLINGER SHIPYARDS

DAMEN ASD TUG 2411

DSNS JOINT SUPPORT SHIP 'KAREL DOORMAN'

# DAMEN

DAMEN SHIPYARDS GORINCHEM

Member of the DAMEN SHIPYARDS GROUP



Industrieterrein Avelingen West 20  
4202 MS Gorinchem

P.O. Box 1  
4200 AA Gorinchem  
The Netherlands

phone +31 (0)183 63 91 74  
fax +31 (0)183 63 77 62

americas@damen.nl  
www.damen.nl

## ASSOCIATIONS

lines are a truly representative view of the current international best industry practice.

The same committees and workgroups have an ongoing role to review and revise our guidance as necessary as technology and practices evolve. With some 200 guidance notes and technical reports – the vast majority of which are available for free downloading from the IMCA website by members and non-members alike – the breadth of IMCA's knowledge base comes clear, especially in terms of marine operations, DP and diving.

### IMCA: MANAGING SIMOPS RISKS

SIMOPS (simultaneous marine operations) and personnel transfer are two topics of particular interest to those involved with workboat operations, and both are the subject of recent IMCA guidance documents.

Doing two or more things at the same time can be difficult under any circumstances. The risks associated with SIMOPS in support of offshore oil and gas exploration and production - for example, related construction and survey activities - can be potentially dangerous. The massive number of vessels involved and working in close quarters, post-Macondo, is an excellent example of this metric. Certainly, this event saw more vessels working closely together than ever before. In an effort to eliminate, minimize and manage these risks through proper planning, communication and supervision, IMCA has published 'Guidance on Simultaneous Operations (SIMOPS)' (IMCA M 203).

IMCA describes SIMOPS as the potential clash of activities which could bring about an undesired set of circumstances, which could result in risks to safety, environment, damage to assets, schedule, commercial, or financial.

SIMOPS is defined as 'performing two or more operations concurrently'. These activities typically include, but are not limited to: a vessel undertaking a non-routine operation within an installation's 500m zone; subsea umbilicals, risers and flowlines (SURF) operations; or field developments with multi-vessel/contractor operations.

'Vessels' include diving support vessels, heavy lift vessels, drilling vessels, supply boats, barges, pipelay and cable lay, accommodation, seismic, survey, ROV vessels, and vessels operating in dynamic positioning mode; and 'Installations' refers to fixed and floating production platforms, drilling rigs, DP production units, FPSOs and FPU's.

SIMOPS often involve multiple companies (owners, contractors, subcontractors, and vendors), large multi-disciplined workforces and a wide range of daily, 24 hour, routine and non-routine construction and commissioning activities.

The guidance document, freely downloadable from the IMCA website, includes a glossary and SIMOPS flowchart providing a life cycle model for SIMOPS. The document, having stressed the importance of identifying SIMOPS at an early stage before the work commences, is structured to reflect the order of SIMOPS activities from identification through planning, execution and management of such activities.

### IMCA TACKLES PERSONNEL SAFETY, TOO

Another recent publication of interest to those in the workboat world is 'Guidance on the Transfer of Personnel to and from Offshore Vessels' (IMCA SEL 025 / IMCA

## Quality Shipyards builds Quality Boats!

"Significant Workboat Of The Year Award" Winner 2007 & 2008

### Quality Shipyards, L.L.C. provides

- New vessel construction
- Vessel Design using the latest CAD programs
- Conversion and Repair Services

on the Gulf Intracoastal Waterway near Houma, LA.

Contact: Joseph R. Badeaux, Vice President & GM • Quality Shipyards, LLC  
3201 Earhart Drive, Houma, LA 70363 • Email: [jbadeaux@tdw.com](mailto:jbadeaux@tdw.com) • Phone: (985) 876-4846





M 202), which acknowledges the risks attached to personnel transfers at sea, particularly between vessels and other offshore structures. Such transfers can include movements of personnel at crew change and shift change from vessel to vessel and also between vessels, offshore structures, barges and crew boats as well as to and from the quayside.

IMCA's document provides guidance to the offshore industry on the safe transfer of personnel at sea, covering risk assessment, training and competence, responsibility, equipment and communications, and focusing on the main methods of personnel transfer between vessels, offshore structures and the quayside. The publication identifies the primary methods of personnel transfer as small boat or launch; larger crew boat or support vessel; personnel transfer basket; gangways, bridge or accommodation ladders, including motion-compensated hydraulic gangways; and mating 'surfer' structures allowing personnel to transfer safely.

For each case, the guidance note covers the main safety issues and provides information on the specialist equipment that may be involved (such as 'surfers') as well as special duties or responsibilities of personnel involved, particularly with regard to communications. Transfer by helicopter is not covered, as this is very much a separate subject, adequately addressed elsewhere by specialist publications.

#### COMPETENCE: THE KEY TO IMPROVING OFFSHORE SAFETY

There has been an increasing global emphasis on the importance of using competent personnel - something that is continuing despite economic swings in the last few years. Experienced per-

# Unrivalled product selection Unmatched distribution reach



## Count on Port Supply for all your operating essentials

- Safety
- Maintenance
- Engine
- Galley
- Technical Apparel
- Full Rigging Service

See us at Pacific Marine Expo Booth 333  
& International Workboat Show Booth 2531

Call: 1-800-621-6885 • Online: [portsupply.com](http://portsupply.com)

Email: [govtind@portsupply.com](mailto:govtind@portsupply.com)

Over 300 West Marine locations to serve you

## ASSOCIATIONS

With some 200 guidance notes and technical reports – the vast majority of which are available for free downloading from the IMCA website by members and non-members alike – the breadth of IMCA's knowledge base comes clear, especially in terms of marine operations, DP and diving.

sonnel are still required. Contractors are called upon by clients, regulators and others to demonstrate that the individuals working for them, particularly in safety-critical roles, are competent.

IMCA, working through and in consultation with its members, has developed an extensive framework of guidance that its members can use to establish or enhance their own in-house schemes, with recognised industry criteria and templates for assessment and record keeping. The IMCA framework includes a substantial amount of documentation, set out in a straightforward manner for over 50 positions.

Recently, IMCA's President, Andy Woolgar of Subsea 7, raised the issue in his President's letter in the latest issue of the IMCA quarterly newsletter 'Making Waves', of elevating competence from the marine contracting sector's offshore workplace to onshore and management personnel and 'corporate' competence. "The standard components of qualifications, skills and experience that are demonstrated and assessed are harder to pin to a corporation," he writes. "But being tough does not mean it should not be done."

As background to these thoughts, he explains that IMCA members work hard to deliver safe and efficient projects. "Much of IMCA's delivery for members is in support of this aim. One aspect, competence, has increasing

importance" – and goes on to explain the IMCA competence framework.

### IMCA IN NORTH AMERICA

Looking particularly at reactions in the USA he explains: "After Macondo, the US authorities have been emphasising the skills and experience expected from personnel in the Gulf of Mexico. This is being handed down by the Bureau of Ocean Energy Management, Regulation and Enforcement (BOEMRE) through its Safety and Environmental Management Systems (SEMS) requirements. IMCA is working with the Bureau through the Offshore Operators Committee (OOC) to clarify what skills and experience should be expected and how it should be demonstrated in our sector by using the existing IMCA competence material.

"This (and related) work is what has raised the question of 'corporate' competence in my mind," he explains. "I look forward to feedback from throughout the industry."

In addition to providing documentation on competence, IMCA has held three competence events during 2011, in Aberdeen, Singapore and, earlier in September, in Houston – more are planned. IMCA values its relationship with workboat owners and operators, and is eager for their input to the association's work program.

**On the WEB:** [www.imca-int.com](http://www.imca-int.com)



**gencorp**  
INSURANCE GROUP

the power to provide  
commercial marine insurance and programs

- Shipyards
- Tow Boats
- Passenger Vessels
- Contractors & Salvors

Headquarters: 16 Main street, East Greenwich, RI 02818 | 800.232.0582 x 182 | [rcarnahan@gencorp-ins.com](mailto:rcarnahan@gencorp-ins.com)

# VOLCANIC

COMPLETE PACKAGED THERMAL FLUID (HOT OIL) HEATERS

## BUILT FOR THE LONG HAUL

Volcanic has supplied both on-deck and below-deck heaters for inland and ocean-going barges for over 70 years. These rugged and durable thermal fluid heaters are used to heat cargo such as asphalt, bunker oil, crude oil, sulfur, and supersaturated solutions of salts. They ship skid mounted, ready for service on the barge. They meet all US Coast Guard and the American Bureau of Shipping Requirements. Our heating coils are ASME code stamped to section VIII unless specified otherwise.



Volcanic's Hopkins Marine Heaters:  
From 500,000 to 20,000,000 BTU/Hr.

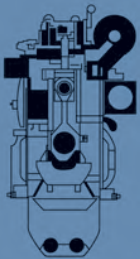


### Volcanic Heater, Inc.

12260 Rockhill Ave. NE, Alliance, Ohio 44601  
Call: 330|823.0770 Fax: 330|823.0772

### www.volcanic-heater.com

8302 Reservoir Drive, Houston, Texas 77049  
Call: 281|459.2186 Fax: 281|459.2856



## GLOBAL MARINE POWER, LLC

MARINE ENGINES • POWERPLANTS • TURBOCHARGERS

GLOBAL MARINE POWER, LLC • 6720 C MAYFAIR ST, HOUSTON, TX 77087 USA  
+1(713)640-9300(TEL) • +1(713)640-9302(FAX)  
WWW.GLOBALMARINEPOWER.COM

Global Marine Power, LLC carries quality equipment at competitive prices. We assure you of our business services without compromising on quality and time. Global Marine Power, LLC undertakes complete repair and annual maintenance contracts. We also provide consulting services to power plants.

MARINE ENGINES – 2 & 4 STROKE  
– MAIN & AUXILIARY ENGINES & SPARES  
POWER PLANTS  
GENERATORS  
SEPARATORS  
COMPRESSORS & REFRIGERATION  
ANCHORS & ANCHOR CHAINS



"We specialize in Bergen - Normo and Wartsilä Engines/Spares"

## The Vessel Owners' Limitation of Liability Act An Anachronism that Persists, For Now

By Frederick B. Goldsmith



In the wake of the April 20, 2010, DEEPWATER HORIZON catastrophe, the deaths and injuries it caused, and the oil spill (one of the worst worldwide, ever) that ensued, several bills have been introduced in the U.S. House and Senate to reduce or eliminate the protections afforded vessel owners under the federal Vessel Owners' Limitation of Liability Act ("the Act"), both for this specific incident, and in general. The Act generally does not limit liability for damages and removal costs under the federal Clean Water Act and the Oil Pollution Act of 1990, or similar state laws, but vessel owners often try to employ the Act's "concurus" mechanism, which requires all damage claimants to file their claims in one court, to help manage what can be far-flung litigation.

For example, Senate Bill 183, "The Deepwater Horizon Survivors' Fairness Act," sought to amend the Act to remove from its coverage "a claim for personal injury or wrongful death arising from the blowout and explosion of the mobile offshore drilling unit Deepwater Horizon..." H.R. 5503, entitled "Securing Protections for the Injured from Limitations on Liability Act," which also never became law, would have, among other things, repealed the Act. The Act was invoked by Transocean Ltd. and others as owners and/or operators of the DEEPWATER HORIZON when these entities filed a complaint under the Act in Houston federal court. They did so because, as a semi-submersible MODU (or mobile offshore drilling unit), the DEEPWATER HORIZON is considered under applicable law a "vessel," and thus subject to the protections of the Act.

During its existence, the Act has been the focus of countless published judicial decisions and scores of law review articles. It is highly controversial. It is regularly invoked by vessel owners as a defensive mechanism in personal injury and property damage litigation. This article is not intended to explain all the procedural permutations and substantive interpretations of the Act, but rather to provide a brief review of its history and to collect some of

the numerous calls by jurists and legal commentators to reign-in or eliminate the Act, and why.



Goldsmith & Ogrodowski, LLC  
River, Rail & Motorcycle Lawyers

In general terms, the Act entitles the owner of a commercial or recreational vessel whose vessel is involved in an accident to limit its "liability," or financial exposure, to the post-casualty value of the vessel, together with "pending freight," or the income owed the owner at the end of the voyage in question. The key exception to this liability-insulating statute is this: if the claimants against the vessel owner can prove the owner had "privity" to or "knowledge," that is, they knew or should have known, of the acts, events, or conditions of or involving the vessel which caused the accident, then the vessel owner may not take advantage of the Act to cap its liability.

If and when the Act is applied to cap the damages exposure of the vessel owner, the potential for legitimate claimants being left wholly uncompensated or inadequately compensated can arise whenever deaths, serious personal injuries, or significant property damage follow an accident, yet the vessel involved has relatively little value. Imagine, for example, when someone is killed in an accident involving a \$5,000 Jet Ski, or a towboat deckhand is crippled or permanently disabled in an accident, yet the towboat is appraised at only \$150,000. And these inequities can occur even if the vessel owner has millions of dollars of liability insurance coverage.

One of the most dramatic examples of the potential inequities the Act can occasion is the sinking of the TITANIC. After it sank, killing 1,517 people, Oceanic Steam Navigation Co., Ltd., the owner of the grand passenger liner, petitioned the federal district court in New York City to limit its liability to the post-casualty value of the vessel. This court's April 21, 1913, opinion, which in clinical terms describes the tragedy, identifying key facts relevant to the Act's potential protections for the vessel owner, reads in part:

"The petition alleges that the petitioner was the sole owner of the steamship Titanic, built in Belfast and launched in 1911; that on April 10, 1912, the Titanic,

with passengers and cargo on board, left Southampton on her maiden voyage, bound for New York; that on April 14, about 11:40 p.m., in mid-ocean, in latitude 41 degrees 46' N. and longitude 50 degrees 14' W., the Titanic came into collision with an iceberg, as a result of which she sank about 2:20 a.m. on April 15, 1912; that 711 persons were saved in the boats; that her master, many of her officers and crew, and a large number of passengers, perished; that the vessel, her cargo, the personal effects of the passengers and crew, the mails, and everything connected with the vessel, except 14 lifeboats and their equipment, became a total loss; that the value of the lifeboats saved and of the pending freight and passage moneys did not exceed the sum of \$91,805.54; and that the petitioner claimed exemption from liability. The petition prayed that the court adjudge that the petitioner's liability be limited to the value of the petitioner's interest in the steamship at the end of the voyage."

In other words, since the TITANIC, itself, was a total loss, the "limitation fund" to which the survivors could lay claim in court consisted of only the dollar value of the remaining 14 lifeboats and "pending freight" together totaling less than \$92,000. In their filing under the Act in Houston federal court in May 2010 after the DEEPWATER HORIZON calamity, the vessel's owners and operators sought to limit their liability to \$26.7 million, the value of the rig's "operating dayrate," not the rig itself, which, like the TITANIC, had sunk and thus was a total loss. In fact, Transocean filed in court an affidavit from a marine surveyor attesting to the rig's post-casualty market value as "\$0.00."

#### BACKGROUND OF THE ACT

The Act is codified at title 46 United States Code sections 30501 to 30512. The key provisions of the Act, alluded to above, appear in Section 30505(a) and (b), which state:

#### § 30505. General limit of liability

(a) In general. Except as provided in section 30506 of this title, the liability of the owner of a vessel for any claim, debt, or liability described in subsection (b) shall not exceed the value of the vessel and pending freight. If the vessel has

## You Can't Buy A Better Reel. But You Can Get One FREE.

Come to the Hannay Booth #225  
at this year's International  
WorkBoat Show and register to win  
a Hannay portable cable reel.

Hannay Reels are uniquely designed  
to make your job easier.

- ✓ Reels can be customized to meet your exact specifications.
- ✓ Heavy-gauge steel frames, one-piece axle assembly, special bearing design and our exclusive "ribbed" discs can stand up to the most demanding jobs.
- ✓ Accessible swivel joints allow for easy installation and maintenance.

So make sure you stop and  
register at our booth, and you  
could walk away a winner with  
this brand new Hannay reel!

For more information, call us at  
877-467-3357 or visit us online  
at [hannay.com](http://hannay.com)



 **Hannay Reels**  
The reel leader.

## LEGAL

*more than one owner, the proportionate share of the liability of any one owner shall not exceed that owner's proportionate interest in the vessel and pending freight.*

*(b) Claims subject to limitation. Unless otherwise excluded by law, claims, debts, and liabilities subject to limitation under subsection (a) are those arising from any embezzlement, loss, or destruction of any property, goods, or merchandise shipped or put on board the vessel, any loss, damage, or injury by collision, or any act, matter, or thing, loss, damage, or forfeiture, done, occasioned, or incurred, without the privity or knowledge of the owner.*

As noted above, the phrase “privity or knowledge” in the Act has been defined broadly by the courts and generally encompasses not only acts, events, or conditions of which the individual or corporate vessel owner knew, but also those of which the owner should have known. With respect to a corporate owner, “privity or knowledge” generally means the privity or knowledge of managerial employees. The “value” of the vessel is its post casualty value. “Pending freight” means the total earnings of the vessel for the voyage, whether for carriage of passengers or goods.

### CRITICISM OF THE ACT

The Act became law in 1851 and was later amended to broaden its coverage to all, not just commercial, vessels. It was re-codified and re-worded in 2006, but the substance of the Act remains the same. The Act became law when the corporate form of doing business was common, and before the use of liability insurance was widespread. It was passed to encourage American shipbuilding and maritime industry investment. In the intervening 160 years, the corporate form of

doing business has become commonplace, and liability insurance protecting vessel owners and operators is widely available.

Understandably, well before the recent Congressional calls to reign-in or revoke the Act in response to the DEEPWATER HORIZON catastrophe, and for several decades now, courts and legal commentators have criticized and questioned the continued need and justification for the Act, including its applicability to recreational, as well as commercial, vessels. A sampling follows:

- **“Judicial expansion of the Limited Liability Act** at this date seems especially inappropriate. Many of the conditions in the shipping industry which induced the 1851 Congress to pass the Act no longer prevail. And later Congresses, when they wished to aid shipping, provided subsidies paid out of the public treasury rather than subsidies paid by injured persons. If shipowners really need an additional subsidy, Congress can give it to them without making injured seamen bear the cost.” (U.S. Supreme Court Justice Hugo LaFayette Black dissenting in *Maryland Casualty Co. v. Cushing*, 347 U.S. 409 (U.S. 1954))
- “[I]t is at least doubtful whether the motives that originally lay behind the limitation are not now obsolete...” (U.S. Circuit Judge Learned Hand writing in *In re Petition of United States Dredging Corp.*, 264 F.2d 339 (2d Cir. N.Y. 1959))
- **“The developments of the past** twenty years suggest that, although the Limitation Act may never come in for a ‘general overhaul,’ its most likely fate, if it is not repealed outright, is that it will be judicially nibbled to death. Ours is neither the first nor, doubtless, the last bite.” (G. Gilmore & C. Black, *The Law of*

*Admiralty* 677 (2d ed. 1975))

- **“hopelessly anachronistic”** (U.S. Circuit Judge Irving L. Goldberg writing in *University of Texas Medical Branch v. United States*, 557 F.2d 438 (5th Cir. 1977))

- **“In any event, shipowners are in a** poor position to rely on equitable principles in seeking an expansive interpretation of the statute. The Liability Act provides shipowners a generous measure of protection not available to any other enterprise in our society. Many have suggested that the Act, a relic of an earlier era, provides protections that are neither warranted nor consistent with current reality..With the availability of incorporation, insurance and other devices to protect shipowners against major disasters, the Liability Act seems oddly out of place in the modern economy; its application could well lead to wholly unexpected and harsh results..Congress might be well advised to examine other approaches or to consider whether the rationale underlying the Liability Act continues to have vitality as we enter the last decade of the twentieth century.” (U.S. Circuit Judge Alex Kozinski writing in *Esta Later Charters, Inc. v. Ignacio*, 875 F.2d 234 (9th Cir. 1989))

- **“Relic of another time, and a very** different American economy, the Limitation of Liability Act is today well past its prime. It served its purpose once, but now clutters the legal landscape..It sets us apart from the international community of maritime states. Its retirement is overdue. (Stone, Dennis J., “The Limitation of Liability Act: Time to Abandon Ship?,” 32 *J. Mar. L. & Com.* 317 (April 2001))

- **“The Limitation Act served its** purpose once, but protections avail-

able to the modern shipping industry are far greater today, thus eliminating any reason for allowing the Act to remain part of American admiralty law at the expense of innocent victims. It is time for the courts to strike it down.” (White, Mark A., “The 1851 Shipowners’ Limitation of Liability Act: Should the Courts Deliver the Final Blow?,” 24 N. Ill. U. L. Rev. 821) (Summer 2004))

• “...owners of pleasure vessels may limit their liability under the Limitation Act. there is little reason for such a rule.” (Senior U.S. Circuit Judge Elbert P. Tuttle writing in *Lewis Charters, Inc. v. Huckins Yacht Corp.*, 871 F.2d 1046 (11th Cir. 1989))

• “While we might agree in this case with the district court that extension of the Limitation Act to pleasure craft such as jet skis is inconsistent with the historical purposes of the Act, restriction of its applicability requires congressional action.” (U.S. Circuit Judge Joseph W. Hatchett writing in *Keys Jet Ski, Inc. v. Kays*, 893 F.2d 1225 (11th Cir. 1990))

Often, it is a notorious event, with dramatic and seemingly inequitable results, that moves legislatures and executive branches, on both state and federal levels, to act. It may be the Deepwater Horizon will be the catalyst to cause the Congress to repeal or water-down the Vessel Owners’ Limitation of Liability Act. But, 19 months after the rig burned and sank, the Act persists.

*Fred Goldsmith, licensed to practice law in Pennsylvania, West Virginia, and Ohio, focuses on admiralty & maritime, railroad, oilfield, personal injury and death, motorcycle, and insurance coverage litigation with Pittsburgh-based Goldsmith & Ogodowski, LLC.*

*Email: fbg@golawllc.com*

*Tel: (877) 404-6529*

## Setting the Standard in Marine Compressed Air



### Designed Tough for Maximum Performance

Atlas Copco's range of marine air compressors, nitrogen generators and quality air products are designed specifically for use in demanding shipboard conditions. Our marine air systems provide high quality, reliable compressed air for starting and working air applications, along with solutions for instrument air and seismic applications.

#### The Atlas Copco difference:

- ✓ Industry tested durability and fully certified to marine standards
- ✓ High energy-efficiency coupled with low maintenance costs
- ✓ Fully customizable and available for any shape and size of vessel
- ✓ Integrated options providing the complete package and the smallest footprint
- ✓ Dedicated local marine knowledge with global support

Come see our new  
25-125hp line of starting  
air piston compressors!  
**WorkBoat Show,  
Booth #3313**



Call Us: 866-688-9611

Log On: [www.atlascopco.us](http://www.atlascopco.us)

*Sustainable Productivity*

**Atlas Copco**

## BOATBUILDING

### Mission Possible

# Reinventing the Keel

By Joe Hudspeth



When vessel owners and operators opt to bite the bullet and invest millions of dollars into a new workboat, it is reasonable to assume that they will start shopping with the expectation of procuring the most boat that their Limited money can buy. Capital invest-

ments of this magnitude are often justified solely upon the premise that a new custom-designed vessel will have more functionality and thus greater revenue generating capability. Why buy a workboat unless it can pay for itself? With fewer dollars being spent these days, boat builders and designers are more eager to rise to the challenge, push the envelope, and create the revenue generating multi-mission marine machines that owners have long been dreaming about.

#### SWISS ARMY VESSEL DESIGN

Purely from an economic perspective, a multi-purpose tool makes the most sense – right? Many owners will attest that the survival and success of their operation largely depends on their ability to employ each craft in a vast variety of jobs. The pros of a multi-purpose and multi-mission workboat sound great at the conceptual level, but pulling it all together into a package that floats is quite complex and often problematic. It may not be too much

of a stretch to design a passenger vessel that can host burials at sea in the morning, whale watching tours in the afternoon, and a cocktail cruise at sunset, but when the tasks at hand require multiple pieces of machinery and a reconfiguration of the working deck, the complexity of the boat design is taken to another level.

Alaska Ship and Drydock's latest launch, the M/V Susitna, is the epitome of versatility in vehicle ferry configurations. Not only does the vessel feature a highly stable, ice strengthened SWATH hull, but its adjustable vehicle deck gives the vessel the ability to vary the draft for landing craft capability. While this kind of Swiss Army Knife design approach offers great versatility, it also comes with a premium price.

#### RIGHT TOOL FOR THE JOB

In certain applications, the mission is so critical and unique that a specific vessel configuration is absolutely required for completing the job. Over the years, basic marine missions have remained virtually unchanged. Harbors still require patrolling. The sea floor requires



A hard hat, a flashlight and sound, professional judgement will always form the bedrock of effective classification services.

Setting the Standard for Service.





mapping. Cargo requires moving. Rigs still require support. Accordingly, workboats have remained steadily employed and in demand, over time. Though the needs remain unaltered, the technology for enhancing mission-specific performance has evolved. Efficiency and effectiveness can make the consideration of a new mission-specific vessel very appealing. Take for example the new Response Boat Medium and the forthcoming next-generation Response Boat Small, which have incorporated advanced technology for patrol boat missions that increases both the safety of the crew while also augmenting effectiveness in mobilizing threats.

Foss' hybrid tug is also making waves with a greener propulsion system that has reduced emissions, yet still tough enough to push and pull conventional loads. When Ulstein Group unveiled the unconventional X-bow hull shape maximized for efficiency and seakeeping ability, it quickly became clear that perhaps one core vessel design could be used in multiple mission-specific applications. X-bow configurations have since been developed for an array of mission-specific vessels working in short sea shipping, offshore supply, sub-sea exploration, and now there is even potential for a wind farm installation application.

Sometimes even the latest technology cannot replace the most tried and true mission-specific craft. After twenty-five years of good service, NOAA went back to the naval architects at Jensen Maritime Consultants for a contemporary redesign of their survey launches. After all the input was given and feedback exchanged, NOAA ended up with a replacement fleet of survey boats that closely resembles their older versions.

#### FROM DREAMS TO DESIGN:

Unconventional radicals opting to reinvent the keel on the workboat of their dreams must define each mission's specifications before the keel is laid. Shooting for the moon is not a successful approach as boats are only built via compromise. A key guideline when designing a multi-mission vessel is to adhere to the likely unfamiliar, yet practical, 'Stiletto Principle'. The principle was aptly coined when a customer was insistent that every aspect of the vessel, from construction materials to the deck plans was meticulously designed to be easily accessible and safe for a person wearing high-heel stiletto shoes. While stilettos are rarely found on today's seagoing workboats, the merit of the principle should not be ignored. The limiting factor for successful vessel design

## Three Port Arthur Locations to Serve Your Needs



**I**n Port Arthur, Gulf Copper's facilities now include three fully operational yards, as well as corporate headquarters. Facilities provide dry-docking, fabrication, machining and more for offshore and inland tugs, towboats, barges and other types of commercial vessels and businesses that operate primarily on or near inland and coastal waterways. In addition to repairs, we can accommodate project staging and large-scale fabrications on the water for easy load-out and project decommissioning.

