

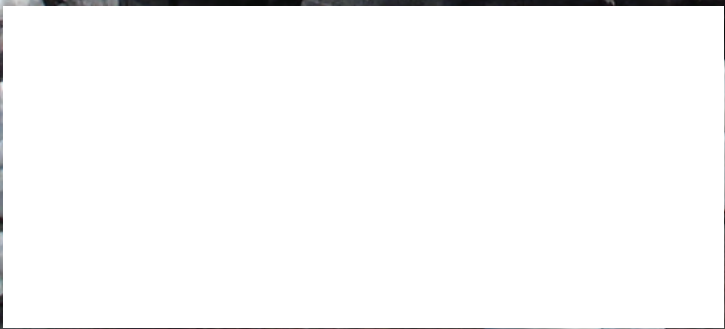
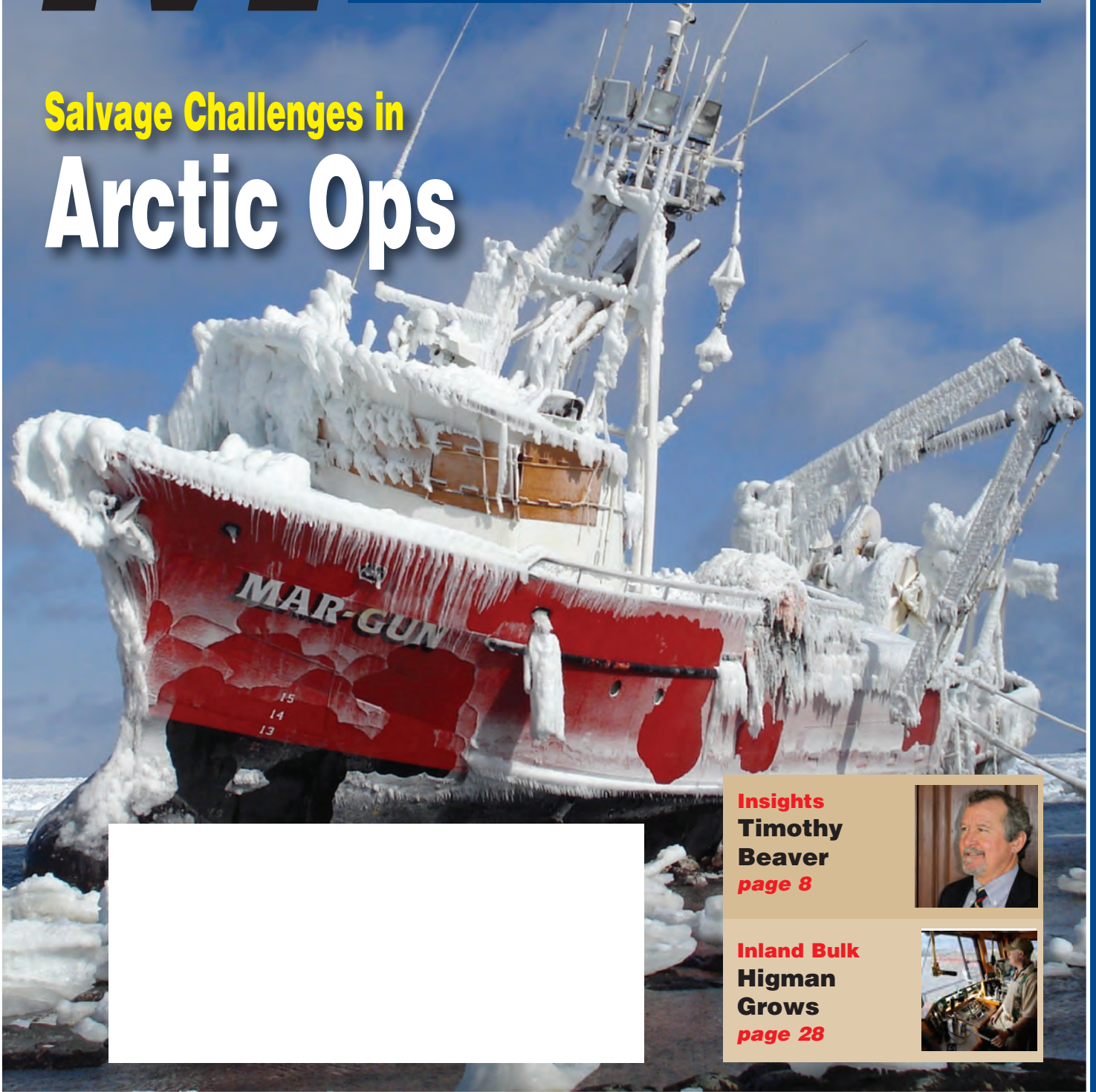
# Marine

## News

FEBRUARY 2012

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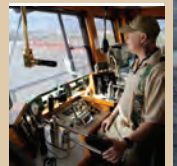
### Salvage Challenges in Arctic Ops



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**Inland Bulk**  
**Higman**  
**Grows**  
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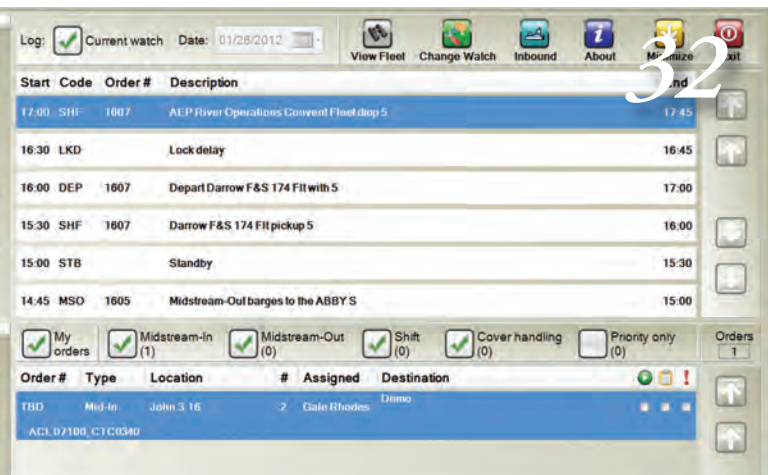
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(Photo: BargeOps)

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Arctic salvage presents unique challenges requiring special skills, a robust local presence and the experience to get the job done.



Photo: courtesy Global Diving & Salvage

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## EDITOR'S NOTE

keefe@marinelink.com

**A** resurgent inland marine sector finds itself in the bright spotlight for many reasons in February. A common theme tying each of these together is the increasingly sophisticated nature of the vessels involved, the mariners that propel them and the business models upon which all of it is based. Distilling that down to one word isn't easy, but if you could, the word that best describes the journey would have to be "change."

Nobody likes change. That said, the changes coming to the inland and brown water markets might be initially painful, but eventually, they will yield fruit in way of increased efficiencies, safer and better qualified mariners and a fleet which more closely complies to the higher regulatory standards that are soon to come. You can there from here. This issue of *MarineNews* outlines how.

Susan Buchanan takes us on a journey on the inland waterways, led by one longtime bulk transport operator that navigates this fast shifting environment, every day. As you will soon find out, merely holding fast in one place is no longer an option for those moving bulk commodities in domestic waters. In our TECH section, that story is fleshed out a bit further as domestic operators will soon discover a new entry – U.S. built, in fact – into an already crowded propulsion market. On the water and in the back office, the business of running a competitive marine business is also getting a makeover. A plethora of new software packages addresses the growing technical savvy of brown water players, helping to address emerging regulatory issues, as well as providing a raft of analytical tools designed to facilitate cogent and timely business decisions. Operators ignore this particular development at their own peril. For the same reason, *MarineNews* does not.

Shifting gears, and in another equally important sector of our market focus, Raina Clark outlines another sea change occurring in Arctic waters. As commerce, trade and eco-tourism expand exponentially there, the same cannot be said for the salvage capabilities that will play a vital role in addressing potential casualties. Providers already in place know that Arctic response, embracing the growing trend of industry cooperation between salvors elsewhere, is a different animal altogether. Before you increase your business footprint the region, you will want to find out how, and why.

It IS getting more complicated out there. You certainly don't need me to tell you why. There is also no need to go it alone when there are ample resources at your disposal to make the journey just a little bit easier. As part of the big picture, each of these foregoing components makes up an important part of adapting to the emerging, stormy climate. It really isn't possible to avoid change; how you adapt to it, though, will make all the difference. Consider this edition of *MarineNews*, rounded out nicely by seasoned boatbuilding advice and some simple, but important ways to limit your legal exposure, as the first tool out of the box.



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

Joseph Keefe, Editor, keefe@marinelink.com

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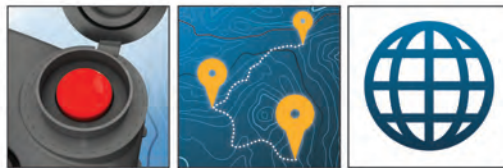
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# Timothy M. Beaver

**President,  
American Salvage Association**

The current President of the American Salvage Association also serves on the executive board of the Association of Diving Contractors and on the board of the Historical Diving Society. As such, Tim Beaver is perhaps in a better place than most to discuss the current state of global and domestic salvage, challenges facing both and the progress made on that front in the recent past. This month, he brings his insights gleaned from more than 35 years of commercial diving and salvage work to *MarineNews* readers:

**You arguably take the reins of ASA at an enviable time. Salvage has grown up and has its seat at the grownup's table in terms of regulatory importance, business acceptance and an improving global reputation. With important work still to be done, what will be your primary focus in the coming year?**

The primary focus should be the ongoing development of the USCG Salvage and Marine Firefighting regulations. Just exactly how these rules and regulations will be implemented will be shown as the required vessel response plans are approved, and subsequently activated during marine casualty events. Currently there are four major providers of overall response packages for the tank vessel community. The tank vessel community is required to have these plans in place, approved and ready to implement now. The reasoning behind having these plans in place, with appropriate contracts pre-arranged, is to hasten response times and improve responses for salvage, lightering and firefighting events. This can only happen if, when an event is imminent or underway, the plan is actually used. This has not always been the case in the past, and when this happens the entire system is basically a wasted effort. We at the ASA will work hard to make these plans efficient and effective, and we will continue to ask both vessel owners and the agencies to activate the written plans early and often!