Whatever your requirements, Gulf Copper has the people, experience and facilities to get your job done on time and on budget. To schedule a project call 281-599-8200 today or visit [www.gulfcopper.com](http://www.gulfcopper.com).

Visit us at  
Work Boat Show  
Booth 3521



# GULF COPPER

Delivering Value Since 1948

MARINE | INDUSTRIAL | GOVERNMENT

## BOATBUILDING

must be clearly established and reasonable. Once the factor is identified, all other wants, concerns, and specifications must be prioritized in order of importance. Furthermore, remember that builders and designers will always be bound by the laws of physics despite the magnitude of their creative talents.

Reconfigurable deck space is a sensible solution for the multi-mission vessel; however, deliberate consideration should be given to each configuration that may have an impact on the weight and balance of the vessel. Stability and performance are the most sensitive traits impacted by multi-mission vessel design.

Depending on the diversity of the missions, naval architects may struggle to find a solution that keeps the boat afloat and up to speed. Vessels always perform better when they are balanced and mitigation through the use of ballast water is not as easy and environmentally acceptable as it used to be. Buyers must also determine if it makes sense to include an adaptation that may inhibit performance by

20% every time the vessel moves, especially when the adaptation may only be utilized 5% of each year. For example, the WAM-V hull by Marine Advanced Research was specifically designed for easy reconfiguration. The craft features a spider-like chassis that can be equipped with interchangeable pods, which are self contained and customized for each job.

Support system requirements for various missions should also be measured in order to confirm that the vessel can supply the needed power and hydraulic demands for each task. Systems can always be expanded to comply with maximum demand, but also consider the cost of maintaining the larger system when full capacity is not required.

C&C Technologies wanted its new propeller driven, multi-mission catamaran to perform efficiently at both 11 knots and 20 knots. The cost of installing two high horsepower engines could not be justified when the vessel was operating for hours on end at lower speeds. The compro-



World Class Facilities  
*along the Gulf Coast*

- 12 Gulf Coast Shipyards
- ISO 9001:2008 Certified
- Modern, Expanded Facilities
- Large Drydock Capacity
- Major Repairs to Quick Up & Downs
- Heavy Lift Capabilities
- Machine Shop
- Hydraulic Services
- Propeller Shop
- Armature Services
- Engineering and Design
- 65 Years of Client Satisfaction

**Bollinger Shipyards**

Contact Robert Socha today to see what we can do for you.  
**985-532-2554**  
www.bollingershipyards.com • sales@bollingershipyards.com

mise that calculated for both missions was a design that incorporates two different sized engines in each sponson. High speed missions can now succeed when all four engines are running and likewise the low speed missions are efficient with the operation of just two smaller engines.

The workboat industry benefits over the pleasure craft market in that our vessels are custom designed and fabricated, without the restrictions and confines of a pre-shaped mold. Every new workboat project gets the benefit of lofting from a clean slate, but typically it is without the budgets found in the fat wallets held by yacht buyers.

Our industry is truly forced to do more with less. By choosing a vessel design that is too mission-specific, the craft may lose usefulness and value over time, through lack of versatility or adaptability. Conversely, installing too many features and adaptations leads to higher maintenance costs and increases the capacity and requirements of onboard support systems.

### THE WINDS OF CHANGE

Workboat designs are changing and will continue to change. The newly emerging wind farm industry is bound to generate the need for many

*Joe Hudspeth is Business Development Manager at All American Marine, Inc., a manufacturer of high speed passenger ferries, excursion vessels, and work boats, in Bellingham, WA. Hudspeth currently serves as a regional co-chairman for the Passenger Vessel Association and participates regularly on several committees concerned with marine related issues.*  
[jhudspeth@allamericanmarine.com](mailto:jhudspeth@allamericanmarine.com)

new mission-specific and multi-mission platforms. Forthcoming regulations will continue to impact the design of workboats and how they are operated. Tighter capital budgets will push workboat buyers to ask for more

– and, if you don't ask, you won't get. The silver lining is that technology is on everyone's side and will continue to push our working boats upstream, at least until Ron Popiel unveils the one workboat that can do it all.

## Do You Flinch During ABS Inspections



### because your metal hose is not in compliance?

Hose Master engineers high quality metal hose and expansion joint solutions for the shipbuilding & marine industry, and is the **ONLY** metal hose manufacturer in the world to receive **ABS PRODUCT TYPE APPROVAL** across its major braided metal hose product offering. This certification recognizes Hose Master as having the ability to fabricate hose assemblies to ABS standards with numerous fitting combinations for a wide range of marine and offshore applications.

Wherever corrosion resistance, increased cycle life, and reduced maintenance costs are important, our products are there for you.

Call Hose Master at 800-221-2319 or email at [ABS@hosemaster.com](mailto:ABS@hosemaster.com) for a distributor near you.

Metal Hose Assemblies • Exhaust Bellows • Multipurpose Expansion Joints



800-221-2319 • [www.hosemaster.com](http://www.hosemaster.com)

ABS Audited Facilities: Cleveland • Houston • Atlanta

Tradewinds Towing

# *All in the Family*



Brother and sister, Dominique and Rachel Smith grew up on tugboats and co-own Tradewinds Towing LLC along with Dominique's wife, Lis Smith.

(Images courtesy Tradewinds Towing, LLC)

**Surviving as a small family business in the increasingly regulated inland & towing markets is no easy feat.**

*by Raina Clark*

Brother and sister team, Dominique and Rachel Smith, grew up in the 1970's on a 65-ft tugboat operated by both their parents in the U.S. East Coast and Caribbean markets. Their mother, Elsbeth, was one of the first women in the industry to obtain a mariner's license and she home-schooled all five of her children while working on the boat.

Inside the family business, then known as Smith Maritime, Dominique worked his way up to Chief Engineer, finally moving into the wheelhouse, earning his Captain's license as soon as he was old enough to sit for the exam. Rachel eventually became Smith Maritime's Operations Manager. Both siblings went on to work for other companies, including Dominique's time as General Manager and Vice President of McAllister Towing's Baltimore division.

Ultimately, Dominique and Rachel reunited to launch TradeWinds Towing LLC in 2005, along with Dominique's wife, Lis Smith, who serves as CFO. Within a few months they purchased their first tugboat, the Miss Lis. Today, Dominique and Lis are based in St. Augustine, Fla. and Rachel co-manages the business from her office in New Orleans.

Despite the challenges inherent to a small tug company, Dominique said, "we had a really good idea about the operation of a business like this." Beyond the wealth of contacts accumulated over the years, Rachel explains, "I think what sets our operation apart from other coastal towing companies is the wide range of work we do and we really like the challenge of going to other countries and taking on new projects."

Six months ago, Tradewinds expanded with the addition of the tug Rachel. The company now employs

19 to 24 crew members. "With the first tug we just focused on making a go of it. Dominique was on the boat half the time as the Captain," Rachel said. "But, the second tug has a larger crew and then Dominique stepped off the boats. That meant we needed a lot more personnel overall.

Suddenly one day it hit us — we have people that count on us for their mortgage payments."

### NOT YOUR GRANDFATHER'S LENDING MARKETS

Rachel and Dominique agree on one thing: the first and biggest hurdle

**See us at the International Workboat Show Booth #1858**

**((WIRELESS))**

**ENHANCE CRITICAL COMMUNICATIONS WITH NEW WIRELESS SYSTEMS FROM DAVID CLARK**

David Clark Company Wireless Headset Communication Systems provide clear communication as well as freedom and mobility for crew members without being tethered to the vessel. Ideal for work boats, law enforcement and Coast Guard vessels, tugs and more. Go wireless on the water and trust David Clark for critical communications.

For more information call **800-298-6235** or visit **www.davidclark.com**

**David Clark**

Made In USA

© 2011 David Clark Company Incorporated  
© Green headset domes are a David Clark registered trademark.

[WWW.DAVIDCLARK.COM](http://WWW.DAVIDCLARK.COM)

(Images courtesy Tradewinds Towing, LLC)



**Dominique Smith (left), co-owner of Tradewinds Towing LLC, grew up on a tugboat and now runs a family company with his sister, Rachel (center), and his wife, Lis (right), who serves as the CFO.**

they faced was the initial start-up loan. “As a smaller company,” Rachel said, “we can’t go to specialized lending markets, the ones that traditionally lend to shipping and tugboat companies. They like to do larger loans. So we have to look at mid-size to smaller banks that do real-estate, restaurant start-ups, that kind of thing.”

But those banks don’t know much about shipping, Rachel said, and “while they find it very interesting and different from their normal loan portfolio, they always have trepidation about dealing with something that’s outside of their usual scope.”

Tradewinds did end up securing a loan from a larger bank, but it took some doing. “I would go to the majors,” Dominique remembered, “and they would say if you’re not a

\$10 million loan, we don’t even want to talk to you, unless you’re a five-vessel fleet.”

The Smiths thought they would have a good chance to secure financing the Finance group that loaned capital to both their grandfather and their parents when they started out. But the large lender did not take on Dominique and Rachel’s third-generation start-up, demonstrating that the lending market has definitely changed.

“I would say this to anyone wanting to go to a bank for a start up loan for a single vessel right now,” Dominique warned, “unless you have a huge amount of capital to put down, I think the chances are just about none.” What it will be like in five years is anyone’s guess, he said, adding “with all this new regulation,

it’s going to get harder and harder for one-boat operations to pop up.”

### TIGHTER REGULATIONS FOR TOWING VESSELS

“The regulatory side of things – that’s always a moving target, especially with Subchapter M coming out. But when Rachel, Lis and I started the business we wanted to start with a strong safety culture. We elected to immediately join the Responsible Carriers Program (RCP) with AWO,” Dominique said. Although Tradewinds was initially one of the few single boat operators in the offshore towing market to be RCP-approved, the decision paid off.

The Coast Guard’s proposed changes to Subchapter M – specifically the inspection of towing vessels – presents a new set of challenges to companies, especially small operators. “They’re going to clamp down on bad steel and that’s where I see the most dramatic financial impact of Subchapter M,” Dominique said. When the Coast Guard issues a Certificate of Inspection (COI), “every five years they will measure the thickness of the steel on a vessel, as I understand it,” said Dominique, “so if your vessel has any weak spots you’re going to have to the renew steel.” Renewing steel in shipyards

*Specializing in Commercial Work Vessels*



Ph: 604-929-6475

info@capilanomaritime.com www.capilanomaritime.com

 <p><b>CAPILANO MARITIME DESIGN LTD</b></p>	<b>Services Including</b>		
	<p>Concept Design Detailed Design Salvage</p>	<p>Condition Surveys Structural Analysis Shallow Draft Design</p>	<p>Ice Capable Designs Stability Assessments Marine Heavy-Lift Analysis</p>



- RIG SERVICES • ENGINEERING SERVICES • HEAVY FABRICATION
- SUBSEA SERVICES • MARINE REPAIR • 24/7 EMERGENCY RESPONSE

  
**Offshore Inland**  
Marine • Industrial • Oilfield

USA, MEXICO,  
SPAIN,  
WEST AFRICA

Contact Patrick Webb 866-443-5550 | [www.OffshoreInlandServices.com](http://www.OffshoreInlandServices.com) | [Pwebb@offshoreinland.com](mailto:Pwebb@offshoreinland.com)



We've made our mark.  
Now let us help you make yours.

Visit us at the 2011  
International  
Workboat Show  
Booth #1335

Since introducing the waterjet in 1954 we have innovated and evolved with the changing demands of our clients. Today HamiltonJet systems still lead the way. With creative design development, focused construction and a renowned service capability we deliver the ability for our clients to move with speed and precision.

So you can go where you need to  
- and get the job done.

While our quality standards will never change, our designs must evolve to keep pace with emerging market needs.

To find out more, go to  
[www.hamiltonjet.co.nz](http://www.hamiltonjet.co.nz)

  
**HamiltonJet**





Tradewinds Towing's first tug, Miss Lis, transits under the Brooklyn Bridge.

can sometimes outweigh the price of the vessel. Some small operators may face shutting down in the face of shipyard bills they can't afford. "Vessels working six months or longer in salt water will be under more scrutiny than inland vessels, as far as steel structures and thicknesses and such."

"For us that doesn't pose as much of a concern," said Rachel. "One of our vessels is load line and classed and the other has extra-thick steel."

Beyond steel thickness, the inspection of towing vessels will take a close look at safety and safety documentation onboard. "They're going to make everyone toe the line right away with the Safety Management System (SMS), regardless of how new or old their boat is," Rachel said, "but I think there are grey areas and they're still trying to determine to what extent they're going to grandfather in older equipment," she continued.

"I think most people have their boats up to snuff when it comes to firefighting and safety, but when they take it up a notch and start inspecting your steel thickness and how you report your paperwork in an SMS system, that's a new plateau for a lot of operators," said Dominique.

However, AWO's existing RCP parallels much of the proposed Coast Guard regulations and once you're on board with that, the heavy lift of complying with the new Coast Guard regulations in Sub Chapter M is mostly taken care of, Dominique said. "So we're not panicking when we see the new Sub Chapter M hit the presses because we're already about 90% there with the requirements."



**BURGER**  
BOAT COMPANY  
MANITOWOC WI USA

## Quality Vessels... *Built to Your Requirements*



60' (18m) Fisheries Research Vessel



98' (30m) Steel Hull Passenger Vessel

**The Burger Advantage**

- Since 1863 Burger has had a long tradition of constructing vessels that offer their owner years of dependable service
- Aluminum and steel fabrication
- Passenger vessels
- Research vessels
- Fast crew boats
- Fast supply boats
- Wind farm support vessels
- Fishing vessels
- Other vessels to 200' (60m)

USA +1 920 686 5117 ♦ sales@burgerboat.com

CUSTOM BUILT IN THE USA





Tradewinds Towing's second tug, Rachel, is shown here towing the USNS Henry Eckford.

**INSURANCE: THE COST OF DOING BUSINESS**

Dominique and Rachel agreed that insurance is one of the largest costs of doing business for a small tug company. "From what I've seen," Dominique said, "this is what closes the doors on smaller companies. If you have too many claims, whether it's just bad luck, or whatever, the underwriters will either drop you or you'll get higher premiums that you just can't afford."

This is clearly one of those areas where being a smaller business is a

disadvantage. "Proportionately, the cost of insurance for a one or two-vessel company is much higher than for a fleet. It's about economies of scale. The way the insurance companies look at it is a distribution of risk. If you have several vessels operating in different markets, your exposure is distributed. But if you just have one boat and it sinks, you're out," Rachel said. Consequently, vessel operators with only one or two boats pay a much higher percentage toward insurance. "You have to keep a squeaky clean record to keep that cost

manageable."

"Rachel and I had a big advantage entering this market," Dominique said, "because we already had the relationships with our marine underwriters. So if we have a claim or an accident or something of that nature we have direct communications with the underwriter, not just the broker."

**IS THERE A SMALL BUSINESS ADVANTAGE?**

"I'd say one of things we love about being a small business is that we can make decisions much faster than a big



**THE WORKWHEEL BY HUNG SHEN**  
**THE** INDUSTRY STANDARD IN WORKBOAT PROPELLERS

HS MARINE PROPULSION, LLC  
WWW.HSWORKWHEEL.COM  
228.696.2998 PH 228.696.2997 FX



Images courtesy Tradewinds Towing, LLC



Tradewinds Towing purchased its second and largest tug, Rachel, in January 2011.

company,” said Rachel. “If somebody calls with a fast breaking job, or a vessel in distress, or something that has a lot of components to it, Dominique and Lis and I can source our costs, provide a bid and get underway. Meanwhile bigger companies are having three meetings and legal consultations. We’re just nimbler and can move faster.”

The excitement of the unknown also fulfills the taste for adventure Dominique and Rachel developed early on in their tug boating lives. “Our vessels go from job to job and we never know what project is next,” said Dominique. “Does the boat go to San Francisco or Chile or someplace farther?”




**Senesco**  
MARINE  
*Excellence in Execution*

**Mike Foster - Vice President, General Manager**  
[mfoster@senesco.com](mailto:mfoster@senesco.com)  
 (cell) 401-226-1042

**Gil Stuart - General Manager, Repair Yard**  
[gstuart@senesco.com](mailto:gstuart@senesco.com)  
 (cell) 401-230-0866

**Tom Johnson - Vice President Sales**  
[tjohnson@senesco.com](mailto:tjohnson@senesco.com)  
 (cell) 713-260-9629

When impeccable quality from the keel to the pilot house is an owner’s goal to assure lifelong structural and mechanical integrity, reliability of operation and pride of ownership Senesco Marine will construct the marine vessels your company will be proud to own and operate.

**Craftsmen Not Just Constructors**

Another advantage Rachel cited is how well Tradewinds knows its crews. “We hand pick them and work alongside them. We know their personalities and their strengths and weaknesses and we can work with that,” she said.

**ON THE HORIZON**

Will Tradewinds continue to expand the fleet? For sustainability in the markets of the future and exposure to risk, growth is almost a necessity, Dominique said. Beyond that, however, the question becomes, in which direction do you grow? “We like working with the larger tug with its longer range,” Rachel said. But a bigger boat has bigger costs. “It’s a mystery as to whether, dollar for dollar, you generate a higher percentage of profit with a bigger vessel.” In any case, she said, “we want to have diversity and other markets to tap into.”

Whatever direction the prevailing winds (and markets) eventually take Tradewinds and this tightly-knit operation, it is a fair bet that the journey will be anything but boring. And, as larger operators also know, it won’t be easy. Nevertheless, and more than 40 years after beginning their on-the-job education in this demanding business, Rachel and Dominique Smith wouldn’t have it any other way.

*Raina O Clark is a journalist and communications consultant for the maritime industry. Contact Raina at [raina@rainaoclark.com](mailto:raina@rainaoclark.com)*

**The Tradewinds Fleet**

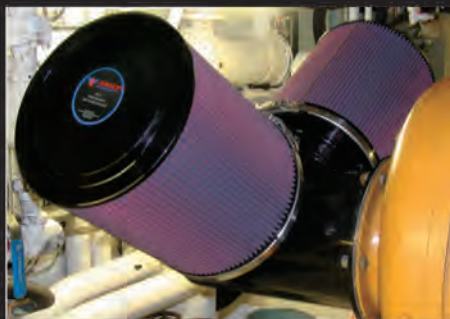
**Tug Rachel**

Year built: .....1976  
 Shipyard: ..... Allied Shipyard  
 LOA: .....110.0’ (33.5m)  
 Breadth: .....31.0’ (9.4m)  
 Draft: .....13.5’ (4.1m)  
 Main Engine: .....2x Caterpillar 3516  
 Horsepower: .....3800 HP  
 Bollard Pull: .....90,000 lbs (45.0 Tons)

**Tug Miss Lis**

Year Built: .....1982  
 Shipyard: .....Marine Power & Equipment  
 LOA: .....80 ft  
 Breadth: .....28.3 ft  
 Draft loaded: .....9 ft  
 Draft light: .....6½ ft  
 Main Engines: .....2x Mitsubishi S12R-MPTA  
 Horsepower: .....2800 HP

**Take YOUR Diesel Engine to the Next Level with Walker AIRSEP®**



**Now Available for CAT® 3600 & C280 Engines**

- High-Performance Air Filter Silencers.
- Walker AIRSEP CCV SYSTEMS.
- All Rated for Commercial Duty.



[www.facebook.com/Walkerairsep](http://www.facebook.com/Walkerairsep)

Call for more information, or send an e-mail for a quotation.  
 Ask about Special Freight Allowances. Fleet upgrades welcome.

Walker Engineering, USA. 818.252.7788, [sales@walkerairsep.com](mailto:sales@walkerairsep.com)

CAT® and Caterpillar® are registered trademarks of Caterpillar Inc.

# Efficiently Moving Cargo & Crew Offshore

By Susan Buchanan

More than a decade ago, deepwater oil production in the Gulf of Mexico surpassed shallow water output for the first time ever. These days, rigs are found as much as miles offshore. Companies need to get equipment, employees, fuel and mud to those sites economically and usually on a tight schedule. Gulf marine companies are trying to meet those requirements by increasing the speed, size and energy efficiency of their vessels--though not necessarily all at once.

## TRADEOFFS BETWEEN SIZE AND SPEED IN SUPPLY BOATS

Shane Guidry, Chief Executive Officer of Harvey Gulf International Marine, LLC in New Orleans, pointed to constraints in making supply boats any speedier. "Work boats can't become faster and lighter because they're made of steel," he said. "As they get larger, wider and deeper, they don't get faster."

Crew boats are getting longer and faster, Guidry said. "However, a 220-foot-long crew boat uses 13,000 gallons of diesel fuel per day at \$3.40 a gallon. At a fuel-operating cost of \$45,000 a day, that doesn't make financial sense."

He said instead of employing one long crew boat, a company can use two supply boats--one out at the oil rig

and one at the dock--to be more cost effective. He added "that's why we haven't looked at building any long crew boats."

Guidry continued, saying "Supply boats can become more cost effective by being built longer. Some of the long supply boats we're building will be more energy efficient." He said the initial price tag of his company's new, liquefied natural gas or LNG-fueled supply boats is 20 percent higher, but over time, he will amortize some of that additional cost in fuel savings.

Harvey Gulf recently hired shipbuilder Trinity Offshore, LLC, in Gulfport, Miss. to build two LNG-fueled offshore support vessels. The new boats will meet American Bureau of Shipping ENVIRO+ standards, making them ecologically friendly.

## SEACOR COMMISSIONS FAST CREW BOATS

At SEACOR Marine in Houma, La., project manager Joe McCall said "big offshore oil producers all use crew and supply boats and helicopters to transport staff and cargo." SEACOR Marine has 50 crew and fast support vessels in its fleet. "To make crew boats faster, you need to increase their horsepower, optimize the hull design,

RJ Coco McCall.

(Photo courtesy Gulf Craft LLC)



*The hardest working, longest lasting,  
toughest stern drives ever made.*

*Period.*



**Konrad**

WWW.KONRADMARINE.COM

Booth 2036  
The International WorkBoat Show  
NEW ORLEANS e x p o

Booth 1424  
pacific marine



**620**

**Visit us at the Shows!**

1421 HANLEY RD. HUDSON, WI 54016 USA

715-386-4203



**Your Diesel Exhaust Specialist**

**The Leading Supplier Of Custom Exhaust For The Performance Boat & Workboat Industries**



- State-of-the-Art in-house bending solutions
- In-house full time staff of Marine CAD engineers
- Inconel, AL6XN, 316L and Titanium systems available
- Blanket wrapped, water jacketed pipes and thermal shielding solutions

Contact **CMI** for all of your exhaust needs.  
920.720.4225 www.custommarine.com

**Livorsi ETS Controls**  
Electric Throttle/Mech Shift

- Cummins • Yanmar • Steyr • Bosch •



**Livorsi DTS Controls**  
Digital Throttle & Shift

- Mercury DTS • Cummins/Mercury •



www.livorsi.com

P: 847.752.2700  
F: 847.752.2415  
E:sales@livorsi.com

**VANTAGE VIEW**

- Reads SAE J1939, NMEA 2000®, SmartCraft® CAN Bus engine data



**INDUSTRIAL SERIES**

- 12 or 24 volt systems
- plug-in connectors



**International Workboat Show Booth# 479**

(Photo courtesy: Seacor)



**“The (Seacor) Cheetah has four MTU 16V 4000 M71 engines rated at 3305 hp. Its high horsepower engines allow the vessel to achieve very high speeds when carrying time-critical cargoes. When cargoes are not as urgent, the Cheetah can cruise at an economical speed of 30 knots. The vessel has a fuel capacity of 26,722 gallons and can carry 182 long tons of deadweight.” – said Joe McCall, SEACOR.**

choose the appropriate propulsion equipment, and increase the strength of the hull structure--while seeking ways to keep vessel weight at a minimum,” he said. SEACOR works with vessel designers, the shipyard that builds its boats and equipment suppliers to achieve efficient combinations.

SEACOR's crewboat, the M/V RJ Coco McCall, working out of Port Fourchon, was built by Gulf Craft in Patterson, La. and delivered this year. The vessel is an example of a mono-hull design with increased horsepower as compared with most crewboats, McCall said. The 165-foot RJ Coco McCall reaches speeds exceeding 30 knots, even when carrying large cargoes, he noted.

One of the company's fastest crew boats is the M/V SEACOR Cheetah, a 170-foot catamaran delivered by Gulf Craft in March 2008 and working off the West African coast. “With its twin-hull design, the Cheetah can reach speeds of 42 knots, or more than twice that of conventional, mono-hull crew boats,” McCall said. “Another advantage is its stable work deck, which in high, choppy seas or bad weather, makes the ride safer and more comfortable.” The CrewZer Class Cheetah is a fast crew-sup-

To make it safely to harbor,  
it takes a strong and agile partner.

**Strength. Agility. Expertise. That's what counts in this business.**  
Ask for Great American coverage for:  
Marine Commercial Liability • Ocean Cargo • Hull/P&I  
Vessel Pollution • Terminal Operators • Vessel General Permit

**GREAT AMERICAN**  
INSURANCE GROUP  
Ocean Marine Division

www.GreatAmericanOcean.com | Contact Captain Ed Wilmot at 212-510-0135 | ewilmot@gaic.com 580 Walnut Street | Cincinnati, OH 45202

ply vessel, holding up to 150 passengers.

"The Cheetah has four MTU 16V 4000 M71 engines rated at 3305 hp," McCall said. "Its high horsepower engines allow the vessel to achieve very high speeds when carrying time-critical cargoes. When cargoes are not as urgent, the Cheetah can cruise at an economical speed of 30 knots. The vessel has a fuel capacity of 26,722 gallons and can carry 182 long tons of deadweight."

McCall said the SEACOR Cougar, working in the Caspian Sea, is a double-hulled catamaran--built by Gulf Craft and delivered to SEACOR in 2010. It's a sister ship to the Cheetah. The Cougar is fitted with MTU 16V 4000 engines, rated at 3435 HP each. The Cheetah, the Cougar and the Coco McCall all have water-jet propulsion systems, he said.

"SEACOR is currently working on new and innovative concepts to further advance fast, crew boat technology," McCall said.