**The new Fi-Fi rules have been settled and are in place. The landmark rules signify a solid relationship for salvage with the Coast Guard and other regulatory bodies. What, if anything, would you like to have seen be strengthened in these rules?**

Again, we would like to be assured that all parties; vessel owners and operators, qualified individuals and agencies including the USCG Captain of the Ports, all understand basic structure and intent of the new regulations, and that the vessel response plans are activated, bringing in the salvage community early during a marine casualty rather than as an afterthought as sometimes happens. From the new rules come formal relationships between the salvage community and vessel operators. This better understanding breeds trust and good will, and a better ability to respond to serious marine emergencies with pre-identified equipment, first-class personnel and a ready organization.

**Arctic salvage response is a concern amidst the burgeoning commerce in the region as the ice retreats. Do we have the necessary assets in place to respond to a major catastrophe there? What is ASA doing to improve that metric?**

Two major factors come together here which brings this

issue into focus and makes it of great interest to the salvage community. First, proposed oil field developments in the Arctic, and second, the anticipated opening of the Northwest Passage with the continued onset of global warming we see now. Oil exploration efforts will require the usual offshore operations; the operators of drilling rigs, production platforms, and those that supply these operators such as supply vessels, tugs and barges, and tankers. All these folks need to have realistic plans in place to be able to respond during a marine casualty. The technology and techniques used worldwide need to be researched and analyzed in order to bring the best solutions to bear. We at the ASA feel that we can provide a service to the maritime community by adding this topic to our salvage conferences, and by bringing experts together to add to the general knowledge of Arctic operations. Responsible parties need to be able to communicate to the other maritime stakeholders that all efforts are being made to avoid marine casualties, such as oil spills due to marine casualties, and that the very best techniques are at hand to respond during a casualty should it occur in spite of our best efforts.

**Not everyone is qualified to be a salvor. Give us some examples of the most important formal (and regulatory) training necessary to get the right personnel started on their way.**

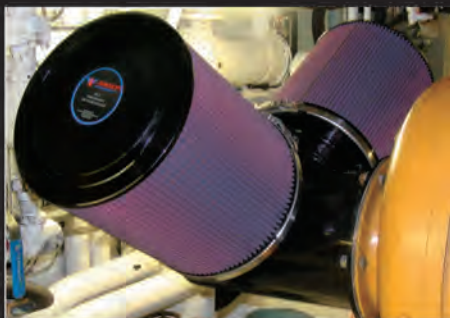
The term Salvor or Salvage Master is not consistently defined in our industry, which sometimes causes confusion. One thing is consistent, however; this person, whether they are called the Salvor, Salvage Supervisor, Salvage Foreman or Salvage Master is the one in charge of the overall operation. This person

must be well versed in a variety of marine disciplines including naval architecture, ship stability, rigging, heavy lift, diving operations, towing, lightering, and the list goes on. Just as each Salvage Master has strengths and weaknesses depending on his experience and training, each individual

project has its particular requirements which need to be addressed with experience and intelligence. A wreck removal project may involve patching and refloating, or heavy lift, or extensive removal of cargo and ship structure, or a combination of all three.

(Continued on page 11)

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# Jobs Available Here!

By Michael J. Toohy, President/CEO, Waterways Council, Inc.



The tragic near-sinking of the Costa Concordia in Italy has the world's attention riveted on the safety of cruising, the condition of cruise ships, and the training and experience of cruise captains. That's just the way things work: tragedy focuses attention and perhaps reform.

We saw the same thing happen in Minneapolis in 2008 when the I-35 bridge collapsed and lives were lost. Bridge safety became a priority in Washington, DC and for the nation. And the Federal government provided the funding on an immediate basis to rebuild the bridge!

While the catastrophic collapse of a lock and dam may not impact human life to the degree these two tragedies did, our nation's waterways navigation system is in danger of just such a breakdown that will surely affect our fragile economy. According to recent Army Corps of Engineers' data, 58% of the locks and dams on the waterways system in the United States have outlived their 50-year design life. The commercial operators of the system and shippers know this to be true when routine, scheduled closures are now equal to unscheduled, emergency closures across the system. Something must be done to recapitalize this critically important infrastructure that returns a multitude of benefits to the American economy and to our overall quality of life. One of the most important advantages the waterways provide is family-wage jobs; the economy, our prosperity, and jobs remain the priority for our nation and for its recovery. Waterways Council is concerned with jobs as well, and through its Inland Waterways Capital Development Plan, which we are hopeful will be moving through Congress at press time, offers a way to put American workers back to work building locks and dams. In fact, there are currently more than 25 navigation projects already authorized by Congress that could begin employing U.S. workers over

the next two decades. That is \$8 billion in authorized but unfunded projects ready to go! The most important advantage our waterways can bring to America is these family-wage jobs. An investment in our nation's lock and dam system today will surely provide for a more prosperous tomorrow.

Increasing our exports will also grow our economy, and as the expanded Panama Canal readies to open, shippers are preparing for increased product demand. U.S. waterways and ports need to be ready, too, in order to provide connectivity for the Canal.



America's inland waterways system is like the silent workhorse of our country's export market, transporting about 50% of grain and oilseed exports by barge (2009 statistics). Domestically, it is vital as well, moving 20% of utility coal (inland and coastal) and 15% of petroleum movements by water (inland and coastal). Countless aggregate materials are also moved on the inland rivers for everything from housing construction to sand and salt for

keeping our roads safely open in winter.

At press time, industry should learn the amount of a cost over-run of the Olmsted Lock and Dam project on the Ohio River. Originally authorized under the Water Resources Development Act (WRDA) of 1988 at a cost of \$775 million, the Corps of Engineers has warned of a "significant" cost increase above the already current estimate of \$2.1 billion. The inland waterways industry pays for half of the cost of this project -- and the many over-runs -- through a 20-cent-per-gallon fuel tax that goes into the Inland Waterways Trust Fund (IWTF).

The Olmsted project is yet another example of why the present business model to complete navigation projects is, like the lock and dam system overall, broken.

So as Congress returns to the nation's capital, let's urge them to get to work by passing the Inland Waterways Capital Development Plan and putting American workers back on the job.

(Continued from page 9)

Experience and talent make a good salvor, not classroom training. Some salvors start as marine engineers, others as ship captains, while others may have even started as salvage divers. The difference between licensed sailors working up the formal ladder of experience, training and testing such as we have in the USCG and development of salvors is clear. Salvors are not licensed, tested or formally trained just to be salvors. Salvage Masters result from a career dedicated to all aspects of maritime salvage, usually within the framework of a 'steady job' such as vessel captain, naval architect or engineer, or as I mentioned, a diver working on ships, tugs and barges on a daily basis. At the ASA we provide training less for salvors than we do for the users of salvage services.

The salvage community has been effective in finding talented and enthusiastic people that can be given the experience and training on the job, and there is no real shortage of these people. There is a need for the maritime community to understand what we as members of the ASA do, and how we can save them time, money and prevent pollution from damaging both their reputation and our environment by keeping the oil in the ship during a maritime casualty event.

**Responder immunity is a big topic – still not wholly resolved – for salvors today. What is ASA's position on what needs to be done and how do we get there?**

Responder immunity is a basic tenet of oil spill response and salvage. During an emerging situation where prompt decisions and decisive actions mean the difference between immedi-

ately jumping into action with tugs, helicopters and personnel to get a vessel off the rocks intact, or a delayed action resulting in a broken ship and massive oil spill, the salvor must not hesitate.

If the salvor is pulled up short by the potential of civil and criminal

penalties should his efforts fail, or should he make a misstep at any point, then the maritime community will simply be deprived of this service.

Salvage immunity simply takes that risk out of the equation, allowing the best result to happen.

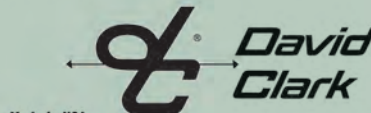


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## BY THE NUMBERS

### National Census of Ferry Operators Results

The U.S. Department of Transportation's Bureau of Transportation Statistics (BTS) last month released the latest results from the biennial National Census of Ferry Operators (NCFO) conducted in 2010-2011. Key findings indicate that 233 ferry operators across the nation provided service through nearly 520 terminals in 36 states and two U.S. territories, using a fleet of almost 640 active vessels. This represents an increase of 43 operators, 20 terminals, and 60 vessels over those reported in the 2008 census. The full report, which can be accessed at [www.bts.gov/programs/ncfo/](http://www.bts.gov/programs/ncfo/), drills down to provide a wealth of statistics about this valuable marine sector. Before you do that, however (and the data query protocol has a steep learning curve), consider the following data snapshots which provide insights into the composition of the domestic ferry fleet and what that means for shipyards, customers and the environment itself:

DATA CATAGORY	
Total Vehicles (2010)	20,893,354
Total Passengers (2010)	50,729,074
Average Daily Vehicles	129,732
Average Daily Passengers	228,211
Ferry: Carries Passengers	597
Carries Vehicles	277
Carries Freight	142
Carries all three	102

DATA CATAGORY	
Propulsion: Diesel	586
Gasoline	24
CNG	1
Electrical	2
Other	27
Age: Average	1980 (32 Years)
Oldest Ferry	Adirondack (1913)
Newest Ferry	Fire Island Belle (2009)

(\* ) Numbers derived from BTS National Census of Ferry Operators. Not all operators answered all questions.

The latest BTS numbers contain much to be happy about, especially if you are a shipyard operator, environmentalist and/or shortsea shipping advocate. **The 7% increase in the number of hulls means that more freight and passengers are being carried on America's waterways, and since the environmental footprint of marine traffic – as measured by pollution created per ton/mile of freight – is much lower than its nearest modal competitor, it also makes for a cleaner environment.** Beyond this, the reduction in road traffic represented by an average daily boarding of about 130,000 vehicles and 228,000 passengers means less wear and tear on America's highways. DOT officials, constantly wringing their hands over the sorry state of the Federal Highway Trust Fund, don't need to look very far to find the real solution. And yet, less than half of these vessels carry vehicles; a still smaller number can tote freight, and just 102 (16%) can do all three. Clearly, there is work to be done here.