Meanwhile, SEACOR Holdings Inc., the parent company of SEACOR Marine, operates a helicopter company. "In the Gulf, both helicopters and fast crewboats are used to transport offshore workers to drilling rigs and platforms," McCall noted.. "Typically, passengers are transported to the structures near shore by crewboats, and they travel by helicopter when the structures are more distant."

But he said "as a general rule, more people are moved by helicopters to rigs in the Gulf of Mexico, whereas in deepwater operations overseas--in West Africa for example--companies use crew boats more. Customers decide what's right for them, depending on the situation, the rig's distance from shore and the amount of time they have." Weather, the number of

people traveling and availability of equipment also determine whether crew boats or helicopters are used.

"In a hurricane event, companies employ crew boats and helicopters because lots of personnel have to be moved ashore quickly," McCall said. SEACOR Marine, he added, is one of the largest transporters of offshore

staff in the Gulf of Mexico.

As for catamaran usage, "there's more demand internationally than there is in the Gulf, both pre and post last year's Gulf oil spill," McCall said. "Catamarans are fast but they have less cargo capacity than mono-hulls, which aren't as fast." He said rig operators in the Gulf tend to prefer

## Cutting Edge, Aluminum Floating Dry Dock



**Allen Marine**

**Allen Marine  
Not Just Another  
Aluminum Vessel**

**Find Out More**

**Let us put our 44 Years experience, to work for you...**

- Innovative vessels of all types and portable dry dock systems
- Unrivalled quality, durability, performance, versatility and value
- Turnkey commercial marine vessel design and manufacturing
- Marine grade aluminum construction and superior design



**Visit  
us at IWBS  
Booth # 2269**

**Totally modular design  
The world's most innovative  
vessels and portable dry-docks**

**Allen Marine, Inc**

**888-747-8101**

**boats@allenmarine.com • www.allenmarine.com**



Tidewater deepwater supply vessel working in the Gulf of Mexico.

(Photo courtesy: Tidewater)

monohulls but use them more for transporting cargo than passenger service. "In foreign markets, however, passenger service is the primary role and cargo is secondary," he said. "Catamarans are in greater demand outside the U.S."

A four-year, U.S. Bureau of Ocean Energy Management study, conducted by Louisiana State University's Coastal Marine Institute to analyze demand for support vessels and helicopters in the GOM, will be complete in 2012, BOEM said in late October. The \$344,053 study aims to develop methods and equations to forecast trips to offshore oil-and-gas exploration and development sites, according to the agency.

### SUPPLY BOATS HAVE GROWN IN LENGTH, TIDEWATER EXEC SAYS

Joe Bennett, Executive Vice President and Chief Investor Relations Officer at New Orleans-based Tidewater Inc., said "we have approximately fifteen, fast, 170-foot crew boats, with one still under construction. But crew boats have always been a relatively small part of our business." Tidewater's emphasis in recent years has been on towing supply vessels and larger, deep water supply boats. "We don't have any 170-foot crew boats currently working in the Gulf of Mexico, and our fleet of fifteen or so is spread in various international areas," McCall



**SPECIAL**  
**\$8,900\***

\*Limited stock and styles available. Light optional.

**POSEIDON**  
1750mm diameter  
Ocean Buoy

- Premium grade virgin polyethylene
- High tensile strength
- UV-stabilised for protection from the sun
- Eco-friendly & recyclable

**Contact Sealite today!**



**Sealite**<sup>®</sup>  
[www.sealite.com](http://www.sealite.com)

Sealite USA, LLC | t: (603) 737 1311 | e: m.novo@sealite.com

**CLASS ABC Structure Lights**

**Remote Helipad Lights**

**UL 1104 Certified & COLREG72 Compliant Barge Lights**

**Solar Marine Lanterns**

**Marine Buoys**



said. "As for supply boats--important in loading and unloading cargo--they're get longer and longer," he said. "They used to be 180 feet, but are now as long as 280 or 300 feet. They can carry large loads of cargo, both on the back deck and in tanks underneath." However, he said "the speed of these larger supply vessels isn't terribly different from their predecessor, 180-foot versions."

In the last decade or so, Tidewater vessels have been built mainly in foreign shipyards, and a few have come from the company's wholly-owned subsidiary, Quality Shipyards, L.L.C in Houma, La. Tidewater owns 350 vessels, making it one of the world's largest fleets serving the offshore energy industry.

#### DEEPWATER SECTOR EXPECTED TO EXPAND GLOBALLY

Oil company activity remains sluggish in the U.S. Gulf because of slow, federal permitting of wells, even though the drilling moratorium--imposed during the BP spill--ended a year ago. Offshore prospects are brighter globally, however.

A staff paper titled "The History of Offshore Oil and Gas in the United States," prepared for the National Commission on the BP Deepwater Horizon Oil Spill and released earlier this year, said "the march of innovation into ever-deeper waters and new geological environments offshore is already one of the most important stories in the history of the oil business.

The largest additions to world hydrocarbon reserves and production during the next several decades will likely come from offshore, and increasingly from deep water beyond 1,000-foot depths."

The need for offshore vessels that are either bigger, faster, more energy

efficient or any combination thereof is likely to grow, industry members said. That demand can be supplied by firms in the U.S. Gulf--where offshore service dates back to the region's initial, 1937 Creole Field discovery off of Louisiana's coast. The U.S. Gulf supplies 30 percent of the nation's oil and gas production.

*Susan Buchanan is a New Orleans-based business writer, specializing in energy, maritime matters, agriculture, the environment and construction. She holds a master's degree from Cornell University in agricultural economics and an undergraduate degree from the University of Pennsylvania.*



## HARDTOP FLEXI

Test results prove  
— the market's most impact resistant topcoat



### A revolution in topcoats!

New standards of flexibility, durability and cosmetic excellence

- Remarkable flexibility
- Excellent resistance to impact damage
- Gloss level that provides 'forgiveness' — hiding imperfections and unevenness in steel
- Matches the colour and gloss of a traditional polyurethane topcoat

- Maintains its attractive gloss level for extended periods
- Low VOCs, fast drying properties and application in single coats up to 150 microns

See us at the  
International Workboat  
**Show Booth # 2312**



Jotun Paints, Highway 23,  
Belle Chasse, LA  
Ph: 504-394-3538  
www.jotun.com



# Born Reliable

## Smith Maritime sticks to principles in repowering tugboats with Mitsubishi marine engines.

If one were to focus on certain aspects of the story of Captain Latham Smith, it would be easy to get the wrong impression. After all, this is a man who has actively sought out towing, salvage and rescue jobs all over the world specifically because of the danger they posed. Focusing on those details alone, and he sounds like a thrill seeker. In actuality, there's much, much more to the story. Having devoted more than 50 years to the marine industry, including the last 43 as the owner of Smith Maritime, Smith has developed a reputation as a brilliant tactician and innovative boat designer.

Just eleven years old when he built his first boat; Smith assembled a kayak using materials from a knocked down kitchen wall and canvas from a military surplus store. More than 15 years later, Smith was still on or around the water every day, working on tugboats and in shipyards to make a living. Eventually, the city of Miami was in the midst of a large urban renewal project that included demolishing several old warehouses and oil tanks. Smith seized the chance to recycle scrap steel from the demolition, and he set about building his own tugboat.

"When I got started on the boat, I had some tools in a truck and 25 dollars," said Smith. "I paid for the construction by doing ship maintenance and building parts for customers." Some helping hands chipped in, but by and large the building of the 65-foot tugboat had Latham's fingerprints all over it, from design to completion. The boat, named *Elsbeth*, was ready to hit the ocean in 1968, and Smith Maritime was founded.

In the beginning, Smith did a lot of one-off projects and roamed the world. Smith explains, "My boat was my house and I carried it around with me like a turtle. Everything I owned was on the boat." Gradually, Smith Maritime settled into some regular contracts and offered a



Latham Smith of Smith Maritime

wide gamut of services, including ocean and coastal towing, pipe and cable laying, cargo and dredging operations, harbor and buoy handling, and — Smith's favorite, of course — salvage and rescue. Today, Smith operates a derrick barge and three additional tugboats, all hand-built by Smith; the *Elsbeth II* (1987), *Elsbeth III* (1998) and *Rhea* (2002). The sisters have seen plenty of action over the years, primarily in the Americas but also traveling as far as Canada, Africa and many other points all around the globe. Interestingly, and while the *Elsbeth* still operates with its original engines, it is Smith's far newer tugboats that have had to be recently repowered. The 110-foot *Elsbeth II* experienced a failure with one of its three original engines in 2006. Replacing it with a new engine from the original manufacturer was found to be expensive and impractical, and a repair was out of the question. Smith

Maritime then turned to Laborde Products, Inc., a Louisiana-based distributor of marine and industrial engines, to find a new alternative.

“At first I intended to adapt another brand engine that was equipped with electronic injection, but it didn’t work out,” said Smith. “At that point, we elected to put in a 16-cylinder Mitsubishi engine, and I’ve been happy ever since.” The Mitsubishi S16R-Y1MPTA is a four-cycle, watercooled diesel engine that weighs 14,685 pounds and offers a total displacement of 3,989 cubic inches. It also features a selling point that Smith Maritime absolutely could not pass up: Like all Mitsubishi marine engines, this model is completely mechanical and EPA compliant.

“Reliability is a huge issue in our business,” said Smith. “Particularly when you find yourself hundreds or thousands of miles from land at any given moment, you need the confidence to know you can service a problem. Engine electronics are perfectly reliable. right up until they’re not. And if you have to bring in a technician when you’re in the middle of the ocean, you could be in a real pickle. The Mitsubishi spares us any hassle with electronics.”

These thoughts on electronic engines come from someone who is no stranger to electronics as a whole. Smith installed his own radar and navigation equipment when he built the Elsbeth, and he handled all necessary repairs and maintenance as well. His aversion to “modern” electronics stems purely from his desire to keep his crews safe — and empowered.

“Our company philosophy is to do all of our own maintenance,” said Smith.

# DONJON

STANDARDS. SOLUTIONS. SUCCESS.



Donjon Marine provides the most innovative solutions to your dredging, marine salvage, marine transportation, marine demolition, heavy lift, vessel recycling, site remediation, ocean engineering, towing and diving challenges.

Since 1964, Donjon has offered full-service marine solutions from the smallest to the most complex, here and around the globe, powered by the strength of our employees, our experience, and our equipment.

Let us offer our marine service solutions to your business.

**At Donjon, marine service is our business.**



**DONJON MARINE CO., INC.**  
 100 Central Avenue  
 Hillside, New Jersey USA 07205  
 tel. (908) 964-8812 www.donjon.com

## US COAST GUARD RB-S BY METAL SHARK



**A NEW BREED OF COASTAL SECURITY**

- Shock-Mitigating Crew and Gunner’s Seats
- Fully-Enclosed Ballistic Cabin
- Drop-Down Windows
- Mission-Configurable



**METAL SHARK**  
ALUMINUM BOATS

WWW.METALSHARKBOATS.COM  
 SALES@METALSHARKBOATS.COM  
 (337) 364-0777



Smith Maritime is looking into repowering the Rhea in the near future, and Smith says that because of the lack of maintenance issues and reliability he's experienced with Mitsubishi (right) thus far, they will likely employ Mitsubishi engines again.

“When I built the first tug, I understood every part in it and why it was there. Now there’s so much electronic plug-and-play with components that are not understand-

able to anyone other than a specialist. It’s not a healthy thing. It can render a crew helpless when they know if something goes wrong they won’t be able to deal with it. Since the engine is such a critical piece, we wanted to ensure it was a purely mechanical item that our crews would have the capability to service.”

In addition to the reliability from a maintenance standpoint, Smith Maritime found the Mitsubishi on the Elsbeth II to be reliable from an overall performance perspective as well. When the 90-foot Elsbeth III came due for a repower in 2008, Smith again turned to Laborde to purchase three 12-cylinder, Mitsubishi S12R-Y1MPTA engines.

“The Mitsubishi engines have been smooth running and economical,” said Smith.

“With the design of anything, you have to give something to get something. There is a marvelous balance between the strength of the engine and the torque values and correct RPMs for the transmissions. The Mitsubishi torque values require a reduction gear that is practical, so the torque values match up very well with the requirements of the propeller. That means more efficient propulsion, and better fuel efficiency as well.”

Smith also noted the engine design’s effect on durability and maneuverability. “The relationship between the mass and strength of the Mitsubishi is excellent,” he said. “If they built them lighter and smaller, you’d run into maintenance issues, but they are built to handle the load. They also are incredibly responsive in terms of acceleration and engine response time.



Some engines have a turbo lag where you want power immediately but it takes time to build up and be available. But these engines have superb handling characteristics, and that's extremely important when you're doing tight maneuvers like we encounter quite often."

Smith Maritime is looking into repowering the Rhea in the near future, and Smith says that because of the lack of maintenance issues and reliability he's experienced with Mitsubishi thus far, they will likely employ Mitsubishi engines again.

"We need to be reliable and assured that we'll always be there to do our jobs," said Smith. "Our newer tugboats are all designed with triple redundancy — three engines, three propellers, triple all the vital components and parts. If a tug fails or is late, it's enormously costly. Everything leads back to the reliability issue." And, despite those initial impressions of Latham Smith as the "reckless thrill seeker", it is perhaps ironic that he might very well value reliability more than most. In this case, that's where Mitsubishi comes in.

# KVICHAK

1981

CELEBRATING

30

YEARS

# MARINE INDUSTRIES

2011



KVICHAK DELIVERS  
FOR 30 YEARS

Bristol Bay  
Gillnetter.



54' Fast Response  
Patrol / Survey Boat

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

See us at the International Work Boat Show - Booth 1469



# NORAC

*MSC is the factory representative and distributor for  
Norac Bulkheads and Lining Systems in North America*

The system comprises non-combustible elements for sound attenuation and structural fire protection and includes:

- B-15 walls, linings & partitions
- B-0, B-15, A-60 ceilings
- B-15 doors
- A-60 floating floors
- A-60 non structural walls and ceilings



MARITIME  
SERVICES CORP.  
MSC



INTERNAZIONALE  
INTERIORES  
INTERNACIONAL

All Aspects of Marine Interior Design,  
Fabrication, and Installation.

Hood River, OR • 541-386-1010

[www.msacor.com](http://www.msacor.com) • [noracsales@msacor.com](mailto:noracsales@msacor.com)

www.marinelink.com

MN 67

# *Markey Advances* Hawser Winch Technology



**Markey personnel test the above deck DESDF-48-200HP hawser winch.**

With their recent shipment of the second, all new above deck hawser winch (DESDF-48-200HP) to Trinity Yachts' shipyard for the Colle/Signet joint venture in support of Chevron's LNG facility in Pascagoula, Mississippi, Markey has introduced yet another successful repackaging of its Asymmetric Render/Recover Escort winch technology. Markey has taken a series of proven "below deck" winch solutions, and incorporated everything that has been learned into an "all above deck" configuration for Signet's new "Constellation" and "Stars and Stripes". Launched just last month at the Trinity Shipyard in Gulfport, MS., Signet's new state-of-the-art tugs will see demanding service in one of the most challenging environments: the escort of large LNG carriers (tankers) in and out of the facility in restricted waters. These units and the newly developed DESF-48-SD-100HP (a below-deck version) represent significant advances in Hawser winch technology.

The Markey winch units offer exceptional rendering brake control through a large water-cooled slip-braking system, coupled with a heavy fairlead system to absorb

greater loads. Electric variable-frequency drives operate vector-duty motors connected to water-cooled clutches and custom gearing. This allows for a wide range of low speed-high speed performance. The combination makes it a winner for tugs performing Escort and Ship-Assist of LNG carriers. While the design does focus on a "below-deck" profile, repackaging has reduced the impact on below-deck area directly beneath the winch. "Additionally, it allows us to offer a wider range of performance, based on what the application needs" said Blaine Dempke, President of Markey Machinery. "Our first preference will always be under-deck configurations" he added, "We have learned that it's almost a requirement for tugs that need to maintain position, such as during channel operations."

Since a number of LNG terminals are accessed by narrow channels, while being subjected to a wider range of wave heights and wind, maintaining position requires higher horsepower for both tug and winch. "It's easier to accommodate larger drives in that configuration, and it's easier to maintain a 'positive pressure' explosion-proof environment, critical for operation in close proximity to

LNG carriers,” explains Dempke. “However we ARE Markey, so we’ll do what the customer wants. If it’s above deck, we’ve already got the platform.”

Markey’s traditional “hell-for-stout” engineering of mechanical systems, coupled with 21st Century closed-loop motion and force control systems built for miserable environments, is proving to be a successful blend at the beginning of the second decade. Having adopted electric Variable Frequency Drive technology early on, Markey’s successful application of vector-duty variable-speed motors into winches operating in very challenging conditions has pushed them out front of many competitors.

Because both service and support are important, Markey recently reaffirmed its commitment to support all of its products by making a service call to the Oregon Maritime Museum’s steam sternwheeler “Portland”. The sixty-four year-old vessel had a steam operated steering system manufactured by Markey in 1947. Members were amazed to discover that Markey still had the original manufacturing drawings and would supply parts. Robert “Bobbie” LeCoque, co-owner of Markey and Vice President of Service, delivered those parts personally and provided assistance. The steering system was returned to its original operating condition. Founded in 1907, Markey Machinery Company designs and manufactures custom deck machinery for workboat, scientific, and dockside applications.

Download complete catalog  
[www.aluminumandstainless.com](http://www.aluminumandstainless.com)



## Building an aluminum boat?

Aluminum and Stainless, Inc.  
 has all the metal.

### MARINE ALUMINUM

5086 5083  
 5052 6061  
 5456

Plate • Sheet • Rod • Bar  
 Pipe • Tube • Shapes  
 Weld Wire • Fittings

**STAINLESS STEEL**  
 304L 316L 303 17-4

**BOAT SHAFTS**  
 17-4 condition H1150

Two locations:  
**Lafayette, LA**  
**800-252-9074**

**New Orleans, LA**  
**800-562-9022**

## Aluminum and Stainless, Inc.

Marine metals  
 specialists  
 since 1969.

Lafayette  
 New Orleans

**BAIER**  
  
**Marine**  
 Since 1947

**THE STRONGEST  
 HATCH TO EVER  
 HIT THE DECK!**



**Rounds**



**Ovals**



**Squares**



**Multi-Bolt  
 Manholes**

See us at  
 PME and  
 Workboat

**Over 50 Sizes  
 and Styles!**

Cast **Aluminum**  
 Cast **Steel** Galvanized

Deck Rings, Parts,  
 Coamings, Etc.

**TO ORDER:**

**1-800-455-3917**

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

Seattle, WA • Costa Mesa, CA

# Loose Lips Sink Ships ... & Careers!

By Randy O'Neill

Unfortunately, vessel collisions on America's busy (but too often overlooked) inland waters have been a fact of life for a very long time. With towboats, barges, ferries, oceangoing vessels and recreational vessels all jockeying for position in limited space, many collisions, and even more near misses, are bound to happen. And while, thankfully, most of these incidents involving professional mariners do not lead to suspension and revocation proceedings against the involved licensed mariners, depending on the human and/or financial cost associated, some do. In many of those more serious cases, the course of the proceedings is established very early on, usually when the first verbal statements are provided to authorities responding to the accident scene.

One such collision occurred almost 10 years ago, but the type of incident involved would likely play out the same way if it happened yesterday or tomorrow.

## PASSING PROBLEMS

The facts of the case are not at all unusual. Our policyholder was piloting a towboat pushing a flotilla of 20 barges downstream on a river in the American Northwest when he encountered an inbound tanker. The master of the towboat communicated with the tanker's state pilot to arrange a port-to-port passing. All was well until about two minutes later when the towboat's master contacted the pilot of the tanker informing him that his tow was breaking his range. The state pilot aboard the tanker

asked if he needed to take any actions to allow for a safer pass and, after a brief hesitation, received a negative response. About a minute later, the towboat's flotilla swung into the path of the tanker which collided with several of the barges resulting in the sinking of three of them.

Consequently, it was alleged that the towboat's master failed to properly communicate to the tanker's pilot that his tow had swung out too far into the path of the inbound ship, limiting the vessel's options to avoid the collision. That allegation and subsequent interviews led to the Coast Guard bringing a negligence charge against the towboat's master for not taking all necessary actions to avoid the collision as required by Navigation Rule number 8. The Coast Guard further proposed a 12-month outright suspension of the towboat master's license in accordance with 46 USC 7703.

## THE BLAME GAME BEGINS

Not surprisingly, the towboat's owner did not agree with the Coast Guard's conclusion and license suspension proposal, claiming in its Answer and Counterclaim to the tanker owner's \$3 million civil suit for damages that the tanker's pilot "violated one or more of the U.S. Inland Navigation Rules or other statutes or regulations involving marine safety or navigation thereby invoking the "Pennsylvania Rule," or, in other words, requiring plaintiffs to prove that those faults could not have been the cause of the collision".

While the two companies were

fighting it out in civil court, the towboat's master emerged as the lynchpin in the case. The fact that the Coast Guard had apparently agreed with the tanker company's position that he and his flotilla were responsible for the collision made his successful license defense not only crucial to his ability to continue working for the next year, but also to his company's attempt to prevail in the \$3M civil action brought against it as a result of the collision.

The key question was: *Why did Coast Guard investigators so quickly conclude that the collision was the fault of the towboat master to the point where they immediately proposed a 12 month suspension?* The simple answer was that the master repeatedly apologized for his actions. Specifically, immediately following the collision, in an attempt to explain what happened to Coast Guard investigators, he waived his right to engage counsel and gave a lengthy and rambling verbal description of his account of what had happened, and interspersed his monologue with several mea culpas for being a party to the collision. Consequently, the Coast Guard investigators interpreted his contribution as an admission of fault, leading to their 12-month suspension proposal. By the time his license defense attorney was finally contacted, assigned, arrived on the scene and interviewed him, the towboat's master had talked himself and his company into a pretty tight spot.

## BATTLING ON TWO FRONTS

While his verbal statement could



not be retracted, he now worked closely with his own defense attorney to draft a less emotionally-charged CG-2692 Report in which his culpability for the collision was much less pronounced. Obviously, this Marine Casualty Report (2692) was seen as useful to his employer who now wanted him to provide a deposition to bolster its defense position in the \$3M suit for damages brought by the tanker company. After receiving a hold harmless and indemnity agreement from his company, the towboat master agreed to be deposed in the civil suit (with his own attorney in attendance) almost eight months after the collision.

Having deposited his license with the Coast Guard following the incident, the master was simultaneously contesting his proposed 12-month license suspension proposal in Administrative Court. And, as additional facts leading to the incident began to emerge and shared blame for the collision became part of the conversation, his license defense attorney and the Coast Guard began to discuss a much less severe sanction against his license in the form of a Settlement Agreement and Entry of Consent Order. In that agreement, the 12-month license suspension was taken off the table and replaced with a one-month outright suspension followed by a 6-month suspension remitted on a 12-month probationary period. In addition, it was agreed that the towboat master complete a Navigational Rules refresher course during the 1-month period of suspension and send evidence of successful completion to the U.S.C.G.'s Investigating Officer.

### SILENCE IS GOLDEN

Sadly, the reduced penalty, or even something less severe, might have

OUR BIG CATS ARE SHALLOW



Now Under Construction

**All American Marine and Teknicraft Design** utilize Computational Fluid Dynamics (CFD) analysis and digital modeling to develop the most seaworthy, fuel-efficient, and smooth riding hull designs that are optimized for shallow draft operations.

**134' x 37'**  
**Quad Propellers**  
**Drafts less than 6.5'**



**ALL AMERICAN MARINE, Inc.**  
INCORPORATED

Tel: 360.647-7602 Email: sales@allamericanmarine.com Web: www.allamericanmarine.com

THE FIRST AND ONLY  
USCG Approved Inflatable Work Vest



NEW LOW PRICE!

**HIT** HYDROSTATIC INFLATOR TECHNOLOGY  
Only from Mustang Survival

- The only USCG approved inflatable work vest available
- Approved for use on inspected and uninspected vessels of any size
- HIT™ means no inadvertent inflation due to high humidity, rain or spray
- Durable puncture and abrasion resistant PU-coated nylon shell
- Strength tested for 50 mph
- Lighter and more comfortable than foam vests



MD3188



Enter to win Mustang Survival's new waterproof/breathable flotation jacket!



November 17-19, 2011  
Seattle, WA  
Booth# 900



November 30 - December 2, 2011  
New Orleans, LA  
Booth# 1526

mustangsurvival.com

# BALLARD DIVING & SALVAGE



2011-WWII Liberty Ship Davy Crockett removed from Columbia River



*The West Coast leader in marine salvage  
and commercial dive services*

**Tel: 866-782-6750**  
(24hr Emergency Services)

**www.ballarddiving.com**

## NEW ENGLAND ROPES COMMERCIAL MARINE TOWING AND MOORING LINES

New England Ropes are made using the finest first-class fiber, world-class manufacturing, and innovative design and engineering.

Driven by excellence, our products provide the strength and durability necessary for your application.

Choose the rope that is synonymous with quality and performance.

**Choose New England Ropes.**

### NEW ENGLAND ROPES

848 AIRPORT ROAD  
FALL RIVER, MA 02720  
508-730-4524

BSHAKESPEARE@NEROPES.COM  
WWW.NEROPES.COM



Visit us at Booth #3363



been the original proposed U.S.C.G. sanction had the towboat's master not attempted to provide a voluntary statement to investigators before conferring with defense counsel that he was fully entitled to because of his license defense insurance policy. It cannot be overemphasized how important it is for licensed mariners to understand that statements which may appear to be innocent to them can be interpreted completely differently by investigators leading to career-threatening consequences. While this particular case ended with a relatively good outcome, the more than \$20,000 in defense costs incurred would have made it a very hollow victory for the professional mariner involved had he not had the forethought to protect himself and his career with license insurance which paid all legal costs incurred in full.



*Randy O'Neill is Senior Vice President with Lancer Insurance Company and has been Manager of its MOPS Marine License Insurance division since 1984. Over the past 27 years, Mr. O'Neill has spoken and written on many occasions on the importance of USCG license protection. He is a regular contributor to MarineNews magazine. E-mail: roneill@lancer-inc.com*



# KEMEL

## Environmentally Preferable Lubricants

- ☒ **DOES NOT** cause a film, sheen, or discoloration of the water surface.
- ☒ **DOES NOT** cause a sludge or emulsion.
- ☒ **DOES NOT** violate water quality standards.
- ☒ Is a Polyglycol based lubricant that is classified as **"Environmentally Preferable"** under the new NPDES as stated in the VGP guidelines.
- ☒ Is used in Stern Tubes, Thrusters, and CPP systems.

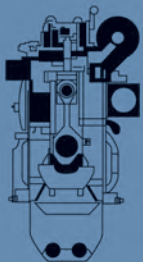
KEMEL USA INC.  
366 FIFTH AVE. SUITE 712  
NEW YORK, NY 10001, USA

TEL: 212-967-5575  
EMAIL: hawkins@kemelusa.com  
WEB: www.kemelusa.com

West Coast Office  
360-271-3791

East Coast Office  
757-482-2644

Gulf Coast Office  
251-661-5498



## GLOBAL MARINE POWER, LLC

### MARINE ENGINES • POWERPLANTS • TURBOCHARGERS

GLOBAL MARINE POWER, LLC • 6720 C MAYFAIR ST, HOUSTON, TX 77087 USA  
+1(713)640-9300(TEL) • +1(713)640-9302(FAX)  
WWW.GLOBALMARINEPOWER.COM

Global Marine Power, LLC carries quality equipment at competitive prices. We assure you of our business services without compromising on quality and time. Global Marine Power, LLC undertakes complete repair and annual maintenance contracts. We also provide consulting services to power plants.



MARINE ENGINES – 2 & 4 STROKE  
– MAIN & AUXILIARY ENGINES & SPARES  
POWER PLANTS  
GENERATORS  
SEPARATORS  
COMPRESSORS & REFRIGERATION  
ANCHORS & ANCHOR CHAINS

**"We specialize in Bergen - Normo and Wärtslä Engines/Spares"**



# One on One with *Christian Lefevre* CEO, BOURBON

*In October, MarineNews' Joe Keefe caught up with BOURBON's Chief Executive Officer, Christian Lefevre. As BOURBON's CEO since January 1, 2011, Lefevre has aggressively set about furthering BOURBON's business strategy which focuses on the offshore oil and gas marine services sector. The newly-appointed Chief Executive Officer has hit the ground running and has BOURBON on a steady course to achieve the promise of the "BOURBON 2015 Leadership Strategy Plan." A total of 423 vessels – 251 crew / 70 deepwater PSV & AHTS (or OSV) / 17 subsea / 85 shallow draft – with an average age of just 5.6 years are at his disposal as he tries to improve on already enviable position as one of the world's most prominent offshore services providers. Follow along as he explains how, where, and why.*

**You recently said “We have arrived at the end of a downturn that has lasted since late 2008, and the market for modern offshore vessels is now turning around.” Are the rates for your modern and fully compliant vessels yielding better rates than lesser fleets or is the economy still weighing on this sector with many idled boats? Looking Ahead: what do you see?**

We can see today that most of the idled equipment is of 1970's-1980's build, so most of that excess capacity, is old tonnage. In terms of shallow water equipment (less than 2000 DWT; less than 10,000 BST), we now operate 85 modern shallow water OSV's and we are enjoying average day rates with our modern equipment of about \$12,800 per day. And during this period – the first half of 2011, we (BOURBON) reached a utilization rate of 87.5 percent. In contrast, the daily average being paid for older tonnage was only \$8,000 per day. Today, clients are prepared to pay a premium for better, newer tonnage, especially those utilizing diesel electric and other premium equipment.

**Tell us briefly about your recent financial performance – 6 months and one year back. These were much improved numbers, yes?**

Our performance for the first half of this year, in comparison to last year, has indeed much improved, 16



**CEO, BOURBON**

## Christian Lefevre

“...we are now tightly focused on the OSV market and we will follow its growth and its renewal market. I believe that the best hedge is to have a young, modern fleet and good, trustworthy relations with clients.”

percent better than the same period last year. But, our results were impacted negatively by the performance of U.S. dollar versus the EURO. As much as 70 percent of our costs are in currencies other than the U.S. dollar, while 70 percent of our revenues are in dollars. However, since June, the dollar has been rising against the EURO, which will be an advantage for BOURBON.

**What are your plans, if any, for U.S, Gulf of Mexico Deepwater Operations? Are you looking to expand in this sector?**

The US Gulf of Mexico is too restrictive due to U.S. Jones Act rules. Taking into consideration the fact that our vessels cannot carry cargo in offshore areas, it is impossible for a foreign owner to enter this market.

**What will be your primary targets for increased business in the new year? Where? And, Why?**

We are very strong in West Africa where we have operated vessels for more than 30 years. We feel that this is still a growing market. If you look at the investment plans of the oil majors for the next 5 years, this involves as much as \$90 billion in this region. We are also putting a lot of effort into bring up our business in the Far East, where we know that there will be a lot of investment in the next four years. We will, therefore, follow that market. And most of those investments there look like they will be done in shallow water. Brazil is very promising, but as you know, there are cabotage issues here, as well. This is a two-tier market. The first market involves long term deals with local oil companies, which must use local vessels. The building price here is 30 percent higher than in Europe or the Far East. Under those conditions, we are not willing to invest capital in this type of market. In the sec-

ondary market, however, we do operate in Brazil we had some success last year, and, we will definitely continue to compete there. Last year alone, we brought in 8 additional PSV's and today, we have a total of 28 BOURBON vessels operating in Brazil.

**Offshore O&G has long been your focus. This carries with it advantages in economies of scale, but also creates risk when a company is confined within just one sector. How do you hedge against future downturns?**

It is true that 10 years ago, we were much diversified. But, we decided to

## LARGEST RENTAL FLEET OF SPUD, DECK AND MATERIAL BARGES



### BARGES 60' TO 400' LENGTH

- 16 Fleeting locations inland rivers, Gulf, East and West Coast
- Inland and Ocean towing services



**McDonough  
Marine Service**

**SINCE  
1945**

**New Orleans**  
(504) 780-8100 • Fax (504) 780-8200

**Norfolk**  
(757) 545-0100 • Fax (757) 545-8004

**Houston**  
(281) 452-5887 • Fax (281) 452-9682

**[www.mcdonoughmarine.com](http://www.mcdonoughmarine.com)**



One of BOURBON's Training Simulator

concentrate on our maritime services and in 2004 and 2005, we sold our retail and sugar processing arms. Since then, we have focused our business plan on offshore supply vessels. And, for the past 10 years, we have averaged 20 percent growth, which is quite impressive. And, yes we are now tightly focused on the OSV market and we will follow its growth and its renewal market. I believe that the best hedge is to have a young, modern

fleet and good, trustworthy relations with clients.

**Safety is a key area of focus within Bourbon. This reflects on your corporate stewardship of the environment and much more. How many of your mariners have so far gone through your new high-tech training facilities. Are these training efforts yielding measurable improvement in performance metrics?**

Because of our fast growth, we are

investing in BOURBON Training centers all around the world and in simulators, among others in Marseille and in Singapore. The main challenge with fast growth is to have competent people. We train our people extensively for emergencies and for extreme weather conditions. Fully 60 percent of our deck officers have been trained on the simulators already, but our goal is that 100 percent of our officers and pilots be trained. Our newest simulator is dedicated to crewboat training, because these vessels have different propulsion systems and maneuvering styles.

**For a global operator, piracy is a big deal and is impacting West African ports. Does Bourbon have a plan in place to combat this problem and are your vessels at this time operating in any areas of risk?**

We have our own security teams and we organize convoys with security

## NABRICO

1250 Gateway Drive • Gallatin, TN 37066

WE OFFER A COMPLETE LINE OF DECK FITTINGS.  
CATALOG AVAILABLE.

615-442-1300  
FAX: 615-442-1313  
[www.nabrico-marine.com](http://www.nabrico-marine.com)









**...OUTFITS THEM ALL**



vessels; 2 for each convoy. We are also working with our clients to make sure security schemes are in place and our vessels and crews are protected. Piracy is a challenge, but we don't necessarily feel that the problem is getting worse. Every day is different and every day, we have to adapt the plan to reflect the daily situation.

**Sum up the Bourbon business philosophy today for our readers.**

We believe we are in a very good position to take advantage of today's markets. And we are encouraged by a number of factors. North Sea markets are rising, picking up again after 2 years of weak performance. We are working very hard on offering the highest crew competence. Part of this is accomplished by standardizing our fleet through series-build programs, where, if we take the example of the Bourbon Liberty series, a total of 76 vessels are being built, 54 AHTS and 22 PSV's. This provides for economies of scale in terms of training and maintenance efficiencies, as well as more availability to clients. This also helps us reduce our CapEx through volume purchases of equipment. In a nutshell, we aim to be the last to be dropped and the first to be picked up.



**IsatPhone Pro**



Inmarsat's first global handheld satellite phone with bluetooth technology.

**Fleet Broadband**



Cost effective broadband connectivity providing voice & data simultaneously through the Inmarsat network.

**MCG-101**



Bring your entire office onto the Boat with our Iridium PBX!

**YOUR ONE-STOP GLOBAL SATELLITE PROVIDER**



**Tel: +1 954 522 6260**  
 Email: [marinenews@globalsatellite.us](mailto:marinenews@globalsatellite.us)  
 Website: [www.globalsatellite.us](http://www.globalsatellite.us)

Head Office in Fort Lauderdale, Florida  
 Regional Offices in Europe & Africa



**LOOKING FOR A SHIP, DREDGE, OR BARGE BUILDER? LOOK NO FURTHER!**

Steelways, Inc. is located on the Hudson River only 50 miles from NYC. Utilizing a shipyard with 60 waterfront acres, and 3 sheltered harbors, Steelways, Inc. is the choice for Vessel, Ship, Dredge & Barge Construction.

**Let's get it started.**  
**(845) 562 0860**

401 S. WATER STREET • NEWBURGH • NY 12553  
[www.steelwaysinc.com](http://www.steelwaysinc.com) info@steelwaysinc.com



**STEELWAYS**

# New Director, New Direction for NY Canals

In February, New York Governor Andrew M. Cuomo selected Brian U. Stratton to serve as the new Director of the New York State Canal Corporation, the agency responsible for New York State's 524-mile canal network. Because Stratton had served as Mayor of Schenectady, one of the Canal System's most historic cities, he was intimately familiar with the issues which face upstate New York communities throughout the Canal corridor, including transportation and infrastructure issues. Already,

Stratton's role has begun to benefit the people and communities along the Canal that rely upon the historic waterway for recreation and perhaps more importantly, economic development.

## BUSY AGENDA – ALL BUSINESS


Although not necessarily prominent on the nation's "marine highway" agenda, the Canal Corporation is a public authority under the administrative oversight of the NYS Thruway Authority comprised of approximate-

ly 500 full time employees. The Corporation maintains and operates 57 locks, 16 lift bridges, a fleet of over 60 maintenance vessels such as tugboats and dredges, and numerous other water control structures. For his part, Stratton hit the ground running, traveling to Chicago for MARAD's 2nd annual National Port Summit on April 21. There, he met with Transportation Secretary Ray LaHood and with port and transportation officials about issues impacting New York's inland water-

CAN BE MOUNTED ABOVE OR BELOW DECK • CONTINUE THE TOW • USE WIRE ROPE OR SPECTRA LINE

## THE JKF EMERGENCY TOWLINE STORAGE REEL

SAVE TIME ... SAVE MONEY ... SAVE YOUR TOW!



**Standard Model Capacity**  
1,600' of 1 1/4" / 1,200'  
of 2" / 900' of 2 1/4"

Can be custom built  
to meet your needs!

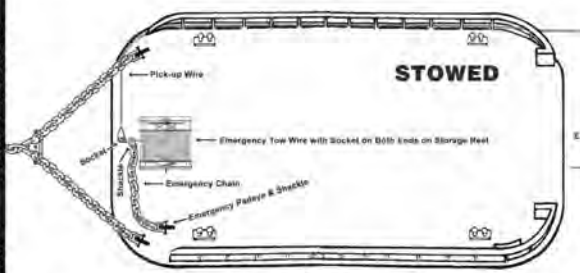
Not Just For Barges ...

THIS SYSTEM CAN BE UTILIZED ON SHIPS, FERRYS,  
CRUISE SHIPS, TANKERS AND MUCH, MUCH MORE ...

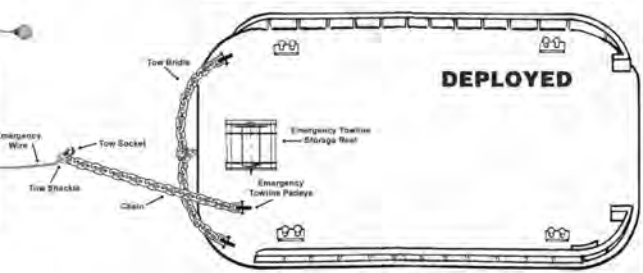
The JKF emergency towing reel is a simple and proven means of storing the emergency tow line. When the pick-up line is pulled, the emergency tow line runs completely off of the reel and engages with the auxiliary tow chain, allowing you to continue the tow and complete your voyage. The storage reel is designed and engineered to survive the salt water elements and to provide years of reliable service with its large wire capacity, stainless steel tension brake, bolt-down mount, and protective cover. With the bolt-down mounting design this system can be simply switched from barge to barge or stored in your warehouse for the next voyage. The unit can include a hot dipped galvanized finish or a two part marine epoxy coating.

**BELOW: JKF Emergency Towline Storage Reel System:**

- Large capacity tow wire
- Reusable, time and time again
- Designed to retrieve and then continue tow
- Wire is lubed and covered
- Can be used with wire or spectra line
- Can be mounted above or below deck



**STOWED**



**DEPLOYED**

**FOR MORE INFORMATION, OPTIONS AND PRICES, PLEASE CONTACT:**

J.K. Fabrication, Inc. • 3101 West Commodore Way #3 • Seattle, WA 98199 • 206-297-7400 • 206-297-1300 (Fax)

e-mail: [jkfabrication@comcast.net](mailto:jkfabrication@comcast.net) Website: [www.jkfabrication.com](http://www.jkfabrication.com)

SAVE TIME ~ SAVE MONEY ~ SAVE YOUR TOW • KEEP OFF THE BEACH

THE INSURANCE COMPANIES WILL LOVE IT • CONTINUE THE TOW

LARGE CAPACITY TOW LINE • REUSABLE, TIME & TIME AGAIN • ECONOMICAL • ECONOMICAL





**Brian Stratton, Director, NY State Canal Corp.**

ways and other new initiatives. During that forum and other events, Mr. Stratton has emphasized the importance of supporting the return of commercial utilization of our inland waterways.

**COMMERCIAL ORIGINS – BACK TO THE FUTURE**

“It is important to support the significant tourism and cultural benefits of the Canal,” Stratton said. “But there is no better way to sustain these uses over the long term than to use the Canal for the purpose its builders initially envisioned: moving cargo safely and efficiently from one place to another.” Stratton points to the federal Marine Highway system – which includes the Erie Canal – as one of many signs that transportation planners are getting serious about using inland waterways to compliment land-based transportation modes. Moreover, Stratton believes that container-on-barge traffic and project cargoes will play a role in the future of the Canal System. Already, companies such as Donjon Marine and NYS Marine Highway specialize in the transport over over-dimensional items between the Great Lakes and the eastern seaboard utilizing New York’s Canals.

“What we love to see on New York’s Canal System is originating cargo, items which have been produced, fabricated or rehabilitated by business right here in the

# We Push Back!



**Employing skilled deck and engineering officers is critical to the success of any towboat company. Offering a MOPS license defense policy as part of your company’s benefits package can help you retain these key employees.**

**For more information on how you can insure the licenses of your key personnel for as little as \$1 a day per officer, please call 1-800-782-8902 x3302 or x3608 or visit [www.mopsmarinelicenseinsurance.com](http://www.mopsmarinelicenseinsurance.com).**



*We Protect Your License. Your Living...And Your Reputation.*

**Please visit us at booth #1935 at the 2011 International Workboat Show in New Orleans, LA.**

## Braking Solutions



**For:**

- Marine Propulsion**
- Bow Thrusters**
- Suction Dredgers**
- Compressor Drives**
- Fan Drives**
- Diesel Pumps**
- Main Propulsion**
- Pump Drives**
- Marine Pumps**



### Hilliard

**100 West 4th St.  
Elmira, NY 14901  
607-733-7121**

**[www.hilliardcorp.com](http://www.hilliardcorp.com)  
[hilliard@hilliardcorp.com](mailto:hilliard@hilliardcorp.com)**

**See us at the Workboat Show booth #1262**

**“... comprised of approximately 500 full time employees, the Corporation maintains and operates 57 locks, 16 lift bridges, a fleet of over 60 maintenance vessels such as tugboats and dredges, and numerous other water control structures.”**

Empire State,” Stratton said. “NYS Marine Highway recently moved two large rotors which were manufactured in Schenectady to a power plant in Canada.

That helps show that the Canal is still a viable transportation artery, and that it can still help support good-paying jobs in upstate New York.”

Stratton plans to pursue more resources for dredging, and to expand the Corporation’s capital construction program. He recently led a successful effort to have the New York State Legislature increase the bonding authority for canal projects by \$100

million.

**INFRASTRUCTURE CONCERNS**

The Canal System sustained serious damage this year following Hurricane Irene and Tropical Storm Lee. Much of the Canal in the Mohawk Valley remains closed, impacting recreational and commercial traffic. Though the Canal System typically closes on November 15, the damaged section of the Canal is not expected to even re-open until November 24. As such, the Oswego Canal and the Erie Canal between Syracuse and Albany is being kept open until early December this

year, in order to accommodate customers affected by the closure. Recently, Stratton has been underway on the Canal, leading a waterborne inspection of locks, lift bridges, and other structures that comprise the historic waterway, now in its 187th consecutive year of operation. This statutorily-required inspection had been conducted by water through the decades, until the practice was suspended in the early 90s. Stratton explains,

“I don’t know how you can assess the problems that are out there, and begin to develop solutions, without seeing the waterway first-hand, warts and all.”

**FULL STEAM AHEAD?**

In addition to inspecting each structure and meeting with Corporation employees, local elected officials, and business owners, Stratton met with officials in Wayne County on their plans for a new public-private commercial port on the Canal System. He was also pleased to learn from many manufacturing companies that there is continued interest in shipping on the Canal, provided improvements can be made to the System’s depth and reliability. Stratton aims to continue that momentum into the New Year, furthering the goal of a viable inland shortsea shipping industry. Without a doubt, Infrastructure improvement will be the key; Stratton the driver. So far, so good.

**Almar**  
ALUMINUM BOATS by **NORTH RIVER**

Visit us at  
Booth # 3161

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

**WE SPECIALIZE IN BUILDING COMMERCIAL VESSELS TO MEET YOUR EXACT NEEDS**

**800-413-6351**  
[commercialsales@northriverboats.com](mailto:commercialsales@northriverboats.com)  
 247 Kester Road | Roseburg, OR 97470

**GSA**  
GS-07F-0357M

**SERVING THE MARINE AND OIL INDUSTRY  
FOR OVER 50 YEARS**

**ANCHORS  
CHAIN  
CONN. LINKS**

**FENDERS  
CHOCKS  
BITTS**

**KEVELS  
DOORS  
HATCHES**

**FAIRLEADS  
CAPSTANS  
WINCHES  
WINDLASSES**

*Detachable Conn. Links  
Kenter Joining Links  
Anchor Joining Links  
Towing Plates*

*We Are Direct Importers  
and Factory Distributors*

*Gigantic Inventory  
New & Used  
In Stock Now on the  
West and Gulf Coasts*



910 Mahar Ave.  
P.O. Box 596  
Wilmington, CA 90748  
800-322-3131 • (310) 522-9698  
Fax: (310) 522-1043

Exclusive Distributors for



Products

*Anchors • Chain • Hardware • Fittings*

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

**Call Toll-Free  
(800) 322-3131**

## Start at the Top

# Modeling & Marketing Change to your Fleet

### By Captain Katharine Sweeney

How do you bring new policies to your fleet? Change, in order to be effective, must start at the top. Senior management must embrace the change they want to see, model it in the office and in their personal lives and market it to vessel crews. In the distant past, I had a captain, very much my senior, tell me, “If I had to do it all over again (speaking in regards to his education), I would just focus on two subjects: Psychology and Contract Law.”

Contract Law may be out of our hands, but when it comes to instituting new policies and making change happen, psychology is something we can work with. Merchant mariners often dread change, no matter what it is. Sometimes it seems even a raise in pay might set off the alarm bells of impending change. To deal with the fear of change among vessel employees, the upper echelon must be the first to demonstrate the change the company is pursuing.

### TOP MANAGEMENT MUST BUY IN

Simply mandating a change without showing this kind of commitment from top leadership will lead the folks driving the boats to question how serious you are about it. They’ll wonder: do we really have to do this, or is this just a new policy to put in a binder and forget about? Do we have to do this all the time, or only when

management is looking?

Your captains expect YOU to model the behavior you are asking them to implement and to stay true to the message the company is trying to convey. We hear a lot about branding today and branding is all about psychology. We’re told that our message must be clear and concise and match the brand we’ve designed for ourselves; otherwise the consumer will be confused. The very same idea applies to expectations of how crews manage and operate ships.

Whether we admit it or not, we are all resistant to change. You want to set a new policy? You’d better walk the walk and talk the talk; otherwise your vessel crews will see that you are as uncomfortable with the change as they are. Want your policy change to fail? Then have your middle management start it off. I guarantee it won’t fly. Those on deck will see that you’re asking someone else to do the hard work and that your brand and your message do not match.

### ACTA, NON VERBA: VISIT THE SHIP

Vessel visits by management are a part of both modeling and marketing change. Never underestimate the importance of face time with your captains and crew. Even if your time is only spent with the Master, news of your visit filters down to the rest of the crew and sends the message that you are approachable. It also sends

the message that management has dictated the resources to make these visits happen.

If you’re committed to making policy changes stick, make management visits to vessels a metric you track in your strategic plan. Every one of us has more to do these days with less time to do it. Visiting a vessel takes planning, as well as time spent traveling and time on board. But the importance of boarding the vessel, meeting with the crew, looking around, judging morale, seeing if the latest change has been implemented and, most importantly, listening to what the crew has to say, is critical to your operation.

### KNOW THE POLICIES YOU ENFORCE – AND LIVE THEM

The first rule for these visits is to arrive on board with the proper PPE (Personnel Protective Equipment) — and if you didn’t know that acronym, it’s time to improve your knowledge of your own safety policies. That’s because senior management also needs to feel the pain of change. Nothing hurts safety morale on a vessel more than someone from management showing up without the proper PPE, the very gear shipboard employees are expected to wear. That’s the kind of mixed message that really confuses, and probably annoys crews.

Another rule is to make an agenda for the visit. Just showing up for



## JAK®-ATB Coupling System

**B**eacon Finland developed JAK®-ATB tug-barge coupling systems to withstand high stress loads in harsh operating conditions including ice. The ABS, LRS and USCG approved coupling units are designed and engineered by naval architects and marine & structural engineers. JAK®-ATB systems operate both inland and offshore in numerous ATB units throughout North and South America. Get yours.



Beacon Finland Ltd Oy  
P.O. Box 228, FI-26101 Rauma, Finland  
Tel. +358 2 8387 9500, fax +358 2 8387 9510  
[www.beaconfinland.com](http://www.beaconfinland.com)

EXCLUSIVE AMERICAS REPRESENTATIVE:



Hallmar, LLC  
Fort Myers, FL 33908  
(USA)  
Tel: (239) 454-5156, Cell: (985) 373-1110

# ClearSpan™

fabric structures

*Sustainable  
Design-Build  
Solutions*

**MADE IN  
USA**

Buildings available up to 300' wide. • Low in cost per sq. ft.  
Natural daytime lighting. • Easy to relocate.  
Expandable. • Little or no property taxes.

Call one of our ClearSpan specialists today at 1.866.643.1010  
or visit us at [www.ClearSpan.com/ADMN](http://www.ClearSpan.com/ADMN).

## FOAM. Get that safety blanket.

**The only 2.5 Gallon AFFF  
USCG Approved Foam  
Fire Extinguisher in USA**

USSG-Type A Size II / Type B Size II

- Now available with SHIPS WHEEL CE Marking to comply European Registry vessels
- Now on Board many Ferries, Oil Barges, Supply Vessels, Fishing Vessels, Cargo Vessels, tugs etc.
- Prevents flashback while coating surface with film forming chemical. Class B Fires
- Liquid based, with effective penetration on Deep Seated Class A fires.
- **COMPLETE ABS(pda) APPROVED FIREMANS OUTFIT/SCBA ALWAYS IN STOCK**

Contact your local Fire Equipment Company or for more information contact:

Western Fire & Safety Co., Inc.  
sales@westernfireandsafety.com • [www.westernfireandsafety.com](http://www.westernfireandsafety.com)  
Ph: (206) 782-7825 • Fax: (206) 783-5748

Government buyers, please inquire by Identifiable Fax/E-mail for special Govt Pricing.



250CG/AFFF FOAM EXTINGUISHER  
810CG EXTINGUISHER BRACKET  
Includes FREE (FOAM) decal.



## A Full Service Ship Building and Repair Company

St. Johns Ship Building



560 Stokes Landing Rd.  
Palatka, FL 32177

386.328.6054 Tel  
386.328.6046 Fax  
[www.stjohnsshipbuilding.com](http://www.stjohnsshipbuilding.com)

- New Construction
- Refitting
- Repair Conversion
- 1200 Ton Dry Dock
- Brokerage Services

Visit us at the 2011  
International WorkBoat Show  
Booth # 180





*Captain Katharine Sweeney is CEO of Compliance Maritime, provider of independent internal auditing of security, safety, quality and environmental management systems for vessel operators. Captain Sweeney is an experienced Master Mariner, safety expert and federally licensed pilot with over 25 years in the Maritime Industry. Contact her at [captswweeney@compliance-maritime.com](mailto:captswweeney@compliance-maritime.com)*

## **Merchant mariners often dread change ... To deal with the fear of change among vessel employees, the upper echelon must be the first to demonstrate the change the company is pursuing.**

lunch dilutes the effectiveness a visit can have. The plan could include reviewing procedures, log book entries and discharge of garbage and oily waste. It could also include observing engine room cleanliness, the condition of walking surfaces, etc. The list is endless, but focusing on the key items to address yields a better return on the investment of your time. While listening to the captain and crew is important – the plan should allow ample time for this – focusing on key aspects of operations will provide management with a better overall view of procedures across the breadth of a far flung fleet.

### **FOLLOW UP & COMMUNICATE**

Following up the visit with an e-mail back to the vessel can be as important as the visit itself. The email doesn't need to be a formal report, just a recap of your time on the vessel indicating what was good and what needs improvement. This communication achieves three key things:

- *Creates a record for the next time you go on board;*
- *Clearly reiterates findings and gives the captain and crew an opportunity to work on improvements; and.*
- *Allows crew members not present during the visit to benefit from management's feedback.*

### **SAFELY ASHORE?**

Beyond ship visits, the safety culture of the office has an impact on the safety culture on board your vessels. No one is immune to unsafe actions and the office is the support mechanism for the vessels. Unsafe actions ashore, even at home (lax seat belt use, texting and driving, etc.), can have a direct negative impact on your operation.