Those folks most concerned about the environment can also point to the fact that the overwhelming majority of these vehicles (91%) run only on diesel. Hence, the environmental footprint of these workhorses could be a lot better, especially if one considers that the average age off the domestic ferry fleet is more than 30 years old and barely 100 have been built since 1999. What's the chance that a good number of these are Tier II or Tier III compliant? Not likely. That said; this less than auspicious metric bodes well for other sectors.

America's second tier shipyards have to be literally licking their chops over the prospect of replacing this aging fleet or, failing that, repowering existing hulls with more energy efficient and environmentally correct propulsion. As the older hulls get replaced, operators will (hopefully) order versatile platforms that can more efficiently combine freight, vehicles and passengers than what is available and in service today. The seemingly good news is, in reality, even better. These numbers represent 2010 numbers just now being released by BTS. A fair amount of newbuilding – particularly in the Pacific Northwest – has been initiated since these numbers were culled and some operators did not provide data for some aspects of freight, passenger and/or vehicle throughput, citing proprietary data and other similar reasoning. Hence, passenger and vehicle data is likely understated. Aside from our analysis and the BTS numbers, we desperately need more ferry capacity in this country. Our environment, our roadways, the health of our marine shipyards and related employment numbers all depend on it.

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# New Z-Drive

## From Sound Propeller ... Robust, Service Friendly and Made in the USA

Backed by the combined experience of more than 100 years of experience in design, installation, and testing of marine propulsion systems, Sound Propeller Systems is introducing a new, state-of-the-art azimuthing SPS 1500 Z-drive unit. Plans are also in the works to produce larger models in the 2500 – to – 3500 HP range. Sound Propeller Systems technicians already perform a wide range of service needs include shafting, fixed and controllable pitched propeller systems, bow thrusters, stern tube seals, custom alarm systems, mechanical systems, pneumatic systems, hydraulic systems, and electronic systems. The breadth of that knowledge is directly reflected in their newest endeavor.

### UP AND RUNNING

With their first entry targeting the 1500 HP market – harbor assist, towing, ferry, military, offshore supply, DP, and fishing industries – the new Z-drive started from a concept borne 3.5 years ago. Notably, the effort is 100 percent internally financed and all hardware, with few exceptions, is U.S. built. In January, Sound Propeller managers told MarineNews that the prototype model had already been completed with a second unit expected in place within the next six months. The process to achieve ABS-type approval is now underway. As they ramp up to market the new product, they also promised a “full stop” shop for emergency service. In tandem with and playing a direct part in the development of their own Z-drive model, is Sound Propeller’s own unique test stand. A patent has been applied for and the unit is adjustable to fit other makes and models of drive units. The unique tool might someday constitute the model for all Z-drive testing equipment. In the meantime, Sound Propeller has made good use of it in the development in their prototype model.

### DESIGN AND MAINTENANCE

The single lube/hydraulic fluid is circulated through a lubricant filtering and desiccant system whenever the engine is running. When the vessel is not in use, an auxiliary pump can circulate the fluid to keep condensation from fouling the internal parts. This circulation system is

designed to pick up the lubricant from the bottom of the lower unit to assure that any contaminants or water are filtered out of the system. With ease of access and maintenance in mind, the new drive unit features an externally mounted clutch on the opposite side of the upper gear box from the input flange. This gives access for any needed clutch service without disturbing the input shaft. Beyond this, the bearing assemblies are installed in cartridges which allows the bearing pre-loads to be set in a shop environment. According to Sound Propeller technicians, this serves to greatly simplify bearing replacements in the field. The service technician can set the correct gear contact with shims on the cartridge flanges rather than shim-ming each bearing as it is installed. Spare bearing cartridges and gears on the shelf will assure minimal down time when bearing or gear replacements are needed.

### NUMEROUS ADVANTAGES

Sound Propeller Systems lists many advantages to their new design, among them (a.) improved hydrodynamics, (b.) ease of overhaul, (c.) cartridge loading (removal of components in one piece – plug and play and (d.) considerably reduced down time in time of maintenance and/or repair.

Setting out to design a Z-drive unit which can excel in efficient performance by its hydro-dynamically considered design of the lower unit and appendages, computer model flow tests guided the design of all parts with a view to cutting drag which will save fuel every time the vessel is moving. The manufacturer also reports that the low drag nozzle design and highly efficient propeller design are an important combination that helps get the most propulsive thrust out of each ounce of fuel. An additional benefit of the hydro dynamically pleasing design is a reduction in vibratory issues and cavitation caused by disturbed water flow around the unit. Sound Propeller’s new entry into the crowded z-drive field is exciting for more than one reason, but of particular interest to domestic workboat operators, a state-of-the-art U.S.-built unit provides options, competition and perhaps a reason to do some shopping around. And who wouldn’t be in the market for a more efficient, cost-saving and high tech improvement to their propulsion systems?



# SPS By the Numbers

*Quantifying the SPS 1500 Advantage*

Feature	Savings
Hydrodynamic Design	(3.44%) \$79,966 – \$139,664*
Nozzle Attachment Design	(4%) \$92,984 - \$162,400
Propeller/Nozzle Size	(1.7%) \$39,246 – \$69,020
Annualized Savings in Service (Based on 5-Year Service)	\$8,400
Annualized Savings in Extended Seal Life	\$41,666

Preliminary estimates based on engineering criteria. (\*) Range of savings amount is based on variance from 4,008 HRS/year vs. 7,000 HRS/year vessel use. Extension of service time by 25% depends on seal life, bearing and gear life, and operating with clean, dry lubricant.





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# Vessel Design with Crew in Mind

By Joe Hudspeth



Before any keel is ever laid, naval architects spend considerable time in determining how exactly the vessel must come together. All great marine craft still need skilled and competent crews to make them maneuver and perform as their design intended. With their feet on the deck plates, crewmen have perhaps the best insight as to what works and what does not when it comes to highly functional vessel design. It happens more often than vessel owners will care to admit, but complete specifications have been written and contracts signed without bringing a single mariner to the table. Consequently, the ever popular “change order” has been created to address such situations that may arise during construction. Why are crew considerations so important? The obvious reasons are safety and efficiency, but in the long run, it is also about retention and the future of our industry. The relevance goes far beyond providing simple creature comforts like a mini fridge in the wheelhouse or cup holders in the helm chair armrest. Maritime livelihoods are built upon infrastructure that requires sustainability via the waterways. While safety and efficiency are paramount, it is also critical to produce reliable workboat platforms that also provide a work environment that will attract and retain those who are drawn to a life at sea. There is hope for the future and it comes from owners who frown on just getting by; instead adopting a philosophy of doing it well.

### ON THE SAFE SIDE

Every crew member receives basic training in order to safely operate their vessel, but building a vessel that is inherently safe is also important. Where applicable, regulatory agencies dictate minimum design requirements, but real life experience can trump textbook obligations. For un-classed craft, man overboard recovery is perhaps one of the most vital safety considerations overlooked during design. Recessed watertight wells and fold out retrieval platforms can be integrated into the hull to get rescuers closer to the water and victim. This design feature and

others sometimes get pushed aside on the drafting table, but may truly mean the difference between life and death.

Perhaps the biggest safety threat on board is slips, trips, and falls. The irony occurs all too frequently that the very safety devices installed to inhibit tumbling become the key culprit. For example, in areas where non-skid paint rapidly deteriorates, consider non-skid adhesive sheets that are quick and easy to install and replace. Look for safety tread that is aggressive enough to get the job done, but not so jagged that it will cut when grasped. Avoid tread with uneven surfaces or protruding overhangs that can catch on work boot heels and toes. And, when it is not clear if the design necessitates a ladder or stair case, consider a Lapeyre stair with alternating tread for an ergonomic hybrid solution. For nearly every new military application, attention to human factors has been increasingly brought to the forefront in the vessel design process. Crew fatigue and human stresses have also been recognized as a principal concern. As such, shock mitigating technology has started to emerge as its own industry. A vast array of shock absorbing seats, tables, and floor mats are now available, but they come with high price tags and add increased weight. Resilient mounts can be made for practically every piece of machinery to cut down on the transfer of noise and vibration. Even the hull itself can be cushioned through the latest developments in impact absorbing fendering systems. On the extreme side, the U.S. government is interested in eliminating the human factor altogether and is currently seeking solutions for unmanned vessel technology.

### GET 'ER DONE

The value of human life elevates the significance of safety, but workboats still need to make money. Time is money, and a high speed boat may be an option that pencils out. For some owners, it makes more sense to invest more capital up front in higher horsepower engines and even shell out a bit more for fuel, rather than pay expensive wages during slower and longer transits where revenue generating productivity may not be possible. It also pays to include mariner's design input for some routine vessel

operations. Docking is a prime example. The crew will provide the best advice for positioning of cleats and bollards and/or when a keyhole line chock will work much better than a closed chock. Good visibility and communications are also prime considerations. Where complete wing stations are not practical, a hand-held remote for the propulsion control system can be installed as a flexible alternative. Closed circuit television cameras and monitors can provide enhanced visibility and awareness throughout the ship, even where lighting is poor. Installing heated glass in the pilothouse guarantees a fog-free view that justifies the added cost. Furthermore, the newest loud hailer systems with talk-back technology come at an affordable price point for clear communication with diverse functionality. Little things make a big difference, and will have minimum cost impact if addressed up front.

#### HONOR THE MARINER

The value of onboard amenities that promote crew productivity should not be discounted. Amenities provide a supplement to wage compensation for retaining happy workers. E-communication has therefore evolved into a basic human right and the crew will greatly value the use of any sat-phone, e-mail, and video chat technology. Mariners trying to maintain a competent level of fitness for maintaining credentials will appreciate the clever integration of exercise equipment.

And, placing individual thermostat controls in each stateroom can make the confined space more inviting as will a reasonably sized flat screen television.

User-friendly vessel designs will only evolve and improve over time. Likewise, continuous advances in

computer aided design (CAD) make it easier to know and understand how each new vessel will look and feel like before the first plate is torched. Arguably, there will never be a “perfect” boat, but considering the input from your crew will certainly build a better one.

*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. Email: [jhudspeth@allamericanmarine.com](mailto:jhudspeth@allamericanmarine.com)*

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# Punitive Damages in Maritime Cases

## *Could Your Business be at Risk?*

By Larry DeMarca



The longstanding presumption that punitive damages are not available in maritime cases is based upon the premise that the Jones Act prohibits such an award to seamen and that longshoremen are covered by the Longshore and Harbor Workers Act (LHWCA), and that the LHWCA does not provide for such an award.