If you expect your crews to be safe, then talk about safety at the start of every meeting you have in the office. Talk about how you are being safe, whether it is looking out for bicycles on your way to work or preventing the latest computer virus. Do you expect your crews to have emergency drills? Then be sure you are also conducting emergency drills in the office. Do you require safety meetings on board the vessels? Then have safety meeting in the office and send the minutes out to the fleet. Attending the seminars or training that you also send your mariners to attend is a good start. But, do you sit in the back and check your email and work on your laptop? Would it be OK for them to do the same during the class? Don't send mixed messages. Stay true to your brand by modeling the same behaviors you expect your ship-board employees to demonstrate. No one can follow your lead if you're not leading by example. *Change starts at the top.*

## Hazardous Duty Clutches & Brakes featuring Oil Shear Technology



- Winches (Anchor, Mooring)
- Drawworks
- Cranes, Hoists, Capstans
- Fuel, Grain, Oil, Gas, Wood Barge/Ship Loading & Unloading
- Conveyors, Trippers
- Car Dumpers

**Building Oil Shear Units Since 1969**

**Visit Us At the  
International  
WorkBoat Show**

Booth  
#2909

**Force Control Industries, Inc.**  
513-868-0900  
[info@forcecontrol.com](mailto:info@forcecontrol.com)  
[www.forcecontrol.com](http://www.forcecontrol.com)

**OFTEN IMITATED,**

**NEVER**

**DUPLICATED.**

**EXPERIENCE . . .**

50 years evidenced in over  
1700 vessels designed and built.

**THE VERSATILITY . . .**

As exemplified in  
Breau's Bay Craft, Inc. constructed  
crew boats, passenger vessels, excursion vessels,  
catamaran, pilot vessels, and motoryachts  
in use around the world.

**AND QUALITY . . .**

The fairest of hulls,  
CUSTOM BUILT to meet  
any type of service required.

**Breau's**  
**BAY**  
**CRAFT**  
INCORPORATED 

(Founded by Roy Breau, Sr., 1946)

For Additional Information Contact:  
Roy Breau, Jr. or Hub Allums  
P.O. Box 370, Loreauville, LA 70552  
Phone (337) 229-4246 or FAX (337) 229-8332

**Now more than ever,  
Skookum signifies value in  
today's cost-conscious world.**



You've known us for quality rigging products since 1890. Our comprehensive block, fairlead, sheave and alloy forging lines have met the challenges of the most demanding applications around the world. And in the process, we've proudly taken part in the shaping of American history; from salvage operations at Pearl Harbor and construction of the Grand Coulee Dam to San Francisco's BART and the space shuttle.

Whatever your applications, we're committed to serving you with the finest in standard and custom engineered products. For further information contact your nearest dealer or call us at:

**503/651-3175**

Skookum  
PO Box 280, Hubbard, OR 97032  
FAX 503/651-3409



**SKOOKUM®**

**Blocks & Rigging**

AN ULVEN COMPANY

1-800-547-8211 • www.skookumco.com

**SAVE MONEY - CALL US FIRST**

**Choose from one of the largest  
inventories of marine equipment in  
the U.S.**

**LINKS**

- CHAIN
- ANCHOR
- 3/4 to 4-1/2"



Domestic and  
imported, in stock  
for immediate  
delivery

**BALDT® MARQUIP**

**CLEATS**

- ALUMINUM
- STEEL



weld-on and  
bolt-on types  
for every  
application

**PELICAN HOOKS**

- CHAIN TYPE
- WIRE ROPE TYPE



Many  
sizes in  
stock for  
immediate  
delivery

No order is too large or too small; ask for our FREE CATALOG  
and put our gear to work on *your* vessel

**1-800-851-3429**

**WASHINGTON CHAIN**

AND SUPPLY, INC.

P.O. Box 3645 • 2901 Utah Avenue South  
Seattle, Washington 98124

Phone (206) 623-8500 • Fax (206) 621-9834



**TUTOR-SALIBA CORPORATION**

Contact: James Foster  
818-362-8391

**EM1068 Official # 534891 -**

1021 net/Gross Tons -

Built 1928 in Oakland CA.

LOA 258.5' - Beam 38' - Depth 12'.

Flat Deck Barge, riveted steel  
construction, raked bow and stern.

6" asphalt wear deck with

3' steel fenced sides running port

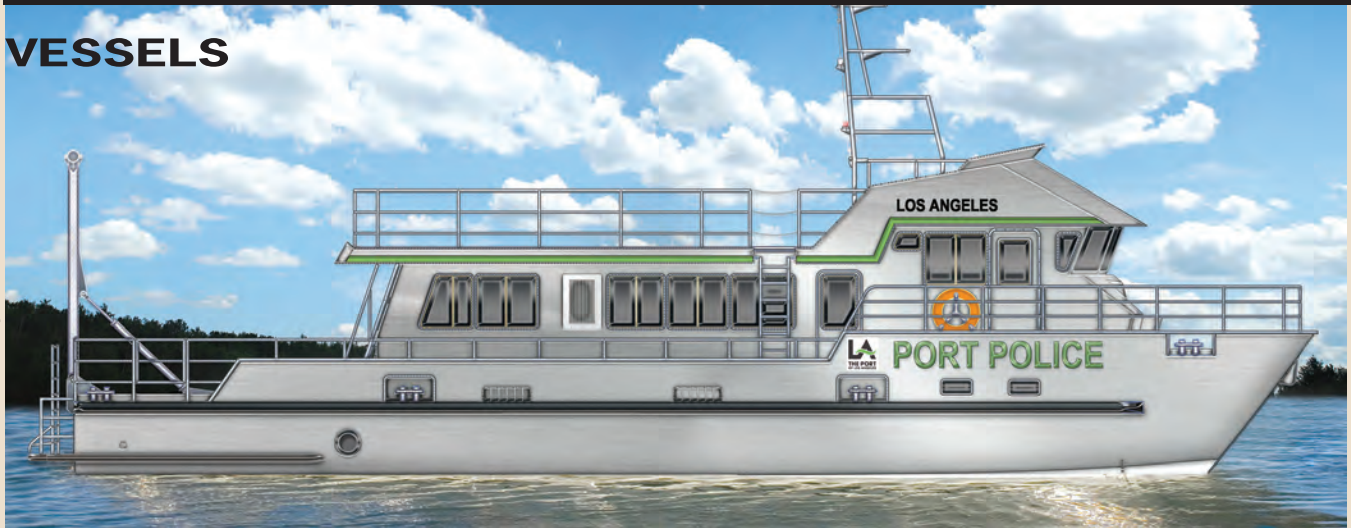
and starboard. Barge is also outfitted

with 2 Clyde two drum waterfall

winches. **\$300,000.00.**

## VESSELS

(Photo All American Marine, Inc.)



### LA Port Police Contract with AAM for Dive, Patrol Catamaran

All American Marine, Inc. has been awarded by the Port of Los Angeles Harbor Department a contract for a new dive and patrol catamaran. The 65' x 24' aluminum catamaran will be used by the LA Port Police dive team and will feature Teknicraft Design's signature hull shape and hydrofoil technology. The design of the vessel is based upon the previously built R/V Shearwater and R/V Fulmar, which are operated by NOAA throughout California's four National Marine Sanctuaries. The new vessel will serve as a valuable asset to the port police for a wide variety of safety and security missions. One of the key functions of this multipurpose vessel is the ability to

conduct oceanographic surveys within the port. By monitoring the seafloor, the LA Port Police can help ensure that America's largest seaport remains safe and operational. The vessel's interior layout promises over 150 sq. ft. of wet and dry working space, a fully equipped galley, and comfortable dinette with u-shaped settee. The working deck layout will accommodate a hydraulically actuated A-frame, survey winch, and dive platforms. The propulsion package features twin Cummins QSM-11 engines, each offering 705 bhp @ 2500 rpm. Delivery for the vessel is scheduled for mid 2012.

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

## Moore Boat Unveils Patrol 28

Moore Boat LLC has unveiled the new Aluminum Moore Patrol 28 after its successful completion of various sea trials. The Moore Patrol 28 is the first of a new series of Moore Patrol Boats. Models will be powered by lightweight, dependable Steyr 306 Diesel engines and Hamilton Jets. The boats are capable of 50+ miles per hour with twin 300 hp diesels yet the 28 has been able to transverse 4" depths across sandbars. The 28 is purpose built for patrol duty, offering a central ergonomic focused helm, aft work platform with drop down transom, Toughbook station, a writing table and abundant storage. Additionally, the design offers an integrated body board and removable davit system among other patrol specific design features. Moore Boat is currently constructing a fireboat utilizing this same patented stable hull form. Moore Boat's construction facility is located outside of Ocean City MD, on the St. Martins Neck River. [www.mooreboat.com](http://www.mooreboat.com)



(Photo Moore Boat LLC)



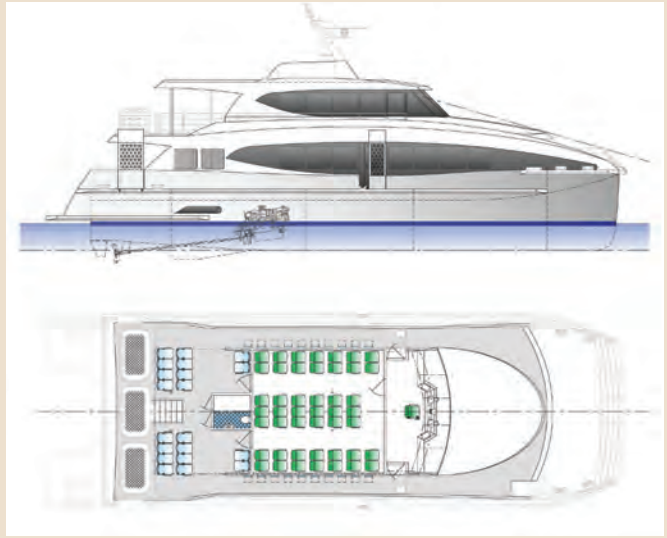
# Incat Crowther to Build 3 Cat Ferries

Incat Crowther said that construction is well advanced on three new catamaran ferries to its design. Two 32-m ferries and one 24-m ferry will be operated by Riverside Marine to transport workers between Gladstone, Queensland and the new LNG plant on Curtis Island. By focusing on passenger accommodation, seakeeping, efficiency and range, Riverside Marine and Incat Crowther have developed a three-vessel fleet which offers maximum capacity combined with maximum flexibility.

Construction of the first of a pair of 32-m ferries is well advanced at Brisbane Ship Constructions. These vessels will be configured to carry 399 passengers for the Curtis Island operation. The layout of the boat has been developed to allow it to be converted to a more spacious cabin layout in its second life, making it suitable for longer duration transfers and tours. The vessels will feature a large main deck cabin with forward and midship boarding doors and ramps. The cabin accommodates 268 passengers in forward facing seats.

The vessels will be powered by a pair of Caterpillar C32 main engines, each rated at 970kW at 2100 rpm. Power is transmitted via ZF3050 gearboxes to a pair of five-bladed propellers. The vessel will have a service speed of 25 knots @85% MCR.

Meanwhile, construction is underway at Marine Engineering Consultants on a 24m vessel, similar to the Fantasea Sunrise, delivered earlier this year. By utilizing this vessel in conjunction with the large vessel, Riverside Marine can minimize operating costs when passenger numbers fluctuate. The vessel is a high capacity variant of the Fantasea Sunrise, and can be converted to operate on



(Image courtesy Incat Crowther)

any of Riverside Marine's routes, both on the Great Barrier Reef and in Sydney.

This vessel will have seats for 180 passengers in the main deck cabin and 46 passengers in the upper deck cabin, with an additional 20 outdoor passenger seats on the upper deck. A total of four toilets will be fitted, with one being located on the upper deck. Like the 32m vessels, midship boarding doors will be fitted, as well as boarding ramps. The 24m vessel will be powered by a pair of Yanmar 6AYM-WET main engines each producing 610kW @ 1900rpm, giving the vessel a service speed of 25 knots @85% MCR. The three vessels are due to be delivered throughout 2012. Incat Crowther believes the work performed with Riverside Marine creates operational flexibility and adds commercial value to these products.

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

The advertisement features a photograph of a speedboat named 'TIoga' moving across the water, leaving a white wake. The boat has an American flag on its mast and the name 'TIoga' on its side. The background shows a clear blue sky and distant land.

**High speed design  
For high speed hulls**

- Naval Architecture
- Marine Engineering
- Shipyard Engineering Support
- Marine Surveys

**JMS**  
NAVAL ARCHITECTS  
SALVAGE ENGINEERS  
*The sea-going naval architects.*

860.536.0009  
[www.JMSnet.com](http://www.JMSnet.com)  
Certified ISO 9000 since 1999

## VESSELS

(Photo courtesy Signet Maritime)



### Two Christened for Signet Stars & Stripes, Constellation Christened at Trinity Offshore

Trinity Offshore, LLC and Signet Maritime Corporation christened M/V SIGNET STARS & STRIPES and M/V SIGNET CONSTELLATION at the Trinity Shipyard in Gulfport, Mississippi. T.Mrs. Gayle L. Wicker, wife of The Honorable Roger F. Wicker, United States Senator, Tupelo, Miss., christened the M/V SIGNET STARS & STRIPES. Immediately following, Mrs. Tara E. Hauhe, wife of Mr. William E. Hauhe, General Manager, Angola LNG Supply Services LLC, Houston, Texas, christened M/V SIGNET CONSTELLATION. The technologically advanced tugs are specifically designed and engineered to offer superior ship-handling, escort, and sea-keeping performance and incorporate cutting edge design, leading the way in marine vessel service provided to LNG carriers. Luncheon at Latitude 30° Restaurant on Gulfport Lake followed the shipyard

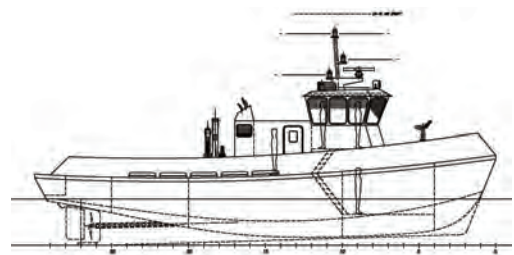
ceremonies. Both tugs are 100' (30.48m) RStar 3100 Class Terminal Support/Escort Tugs, built for Signet Maritime Corporation's U.S. Gulf of Mexico operations and will provide marine services to Angola LNG Supply Services (ALSS) in the Port of Pascagoula, Mississippi. The Robert Allan Ltd. designed ASD tugs are built to American Bureau of Shipping Maltese Cross A1 Towing & Escort Service, Fire Fighting Class 1 (Fi-Fi 1) and Maltese Cross AMS standards. The vessels will be operated under Signet Maritime's ABS-certified International Safety Management (ISM) and ISO 9001-2008 Quality Management Systems. In addition, these vessels are the first EPA Tier 3, EU Stage IIIA, and IMO Marine Tier III vessels to be built and operated in the U.S. Gulf of Mexico.

[www.trinityoffshorellc.com](http://www.trinityoffshorellc.com) \* [www.signetmaritime.com](http://www.signetmaritime.com)

## Great Lakes Shipyard Lays Keel

At Great Lakes Shipyard, Cleveland, OH, the laying of the keel marked the start of construction on a 60-foot work boat for the Port of Milwaukee. The city of Milwaukee, Wisconsin awarded the contract in June 2011. The vessel is scheduled for completion by the end of this year. Designed by Jensen Maritime Consultants, Seattle, WA, the vessel's capabilities will include general harbor work, icebreaking, salvage and dive operations. The stem and hull shape will be strengthened to optimize performance in ice. Powered by a single 405 HP Cummins QSK11 Tier II diesel engine, it will have a maximum speed of 10 knots. Great Lakes Shipyard, a division of The Great Lakes Towing Company, operates a full-service shipyard specializing in new construction, repairs, and modifications of all types of workboats and barges. The Great Lakes Towing Company also operates the largest fleet of tugs on the Great Lakes serving 40 ports and has been in continuous business since 1899.

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



# First Electric Powered Patrol Boat

## From MetalCraft Marine

Patrol Boat-1 is really the first, the first ever electric powered patrol boat. MetalCraft Marine designed and built the boat for the City of Annapolis' Harbormaster. The boat utilizes a Steyr hybrid diesel/electric engine that permits either electric power or for higher speeds, diesel power. The propulsion is a Hamilton 274 waterjet, which can propel the boat in electric patrol mode at 4.5 knots, as it approaches and checks boats in the harbor ensuring anchoring permits are valid. To get to other areas of the expansive harbor the diesel propels the boat to 30 knots and recharges the batteries.

The design challenge was how to provide enough battery power to meet the boat's operational profile in such a small boat, 23' X 8'6" and still be able to get on plane. The boat can perform its daily routine of approximately 5 hours on battery and 2 hours on diesel. This appears like a 70% saving in fuel but is actually a 22% saving as the Steyr would sip fuel at idle speeds.

MetalCraft designed the 48 volt battery pack, with high output solar assist panel array, around batteries that were commercial off the shelf 31 series high amp hour batteries. This would allow Annapolis to easily change out the batteries as they aged. The batteries have a 4-6 year life expectancy. The total value of the eight batteries was



\$2600.00. The estimated fuel savings is \$550.00 per month. The reduction in overall engine maintenance is significant, including a major reduction in oil changes from 24 to 7.2 oil changes per year. This, added to 70% less engine wear, and the savings to operations start to add up.

The speed penalty for the added weight of the batteries and electric power system is approximately 4 knots in high speed diesel mode. MetalCraft explored all battery types for weight, cost and performance considerations and concluded that the KISS principle still holds true in electric powered boats. The LI battery packs studied would have provided up to 50% more range, less weight, no more speed but cost \$34,000.00. Capital cost recovery is an important equation to all buyers.

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



## H.O. Bostrom Co., Inc.

**Shock Mitigating  
Marine Seating  
Systems for  
Comfort and Safety**

- Waukesha, WI USA
- Hamburg, Germany
- Shanghai, China

Made in the USA



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



Pacifica Pilot  
with Floor Slide



JX-190 Jockey Seat



Pacifica with Torsion  
580 Suspension

Tel: 262-542-0222

Fax: 262-542-3784

Email: [sales@hobostrom.com](mailto:sales@hobostrom.com)

## VESSELS

### RAnger 2400 Class Fireboat from RAL for Massachusetts Port Authority



In October 2011, the new RAnger 2400 Class Fireboat, American United was delivered to the Massachusetts Port Authority, Boston by the builder A.F. Theriault & Son Ltd., of Meteghan River, Nova Scotia, Canada. The vessel, named in remembrance of September 11, 2001, was designed by Robert Allan Ltd. of Vancouver, B.C., who worked closely with the Owner to define the vessel's specific operational requirements. The American United will replace Massport's existing vessel Howard W. Fitzpatrick, built in 1971. Darren Hass, P.Eng. was the Design Project Manager at Robert Allan Ltd. and Jody Bjerkeset, P.E., acted in the capacity of Owner's Representative throughout the construction process. This new high-performance fireboat is specifically designed to provide fast emergency response, search and rescue, fire-fighting operations, capability as an on-scene command post, port security, EMS and assistance with diving operations and recovery. The vessel is of all-welded aluminum construction and is ice-strengthened to suit year-round operations in Boston Harbor and surroundings. The vessel is equipped with a large aft swim platform, and thirty Switlik life rafts to facilitate rescue of aircraft crash survivors. The vessel is also fitted with a FLIR thermal imaging system and ample flood lighting for night time operation. The vessel has been built in accordance with American Bureau of Shipping (ABS) Guide for Building and Classing High Speed Craft, but was not so classed, and satisfies the requirements for designation as an NFPA Class III fireboat. The fireboat is designed for a full load response speed of 24 knots, which was achieved during trials, and a low-wake, 12 knot cruising/patrol speed.

[www.ral.ca](http://www.ral.ca)

### Harvey Gulf Taps Trinity Offshore to Build LNG-Powered Vessels



Harvey Gulf International Marine has become the first U.S. vessel operator to contract for construction of vessels capable of operating exclusively on natural gas. The agreement is for two, 302 x 64 ft., Dual Fuel Offshore Supply Vessels, with an option for a third. The contract was signed with Trinity Offshore, which will build the vessels at their Gulfport, MS shipyard. In addition to being powered by cleaner burning natural gas, the vessels will achieve "ENVIRO+, Green Passport" Certification by the American Bureau of Shipping.

[www.harveygulf.com](http://www.harveygulf.com) • [www.trinityoffshoreLLC.com](http://www.trinityoffshoreLLC.com)

### Kvichak Delivers Oil Skimmer

Kvichak Marine Industries has delivered a 30' Rapid Response Oil Skimming Vessel to Argus Limited of Rockville, MD to provide front line spill response capability in the Russian Federation. The rapid-response, shallow-water vessel is ideally suited for use on oil spills in waterways, bays, and harbors. It has a response speed of up to 17 knots.

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



# The first name in maritime training

Mariner career training and industry learning backed by over 130 years of tradition.

Maritime College Professional Education & Training offers traditional and online training opportunities to professional mariners and nautical enthusiasts.

- Basic and Advanced Firefighting
  - Bridge Resource Management (BRM)
  - Automatic Radar Plotting Aids (ARPA)
  - Radar (Original and Renewal)
  - Basic Safety Training (BST)
  - Able Seaman (AB)
  - Lifeboatman/ Proficiency in Survival Craft (PSC)
  - Tankship Person in Charge (PIC)
  - 100 Ton, 200 Ton, Limited Master/OUPV
  - Electronic Chart Display and Information Systems (ECDIS)
  - International Ship and Port Security (VSO, FSO, CSO)
  - Global Maritime Distress and Safety System (GMDSS)
  - Online Marine Surveying Programs
  - Flashing Light
  - RFPNW Assessments
  - First Aid and CPR
  - Celestial Navigation
- Both contract and scheduled training available. For more information, call (718) 409-7341 or go to [www.sunymaritime.edu](http://www.sunymaritime.edu) for more details.



**MARITIME COLLEGE**  
STATE UNIVERSITY OF NEW YORK



Variable Volume • 3000 PSI • 0-6 GPM  
Pressure compensated • Electric driven

## HYDRAULIC Power Units

Adjusts Flow and Pressure automatically!

**Save 50% Buy Direct!**  
NASA buys here and saves!

Variable GPM delivery! It's now a snap to operate hydraulically-driven marine machinery for applications requiring 'low pressure fast approach and return' and 'high pressure slow speed feed'. Pressure-compensation pump cuts energy cost dramatically by delivering only the PRECISE amount of oil needed to operate the circuit. Automatically reduces and increases oil output to the most efficient minimal flow at the maximum GPM and PSI, preventing energy overload and waste! Axial piston pump is internally mounted in heavy steel 10 gal. reservoir. Entire pump assembly readily lifts out for easy servicing. Comes with electric motor (3HP or 5HP) rated 230/460 V, 60 Hz, 3-Ph, AC. Includes suction filter, pressure gauge, oil level gauge, 1/2" NPT pressure line fittings. Size 15"x15"x29"H. Huge energy savings and operational efficiency immediately pays for this unit!

<b>3HP only \$1185</b> <sup>lob Chicago</sup>	<b>5HP only \$1290</b> <sup>lob Chicago</sup>
Wt 100 lbs Stock No VPU360-FJ	Wt 115 lbs Stock No VPU560-FJ
Optional single phase motor, add \$75	<b>Limited Supply! Don't miss out!</b>

**1-Year Guarantee** FULL purchase price BACK less transportation cost if unsuitable in ANY way!

Order by phone or web [www.hydraulicbargains.com](http://www.hydraulicbargains.com)

**Call (312) 829-1365 Fax (312) 829-9679**

**Roberts Electric Co.** 311 N. MORGAN ST. DEPT. 6956  
Chicago IL 60607-1381

# Marine News

Increase the power of your advertising with total workboat market coverage.



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

## DIVERSIFIED Engine Exhaust Systems



ABS Certified • Bureau Veritas Qualified

**HAPCO**  
ENGINE AND ENVIRONMENTAL PRODUCTS

**HARCO MANUFACTURING CO.**

1000 Industrial Pkwy • Newberg OR 97132  
800-394-7571 • Fax: 503-537-0601  
[www.harcomanufacturing.com](http://www.harcomanufacturing.com)  
email: [sales@harcomanufacturing.com](mailto:sales@harcomanufacturing.com)

## PEOPLE & COMPANY NEWS



**Kendrick**



**Quigley**



**Wood**



**Giles**



**Martin**



**Beaver**

### **Kendrick Joins STX Marine**

STX Canada Marine announced that Andrew Kendrick joined their team in October as VP Operations of its Ottawa, Ontario, office.

### **Quigley Named President of US Fab Division**

Kevin Quigley, who built VIGOR's Everett Shipyard into one of the largest dockside repair centers in the Pacific Northwest, has been named president of VIGOR's US Fab division. Quigley will oversee all of VIGOR's new ship construction including ferries, advanced Coast Guard cutters, barges, fishing and cargo vessels. As US Fab president, he also will direct the company's growing land-based and alternative energy fabrication projects.

### **ACE Winches Appoints New COO**

ACE Winches has appointed Graeme Wood as chief operating officer (COO). Mr. Wood will be responsible for driving the business, adding additional vigour to the management of ACE Winches' activities worldwide.

### **First Offshore Marine Academy Trainees Graduate into Jobs**

The first group of trainees to complete the inaugural 12-month training program at the UK's only dedicated academy for the offshore wind industry has successfully started work

in new roles within the industry. In testament to the Offshore Marine Academy's aim to take people with a familiarity with the marine and coastal environment and prepare them for a new career in the expanding offshore wind industry, each of the four trainees have been snapped up by employers.

James Grant, 22, had completed an electrical apprenticeship prior to the program and is now a trainee cable engine driver on the 89m cable laying vessel Team Oman. While Daniel Fraser-Pickard, 26, renovated buildings before the program and is now a permits coordinator, supporting the Lincs project team under supervision for Centrica.

Two more trainees, Mike Giles, 26, a plumber, and Cyrus Mills, 24, an environmental biology graduate are now employed in different departments within OMM. Mike has taken a role as site coordinator supporting the development of a new cable storage facility at Gravesend.

### **Tradesmen International Promotes Martin**

Tradesmen International has promoted Todd Martin to the position of National Marine Sales Manager. Martin previously served as Atlantic Division Manager. Martin is a graduate of the Massachusetts Maritime Academy.

### **ASA Announces New Leaders**

Tim Beaver, Chief Executive Officer of Global Diving & Salvage, Inc., has been elected President of the American Salvage Association at its recent meeting in Arlington, VA, October 5, 2011. He succeeds Mauricio Garrido, who served as President from 2009-2011. Paul Hankins, Donjon-SMIT, LLC, has been elected Vice President. Todd Schauer, Resolve Marine Group, has been named Secretary/Treasurer. "This new leadership team will serve to energize the ASA's approach to the diverse fronts tackled by the ASA," said Beaver. In addition, David DeVilbiss (Global Diving & Salvage, Inc.); Dan Schwall (Titan Salvage); and Bob Umbenstock (Resolve Marine Group) were elected to ASA's Executive Committee. Paul Smith (The Glosten Associates, Inc.) and Bob Urban (PCCI, Inc.) were elected co-chairs of the ASA Associate Membership Committee.

### **ABS Nautical Systems Expands in Specialty Cruise Line Market**

ABS Nautical Systems has been selected as the asset management software provider for Star Clippers, based in Monaco. Star Clippers is one of the premier specialty cruise lines and the only modern-day cruise line dedicated to re-creating the golden age of tall sailing ships with a "mega-yacht" experience.

## PEOPLE & COMPANY NEWS

### St. Johns Ship Building Chosen to Build Skanska Barge

St. Johns Ship Building won a contract to construct a custom crane spud barge for Skanska. This is the first contract St. Johns has signed with Skanska USA, a leading national construction company with 7,000 employees in the U.S. and 2010 revenues of \$4.8 billion. The 150-ft barge will become part of Skanska's core fleet of vessels and has been custom engineered to accommodate a variety of sizes of cranes. The vessel will initially be outfitted with a Liebherr LR1300 330 ton crane and will support the Pier 5 expansion project in Norfolk Va.

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



### FMT to Build Four 30,000 Barrel Fuel Barges with Trinity Offshore

FMT Industries, LLC—an affiliate of Florida Marine Transporters, Inc. (Florida Marine)—has signed a contract with Trinity Offshore, LLC to build four 297'6" x 54' x 12', 30,000 barrel tank barges. Florida Marine's Chairman and CEO, Dennis A. Pasentine, says, "The order is part of Florida Marine's ongoing commitment to meet its customers' needs. This contract for four barges and six option barges was awarded to Trinity Offshore due to its high quality workmanship and its large under cover production space." The barges will be built at Trinity's Gulfport, Mississippi facility.

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

<http://floridamarinetransporters.com>

### PVA Calls for Improvement of Coast Guard's Form 2692 Reporting Requirements

In a letter responding to a Federal Register notice about the renewal of Coast Guard Form 2692, Passenger Vessel Association (PVA) President Jay Spence insisted that the Coast Guard issue new instructions clarifying the circumstances in which a Form 2692 should or should not be submitted by passenger vessel operators.

The Coast Guard solicited comments on its proposed application to the Office of Information and Regulatory Affairs (OIRA) renewing approval of Coast Guard Form 2692. OIRA is part of OMB and was created as a result of the Paperwork Reduction Act of 1980.

## THE MSD

### Type II Marine Sanitation Device

U.S. Coastguard Certified • I.M.O. Certified



- Constructed of HD High Density Polyethylene
- Lightweight
- 4, 12, 16 & 32 Person Systems
- Corrosion free
- Maintenance Free
- Simple Installation
- Operates as a Biological Aerobic Sewage Treatment, Eliminating Foul Odors
- Conforms to the Clean Water Act

Environmental Marine Inc.

1-606-561-4697

711-C Colyer Road • Bronston, KY 42518

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



## ISObunkers LLC

Fuel.  
Delivered.  
Period.

[bunkers@isoindustries.com](mailto:bunkers@isoindustries.com)

+1-757-855-0900

## AHEAD TANK™

### New IMO and USCG Certified Type II Sewage Treatment Plant



- Compact
- Simple Installation
- Lightweight
- Easy Maintenance
- Corrosion Resistant
- Customer Friendly
- Odor Free
- Cost Effective

## AHEAD Sanitation Systems

Office: 337-237-5011

Email: [headflusher@aheadtank.com](mailto:headflusher@aheadtank.com)

Web: [www.aheadtank.com](http://www.aheadtank.com)

## PEOPLE & COMPANY NEWS

### Inland Salvage Completes Salvage, Lightering of Barge



Inland Salvage Inc. recently completed the removal of approximately 1000 tons of structural scrap steel from a sunken hopper barge and subsequent salvage of the barge which had been obstructing a loading dock on the Mississippi River near LaPlace, LA. Immediately upon being notified by the dock's owner that Inland Salvage Inc. (ISI) had been appointed as the salvor, ISI responded to the sinking of the 195' hopper barge laden with 1,000 tons of scrap metal when the barge sank.

ISI quickly mobilized salvage equipment and personnel and were on scene within 3 hours of receiving the notice to commence operations. A dive survey was conducted and the casualty was found to be buckled, sitting on the river bottom, and listing to port 6 feet. The casualty was buckled 90 feet aft of the bow head log. The barge was found to be resting on river bottom with bow up river and hull parallel to the dock. There was approximately 35 feet of water over the top of cargo bin wall. Due to previously scheduled incoming vessels, time was of the essence. Inland Salvage Inc. crews conducted 24 hour operations, lightering scrap metal from the sunken barge and performing dive surveys throughout the 9 day evolution.

[www.inland Salvage.com](http://www.inland Salvage.com)

### Inland Salvage Becomes General Member of ASA

Inland Salvage Inc. (ISI) was recently voted in as a General Member of the American Salvage Association (ASA) during the 2011 National Maritime Salvage Conference and Exposition in Arlington, VA.



### RESOLVE Salvage & Fire Removes Wreck from St. Lucia



Following an agreement between St. Lucia Air & Seaports Authority and RESOLVE Salvage & Fire (Americas), Inc., RESOLVE refloated the sunken container vessel ANGELN on September 14 and then scuttled the vessel at a deep water reefing site. The 435 ft loaded container ship sank in January 2010 at a depth of 110 feet in the shipping lane three miles outside Vieux Fort, St. Lucia. The wreck sank on its starboard side and spilled its topside load of containers adjacent the wreck.

The complex operation required clearing the debris field surrounding the wreck, including lifting clear the deck house to enable the vessel to be parbuckled upside down. Air fittings and air lines were established to all intact compartments and an engineering plan was followed to press air to the ship to complete the initial roll upside down. The hull was then systematically raised to the surface by

further blowing of air into tanks and other compartments. Following refloating, the vessel was stabilized and then towed and scuttled in deeper water. Throughout the operation, RESOLVE monitored the wreck site for oil leakage and also removed and recovered containers containing oil.

The environmental conditions at the wreck site posed significant challenges for the salvage team. Strong ocean currents over three knots were common, as were ocean swells, tropical weather and multiple tropical storms that impacted the project site.

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

### Global Diving & Salvage Welcomes New Regional General Manager

Global Diving & Salvage, Inc. has announced the advancement of Deirdre Daily to General Manager of the Alaska Region. Throughout her time with Global as the Alaska Region Office Manager she has been involved in all aspects of the daily operations including assisting with estimating and project management. She has built strong relationships with clients, participating in industry associations and exhibiting at various tradeshows, and has fostered overall business development in the region.



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

### Canada's Newest Ferry – Grand Manan Adventure

The new 85.37m Grand Manan Adventure passenger/vehicle ferry has returned back to Black's Harbour, New Brunswick after being dry-docked at a shipyard in Halifax, Nova Scotia due to an internal mechanical failure of one of two 470 kw electric





motor driven bowthrusters.

Eastern Shipbuilding Group, builder of the ferry from Panama City, Florida, and Berg Propulsion, each sent representatives to Halifax, to oversee the repairs and ensure the ferry's timely return back to service. Eastern and Berg took further precautions and preventative measures which included opening up the second bowthruster for full inspection to insure a similar problem would not occur.

**Great Lakes-Seaway Shipping Adds \$16b to Canadian Economy**

Cargo shipments to ports on the Great Lakes and St. Lawrence Seaway navigation system generate \$34.6 billion of economic activity and 227,000 jobs in Canada and the U.S., according to a new study released today. That breaks down to 98,000 jobs and \$15.9 billion in economic activity in Ontario and Quebec. The full executive summary and study is available at

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

**Alameda's Bay Ship & Yacht Wins Contract to Refit Superyacht**

Bay Ship & Yacht (BSY), located in Alameda, California, has been awarded the contract to lengthen the expedition yacht SuRi by adding a 36-foot mid-body hull and superstructure plug for a new overall length of 208 feet. Additional enhancements will include a complete main engine and generator renewal package and a new underwater viewing room that will

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

allow guests to view the ocean from the comfort of SuRi's elegant interior.

The SuRi is an American-built hull that was converted in Seattle in 2008 and is owned by a California yachtsman. BSY, in collaboration with naval architects Kirilloff and Associates of Green Cove Springs, Florida, and Jeffrey Botwin of Herringbone Design of Los Angeles, won the contract.

**U.S.-Flag Lakers' Cargo Up 7.6 Percent in September**

U.S.-flag Great Lakes freighters carried 10.1 million tons of dry-bulk cargo in September, a decrease of 2.7 percent compared to August, but an increase of 7.6 percent compared to a year ago. The September float was also virtually tied with the month's 5-year average.

Iron ore cargos for the steel industry increased 16.3 percent compared to a

**Affordable Luxury When You're Anchored in Boston**

The antiquity and charm of the original Mariners House has been updated to include all the modern amenities, featuring completely renovated private rooms, private baths, elegant common rooms and all the in-room necessities of modern life. Rediscover us.

Starting at  
**\$65**

per night including breakfast. Lunch and dinner offered daily. Guests must be active seafarers with proof of service.



160 Years of Hospitality and Guidance to Professional Mariners

11 North Square, Boston, MA 02113  
Voice (617) 227-3979 Fax (617) 227-4005  
[inn@marinershouse.org](mailto:inn@marinershouse.org) [www.marinershouse.org](http://www.marinershouse.org)

**To Make a Reservation, call 1-877-SEA-9494**

*30<sup>th</sup> Anniversary*  
**WORLD TRADE  
& TRANSPORT  
CONFERENCE**



*New Orleans*  
*February 15-17, 2012*

MISSISSIPPI  
VALLEY



TRADE & TRANSPORT  
COUNCIL

MVTTCC • 365 Canal Street, Suite 1190 • New Orleans, LA 70130  
www.mvttc.com • (866) 782-6882 • (504) 566-1001

## PEOPLE & COMPANY NEWS

year ago. Limestone cargos for construction, steel production, and environmental uses rose almost 5 percent, but coal for power generation and steel production was largely unchanged from a year ago.

Through September U.S.-flag cargos stand at 65.2 million tons, an increase of 3.8 percent compared to the same point in 2010. Iron ore has increased 10.3 percent and limestone cargos continue to slowly climb over last year's levels, but coal is down by 6.2 percent. Compared to the 5-year average for the first three quarters, U.S.-flag cargos are down 1.6 percent. [www.lcaships.com](http://www.lcaships.com)

### Walney 2 Success for Fendercare Marine Diving

Fendercare Marine's recently established diving division has picked up its first major contract, extending the group's profile within the offshore renewables sector. Fendercare Marine was contracted by the Dutch-based Visser & Smit Marine Contracting (VSMC) for a multi-million Euro sum, to insert a messenger cable into each of 51 wind turbines for Dong's Walney 2 development off the Barrow-in-Furness coast. The work has taken place over 85 days of the summer months and has involved the supply of a DPII vessel, a fitted Ampelmann personnel transfer system and ROVs to carry out the work.



### Another New Offshore Client for Gibdock

Gibraltar-based shiprepair yard Gibdock has added another name to its increasingly long list of clients in the offshore sector. In September, the yard dry-docked the 3000grt Boa Galatea, an offshore survey vessel, for Norway's Boa Offshore. This is the first time that the family-owned Boa Offshore business, which operates a fleet of over 40 offshore vessels, has used Gibdock, and comes hard on the heels of other offshore vessel contracts handled this year by the yard for Solstad, DOF and others.



During Boa Galatea's ten day stay in the yard Gibdock carried out a range of standard drydocking works, includ-

ing environmentally friendly wet blasting, painting and service work to the azimuth thrusters. The latter was carried out together with specialist technicians from the manufacturer, Brunvoll. Boa Galatea is one of two specialized seabed logging vessels owned by Boa Offshore.

### **Jensen Appoints Babcock**

Jensen Maritime, a Crowley Maritime Corporation company, has appointed Dan Babcock as manager of business development, reporting to Johan Sperling, vice president of Jensen. In this position, Babcock is responsible for business development in support of the organization's growth strategies. Camilla Oding, who was recently appointed marketing analyst, reports to Babcock. Both work out of the company's headquarters in Seattle.



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

### **Crowley's Black Named Director, Product Logistics and Engineering**

Crowley Maritime Corp. announced today that it has named Ken Black director of product logistics and engineering. He will continue to be based in Jacksonville and report to Steve Collar, senior vice president and general manager, logistics. In this new position, Black has oversight for Crowley's product logistics team, which develops a wide array of logistics solutions for customers, in addition to managing pricing and vendor relations.



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

## **Toledo Maritime Academy Educate More People for Maritime Jobs**

Officials with the Maritime Academy of Toledo met with area community leaders recently and stressed that more has to be done to call attention to job opportunities in the maritime industry, ahead of a predicted shortfall by the Bureau of Labor Statistics. Representatives from Toledo City Council; the Board of Community Relations for the City of Toledo; and the Toledo-Lucas County Port Authority received a briefing from Ms. Renee Marazon, Superintendent of The Maritime Academy of Toledo.

The briefing came a day after the Great Lakes maritime industry released the results of a year-long study that showed the entire Great Lakes-St. Lawrence Seaway navigation system supports some 227,000 jobs — 28,000 of those in Ohio alone. The study also showed that the 227,000 jobs contributed \$14.1 billion in annual personal income, \$33.5 billion in business revenue, and \$6.4 billion in local purchases; and added \$4.6 billion to federal, state/provincial, and local tax revenues.

Additionally, Maritime Academy of Toledo officials also presented numbers from Bureau of Labor Statistics that predicted a 15-percent job growth in the maritime industry by 2018 — Higher than the national average for other careers. At the same time, the B-L-S warns that we, as a nation, are not educating enough people to meet that need.

As part of the briefing, Ms. Marazon presented information on resources with the City of Toledo that are available to position the city as a leader nationally in maritime job retraining.

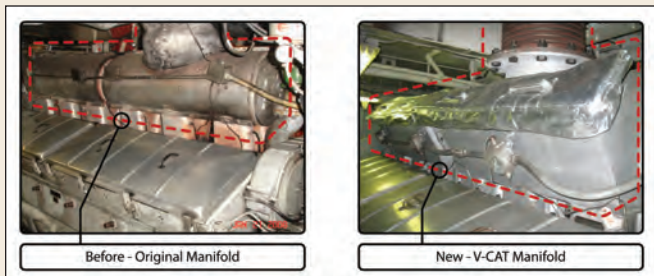
“The City of Toledo has the resources and the technology already in place to become a leader in maritime job retraining and job creation. In 2003, the American Maritime Officers (AMO) Union constructed a \$10 million building on Water St. Along with that, they placed radar, navigation, bridge, and engine room simulators on the second floor of One Maritime Plaza. In the years between 2003 and 2008, between 1,000 and 1,500 maritime professionals annually came to Toledo for job retraining and recertification. In 2008, the AMO consolidated its operation in Florida, and left Toledo. However, the AMO left behind a state-of-the-art building and the simulators --- Both being utilized by The Maritime Academy of Toledo,” she explained.

Ms. Marazon explained that The Maritime Academy is already U.S. Coast Guard certified to offer required Basic Safety Training courses to not only students, but adults looking to enter the maritime industry.

“In addition to the Basic Safety Training courses, we have courses available that will help people get jobs in the cruise line industry. These are jobs in administration, accounting, crew purser, and other trades necessary to meet the employment demands aboard cruise vessels. This is an industry that continues to grow with upwards of 25 new cruise ships expected to launch by 2015. Each cruise ship needs be 800 and 1,500 employees to operate effectively. We are working on partnerships with the cruise lines to train prospective employees,” she said.

## PRODUCTS

### Exhaust Manifold V-CATTM Catalyst System



MIRATECH Corporation, in partnership with Foss Maritime Company, has now successfully completed the first year of a three-year program to demonstrate emissions reduction from the M/V Brynn Foss (Figure 1.), using MIRATECH Corporation's embedded diesel oxidation catalyst (DOC) systems known as V-CAT on the tug's EMD engines. The V-CAT system can reduce particulate matter (PM) 30-50%, hydrocarbons (HC) 50-70% and carbon monoxide (CO) 80-90% at full load conditions. The program was funded via a grant through the Port of Los Angeles, CA.

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

### Mustang Survival Wins USCG Dry Suit Contract

Mustang Survival has been awarded a long term contract to supply the United States Coast Guard (USCG) with lightweight and heavy duty dry suits. The contract, with a ceiling value of \$20 million dollars over five years, will provide USCG boat crews with Mustang's new Sentinel Series of lightweight and heavy duty dry suits for use in a variety of mission-critical operations including Search & Rescue, maritime law enforcement and maintaining Aids To Navigation. Mustang's Sentinel series dry suits also offer Rapid Repair Technology, an innovative repair methodology that enables users to quickly and easily self-repair minor leaks and replace neck and wrist seals onsite and have the suit ready for use in less than an hour.



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

### The Santa Fe Southwest Sizzle Model

Waterless Co. Inc. introduces the Santa Fe high-performance no-water urinal system designed for homes,

mobile facilities, and space-saving applications. This ADA-compliant waterless urinal system is made with 30 percent soybean resin and comes with two EcoTrap inserts, which last longer and cost less than inserts used in comparable no-water systems. The urinals can be installed quickly and easily in most settings, allowing for all kinds of piping configurations and have a closed urinal bottom, specially designed to prevent vandalism—no need for costly bottom covers.

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



### KEP Introduces Barracuda Marine Computer Series

Kessler-Ellis Products (KEP) Marine has introduced its new line of marine-grade mini-rack computers. Built to provide high performance in a small footprint, the Barracuda systems fit KEP Marine's new proprietary space-saving 12-inch rack. The robust framework offers easy stowaway of computers where space is limited. Engineered for on-the-water operation, low power consumption and secured thermal management, the space-saving KEP Marine Barracuda line offers multiple configurations and power options to suit all mariners' needs including navigation, communication, camera and security, vessel PC and media storage, vessel monitoring and systems backup.

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

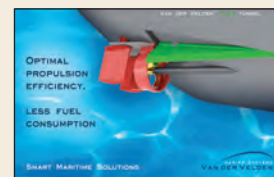


### New Retractable Tunnel Solution for Inland Shipping

The Inland WaterWays division of Van der Velden Marine Systems in the Netherlands has introduced an innovative new retractable tunnel specially developed for inland vessels.

Using a unique construction, the Van der Velden Flex Tunnel offers major benefits to ship owners and operators in terms of speed, loading capacity, maneuverability and reduced fuel consumption. Moreover, an overall propulsion efficiency of 10% can be achieved. The starting concept behind the Flex Tunnel is its ability to retract. With the tunnel embedded into the vessel hull, resistance is lowered and efficiency increased.

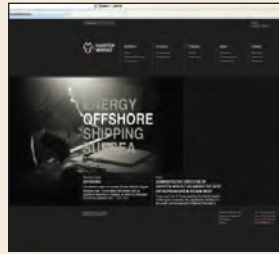
[www.vdvelden.com](http://www.vdvelden.com)



## DNV-Approved Condition Monitoring for Offshore

Bergen-based company Karsten Moholt is the first in the world to become a DNV (Det Norske Veritas) approved provider of Condition Monitoring Services for mobile offshore units. This represents a significant cost-saving potential for the oil and shipping industry. At present, the sector performs maintenance on machinery and components at set intervals, and as a result, excessive or low maintenance is often carried out. Perfectly good parts are replaced, and this costs industry large amounts of money annually. A more flexible maintenance process is achieved, and machinery is only opened up when necessary. The certification covers all mobile offshore units such as oil installations, FPSOs and will cover standard vessels.

[www.karstenmoholt.no](http://www.karstenmoholt.no)



## Perko Pole Mount LED Spotlight

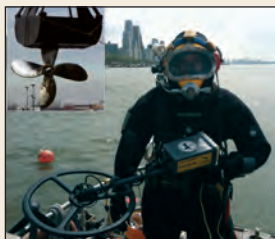
Larson Electronics' Magnalight.com has announced the release of a Perko Stanchion Mounted LED light emitter with included Perko Mount and standard red and green running lights. The Magnalight LEDLB-21-S-E 21 Watt LED Spotlight (IP67 rated LED fixture) contains seven 3 watt LEDs and produces 1,750 lumens, creating a light beam capable of reaching 675 feet in length without the wide beam spread normally produced by LED spotlights. A Perko pole mount fixture with attached red and green running lights allows easy installation and removal and works on almost any boat.

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



## Metal Detectors Assist Police, Divers

Randive is employing underwater metal detectors in their search and salvage operations. The company uses their metal detector to assist in locating pipelines, anchors, chains, propellers, and lost metal objects. Recently the company was hired to find an 8 foot wide stainless steel propeller lost from a towboat. Commercial divers are not the only ones



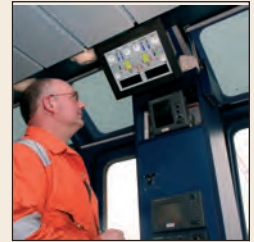
using underwater detectors. State Police dive teams in New York, New Jersey, and throughout New England are using the Pulse 8X to locate weapons used in the commission of crimes and disposed of in a waterway. [www.randive.com](http://www.randive.com) / JW Fishers underwater search equipment:

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

## Tug Malta Chooses Royston for Engine Monitoring

Tug Malta is fitting a Royston engine fuel consumption monitoring system to its newest tug. Currently under construction, it will be operated with maximum fuel economy, with the engine system supplying data from all five diesel engines. The enginei datataker will receive and process both digital and analogue data from sensors and flow meters and can be applied to any diesel-powered vessel and works by measuring fuel flow and matching the data with its GPS location. Fuel consumption reductions of up to 20 percent have been achieved as the operator continuously calculates a vessel's "miles per gallon," correlating data with activity and speed.

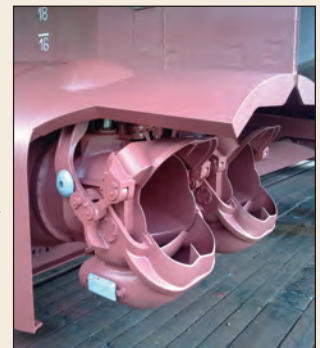
[www.enginei.co.uk](http://www.enginei.co.uk)



## MJP Waterjets Provides Double Control

MJP Waterjets has succeeded in combining steering and reversing of two jets simultaneously into a central column operating both jets in parallel by means of a single hydraulic control. This new design of the steering and reversing unit called CSUI has been tested on a landing craft with two very different operating conditions: Catamaran Mode and Barge Mode and thus called for specific design requirements. Sea trials confirmed that the vessel is able to operate at the incredible speed of 10 knots in reverse at full load in open seas. Other features include the engine rpm control, which is used for the platform control hydraulics, as well as the intakes, built of GRP in a double mounting to fit the narrow hull shape.

[www.mjp.se/](http://www.mjp.se/)



## PRODUCTS

### Quickline Announces New Ultra Flip Swivel

Quickline's redesigned Ultra Flip Swivel, an anchor-to-rode device, incorporates a flipping nub for increased alignment performance, a Teflon-coated ball for easy rotation, and a back bridge that supports the anchor as it travels over the roller. The swivel ensures a solid anchor set, as well as seamless retrieval and consistent stowage. Constructed of 316L stainless steel which eliminates corroded anchor chain shackles, the swivel has a high breaking strength. The Ultra Flip Swivel does away with the need to manually align the anchor, allowing crew to stay out of harm's way during anchor retrieval, using remote controls.



[www.quickline.us](http://www.quickline.us)

### Livorsi Marine Industrial Series Gauges

Livorsi's Industrial series, designed for workboats and pleasure craft, is accurate and long lasting. Industrial Series gauges are easy to install with the use of plug-in Deutch connectors. The waterproof connectors resist salt corrosion and dust intrusion and gauges are encased in non-ferrous hardware. High contrast graphics make these gauges easy to read and standard Livorsi gauges include red LED backlighting for high visibility in low light conditions. These gauges feature fade resistant powder coated pointers; SAE rims in a powder coat finish or in polished stainless steel, both extremely resilient in harsh weather environments.



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

### First Buoy Deliveries from FenderCare

Fendercare Marine has recently completed the delivery of 36 mooring buoys to Serco under their Marine Services contract awarded to Serco by the UK Ministry of Defense. Signed in 2008,



FenderCare has a 5-year LTA in place with Serco to supply class mooring systems. The primary scope of the contract for self-fendering and low-maintenance mooring buoys was subsequently added. Hippo's buoy technology has evolved from their manufacture of low-maintenance, lightweight fender systems. In floating form, Hippo fenders have been adopted by many navies quayside and onboard.

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

### Stratos: New Pricing Plan for Small Fleets

Stratos Global has announced the first Inmarsat Distribution Partner to activate Inmarsat's new FleetBroadband Large Money Bundle for single-vessel operators and fleets with fewer than 10 vessels. The Bundles offer the high performance, global coverage, simplicity and reliability of FleetBroadband at an affordable, fixed rate. The packages include monthly data-connectivity plans as large as 5GB, in addition to competitive rates for voice calls. Reflecting the increasing data requirements of yachts and other vessels, the first FleetBroadband Large Money Bundle was activated by Stratos Channel Partner e3 Systems (e3) for a largest private sailing yacht.



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

### New Flat Panel Battery Management System

Battery management system manufacturer Wells Marine Technology has launched a space-saving flat panel model of its Total Automatic Battery Management System (T.A.B.S.) that can be configured easily for any single, twin or triple engine application and can also be custom-designed to builder model specifications. Wells T.A.B.S. connects battery chargers, DC electric panels and equipment to save boat builders time, money and storage space while eliminating confusing battery selector switches for boat owners. The new flat panel T.A.B.S. features heavy duty stainless steel hardware and can accommodate any size cable.



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

## Bearings Take Load off Foundations

The innovative elastometric spring bearings designed to improve the vertical load carrying capacity of the wind turbines of the Sheringham Shoal Offshore Wind Farm, have now been installed on each of the 90 foundations at the site, 20 kilometers off the coast of the Norfolk in the UK. Trelleborg Offshore Norway AS has recently completed its contract to install the 552 bearings before the start of winter. They worked with project team members from owner Scira Offshore Energy and operator Statoil to design, manufacture and deliver the bearings following reports of grouting failures on other wind farms. The bespoke steel and rubber bearings were designed to reduce the vertical load on the grouted connection between the inner monopile pipe and the outer transition piece, which together make up the foundation on which the wind turbine will sit.