In maritime personal injury cases, most vessel owners, insurers and attorneys have, for years, assumed that punitive damages are not available to a worker that is injured aboard your vessel. However, several recent court rulings may have opened the door and created a scenario where a small class of injured workers aboard your vessel may be able to seek an award of punitive damages, if they fit within the exception. This group consists of longshore employees who allege vessel negligence claims against vessel owners.

It is important to note that no court has awarded punitive damages to a longshoreman bringing a vessel negligence claim. However, several recent rulings do indicate that such an award may be a possibility in the future. As this issue pertinent to the DEEPWATER HORIZON litigation, a final determination of the issue may be near.

This potential shift in the law is important to vessel operators for many reasons. However, the most pressing concern relates to the type of insurance coverage that a company should consider purchasing. Specifically, most standard insurance contracts excluded insurance coverage for punitive damage awards. Additionally, even for policies that do not specifically exclude coverage, courts are reluctant to force insurers to cover such claims; as it is against public policy to insulate an insured from an award with a goal to punish the insured for egregious conduct and serve as a deterrent from future activities that could give rise to such an incident.

The longstanding presumption that punitive damages are not available in maritime cases is based upon the premise that the Jones Act prohibits such an award to seamen and that longshoremen are covered by the Longshore and Harbor Workers Act (LHWCA), and that the LHWCA does not provide for such an award. As most of

the people that could be involved in a personal injury action arising from an incident aboard your vessel are covered by one of these statutory schemes, vessel operators have been able to operate without the fear of being liable for punitive damages in the event of an incident.

The tide began to shift in 2009 when the United States Supreme Court, in *Atlantic Sounding Co. v. Townsend*, found that a seaman could recover punitive damages for the willful and wanton failure of his employer to pay maintenance and cure. The decision sent shockwaves through the maritime industry and called into question where else in maritime law punitive damages may be available.

Thankfully, the courts are split on the issue of whether punitive damages are available under the General Maritime Law. Several courts have recently held that punitive damages may be available to longshoremen who allege vessel negligence claims under Section 905(b) of the LHWCA against a vessel owner. These cases reason that punitive damages are available under 905(b) because the statute does not specifically limit the scope of available damages and that punitive damages are available under the general maritime law.

Section 905(b) provides a longshoreman with a negligence based cause of action against the owner of a vessel on which he was injured. The statute provides that the injured longshoreman “may bring an action against such vessel.” However, the statute does not specify the relief available. Congressional silence on the damages issue has left courts with the responsibility of determining the scope of available damages.

The consideration of this issue has been limited to the evaluation of pre-trial motions to determine whether an injured worker can seek punitive damages. In response to

a vessel owner's request to exclude a plaintiff's prayer for punitive damages, a Federal District Court recently reasoned that Section 905(b) "merely preserved an injured worker's right to recover damages from third parties in accordance with non-statutory negligence principles." With the statutory gap, the court reasoned, "any right to punitive damages under this statute emanates from general maritime law, unlimited by statutory constraint." The court recognized the possibility of awarding punitive damages to longshoremen injured while working in territorial waters. As a result, the court denied the vessel owner's motion and ruled that the plaintiff can ask the jury to award punitive damages.

It is important to note that the court did not award punitive damages; it only ruled that the plaintiff could ask for them. Subsequent courts have upheld this ruling and denied a defendant's motion to exclude the prayer for damages by holding that the plaintiff "may be entitled to punitive damages under general maritime law" in "limited actions in which punitive damages may be available to longshoremen injured in territorial waters."

Although there are several cases that indicate that punitive damages may be available, there are several other cases that have held that longshoremen injured on territorial waters are not entitled to request punitive damages. The courts in these cases found that the plaintiff could not bring a claim for punitive damages under 905(b). One court explained: "the same damage principles applicable to seamen bringing general maritime law claims apply equally to longshoremen's actions under § 905(b)." Because "it would be anomalous to

allow [the plaintiff] to recover for loss of society under general maritime law when the spouse of an injured seaman would be refused such recovery," the court dismissed the plaintiff's claims against the vessel owner.

The courts that have ruled against

punitive damages place more of an emphasis on statutory construction and its remedies and tend to dismiss the provisions of the General Maritime Law. In working through this murky area of the law, the courts recognize that the issue of a potential

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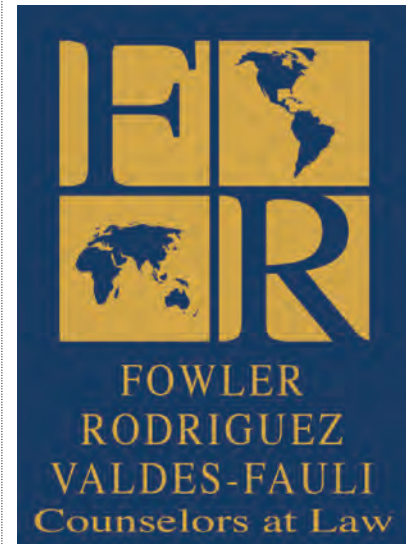
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As the DEEPWATER HORIZON incident has changed the way that our industry operates, it is fitting that it should shape this issue as well. The District Judge in the In re Oil Spill litigation recently ruled that punitive damages are available to maritime personal injury plaintiffs who are not seamen.

award of punitive damages provides a legitimate issue to be resolved. As the DEEPWATER HORIZON incident has changed the way that our industry operates, it is fitting that it should shape this issue as well. The District Judge in the In re Oil Spill litigation recently ruled that punitive damages are available to maritime personal injury plaintiffs who are not seamen. In a September 30, 2011 opinion, the court found that punitive damages are available to “B3 Master Complaint claimants” who are not seamen. In so finding, the Judge stated: “As explained in Townsend, neither the Jones Act nor the Death on the High Seas Act speaks to negligence claims asserted by non-seamen under general maritime law, and punitive damages are available at common law.” Thus, on appeal, this ruling will provide the appellate court with an opportunity to clarify the issue as to whether punitive damages

are available to non-seaman plaintiffs. As the industry saw when the Supreme Court issued the Townsend decision, allowing punitive damages for the denial of maintenance and cure benefits, the paradigm in which we operate can change with the stroke of a pen. As a portion of the In re Oil Spill litigation is based upon this murky area of the law, it is ripe for consideration by both the Federal Fifth Circuit Court of Appeals and possibly the United States Supreme Court. Then, and only then, will we gain any degree of certainty as to whether this small class of offshore workers are entitled to seek punitive damages in vessel negligence cases brought under the LHWCA. Until then, it is probably a good idea to take a look at your insurance policies and sit down with your broker to determine if you are adequately covered in the event that your company is found liable for punitive damages.



*Mr. DeMarca 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. DeMarca 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. DeMarca served on the Washington based legislative staff of Congressman Jimmy Hayes.*

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"We see this as the perfect complement to trade shows," said Rob Ingraham, CEO of Exchange Events. "After participants have had a chance to really see what's out there at the shows, our events offer a second round of very focused one-on-one meetings between fleet owners and marine suppliers that are ready to discuss new business development and close deals. It just works."

Maritime Reporter, an industry-leading periodical published by New Wave Media LLC, will act as the exclusive sponsoring publication of Work Boats Exchange. "The support of New Wave Media and their innovative publications can't be overstated," said Karen Kelly, EVP of the Work Boats Exchange. "We know how valuable our events are for promoting partnerships and we're thrilled to be working with Rob Howard (Senior VP, New Wave Media/Marine Link) and his team on the commercial marine industry's newest hosted buyer event."

"We are very excited to be a part of this amazing new format for B2B events in the maritime industry," says Rob Howard, Senior VP, New Wave Media. "Work Boats Exchange is about more than just sales; three focused days of networking and meetings will positively affect the entire industry and we're looking forward to spending time with so many highly respected fleet owners and suppliers."

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# Arctic Salvage

## New Market, Bigger Challenges

**By Raina Clark**

The salvage and remediation market off Alaska is expected to change as U.S. and Russian oil interests develop and melting ice tempts more ships through the Northwest Passage. Large salvage companies are eyeing new markets and looking at building their ability to respond to emergencies in dangerous northern seas. Dan Magone of Magone Marine in Dutch Harbor, Alaska and Tom Ulrich of American Marine Corporation in Anchorage, Alaska share their insights on the unique challenges of arctic salvage and how companies are going about meeting those challenges.

### **WORKING WITH THE ICE: NOT AGAINST IT**

Dan Magone operates one of the smallest companies in the American Salvage Association's (ASA) network, but Magone Marine is also dedicated specifically to the dangerous waters off Western Alaska. Because of his extensive experience in the region, Magone was asked to develop an

arctic salvage training module for the ASA. In this training, he addressed the hardships extreme temperatures, ice, freezing sea spray and limited access to equipment present to salvors offshore Alaska.

"Heavy ice with big seas can reduce any vessel to scrap metal," said Magone. He goes on to explain how sea ice can limit vessel operations and carry off buoys. Large individual ice floes driven by wind or current can ground alongside a casualty blocking towing or ground tackle operations. Freezing spray can build up on a drifting vessel until it's capsized. It can encase machinery, covering access hatches, fuel manifolds and vents.

Magone's method is to work with the ice or avoid it. Working against it is futile, he said. "Compromises may have to be worked out with agencies, refuge managers and biologists who would rather we worked in the winter

**Above: A liquid oxygen and propane cutting rig frozen in spay ice after being left uncovered on a vessel in Alaska waters.**



when most wildlife is gone.” In some cases, waiting until winter to clear a wreck may cause even greater environmental damage. “Sometimes, prep work can be done in the winter to minimize the window needed at that crucial time when the ice breaks up and just before most of the birds and mammals show up.”

“Emergency response in the north has so far depended more on Alaskan ingenuity than impressive equipment,” he said. An example of working with the ice includes Magone’s salvage work on the 225-ft AHTS Aquamarine and the world’s largest bucket dredge, which were disabled as the ice season was beginning. With no tugs for thousands of miles capable of towing the barge, both vessels were brought alongside Nome harbor’s rock jetty and an ice dam was built to protect them until the spring. The ice dam was created by spraying sea water in a semicircle until it froze into a 20-ft high by 50-ft wide barrier.