## Powerful Air Hoist Lifts 125 Tons

An air operated hoist with a lift capacity of 125 tons has been manufactured by materials handling and lifting specialists J D Neuhaus. The most powerful unit in their EH range, it is designated as an EH 125 monorail hoist and can be used for lifting and traverse functions. The hoist is designed for operating within heavy industries such as shipbuilding as well as the oil and gas markets. The low-headroom design ensures that the hoist can be used where minimum operating space is available; while an Ex rating ensures suitability for use in hazardous areas.



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

## Beijer Launches Widescreen Monitor and PC

Beijer Electronics extends the monitor and IPC product range for maritime applications with new widescreen models. The new maritime monitor MTe T240 Nautic features a 23.6 inch widescreen format providing an extensive display area for well-structured



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

machine and process visualization. Thanks to the novel LED backlight, the units exclude the use of high voltage components, which often are sources of faulty operation. Another benefit of the LED technology will be achieved by the infinitely variable dimming down to zero. This feature is essential in bridges on vessels and control rooms with night operation conditions.

[www.beijerelectronics.se](http://www.beijerelectronics.se)

## Diesel Fuel Filter Alert

SKIMOIL's new diesel FUEL FILTER ALERT and alarm system, developed specifically for the commercial marine industry, provides an accurate real-time indication of fuel filter status. The system is especially valuable for vessels that don't have constant filter monitoring by dedicated on-board engineers, such as harbor tugs and other workboats running with a small crew. The system consists of a remote digital display panel and rugged stainless steel sensors. In development for the past 2 years, the diesel FUEL FILTER ALERT and alarm system was in sea trials for 8 months. Fewer filter changes means less replacement filter inventory and a reduction of special waste to handle and dispose of.



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

## Teledyne TSS Adds Heave Capability to Sensor

Following the successful launch of the new DMS-500RP motion sensor range in April, Teledyne TSS is expanding this product range with the introduction of the DMS-500H. This new sensor provides heave measurement to complement the roll and pitch capabilities of the launch model. This is expected to be welcomed by a variety of users in the marine and offshore markets where there is known to be a need for a high accuracy sensor with these capabilities but at a lower cost and without the high performance subsea-rated housings that typify Teledyne TSS products.



## A New Floating Chapel: SCI's CHAPLAINSBLOG

In the early nineteenth century, the Seamen's Church Institute (SCI) lodged its mission to seafarers in a floating chapel in the waters of the Port of New York. SCI priori-

## PRODUCTS

tized "mobile" spiritual care, meeting mariners where their work brought them. Today, SCI chaplains remain just as agile, climbing gangways and riding tender vessels to reach mariners on board busy ships. This month, however, SCI steps up its mobility to bring chaplains' messages wherever there is an Internet connection, launching a new blog called CHAPLAINSBLOG (<http://chaplainsblog.seamenschurch.org>). SCI's CHAPLAINSBLOG also contains a section called "Ask a Chaplain" where online visitors may publicly ask SCI chaplains about whatever they wish.



### Fuel System Locks Help Prevent Theft

Petroleum is more than ever "liquid gold." Like other valuables, fuel tanks should be kept under lock and key. Perko makes it easy to retrofit a locking mechanism in the majority of vented and non-vented fills.



The black plastic 0525 Fuel System Locking Insert comes with a high-strength zinc alloy lock cylinder. When slid into the fill, spring action retracts the cams, which then lock onto the hose bib once the device is fully inserted. A dual purpose key opens the protective metal fill cap and operates the lock. Installation is easy, usually with no tools.

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

### Analytic Systems Commercial Marine Products ABS

Analytic Systems has started the process of certifying their marine specific power conversion products. The first models to be certified to ABS standards are the new BCA1505 (1500W AC charger); the BCA310 (300W AC charger); the IPS300 (300W DC/AC Puresine inverter) and the VTC315 (Isolated DC/DC voltage converter). Analytic Systems is looking to bring on new Commercial Marine customers/resellers with these newly certified products.



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

### KEP Marine Announces Glass Pod Helm Package

Kessler-Ellis Products (KEP) Marine has announced its innovative Glass Pod helm package.



Easy to install, KEP's Glass Pod custom mounting solution adds a sleek and sophisticated appearance to any console or bridge. Ideal for multiple sunlight readable displays, the Pods can be tailored to meet all helm dimensions. Available in 15-, 17-, 19-, 21 and 22-inch wide screen models, the Glass Pods integrate with all brand name blackbox navigation systems for complete customization. The flush-mount KEP Marine Glass Pods are watertight in the front and provide rear access for servicing displays.

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

### Hoyer Motors: Approval of IE2 Marine Motors

Hoyer Motors has received the first design approval from ABS (American Bureau of Shipping) of IE2 motors. The design approval from ABS opens up for many new business areas and is an essential step forward for Hoyer Motors. In order to keep abreast with the different demands of the shipping companies and the shipyards, Hoyer Motors has also initiated approvals from GL (Germanischer Lloyd) and BV (Bureau Veritas). The approval from GL is expected to be ready in early 2012 - and the approval from BV a little later in 2012.



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

### Norton Abrasives Non-Woven Right Angle Discs

Norton has announced the introduction of a new non-woven depressed center stripping and light stock removal disc. Norton SG Blaze Rapid Strip features the combination of Norton's proprietary SG ceramic alumina grain and an open, aggressive mesh structure that makes it the fastest cutting and longest-lasting stripping disc available. Providing unparalleled versatility, Norton Blaze Rapid Strip can be used for stripping / light stock removal of scale, corrosion or rust on cast iron, steels, aluminum, fiberglass and composites.



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



## Jabsco's New Par-Max Plus Series Water Pressure

Jabsco has announced the new Par-Max Plus Series water pressure pumps – available in 4.0, 5.0, and 6.0 GPM models and provide exceptional flow and consistent water pressure to easily handle the demand of multiple outlets at one time. The Par-Max Plus patented co-injected molded diaphragm and larger heavier duty motor brushes significantly extend pump life up to 50% longer than previous models. All Par-Max Plus pumps include soft rubber mounts that significantly reduce sound vibration, and quick connect fittings for ease of installation. Jabsco now offers a complete range of 1-7 GPM water pressure pumps.



The Par-Max Plus patented co-injected molded diaphragm and larger heavier duty motor brushes significantly extend pump life up to 50% longer than previous models. All Par-Max Plus pumps include soft rubber mounts that significantly reduce sound vibration, and quick connect fittings for ease of installation. Jabsco now offers a complete range of 1-7 GPM water pressure pumps.

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

## Keel Marine Selects Paramarine Design Software

Paramarine advanced marine design software, developed by QinetiQ GRC, has been selected by Keel Marine to replace their in-house developed ship design software. For nearly fifty years Keel Marine, who are based in the UK, has delivered naval architecture and marine engineering services globally to an impressive range of commercial and government entities. Keel Marine provides clients with a comprehensive range of design, engineering and project management services covering most types of vessel in the marine and offshore industries along with consultancy services to Government and non-government organizations.



Keel Marine provides clients with a comprehensive range of design, engineering and project management services covering most types of vessel in the marine and offshore industries along with consultancy services to Government and non-government organizations.

[www.grc.qinetiq.com](http://www.grc.qinetiq.com)

## Honda Marine Launches All-New BF250 Outboard

Honda Marine has introduced the BF250 horsepower (hp) four-stroke engine, the most powerful outboard to join the Honda Marine lineup – and now the company's flagship model. The Honda BF250 marine outboard engine incorporates a host of Honda-exclusive technologies, and with a full-throttle RPM range of 5300-6300, the Honda BF250 is a high-performance 3.6 L engine that incorporates an all-new gear case and advance-



ments from Honda's marine outboard engine lines. With models ranging from 2 to 250 horsepower, the Honda Marine full line of current production models certify to California Air Resources Board (CARB) 3-Star standards, ensuring their regulatory compliance in all 50 states.

[www.marine.honda.com](http://www.marine.honda.com)

## Grooved Piping Technology

In an industry where time, costs, safety and sustainability are paramount, grooved mechanical piping technology offers unrivalled benefits. Pioneered 85 years ago by Victaulic, this flame-free joining method is today the most versatile, economical and reliable mechanical pipe-joining system available to owners, naval engineers, shipbuilders and repairers. Victaulic has secured AICS approvals for a complete range of products, from couplings and fittings to valves and mechanical tees, giving users complete confidence in their performance. A broad variety of vessels and rigs all over the world have already taken advantage of the benefits that come with using the technology in a wide range of applications, such as ballast water piping, sea and fresh water cooling, lube oil, fire and deck wash, and bilge systems.



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

## Allen Marine's Aluminum Floating Dry Dock

Allen Marine, Inc. has announced the construction of the world's first aluminum floating dry dock. This fully self-contained, eco-friendly unit represents a major breakthrough in boat-lifting equipment. The aluminum floating dry dock is 140 feet long, with 42 feet of space between the 26-foot tall wing walls. It is capable of lifting vessels of up to 1000 tons, at 5 LT/feet of keel block loading. Unique because it is constructed entirely of marine-grade aluminum (a high-caliber alloy), the unit rivals the strength of steel in terms of durability and strength with the added benefit of being lightweight. The finished surface includes a cathodic protection system that protects it from salt water degradation in the hostile environment of saltwater.



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



### January

#### Vessel Construction & Repair

Market: Passenger Vessel & Ferries  
Technical: Military Small Craft / Patrol Ops  
Product: Fire & Safety

**Ad Closing: December 22**

Bonus Distribution:

ASNE Day Feb 10-11  
Mississippi Valley Trade Feb 15-17

### February

#### Inland Bulk Transportation

Market: Software for the Inland Operator  
Technical: Salvage & Recovery  
Product: Marine Electronics Buyer's Guide

**Ad Closing: January 26**

### March

#### Training & Education

Market: U.S. Navy- Small Craft Solutions  
Technical: Water Tech & Treatment  
Product: Coatings & Corrosion Control  
Regional Focus: East Coast USA

**Ad Closing: February 23**

Bonus Distribution:

CMA Mar.21-23

### April

#### Offshore Service Operators

Market: Oil Spill Response & Recovery  
Technical: Sattelite Communication for Workboats  
Product: Propulsion Buyer's Guide

**Ad Closing: March 22**

Bonus Distribution:

American Waterways Apr 17-20  
OTC 2012 Apr 30 - May 3  
Clean Pacific/Gulf May 15-17

### May

#### Combat Craft Annual

Market: USCG: Credentialing & Regulatory  
Technical: Pumps, Pipes & Valves  
Product: Small Craft Propulsion  
Regional Focus: International

**Ad Closing: April 26**

Bonus Distribution:

MACC June 14-16  
Seawork June 15-18

### June

#### Dredging & Marine Construction

Market: Shortsea Shipping / America's Marine Highway  
Technical: Dynamic Positioning & Thrusters  
Product: Newbuild & Repair Shipyards

**Ad Closing: May 24**

### July

#### Propulsion Technology

Market: Training & Education  
Technical: Fleet Management & Operations Software  
Product: Winches & Ropes

**Ad Closing: June 28**

### August

#### Salvage & Recovery

Market: Special Purpose Vessels  
Technical: New & Emerging Technologies  
Product: Marine Fuels, Lubricants & Additives

**Ad Closing: July 26**

### September

#### Environment: Stewardship & Compliance

Market: Regulatory Compliance Equip & Tech  
Technical: New Regs for Inland Vessels  
Product: Welding, Cutting & Machine Tools  
Regional Focus: U.S. West Coast

**Ad Closing: August 23**

Bonus Distribution:

American Waterways Oct 10-12

### October

#### Year in Review & Leadership

Market: Workboat Designers  
Technical: Deck Machinery & Cargo Handling Equipment  
Product: CAD/CAM

**Ad Closing: Sept 20**

Bonus Distribution:

SNAME Nov 16-18  
USCG Innovations Oct TBA

### November

#### Workboat Annual

Market: USCG Maritime Security Workboats  
Technical: (OSV) Technology  
Product: Diesel Engine Technical Guide  
Regional Focus: Gulf Coast

**Ad Closing: Oct 25**

Bonus Distribution:

Intl. Workboat Dec 5-7

### December

#### Innovative Products & Boats of 2012

Market: Arctic Ops & Challenges for Small Boats  
Technical: Marine Coatings  
Product: Training & Education Facilities

**Ad Closing: Nov 22**

Bonus Distribution:

Gulf Inland Assoc. Council TBA

# SNAME 2012 ANNUAL MEETING PROVIDENCE, RI, OCTOBER 24-26

Call for papers on topics related to Naval Architecture,  
Marine and Ocean Engineering, including:

- Offshore Wind Technology
- Alternative Fuels
- New International Regulations - Design and Operational Considerations
- Government and Military Vessels
- Small Craft Design and Construction
- Unmanned Systems for Naval, Marine, and Ocean Engineering
- Eastern Canadian Ocean Development
- Computational Techniques in Naval Architecture
- Ship Production Technologies

## SNAME Annual Meeting Papers

Deadline for Extended Abstracts: January 31, 2012

Abstracts Accepted: February 29, 2012

AM2012@sname.org

## Ship Production Symposia Papers

Deadline for Abstracts: June 1, 2012

Abstracts Accepted: June 20, 2012

SPSpapers@sname.org

[www.sname.org/events/callforpapers](http://www.sname.org/events/callforpapers)



Post Your Resume for Free • Energize Your Job Search @ [MaritimeJobs.com](http://MaritimeJobs.com)

# MaritimeJobs.com

where employers and job seekers connect

The Maritime Industry's Leading Employment Website. For more information contact: Jean Vertucci at [vertucci@marinelink.com](mailto:vertucci@marinelink.com)

**Find a Mariner.com**  
Professional Mariner Directory  
★ Advanced Mariner Search  
★ Post Maritime Job Listings  
★ Accept Applications  
[www.FindAMariner.com](http://www.FindAMariner.com)  
Find Crew Today

## Employment Spotlight



Service with Energy

**GLOBAL EXPANSION  
UNLIMITED POSSIBILITIES-  
Multiple Positions Available  
Hornbeck Offshore**

Click For More Information

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

### Marine Engineering Consultant / Surveyor

**Job Location: USA, Houston, San Francisco, Miami**

LOC, a leading provider of marine and engineering survey and consultancy services to the global shipping and offshore industries, requires Marine Engineers to join the staff of their North American offices located in Houston, Miami and San Francisco.

Candidates should hold a First Class Certificate of Competency (USCG Unlimited), preferably having served as Chief Engineer or Engineering Superintendent. Experience in associated fields, including dynamically positioned vessels, tankers, ship repair or other specialist areas will be an advantage; however, all areas of expertise will be considered.

**THE VANE BROTHERS COMPANY**  
NEW YORK ★ PHILADELPHIA ★ BALTIMORE ★ NORFOLK ★ CHARLESTON



**On Course For the Future**  
The Vane Brothers Company is recruiting qualified candidates for positions on our state-of-the-art marine transport vessels operating along the Atlantic Seaboard. Tug Masters and Mates, Marine Engineers and Tankermen opportunities are available.  
Learn more at [www.vanebrothers.com](http://www.vanebrothers.com) or contact fleet recruitment at 410-735-8212.

**V VANE BROTHERS**  
Delivering Maritime Excellence

The position provides an opportunity to join a well-established team of specialists. The successful candidates will have the technical and communication skills necessary to provide the highest quality advice to clients. Local and international travel will be required as well as occasional secondment to other offices within the United States or Overseas.

Kevin Highfield  
London Offshore Consultants  
Houston USA  
Email: [k.highfield@loc-group.com](mailto:k.highfield@loc-group.com)  
Web: <http://www.loc-group.com>

### Deck Officers & Engineering Officers Job Location: Canada, Great Lakes- St. Lawrence River (all Canadian apps)

About Canada Steamship Lines:  
Canada Steamship Lines, a division of the CSL Group Inc., owns and operates the most modern fleet in the Great Lakes and St. Lawrence River region. The CSL Group Inc. of Montreal, Canada is a world-leading provider of marine dry bulk cargo handling and delivery services. CSL together with our managers, V.Ships Canada has a strong commitment to safety and the envi-

ronment and strives to be a leader in the Canadian Marine Industry in these areas. While fleet investment projects, employee training and innovations through technology all reflect the pioneering spirit of CSL, they also help define its commitment to safely and reliably carry our customers' cargoes. CSL continues to invest in its fleet, and is currently building its latest-generation Trilium Class self-unloaders. These vessels feature the most advanced engineering, navigation and cargo handling systems for the Great Lakes.

About the Opportunity  
CSL / V.Ships have immediate openings for all ranks of navigation and engineering officers with both our new and existing fleets. Canada Steamship Lines and fleet manager V.Ships Canada offer mariners a solid work-life balance and career advancement opportunities.

To Join CSL / V.Ships, you must have a valid Transport Canada License and Transport Canada Medical Certificate. Experience sailing on the Great Lakes or a self-unloading bulk carrier is an asset, but not essential. CSL is willing to accept recent marine school graduates.

CSL / V.Ships are looking for individuals with excellent communication skills and

## Post Your Resume for Free • Energize Your Job Search @ MaritimeJobs.com

strong attention to detail who can work in a fast paced environment. It is a career where your opportunity for advancement is only limited by your imagination, as such CSL / V.Ships is looking for driven candidates who aspire to move up the ranks. CSL offers extremely competitive wages to our employees for their dedication and hard-work. Best of all you will take pride in working with a progressive organization

that is as focused on being a leader in safety and environmental stewardship as they are on growth! This is your opportunity to shape your future through unparalleled career potential, work/life balance and personal growth. What are you waiting for? Set sail with CSL/ V.Ships, APPLY NOW! All submissions will be treated with the utmost confidentiality.

To apply, please visit [www.applyfirst.ca/job29152](http://www.applyfirst.ca/job29152)  
Please Apply Online  
Canada Steamship Lines  
Email: [heather.chang@theemploymentoffice.ca](mailto:heather.chang@theemploymentoffice.ca)  
Web: <http://www.applyfirst.ca/job29152>

# Vessels for Sale

The industry's premier online news source

## MarineLink.com

- contracts
- offshore
- security
- company news




**Southern Recycling**

We buy barges, ships, and other marine vessels and structures for scrap.  
We adhere to the highest ES&H standards. Serving the rivers and coasts of the U.S.

MOBILE • MORGAN CITY • NEW ORLEANS  
• AMELIA • HOUSTON  
**CALL 800 - GO SCRAP**




**www.geoshipyard.com**

4817 South Lewis St.  
PO BOX 9622  
New Iberia, LA 70586-9622

Phone: (337) 367-1541  
Fax: (337) 364-7493

**Survey Boats  
Patrol Boats  
Crew/Supply Boats  
Pilot Boats  
Passenger Ferries  
Seismic Boats  
Push/Tug Boats**

**Building superb vessels since 1979**  
Email: [david@geoshipyard.com](mailto:david@geoshipyard.com)

RASMUSSEN EQUIPMENT COMPANY

Used Vertical Warping Capstans



MODEL 5A1817-22H  
18" Barrel, 22 hp, 1300  
PSI/30 GPM, Sacrificial  
steel doubler plates.  
Location: Seattle, WA  
Price: \$30,000 ea., As Is

Tel: 206-762-3700  
Fax: 206-762-5003  
[www.rasmussenco.com](http://www.rasmussenco.com)

We've been serving the general & marine construction industries for over 70 years.

**MARINE BUSINESS EXCHANGE**

Mergers, Acquisitions & Divestitures

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

Are you ready to sell your business or are you ready to expand your business through a merger or acquisition? We presently have investors who are seriously interested in all types of marine and marine related companies worldwide.

9786 Timber Circle, Suite A  
Daphne, AL 36527  
Ph: 251-626-0713  
Cell: 504-650-5000  
Fax: 251-447-0423  
E-mail: [info@marinebux.com](mailto:info@marinebux.com)



# Marine Marketplace



**FOR SALE:**

**SKAGIT AED-295,  
REBUILT, TWO DRUM  
WATERFALL WINCH,  
DIESEL POWERED,  
550,000 LB SINGLE LINE  
PULL, SPOOLS 5,500 OF  
2-1/2" CABLE.**

**LOCATION:  
HOUMA, LOUISIANA, USA –  
P.O.R. Inquirers**

**BILL MCKENNA  
PLEASE CALL: 1-800-333-2151**

RASMUSSEN EQUIPMENT COMPANY



Berger Fairleads • Anchor • Spud Winches • Skagit  
Clyde • Manitowoc • Deck Winches

(800)227-7920 • [equipmentsales@rasmussen.com](mailto:equipmentsales@rasmussen.com)

**NEW PRODUCTS**



**Tank Tender  
THE ORIGINAL  
PRECISION TANK  
MEASURING SYSTEM!**

Accurate tank soundings have never been easier when one TANK TENDER monitors up to ten fuel and water tanks. Reliable non-electric and easy to install.

HART SYSTEMS, INC. [www.TheTankTender.com](http://www.TheTankTender.com)  
(253) 858-8481 FAX (253) 858-8486

**NEW PRODUCTS**

CERTIFIED MARINE SEWAGE DEVICES (MSD) FOR ALL VESSELS!



**SCIENCE/FAST**  
a division of Bio-Microbics, Inc.

For more information  
[www.marineFAST.com](http://www.marineFAST.com)

**SHORE POWER  
Plugs & Receptacles**



**OFF Button**  
Maximum performance  
in wet, corrosive  
environments

Safe to make & break  
under full load  
up to 200A, 600V

FREE Samples  
Available

[www.Meltric.com](http://www.Meltric.com) • 800.433.7642

**US Coast Guard Approved  
(STCW-95) Basic Safety Training**



- Basic Safety Training
- Tankerman PIC
- Medical PIC
- Advance Firefighter
- Proficiency in Survival
- Vessel Security Officer Craft

El Camino College

Workplace Learning Resource Center

13430 Hawthorne Blvd. • Hawthorne, CA 90250

Ten (10) minutes from LAX • Twenty (20) minutes from LA Harbor

Call for Information & Registration

(310) 973-3171/47 • [www.businessassist.org/wplrc/coast.html](http://www.businessassist.org/wplrc/coast.html)

**METAL FABRICATING  
MACHINERY**

**SHEARING-PUNCHING-DISHING  
BENDING-ROLLING-FLANGING**

**IRONWORKERS**

**SECTION BENDING ROLLS**

**PRESS BRAKES & SHEARS**

**PLATE BENDING ROLLS**

**ALL TYPES, SIZES & CAPACITIES**

410-933-8500

[sales@comeq.com](mailto:sales@comeq.com)

**WWW.COMEQ.COM**

**DOR-MOR®  
Pyramid Mooring Anchors**



**SINCE 1988**

Sizes 15 lbs. to the NEW 4,000 lbs.  
Designed to dig into the bottom and achieve  
holding power 10 times its weight at 3:1 scope  
To hold boats, docks, nav. aids, nets, cables,  
aquaculture pens. One lb. of Dor-Mor can  
replace 10 lbs. of concrete.

**Dor-Mor, Inc.**

P. O. Box 461, Claremont, NH 03743

PHONE/FAX 603-542-7696

[www.Dor-Mor.com](http://www.Dor-Mor.com)

[info@Dor-Mor.Com](mailto:info@Dor-Mor.Com)

Sea water intake filters,  
strainers and screens

866 - 265 - 0502

Yankee Wire Cloth Products, Inc.  
221 W. Main St.,  
West Lafayette OH 43845  
Fax: 740-545-6323  
[www.maritimefilter.com](http://www.maritimefilter.com)

**MARITIME PROPULSION**

**Powering the Maritime Industry**

Maritime Propulsion is the online database for  
marine power and propulsion equipment. Find  
product reports, engine specifications, suppliers,  
and auxiliary machinery.

**[www.maritimepropulsion.com](http://www.maritimepropulsion.com)**

# Marine Marketplace

## NEW PRODUCTS

Many Styles Available

100% Glare Reduction  
5 Mil's thick

Bunk Curtains

Fire-Retardant  
IMO Certified

IMMEDIATE DELIVERY ON SELECTED STYLES

(718) 983-6000 (800) 336-6657 Fax (718) 983-8127

Website: metromarine.com E-mail: sales@metromarine.com

METRO MARINE DESIGN ASSOCIATES MADE IN THE USA

**MANDEL METALS**

ALUMINUM USA

**MARINE ALUMINUM**  
SHEET, COIL, PLATE  
5052/5454/5083/5086  
H116/H321/ABS/ASTM B928  
20 MILLION POUND INVENTORY  
NATIONWIDE DELIVERY  
1-877-752-5052  
FAX: 214-905-3900  
E-MAIL: jayson@mandelmetals.com  
WEB: www.mandelmetals.com

**PORTABLE DIESEL EMERGENCY PUMP**



DIESEL AMERICA WEST with over 25 years of experience offers a QUALITY ocean service, emergency de-watering - transfer - trash pump that is portable rugged - & light weight.