In other cases, he said, if a casualty cannot be towed south before ice blocks it in, some places are safer for the vessel and the environment than others. “A Port of Refuge policy for the Arctic is something that will need to be fully developed as it has been successfully implemented and utilized in Southwest Alaska and elsewhere.”

While large vessels need to protect their cooling systems from freezing, operating small boats and portable equipment is a particular challenge. “By far the most troublesome equipment to operate in the cold is water pumps. The small diesel engines are hard to start and ice will quickly form in suction and discharge hoses soon after they are shut off. Thawing out the frozen hoses in freezing weather can be an exercise in futility. Back up hoses need to be on hand. If the pump housing freezes it will crack the housing so it’s good to

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**Dan Magone, owner of Magone Marine, inspecting propeller damage on a grounded vessel. Magone has directed over 60 significant marine salvage operations in western Alaskan waters and subcontracted on many others. In 1998 and 1999 Magone received Public Service Commendations from the USCG Commander of the 17th District for his company's response to the Kuroshima and Hekifu incidents.**

have spare pumps, parts and replacement housings on hand.”

“Generators, hydraulic power pacs and the like can be difficult to start without oil pan heaters and without protection from freezing spray and heavy snow portable equipment can be rendered completely inoperable. Air control systems commonly found in crane and winch controls must be diligently protected from moisture in the air systems with the clutch and brake mechanisms on this type of equipment being prone to freezing solid from melting ice and snow between operations. Sometimes the only way to keep this kind of equipment available for use is to cover it with tarps with one or more diesel fired torpedo heaters blowing underneath.”

“Water in fuel drums is the nemesis of small boat ops in the north. Water in new 4-cycle fuel injected outboard motors will ruin injectors and effectively take the engine offline for the operation. In cold conditions, ice in the fuel can shut down an engine by blocking the fuel system anywhere between the fuel tank, the injectors or carburetors.”

Salvage engineering in the remoteness of the north can also be challenged by a lack of access to equipment and

vessels. “Elsewhere in the world, heavy lift derrick and crane barges are generally available and the most cost effective means of lifting flooded or sunk vessels or sections of ships and other marine structures. At this point this equipment does not exist up here so other means come into use.”

These other means include explosives and urethane foam. The use of explosives is limited to what can safely be achieved while protecting both the salvage crew and wildlife and urethane foam can create quite a mess. However, Magone said, “urethane is pretty handy stuff. It will provide non-shifting buoyancy in spaces that will not hold air.”

#### **WISH LIST: DEDICATED RESPONSE TUG**

Lack of a dedicated commercial emergency response vessel of any significant horsepower (about 10,000 hp) around the Aleutian Chain and the Northwest Passage is yet another limiting factor. The Aleutian Islands Risk Assessment (AIRA), funded by the settlement following the 2004 grounding and oil spill from the M/V Selendang Ayu, the worst oil spill in Alaska since the Exxon Valdez,

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advocates for the stationing of such a vessel in the region.

There are a few powerful vessels that serve a relatively small geographical area including the Cook Inlet Spill Prevention & Response Inc., covering the Cook Inlet oil and gas operations, and the Alyeska Pipeline Service Company's Ship Escort/Response Vessel System covering the trans-Alaska pipeline (the oil terminal in Valdez and Prince William Sound to where the tankers enter the Gulf of Alaska). But none that can easily be deployed for rescue or salvage outside these areas. So far, even large salvage companies have yet to find a way to make it financially feasible to station a powerful tug like the one AIRA envisions in the northern waters off Alaska.

One of the universal challenges in salvage, said Tom Ulrich, Vice President of American Marine Corporation in Anchorage, is finding sufficient "day job" work for salvage assets (equipment, vessels and personnel). Year round work for these assets allows a company to be prepared when an emergency presents itself.

American Marine handles this by maintaining a large enough base of operation with multiple divisions. The company's projects in Alaska include the installation, inspection and maintenance of Cook Inlet oil and gas infrastructure as well as commercial diving services for public and private companies across the state. Sister company Pacific Environmental Corporation (PENCO) specializes in oil-spill cleanups, preventative booming, sub-

surface oil recover, Level B hazardous materials response and tank inspection and repair. Capabilities include a full array of oil-spill and hazmat cleanup equipment backed with work boats, pumps, skimmers and dedicated response vehicles.

Growing cooperation between salvage companies has also helped to deal with the challenge of maintaining response assets and providing local access to those assets.

"Marine salvage elsewhere is managed with many local assets close to the casualty site. The remoteness of Arctic operations and the limited availability of equipment and vessel resources will require much greater planning and preparedness," said Ulrich.

"Years ago, every salvage company fiercely competed with each other. While there is still healthy competition, we are seeing more and more cooperation among U.S. salvors working in partnership to tackle jobs and the national salvage policy. American Marine, with its unique geographic locations (Anchorage, Deadhorse, Honolulu, Los Angeles and the Gulf of Mexico) maintains strong partnerships with most of the major OPA90 salvage responders. These relationships include pre-positioned assets and personnel, shared training exercises, in-place contract, etc. Additionally, we have worked in partnership with all of these companies during actual salvage responses, so we are extremely familiar with each other and that allows for a better response."

Changes are in store for our northern waters. Shell has already invested billions of dollars in its efforts to drill off Alaska, including leases in the Chuchki Sea and construction of an ice breaker. But it's not just our drilling that's going to change things. Any vessels that Russia employs will be sharing northern routes. According to Magone, "they'll be coming right through here. The only difference is that when they get to the Arctic they're going to turn left instead of right."

### THE NEED IS THERE – THE TIME IS NOW

Underscoring the pressing need to expand and improve Arctic salvage response capabilities is the lack of adequate Coast Guard icebreaking capabilities for the region. American arctic salvage providers meanwhile try to keep pace with the expected rise of activity in the region. Hand in hand with that is the expectation that drilling and shipping companies alike are proactive with the establishment and implementation of response plans that will help protect a beautiful, but fragile natural resource. On any of those three important fronts, there is clearly no time to lose.

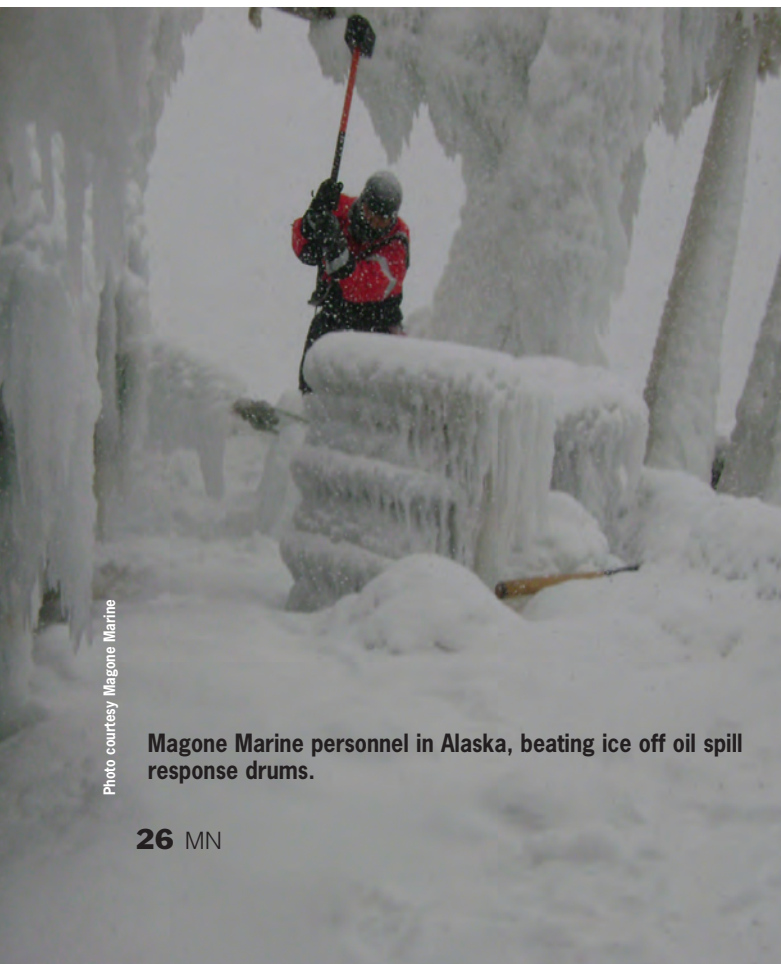


Photo courtesy Magone Marine

Magone Marine personnel in Alaska, beating ice off oil spill response drums.

# Going Global

**Means Arctic Response Capabilities, too.**

**And that's no accident.**

Founded by seven partners in 1979, Global Diving & Salvage remains today as a privately held, diverse group of marine professionals. Based in Seattle, the firm also boasts a Gulf Coast presence (Houston), a local office in San Francisco and a robust presence in Anchorage, AK. Also providing service internationally when the right opportunity presents itself, it is the firm's Alaska and Arctic capabilities that may someday be its most important asset. Overseen by **David DeVilbiss**, Global's Vice President of Marine Casualties and Emergency Response, the Global Alaska presence includes about 35 full time personnel and a large quantity of prepositioned gear, supported by platforms like their 85 foot dive support boat and state-of-the-art ROV's. As it turns out, that's no accident. Earlier this month, DeVilbiss told *MarineNews* that in the harsh Arctic regions, being able to move people and equipment quickly is one of the keys to a strong and effective response. Global, he adds, also prepositions its equipment in places like Prudhoe Bay and Nome. And, while he feels that the salvage community has done a good job in getting more prepared for the burgeoning commerce and ecotourism in the region, he cautions, "The lack of deep water ports north of Dutch Harbor is of real concern. Finding refuge for the occasional large vessel that gets itself into trouble is problematic." So, too, is the lack of a permanent, large towing vessel in the area.

Global Diving & Salvage brings much more than its Alaska-based assets to the table, however. DeVilbiss says that having the corporate HQ in Seattle allows the firm to quickly reposition personnel and equipment to Alaska, if necessary. With six core services lines – diving services and diving support for marine construction operations,



casualty response project management, marine construction operations, marine environmental support operations including small vessel operation, offshore diving support operations for the energy sector, and unmanned underwater operations with ROVs – Global is capable of supporting all service lines in all of the regions that they operate.

Global's recent response work in Alaska includes the salvage of several barge groundings, including a 150' self-propelled unit. But, beyond the obvious challenges of operating in inhospitable, icy Arctic waters, the task of keeping personnel and equipment busy and earning revenues in the periods between casualties is vital, too. DeVilbiss says that diversification is the key. Being aware that all service lines have distinct market cycles, Global regularly utilizes and moves personnel and equipment across various regions and service lines. This has the added benefit of developing and increasing skill sets and exposure to different types of work. This also involves an opportunistic approach – like building a robust presence in places like Alaska – in advance of the business that will certainly come as the ice recedes and risks taken by those visitors increase. Global Diving & Salvage is firmly anchored in Alaskan and Arctic waters. And, that's no accident.

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## Inland Bulk

# Higman Marine Grows

## Gulf Coast Bulk Transportation Provider Doubles its Size in 10 Years

By Susan Buchanan

Houston-based Higman Marine moves crude oil, petroleum products and chemicals by barge from the U.S. Gulf to the Midwest and across the South. In addition to its Houston headquarters, the firm has operations offices in Channelview and Orange, TX; Covington, LA, and Mobile and Decatur, AL.

The company, which provides service through its subsidiaries – Higman Marine Services, Higman Service Corp. and Higman Barge Lines – kept expanding in recent decades through an acquisition, vessel building and innovations. As the nation's barge industry continues to consolidate into fewer players, Higman Marine is more than keeping pace.


### FLEET AND STAFF HAVE DOUBLED IN TEN YEARS

Gordie Keenan, Higman's vice president of training told

*MarineNews* in January, "We have 54 inland towboats, the majority of which are rated at 2,000 horsepower, and 116 inland tank barges. Today our vessels are bigger with more horsepower, pushing more barrels, than 10 years ago." The company carries a myriad of crude oils and refined products for its clients on a fleet of barges and inland towboats that has doubled in number over the last ten years. Today, Higman has a workforce of 415 employees, also nearly twice what it was a decade ago.

Most of Higman's barge fleet is comprised of double-hull tank barges, equipped with vapor control and pollution systems, to meet requirements of the Oil Pollution Act of 1990 — passed by Congress after the Exxon Valdez accident — and to meet the 1970 Clean Air Act.

Higman's operating territory is vast. "Our business occurs mainly on the Gulf Intracoastal Waterway from Brownsville, Texas to Panama City, Fla. and up the



**Higman Marine**  
**By the Numbers**

<b>Founded:</b>	1917
<b>Barges (today/2002):</b>	116 / 59
<b>Inland tow boats (today/2002):</b>	54 / 28
<b>Bulk Commodities Carried:</b>	Crude oil, condensate, # 6 fuel oil, natural gasoline, xylene, para xylene, benzene, gasolines, naphtha, raffinate, reformate, diesels, jets fuel and others.
<b>Total Mariners (today/2002):</b>	356 / 162
<b>Total Employees (today/2002):</b>	415 / 201
<b>Offices:</b>	5
<b>Earnings:</b>	Proprietary

Source: Higman Marine

**Higman Captain in the Wheelhouse.**  
While it is one of the oldest U.S. inland marine companies, it nevertheless has one of its newest fleets of pushboats and tank barges in the business.

(Photo: courtesy of Higman)

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This contest was established to honor the memory of the late Donald S. Sutherland, renowned maritime photographer and writer, who passed away in 2010.

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*Photo by William Graf*

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## M/V MARK E FLYNN on the Houston Ship Channel



Mississippi River from the Gulf to Chicago, along the Illinois River,” explains Keenan. Higman operates on the Mississippi River system, including the Arkansas, Illinois, Missouri, Ohio, Tennessee, Black Warrior Rivers and the Tennessee-Tombigbee Waterway. “We do a lot of business around Houston, Texas City, Lake Charles, New Orleans, and Decatur, Alabama,” he said, adding, “All our boats and barges are operated as dedicated tows, which keeps each boat always assigned to the same barge.” Unspoken in all of that is the increased safety metric that comes of good familiarization with every aspect of the firm’s diverse and far flung equipment base.

### NEW REGS, CUSTOMER & TECHNOLOGY

In the last decade, and as the regulatory noose has tightened, Keenan says that Higman has developed systematic processes to ensure that all of its equipment and personnel are in compliance. Areas requiring adjustment, he said, include the addition of the federal TWIC program and the U.S. Coast Guard’s proposed Subchapter M rules. He predicted that based on legwork the company has done so far, the transition to Subchapter M won’t be a problem.

### SUBCHAPTER M

Higman’s clientele can be demanding and exacting. “Our customers scrutinize how we do our business,” Keenan said. “They look at our barges, tows and equipment more than the Coast Guard does to make sure it’s up to their standards. They’re interested in our training program.” In the last decade, greater oversight by customers has been one of the company’s biggest challenges. That said; oil company BP has awarded Higman its “Suppliers of the Year” award on more than one occasion. The honor signifies outstanding achievement and overall performance. At the same time, Higman continues to improve its operations.

“We began developing our own software in 1999 to

manage our fleet,” Keenan said. “It’s a continuous process as we define and redefine the needs of our business. We have a full-time programmer who built and tailored our software for us.” Crew members from the newest deck hand all the way up to seasoned towboat pilots use the in-house software. “At first it was a challenge, but people quickly caught on,” Keenan said. “The young fellows were already adept at computers and laptops, and that helped. In the last five years, safety reports, payroll, grocery orders, most of our paperwork and the majority of our training are done on line.”

Other changes have occurred, too. “Wheelhouses on today’s inland boats are much more electronic and sophisticated, with a lot more equipment, than in past,” Keenan said. “You have more options to safely navigate vessels now. The radar’s still there but we now have integrated navigation and new communication systems. And our engines are much more fuel-efficient than ten years ago. We have the most fuel-efficient engines we can buy.”

### ADVANCEMENT OPPORTUNITIES

Bucking an industry trend, finding labor hasn’t been a problem for Higman in recent years. Keen explains why: “We get a lot of referrals, particularly from our employees.” He adds, “We don’t do much outside recruiting. A lot of people come to us and are knocking on our door, so we can be pretty selective.”

Higman trains and nurtures its staff. “We hire entry-level workers, train them, and within years folks are able to move up to the wheelhouse,” Keenan said. “We hired 14 new deckhands in December and several of them were just out of high school. They’re very enthusiastic, excited and ready to work. It’s fun to have them in. They’re between 18 and 24, and it’s an opportunity for them.” He said in ten years they could be pilots, making a good salary. The results of that approach have been rewarding. “We’ve had little turnover in our staff, and of course our long-term employees know how to work our equipment,” he said. Higman rewards employees with bonuses and longevity pay after six month of service. And throughout the year, the company offers seminars for tankermen and wheelmen and in advanced wheelhouse management, advanced pilothouse management and leadership. The company’s in-house newsletter, The Tow Line keeps employees informed about promotions, new vessels, safety, health and maritime history.

### MODERNIZING & BUILDING THE FLEET

Higman Towing was founded in 1917 by Orange, TX



pharmacist J. W. Higman and partner Louis Smaihall, originally carried logs on the Sabine River to a local lumber mill and move water to spots in Louisiana. The firm started with two small tugs and three barges, and then shifted its focus as demand for crude oil and petroleum products grew. In 1953, Higman bought the former Pan American Refining Co.'s marine fleet, comprised of three boats and ten barges.

From the 1960s to 1990s, Higman modernized its fleet, periodically adding new boats and barges. In 1992, the company celebrated its 75th anniversary by christening the industry's first crude oil tows built to comply with the Oil Pollution Act of 1990. In 1997, Higman again expanded, acquiring Maryland Marine Inc., growing the fleet by 40 percent in the process.

In recent years, the firm has continued building boats and barges, and has opted for increased horsepower and barge capacity. Notable newcomers to the company's towboat fleet include the M/V Orange and the M/V San Antonio--both ceremoniously blessed last November. M/V Orange was delivered in early November by Dulac, La.-based Hope Services, which has built over three dozen

vessels for Higman. And the M/V San Antonio was delivered at about the same time by Southwest Shipyard in Texas. The M/V San Bernard, constructed by Southwest Shipyards, began service last September.

#### HIGMAN TODAY: A MODEL FOR TOMORROW

Earnings of privately-owned Higman Marine are proprietary. George H. Thomas is president and director of the company. All of the company's vessels are U.S. flagged. Keenan neatly sums up the firm's approach to its activities. "Our core business is focused on our customers, and we try to tailor our equipment and services to them," he said. "We don't want to be all things to all people, but instead focus on our service area, trying to be the best at it." To that end, Higman remains committed to giving its customers environmentally safe, efficient water transportation. As one of the oldest U.S. inland marine companies, it nevertheless has one of its newest fleets of pushboats and tank barges in the business. In today's highly regulated and financially uncertain market conditions, privately-held Higman therefore remains a model for both small and large operators. What's not to like?