- #304 Stainless Steel Frame (1" welded sq. tube)
- Heavy Duty "Non-Metallic" Trash Pump End
- Seal is Severe Service s/Steel & Viton Shaft Seal
- YANMAR 5 & 7 H.P. Diesels, Aircooled
- 2" x 2" or 3" x 3" N.P.T. • 42 P.S.I. Max
- Heavy Duty Vibration Isolators
- Long Life Marine Components Throughout

*A Serious, Portable, Saltwater Service Emergency Pump*

Diesel America West Inc.  
P.O. Box 968, Friday Harbor, WA 98250  
Phone (800) 343-7351 or (360) 378-4182  
Fax (360) 378-3315 (24hr line)  
www.dawest.com

**FSI** **FIPRO** **Thermax** **METAL CORE**  
by **ARBORITE & WILSONART**

**B-15, C, A-60 INTERIOR JOINER PANEL SYSTEMS**  
CERTIFIED by SOLAS, IMO, FTP CODE, EU MED, USCG, TRANSPORT CANADA

**PANEL SPECIALISTS, INC.**

Terry Mannion, Marine Division Manager  
www.panelspec.com

**Sales & Production**  
3115 Range Road  
Temple, Texas 76504  
Tel: (254) 774-9800  
www.ThermaxMarine.com


**Sales**  
Tel: (410) 963-1160  
sales@ThermaxMarine.com

*Inventory in the USA ready for immediate shipment*

See Thermax at Work Boat # 1600

THERMAX PANELS  
Non-Combustible, Non-Toxic

**TideSlide**  
Mooring Products & Systems  
"Your Berth Control is Our Business!"  
1(800)780-6094 +1(989)695-2646 www.TideSlide.com




**VB1 Vessel Based TideSlide Systems**

- \*Free Valuable Deck Space
- \*Improve Crew Safety
- \*Pier Height Line Positions
- \*No Maintenance
- \*Moor Any Ship, Any Pier Worldwide
- \*Completely Automatic Deployment
- \*Safe Sea-State Mooring
- \*Increase Mooring Efficiency
- \*Integrated Systems or Retrofitted for Any Vessel

**VB1 Vessel Based & Pier Based Mooring Systems**

**ATLASS INSURANCE**  
QUOTE LINE: 800-330-3370

TUGS | BARGES | RIGS | CREW  
SIGHTSEEING | WORK & SUPPLY BOATS



**ATLASS INSURANCE**  
ESTABLISHED 1981  
WWW.ATLASSINSURANCE.COM

**USCG License Software**  
Affordable - Merchant Marine Exam Training  
<http://hawsepipe.net>

Freelance Software  
39 Peckham Place  
Bristol, RI 02809  
(401) 556-1955 - sales@hawsepipe.net

**REMOVE**  
paint, rust, scale & barnacles  
from hard surfaces



**DESMONID**  
800.823.4670 www.swirloff.com

# Marine Marketplace

## NEW PRODUCTS

BOOKS FOR THE SHIPPING INDUSTRY

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



The Nautical Mind Bookstore  
email: [books@nauticalmind.com](mailto:books@nauticalmind.com)  
toll free: (800) 463-9951

### PORTABLE DIESEL FIRE PUMP



DIESEL AMERICA WEST with over 25 years of experience offers a QUALITY ocean service, lightweight, portable diesel fire pump that exceeds U.S.C.G. specifications

- #304 Stainless Steel Frame (1" welded sq. tube)
- Pump End w/Bronze Impeller
- Severe Service w/Steel & Viton Shaft Seal
- YANMAR 7 H.P. Diesel Aircooled Engine
- 2" x 2" N.P.T. • 150 G.P.M. • 90 P.S.I.
- Heavy Duty Vibration Isolators
- Long Life Marine Components Throughout

*A Serious, Portable, Saltwater Service Fire Pump*

Diesel America West Inc.  
P.O. Box 968, Friday Harbor, WA 98250  
Phone (800) 343-7351 or (360) 378-4182  
Fax (360) 378-3315 (24hr line)  
[www.dawest.com](http://www.dawest.com)

Anchors  
Barges  
Compressors  
Cranes  
Crew Boats  
Dredges  
Engines/Gears  
Ferry Boats  
Fishing Vessels  
Generators  
Landing Craft  
Passenger Vessels  
Propellers  
Ship Parts  
Tugs  
Winches  
Work boats  
Yachts/  
Pleasure Craft  
*"SCRUTONIZE YOUR INVENTORY"*



### Scruton Marine Services

Peggy or Mike Scruton  
MARINE BROKERS  
49 John Street  
Port Dover Ontario,  
NOA 1N7  
Website:  
[www.scrutonmarine.com](http://www.scrutonmarine.com)  
Email:  
[sms@scrutonmarine.com](mailto:sms@scrutonmarine.com)  
Ph: (519) 583-1636  
Fax: (519) 583-2189

## SIMPLE. RUGGED. RELIABLE.

**KIENE Cylinder Pressure Indicators**  
for measuring diesel engine  
firing pressures...

- Easy to use - simple and reliable
- Reduce maintenance costs.
- Improve engine availability.
- Use to balance cylinders.
- Pinpoint engine Problems.
- Optimize fuel consumption.
- Fits any standard indicator valve.
- Recommended and used by major engine builders
- Minimal investment to monitor engine condition.



Contact us now for more information.

**KIENE**  
DIESEL ACCESSORIES, INC.

Phone: 1-800-264-5950  
Fax: 630-543-5953  
[www.kienediesel.com](http://www.kienediesel.com)  
E-mail: [info@kienediesel.com](mailto:info@kienediesel.com)

## MARINE DUTY PORTABLE SURFACE PREP EQUIPMENT



Pressure Washer Systems Up to  
7,000 PSI Shipped Worldwide



[WATERCANNON.COM](http://WATERCANNON.COM)  
1-800-333-WASH(9247)

## PROFESSIONALS

### We've Got a Boatload of Experience

Put our 35 years of experience to work on your next offshore exploration, production and marine transportation project.

- Design/Engineering Services
- State-of-the-Art Technology
- Project Management
- Legal/Arbitration
- Negotiations
- Surveys

Alan C.  
McClure Associates, Inc.

Naval Architects • Engineers

Phone: (713) 789-1840 • [www.acma-inc.com](http://www.acma-inc.com)

## Introducing High-Performance Air Filters for Caterpillar® 3500 Series Engines & Gensets.



818.252.7788 [www.walkerairsep.com](http://www.walkerairsep.com) [sales@walkerairsep.com](mailto:sales@walkerairsep.com)

## C. R. CUSHING & Co., INC.

NAVAL ARCHITECTS • MARINE ENGINEERS • TRANSPORTATION CONSULTANTS

30 VESEY ST  
7TH FLOOR  
NEW YORK, NY  
10007

1968 **40** 2008  
ANNIVERSARY

Ph: (212) 954-1180  
Fax: (212) 265-1334  
[mfo@crcoo.com](mailto:mfo@crcoo.com)  
[www.crcoo.com](http://www.crcoo.com)



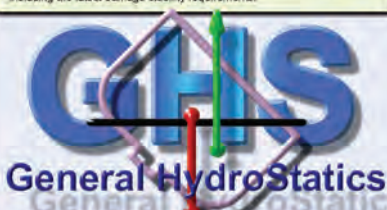
# Marine Marketplace

## PROFESSIONALS

**2011 Update  
GHS Version 12.50**

Over 50 new features, 15 template enhancements and nine new system variables. Additional support for progressive flooding and flow calculations. Further refinements in probabilistic damage, oil outflow and MODU criteria. Crane modeling with detailed graphics supporting both standard and knuckle booms. Extended handling of open hoppers including sliding and solid cargo with several modes of water over cargo. Well over 100 small improvements that further advance the performance and reliability of this software.

**GHS Load Monitor (GLM)**, the onboard configuration of GHS, gives naval architects the ability to provide their clients the best combination of features including the latest damage stability requirements.



**General Hydrostatics**  
Ship Stability and Strength Software

GHS ..... Full-featured naval architect's system  
GHS Load Monitor (GLM) ..... Onboard configuration  
GHS/Salvage ..... Salvor's package  
BHS ..... Basic hydrostatics and stability

**Creative Systems, Inc.**  
Creators of GHS™

P.O. Box 1910 Port Townsend, WA 98368 USA  
phone: (360) 385-6212 fax: 385-6213  
email: sales@ghsport.com  
[www.GHSPORT.com](http://www.GHSPORT.com)

For 39 years, the software naval architects love.




**genoadesign**  
international Ltd.

**"Production Lofting & Detail Design"**

Servicing marine and offshore industries internationally.

- Barges • OSVs • Towboats • Tugs
- Ferries • Tankers • Workboats

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




**SAMS®**  
Society of Accredited Marine Surveyors®

An International Organization of Professional Marine Surveyors

For SAMS® surveyors in your area, CALL  
**1-800-344-9077**  
<http://www.marinesurveyor.org>  
4605 Cardinal Blvd. • Jacksonville, Florida 32210

**Classes forming NOW!**



**STCW'95 TRAINING  
BASIC SAFETY AND  
AB ADVANCEMENT**

**WWW.FMTA.COM**  
**(772) 242-FMTA (3682)**

Engineering And Design  
Marine Casualty Response  
Marine Survey And Inspection  
Port Engineering Services

Updated!



**JMS**  
NAVAL ARCHITECTS  
SALVAGE ENGINEERS  
JMSnet.com • 860.536.0009

**U.S. Navy Salvor's Handbook V.2**  
Expert engineering guidance in your iPhone  
Go to: [www.JMSnet.com](http://www.JMSnet.com)

**BARGES FOR RENT**

**TUGS/BARGES FOR RENT  
BARGES SIZED FROM 8'x18' TO  
45'x120' ALSO "SHUGART"  
SECTIONAL BARGES  
"TRUCKABLE TUGS" HERE**

**Smith Brothers Inc.,  
Galesville, MD 20765  
(410) 867-1818  
[www.smithbarge.com](http://www.smithbarge.com)**



**GIBBS & COX INC**  
NAVAL ARCHITECTS AND MARINE ENGINEERS

Arlington, VA 703.416.3600  
New Orleans, LA 504.265.8316  
Hampton, VA 757.896.0200  
Washington, DC 202.863.3600  
Philadelphia, PA 703.839.8954  
New York, NY 212.366.3900

[www.gibbscox.com](http://www.gibbscox.com) Since 1929

**UNITED STATES POSTAL SERVICE®**

**Statement of Ownership, Management, and Circulation (Requester Publications Only)**

1. Publication Title: **Marine News**

2. Issue Date: **September 29, 2011**

3. Issue Frequency: **Monthly**

4. Number of Issues Published Annually: **12**

5. Annual Subscription Price: **None**

6. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state and ZIP+4®):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

7. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

8. Full Name and Complete Mailing Address of Publisher, Editor and Managing Editor (Not printer):  
**John C. O'Malley  
Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

9. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of all individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a corporation, give its name and address.)

10. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box:  None

11. Publication Title: **Maritime Activity Reports**

12. Issue Date: **September 29, 2011**

13. Issue Frequency: **Monthly**

14. Number of Issues Published Annually: **12**

15. Annual Subscription Price: **None**

16. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state and ZIP+4®):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

17. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

18. Full Name and Complete Mailing Address of Publisher, Editor and Managing Editor (Not printer):  
**John C. O'Malley  
Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

19. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of all individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a corporation, give its name and address.)

20. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box:  None

21. Publication Title: **Maritime Activity Reports**

22. Issue Date: **September 29, 2011**

23. Issue Frequency: **Monthly**

24. Number of Issues Published Annually: **12**

25. Annual Subscription Price: **None**

26. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state and ZIP+4®):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

27. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer):  
**Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

28. Full Name and Complete Mailing Address of Publisher, Editor and Managing Editor (Not printer):  
**John C. O'Malley  
Maritime Activity Reports  
118 East 25th St. 2nd Fl.  
New York, NY 10010**

29. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of all individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a corporation, give its name and address.)

30. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box:  None

18. Complete Mailing Address of Requester		September 2011	
Requester	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date	
Total number of Copies (Net press run)			
	29039	30250	
b. Legitimate Paid and/or Requested Circulation (By Mail or Other Means)			
(1) Outside County Publications Mail Transaction (subject to PS Form 3841) (Include paid and/or requested circulation and demand or a form request paid subscriptions including renewal rate subscriptions. Exclude advertiser's proof/prints and surface mail.)	26996	27890	
(2) Outside County Publications Mail Transaction (subject to PS Form 3841) (Include paid and/or requested circulation and demand or a form request paid subscriptions including renewal rate subscriptions. Exclude advertiser's proof/prints and surface mail.)	0	0	
(3) Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS	0	0	
(4) Requested Copies Distributed by Other Mail Classes Through the USPS (e.g., First-Class Mail®)	1316	1334	
c. Total Paid and/or Requested Circulation (Sum of 18b(1)-(4))	28252	28924	
d. Free or Nominal Rate Copies (Sum of 18c(1)-(4))			
(1) Outside County Publications Mail Transaction (subject to PS Form 3841) (Include advertiser's proof/prints, demand or a form request paid by a advertiser. Exclude advertiser's proof/prints, demand or a form request paid by a advertiser.)	0	0	
(2) Outside County Publications Mail Transaction (subject to PS Form 3841) (Include advertiser's proof/prints, demand or a form request paid by a advertiser. Exclude advertiser's proof/prints, demand or a form request paid by a advertiser.)	0	0	
(3) Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS	175	1300	
(4) Requested Copies Distributed Outside the Mail (Include Priority Mail® and other classes of mail)	367	0	
e. Total Free or Nominal Rate Copies (Sum of 18d(1)-(4))	542	1300	
f. Total Distribution (Sum of 18c and 18e)	28794	30224	
g. Copies not Distributed (See instructions to Publications Mail (page 410))	245	26	
h. Total (Sum of 18f and g)	29039	30250	
i. Percent Paid and/or Requested Circulation (18c divided by 18f times 100)	98.1%	95.7%	
19. Publication of Statement of Ownership by a Requester Publication is required and will be printed in the <b>November 2011</b> issue of this publication.			
20. Signature and Title of Editor, Publisher, Business Manager or Owner			
Date: <b>L. Barnett</b>	Circulation Dept.	Date: <b>9/29/2011</b>	

# ADVERTISER INDEX

Page#	Advertiser	Website	Phone#	Page#	Advertiser	Website	Phone#
46	ABS	www.eagle.org	(281) 877-5861	59	KONRAD MARINE	www.konradmarine.com	(715) 386-4203
93	AHEAD SANITATION SYSTEMS	www.aheadtank.com	(337) 237-5011	67	Kvichak Marine	www.kvichak.com	(206) 545-8485
71	ALL AMERICAN MARINE, INC.	www.allamericanmarine.com	(360) 647-7602	15	LIQUID CONTROLS, INC.	www.lcmeter.com	(800) 458-5362
61	ALLEN MARINE	www.allenmarine.com	(888) 747-8101	27	MARINE TECHNOLOGIES LLC	www.marine-technologies.com	(985) 951-7771
69	ALUMINUM AND STAINLESS	www.aluminumandstainless.com	(800) 252-9074	95	MARINERS HOUSE	www.marinershouse.org	(617) 227-3979
45	ATLAS COPCO COMPRESSORS LLC	www.atlascopco.us	(866) 688-9611	67	MARITIME SERVICES CORP.	www.msccor.com	(541) 386-1010
69	BAIER MARINE	www.baiermarine.com	(800) 455-3917	75	McDonough Marine Services	www.mcdonoughmarine.com	(504) 780-8100
72	BALLARD DIVING AND SALVAGE	www.ballarddiving.com	(866) 782-6750	32	METAL CRAFT MARINE INC.	www.metalcraftmarine.com	(800) 410-8464
83	BEACON FINDLAND	www.beaconfindland.com	(958) 373-1110	65	METAL SHARK ALUMINUM BOATS	www.metalsarkboats.com	(337) 364-0777
48	BOLLINGER SHIPYARDS	www.bollingershipyards.com	(985) 532-2554	96	MISSISSIPPI VALLEY TRADE & TRANSPORT COUNCIL	www.mvtcc.com	(866) 782-6882
85	BREAUX BAY CRAFT	Please call us at	(337) 229-4246	7	MOOSE BOATS	www.mooseboats.com	866-Go-Moose
54	BURGER BOATS	www.burgerboats.com	(920) 686-5117	79	MOPS MARINE LICENSE INSURANCE	www.mopsmarineinsurance.com	(800) 782-8902
52	CAPILANO MARINE DESIGN LTD	www.capilanomaritime.com	(604) 929-6475	71	MUSTANG SURVIVAL	www.mustangsurvival.com	(604) 244-6739
31	CHEVRON LUBRICANTS	www.DeloPerformance.com	Please visit our website	76	NABRICO	www.nabrico-marine.com	(615) 442-1300
66	CHROME CRANKSHAFT	www.chromecrankshaft.com	(815) 725-9030	72	NEW ENGLAND ROPES	www.neropes.com	(508) 730-4524
12	CLEAN SEAL, INC.	www.cleanseal.com	(800) 366-3682	80	NORTH RIVER BOATS	www.northriverboats.com	(800) 413-6351
83	ClearSpan Fabric Structures	www.ClearSpan.com/admn	(866) 643-1010	53	OFFSHORE INLAND SERVICES	www.offshoreinlandservices.com	(866) 443-5550
59	CUSTOM MARINE INC.	www.custommarine.com	(920) 720-4225	39	PORT SUPPLY- WEST MARINE	www.portsupply.com	(800) 621-6885
53	CWF HAMILTON	www.hamiltonjet.co.nz	64 3 962 0530	33	PPG PROTECTIVE & MARINE COATINGS	www.ppgpmc.com/northamerica	1-888-9PPGPMC
37	DAMEN SHIPYARD	www.damen.nl	31 183 63 91 74	38	QUALITY SHIPYARDS	www.jbadeaux@tdw.com	(985) 876-4846
51	DAVID CLARK COMPANY	www.davidclark.com	(800) 298-6235	C4	R.W. FERNSTRUM & CO. INC.	www.fernstrum.com	(906) 863-5553
65	DONJON MARINE	www.donjon.com	(908) 964-8812	91	ROBERTS ELECTRIC	www.hydraulicbargains.com	(312) 829-1365
35	EASTERN SHIPBUILDING, INC.	www.easternshipbuilding.com	(850) 763-1900	1	SCANIA USA	www.scaniausa.com	(210) 403-0007
C2	ENGINES, INC.	www.enginespower.com	(800) 562-8049	18	SCHOELLHORN-ALBRECHT	www.schoellhorn-albrecht.com	(314) 965-3339
9	ENGINE MONITOR, INC.	www.emi-marine.com	(504) 620-9800	62	SEALITE USA LLC	www.sealite.com	(603) 737-1311
93	ENVIRONMENTAL MARINE	www.envmar.com	(606) 561-4697	56	SENECO MARINE	www.senescomarine.com	(401) 226-1042
11	Flygt, a xylem brand	www.flygtus.com	(914) 323-5700	85	SKOOKUM	www.skookumco.com	(800) 547-8211
84	FORCE CONTROL INDUSTRIES, INC.	www.forcecontrol.com	(513) 868-0900	105	SNAME	www.sname.org	(561) 732-4368
40	GENCORP INSURANCE	www.gencorp-ins.com	(800) 232-0582	83	ST JOHN'S SHIPBUILDING	www.stjohnshipbuilding.com	(386) 328-6054
41,73	GLOBAL MARINE POWER	www.globalmarinepower.com	(713) 640-9300	77	STEELWAYS, INC.	www.steelwaysinc.com	(845) 562-0860
77	GLOBAL SATELLITE USA	www.globalsatellite.us	(954) 522-6260	91	SUNY MARITIME COLLEGE	www.sunymaritime.edu	(718) 409-7341
60	GREAT AMERICAN INSURANCE	www.GreatAmericanOcean.com	(212) 510-0135	23	TEXTRON MARINE AND LAND SYSTEMS	www.lowriskssc.com	(410) 628-3184
47	GULF COPPER	www.gulfcopper.com	(281) 599-8200	13	THE MARTIN COMPANIES	www.martinmarine.net	(903) 983-6200
89	H.O. BOSTROM	www.hobostrom.com	(262) 542-0222	5	TIDEWATER MARINE	www.tdw.com	(504) 568-1010
43	HANNAY REELS	www.hannay.com	(877) 467-3357	29	TRADESMEN INTERNATIONAL, INC.	www.tradesmeninternational.com	(866) 627-4638
91	HARCO MANUFACTURING CO.	www.harcomanufacturing.com	(800) 394-7571	C3	TUFLEX RUBBER PRODUCTS	www.tuflex.com	(800) 770-6008
79	HILLIARD CORPORATION	www.hilliardcorp.com	(607) 733-7121	85	Tutor-Saliba	Please call us at	(818) 362-8391
49	HOSE MASTER	www.hosemaster.com	(800) 221-2319	41	VOLCANIC HEATER, INC.	www.volcanic-heater.com	(330) 823-0770
55	HS MARINE PROPULSION LLC	www.hsworkwheel.com	(228) 696-2998	57	WALKER ENGINEERING, USA	sales@walkerairsep.com	(818) 252-7788
19	INMARSAT	www.inmarsat.com/efficiency	Please visit our website	85	WASHINGTON CHAIN	www.wachain.com	(206) 623-8500
21	IRIDIUM SATELLITE	www.iridium.com	Please visit our website	81	WATERMAN SUPPLY	www.watermansupply.com	(310) 522-9698
93	ISO BUNKERS LLC	www.isoindustries.com	(757) 855-0900	83	WESTERN FIRE & SAFETY	www.westernfireandsafety.com	(206) 782-7825
78	JK FABRICATION	www.jkfabrication.com	(206) 297-7400	3	WING INFLATABLES	www.wing.com	(707) 826-2887
87	JMS- Naval Architects and Salvage Engineers	www.jmsnet.com	(860) 536-0009	25	ZF Marine	www.zfmarinefc.com/fmn	(877) 896-4040
63	JOTUN PAINTS	www.jotun.com	(504) 394-3538	17	ZURICH FINANCIAL	www.zurichna.com/stories8	Please visit our website
73	KEMEL USA INC.	www.kemelusa.com	(212) 967-5575				

*The listings above are an editorial service provided for the convenience of our readers.  
If you are an advertiser and would like to update or modify any of the above information, please contact: [productionmanager@marinelink.com](mailto:productionmanager@marinelink.com)*



**GSA**

Contract Holder

May contribute to LEED® certification.  
Made in the USA.

# Insist on Tuflex Rubber Flooring for Your Fleet

- Superior sound dampening
  - Unparalleled durability
- Ease of installation and maintenance
  - Slip resistant and nonporous
  - Cushioned support under foot
- Also proudly offering IMO Certified products



"All our customers appreciate the sound absorption of Tuflex."

- *Jim Tubor* -

Quality Shipyards  
(A Tidewater Company)

"We've used Tuflex for 10 years. We've not had one problem."

- *Mike O'Connor* -

Surface Systems, Inc.



Tuflex Rubber Products, LLC  
Sports & Marine Division  
World Trade Center Tampa Bay

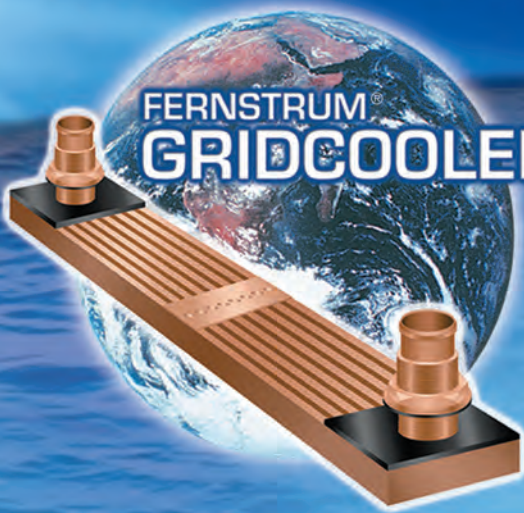
1101 Channelside Drive, Suite 244, Tampa, Florida 33602 U.S.A.

T: 800.770.6008 | E: [marine@tuflex.com](mailto:marine@tuflex.com)



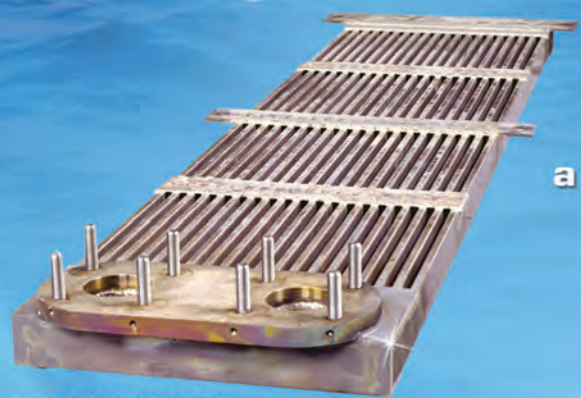
# R.W. FERNSTRUM & COMPANY

FERNSTRUM®  
GRIDCOOLER®

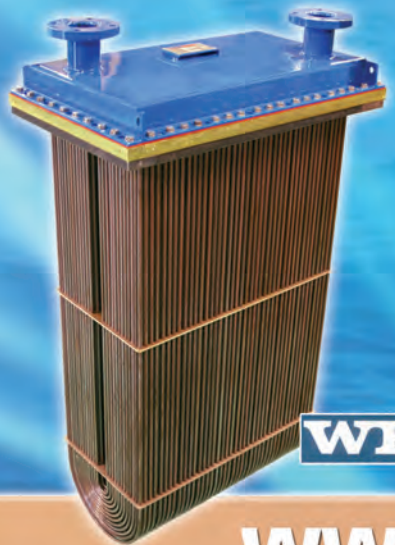


## FERNSTRUM - WEKA - TRANTER®

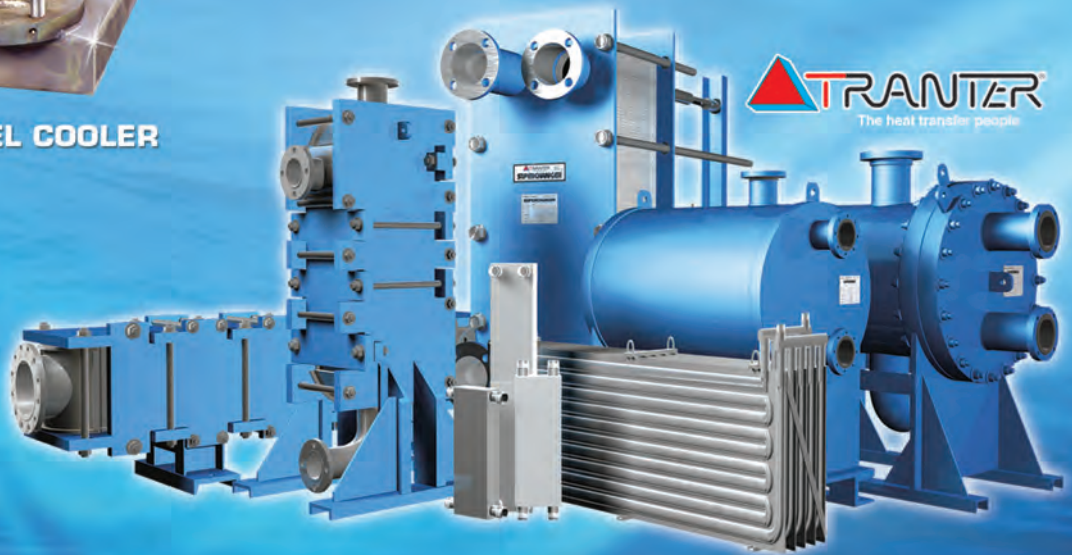
R.W. Fernstrum & Company now offers more heat transfer products to the marine industry than ever before. With FERNSTRUM® GRIDCOOLER® keel coolers, Weka Boxcoolers, and TRANTER's Plate & Frame, Platecoil® and Shell & Plate heat exchangers, Fernstrum can provide a cooling solution to meet your needs.



FERNSTRUM®  
GRIDCOOLER® KEEL COOLER



**WEKA** BOXCOOLERS



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

Phone 906.863.5553 • Fax 906.863.5634 • Export Fax 906.863.5203  
E-mail [sales@fernstrum.com](mailto:sales@fernstrum.com)