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# Software for the Inland Operator

**A wide menu of choices is available for inland operators who also have a long list of unique requirements**

*The recent USCG NPRM Pamphlet shows that "more than 5,000 vessels" will be affected by subchapter M, and the Transportation Institute lists 5,424 towing vessels greater than 26 ft. AWO statistics indicate that 67% of the domestic fleet were members in 2002, leaving 1,790 towing vessels theoretically not under the AWO Responsible Carrier Program. That demographic – and those already participating in AWO's RCP – represent a huge market for software developers. Not surprisingly, there are now many players in that niche, and the competition accordingly fierce. Subchapter "M" is only one part of the inland operator's management puzzle. Managing the fleet, finances and the personnel that all combine to move cargo on America's inland rivers and waterways is an increasingly complicated game, requiring more than spreadsheets and manually compiled data to get the job done. Fortunately, there are many technology options from which operators can choose to streamline their operations, track data and make smarter decisions. The inland waterfront has become an increasingly sophisticated business environment. In this edition, we explore some of the tools that have evolved to reflect that reality.*

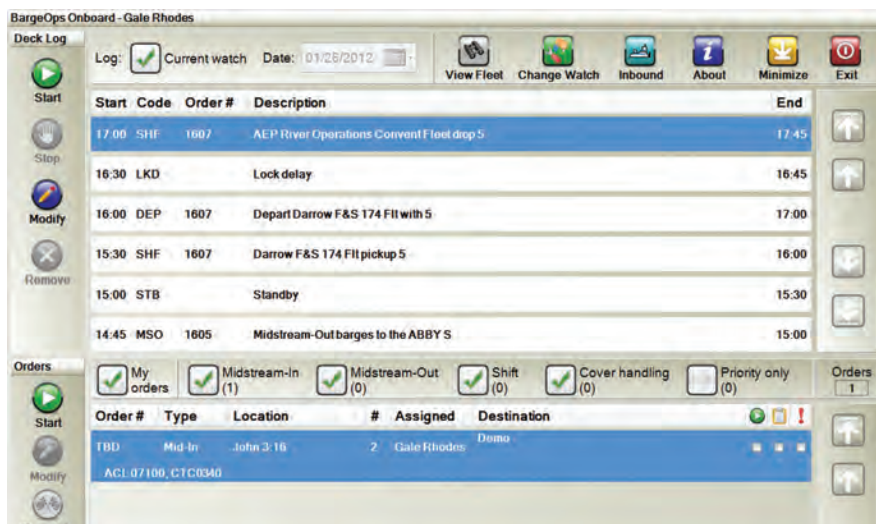
— by Joseph Keefe

If the name Baker Lyman is a familiar one, but CORSAIR is not, you can probably be forgiven. That's because Baker, Lyman & Co. has been around since 1919, a lot longer than most marine businesses. Backed by credibility and a long history of selling a wide range of items to commercial mariners – including ECDIS software, traditional charts and other navigation software products – Baker Lyman developed the new CORSAIR software because the market demanded it.

CORSAIR is a Tug/Workboat Fleet Management System which includes the Towing Vessel Record (TVR) to assist in meeting audit requirements mandated by the NPRM. Released in 2011, CORSAIR was created to provide an affordable and scalable solution. Baker Lyman reports that the package has already been sold to a number of companies that include small to mid-size fleet operations.

The USCG and AWO have sought scalable & affordable solutions for the proposed Sub-Chapter M rules. CORSAIR TVR is Baker Lyman's version of an electronic Towing Vessel Record which meets or exceeds safety, assessment, inspection, and training recordkeeping & documentation requirements. Baker Lyman is the exclusive distributor of CORSAIR

**BargeOps helps support AEP River Operations business in Convent, LA.**



**Baker Lyman's CORSAIR is a Tug/Workboat Fleet Management System which includes the Towing Vessel Record (TVR) to assist in meeting audit requirements mandated by the NPRM.**



Fleet Management Software (FMS). CORSAIR TVR is a fully integrated module of CORSAIR FMS.

CORSAIR TVR is, in part, the result of the collaboration with former USCG officials, Chief Engineers, and Operations Managers. Baker Lyman reports a long order list for CORSAIR, which was six years in the development. To support that effort, BL hired new staff, especially in way of its IT Department, which now boasts numerous project managers, software developers, and quality control experts who are all seasoned marine professionals. BL maintains that having experienced marine personnel behind the software is key, and a concern, if not.

CORSAIR is a not a web-based solution. Interactive in its setup, the software loaded solution is designed with maintenance and barge tracking components. Data is transmitted – and thereby synchronized – by vessels via “air card.” Baker Lyman’s Rocky Marchiano reports that 80 percent of its clients don’t have the money for broadband. In a nutshell, BL’s CORSAIR seamlessly facilitates the towing audit process and assessment and is specifically designed in a

scalable format for commercial compliance, planned maintenance, document control and dispatch.

Available for a set fee per vessel, with an optional service contract, the software also interfaces a client’s billing or finance established solution. CORSAIR arrives ahead of the curve in terms of the impending Subchapter “M” rules, and was designed with a “Towing Vessel Record in mind.” Marchiano says it is fully updatable to reflect any rules changes that occur between now and when the final rule comes into effect.

**Cornerstone Solutions Group** has worked in the inland marine industry since the mid 1990’s when it contracted with AEP River Operations (formerly MEMCO Barge Line) to develop a comprehensive barge tracking, billing, contract management, and equipment management system. In 2006 Cornerstone developed the BargeOps product to support AEP River Operations business in Convent Louisiana. Over time, Cornerstone continued to add features and now has a number of additional clients on board.

In short, BargeOps is a computer based system to improve inland marine companies involved in barge

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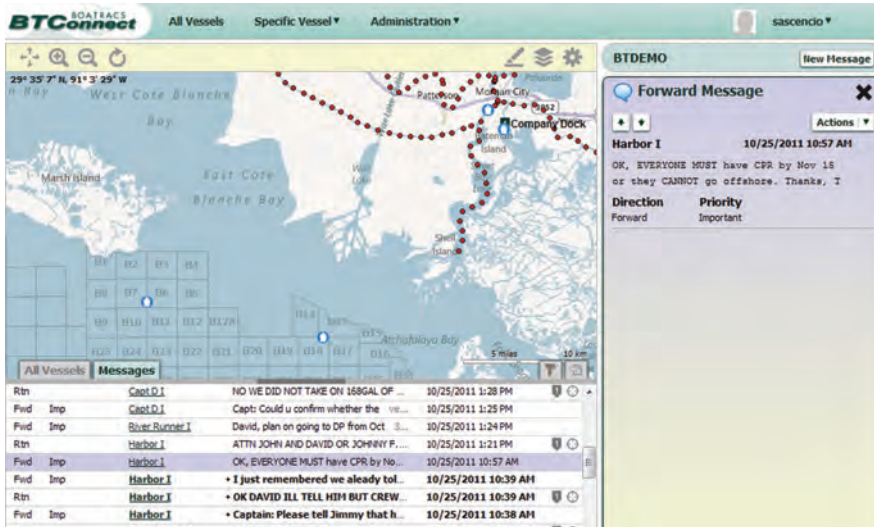
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# SOFTWARE TECHNOLOGY



Towing, freight movement, fleet and harbor operations and terminal loading and unloading. According to Darren Chambers of Elmwood Marine Services, "BargeOps has sig-

nificantly improved our productivity. The intuitive nature of the application has significantly reduced the amount of training time necessary for our dispatch function. BargeOps has

**"Some programs take millions of dollars and multi-years to install. How much time to get value? Inland operators typically can't afford either. And typically, customers don't have IT departments."**

**Boatrac's CEO Irwin Rodrigues**

cut the amount of time required to manage the fleet by at least 1/2 and probably more."

BargeOps Onshore seamlessly captures dispatch activity and accurately bills clients while improving information flow and accuracy for boat personnel through boat orders and electronic decklogs. The software, like many others, interfaces with backend financial systems – tracks operations, does invoicing and exports to back office accounting.

BargeOps integrates completely with the industry standard BargeEx EDI system. BargeEx was engineered by Cornerstone in the context of a consortium consisting of AEP River Operations, Ingram Barge Line, and American Commercial Lines. The information technology departments of all three operators, along with Cornerstone Solutions Group, Inc. met in the fall of 2005 and formed a Consortium to embark on a co-operative effort to promote electronic data interchange (EDI) and the standardization of EDI transactions between barge lines and service providers operating on the Inland Waterways of the United States. The initial transactions focused on fleet related activities. The product of those discussions, BargeEx is an Electronic Data Interchange (EDI) delivery system that connects barge service companies with their customers – system to system – providing an electronic exchange of transactions.

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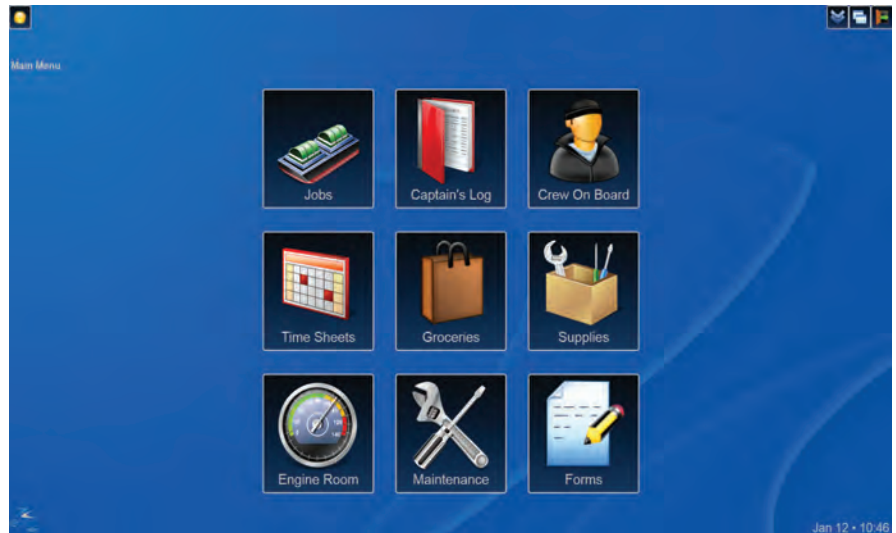
**Edoc is set to release the new Helm Onboard (pictured), Edoc's on-vessel software, as Helm Executive Dashboard, a module that gives users the ability to pull up graphical results from analytical and trending data on one screen.**

maintains that the system is now evolving into the industry standard for communications, adhering to ANSI standard practices for trading partners. Introduced in 2006, BargeEx is open and available to all inland waterway operating companies. Consolidated Grain and Barge Company, a subsidiary of CGB Enterprises, Inc., joined this effort in early 2006 as the initial BargeEx service provider.

Boatracs prides itself in being privately owned, nimble, responsive and in essence, acts as the "IT" department for many of its clients. Boatracs has been providing integrated communications solutions for over 20 years to connect fleets with their shore-side offices and improving operational efficiencies. Building the right solution for each customer, Boatracs works as a partner to evaluate business and fleet requirements, and then selecting the components that offer the most cost-effective and comprehensive bundle. Their menu is a wide one.

Noting the sometimes vast differences between software and operating environments between blue and brown water operators, Boatracs CEO Irwin Rodrigues says, "Some programs take millions of dollars and multi-years to install. How much time to get value? Inland operators typically can't afford either. And typically, customers don't have IT departments."

Boatracs also provides cost-effective two-way satellite communications



systems, as well as cutting-edge operational management software to the small and mid-sized commercial workboats. One can use one without the other, but Boatracs' evolving relationship with KVH provides real value to customers.

Boatracs software is easy to install, and changes to the configuration can be made remotely. The shoreside WEB-based, hosted servers are redundant and robust. Customers can send data back and forth using a proprietary mobile communication terminal system, if no PC is on board. Customers, if they so choose can attach a PC and use cellular air cards, too. For forward looking customers with Subchapter M in mind,

BTForms facilitates easy implementation, when it happens. Boatracs charges a monthly fee for BTForms; the communications module costs a bit more.

United Barge Lines (UBL), an inland barging group, had been a customer of Boatracs for 14 years when BTForms became available as a new product in 2010. At that time, UBL was using a paper version of a Master's Daily Log which the captain completed daily. The process was inefficient for a number of reasons; lack of standardization and the high volume of data being accomplished in a manual format, among them.

Searching for a new solution that would make it easier for captains to

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## SOFTWARE TECHNOLOGY

**Pick and Choose Between 3 Modules**

MarineCFO Live! is a solution designed specifically for marine workboat companies looking for a no-hassle way to manage personnel, crew, jobs, billing, maintenance, schedules, and tons more. All without the need to install servers or software.

**Personnel Live!**  
MarineCFO Live! provides a personnel solution used for scheduling crew, managing time cards, certification tracking, licensing, drug testing, injury & incident management, regulatory

**Operations Live!**  
A full featured solution for managing your operations. Manage jobs & billing functions, consumable logging, vessel tracking, vessel certifications, vessel positioning, safety.

**Maintenance Live!**  
A comprehensive maintenance solution that puts you in control of managing your vessel assets. Features include everything from maintenance scheduling, outside service control, capacity planning

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Visit [MarineCFO.com](#) for more.

**About MarineCFO**  
MarineCFO is the leading provider of on-vessel, marine operations, personnel, fleet maintenance and financial management solutions to the marine workboat industry. MarineCFO solutions are scalable from the largest industry.

**MarineCFO Live! is a web-based, software solution to manage personnel, jobs and billing, maintenance & schedules. Designed for small/divisional, or medium-sized marine companies, it is web-based so there is no need to install servers.**

ledger tool, it interfaces with all the standard financial software. eDoc's CEO Ron deBruyne adds, "Most companies are already using another finance piece." The Helm Executive Dashboard, on the other hand, measures and tracks Critical Performance Indicators. The interface is already set for next generation of tablets. Combining the simplicity of an on board system and interface with shoreside systems, the eDoc touch screen interface is an "app" like feature. And, as technology advances, the use of multiple tablets on board a vessel will only make the eDoc interface even easier. /

**MarineCFO Live!** is a web-based, software solution to manage personnel, jobs and billing, maintenance & schedules. Designed for small/divisional, or medium-sized marine companies, it is web-based so there is no need to install servers. MarineCFO Enterprise is a robust software solution used to automate all business processes from the boat straight through dispatch, personnel, safety, maintenance and financial reporting. It's modular, enterprise-ready and customizable.

MarineCFO differentiates its product from others that also serve the bluewater markets. Marine CFO President Joe Galatas adds, Bluewater and brownwater employees have markedly different job requirements. With no deepwater shipping clients, MarineCFO markets far simpler software for different employees, different requirements and different roles.

capture the required information, create less stress on shore-side staff to process incoming data and provide consistent information to managers for better analysis and decision making, UBL chose BTForms. Rocky Gunter, Sr, Director of Commercial and Strategic Planning at UBL, said of the decision, "Feedback from the captains has been excellent, and we now have consistent and accurate vessel information to improve operations and productivity." According to Boatracs, BTForms has enabled UBL captains to reduce 33% of their paperwork and 67% of the time required to document and send required information to shore.

For 13 years Ron deBruyne has served as the CEO of Victoria, BC-based **Edoc Systems Group**, developers of Helm Marine Operations enterprise software. The challenge of towing and tracking log booms in British Columbia inspired the development of Helm. Today, Edoc has 30 employees and coastal and inland barging customers from Alaska to Florida.

Two highly anticipated releases from Edoc are just around the corner: the new Helm Onboard, Edoc's easy-

to-use on-vessel software, will be launched as well as Helm Executive Dashboard, a module that gives users the ability to pull up graphical results from analytical and trending data on one screen. The Helm system is much easier for mariners – who ultimately are the source of the data – to input and use. Clark Todd, President and COO of Blessey Marine Services Inc., said recently, "We were pleased that Edoc took the time to meet with our captains and listen to their needs and challenges prior to the design of Helm Onboard. The result was a simple user interface that everyone can use with minimal disruption to vessel operation." That product is also being improved as eDoc gathers more feedback from its captains and customers.

The eDoc solution also contains a Subchapter M focus within the Safety module. Also developed with best practices using a Safety Advisory Board from across the inland and coastal workboat industry, a group of approximately 25 safety officers, auditors and educators acted as a requirements gathering body as well as a sounding board during development.

Although eDoc is not a general

## SOFTWARE TECHNOLOGY

Beyond this, MarineCFO does not market software for other markets – providing marine software for the marine industry is all they do.

MarineCFO provides On-Vessel, Marine Operations, Personnel, Fleet Maintenance and Financial Management Solutions to the Marine Transportation Industry.

Additionally, the software provides a robust financial management solution which completes the system and provides a true “boat to balance sheet” offering. Operating on the basis that everything has a financial impact, the software seamlessly integrates and combines stovepiped data. About half of MarineCFO’s clients use their own or other finance software; half don’t. According to MarineCFO’s President Joe Galatas, echoing a common theme among many software providers in this genre, says, “If they are happy with what they are using then we can integrate.”

For new clients, a four-month integration is typical, but is largely dependent on personnel dedicated by client. For straight out of the box use, the customer would be up and running much quicker. With MarineCFO Live!, an operator can get started for as little as \$50 per month per boat. MarineCFO Enterprise pricing depends on specific client requirements.

MarineCFO is web-based and software installed on the boat. That’s because, says Galata, intermittent cellular connections limit live upload from some inland areas. But, the software’s data replication system is robust, as is the system’s redundancy. The software includes dashboards for executives and also can facilitate Subchapter M compliance. Galata adds, “Software is never the complete

solution, but managing the software that coordinates compliance is key.” He asks, “How much does it cost to meet Sub-M and what does it mean to your bottom line?”

MarineCFO’s clients include inland and offshore heavyweights such as Harvey Gulf, Otto Candies, Enterprise Products, McDonough Marine, Marquette Transportation, International Offshore Marine and GIS Marine. At MarineCFO, “C”

stands for Compliance, “F” stands for Financial, and “O” for Operational. All of it adds up to excellence.

### TUGBOAT Compliance Systems

If inland operators find the system devised by Dana Teicheira well suited to handle the raft of new regulatory requirements, that’s because Tugboat Compliance Systems began when Teicheira, while working as an Auditor for the American Waterway

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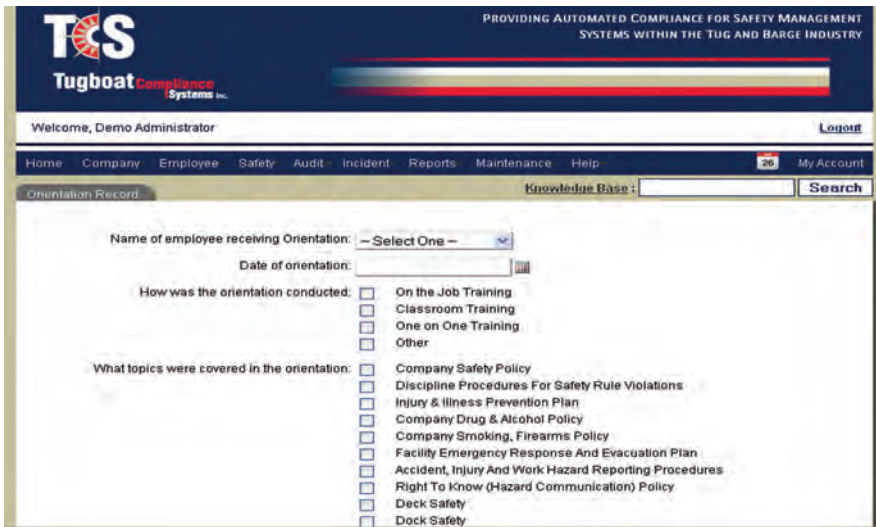
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# SOFTWARE TECHNOLOGY



## TugBoat Compliance software has all the components of the Responsible Carrier Program

Operators Responsible Carriers Program, noticed the difficulty that small and mid-sized companies were having in maintaining their Safety Management Systems. Tugboat Compliance Systems was established in 2007 as a cost effective alternative for smaller companies.

Teicheira found that safety programs and protocols were usually in place, but largely informal in their application. Beyond this, the sometimes-proprietary in-house computer programs used to facilitate these duties could become neglected once the in-house IT facilitator left the company. With a Safety Management System (SMS) software adjunct for auditing safety in mind, Tugboat Compliance Systems aims to be the towing industry's version of the blue-water SMS. TugBoat Compliance software has all the components of the Responsible Carrier Program – digitizing and leading to better data and time-stamped alarms. The software also provides snapshots of key data. Specifically geared to Subchapter “M” / RCP requirements, the system can integrate existing data

but also can set up for those who haven't yet gotten on board. The system is set up especially for those who don't have a system already, easily creates templates and reports.

Incorporating controlled documents and “levels of access” that allow only those designated to see what they need to do their job, employee access, for example, might be limited to the knowledge base. An Auditor would have access to “Read Only” files. Tugboat Compliance reports two customers on board, with more in the discussions stage. No software is required – the system is run through an online web-based portal. A desktop software companion can allow for transmitting later when an internet connection is not immediately available. The web-based subscription software requires no large up-front investment in software, servers or an in-house IT department. This, according to Teicheira, results in lower initial investment and a transfer of the traditional IT duties to the software provider. Teicheira adds, “Just the ticket for small and medium sized operators.”

**Seeking more information on the Software Companies covered in this story? Find it on the Web, of course!**

**Baker, Lyman & Co. / CORSAIR**  
<http://www.bakerlyman.com/>

**BargeOps**  
[www.bargeex.com](http://www.bargeex.com)

**BoatracS**  
[www.boatracS.com](http://www.boatracS.com)

**Edoc**  
<http://www.edocgroup.com>

**MarineCFO**  
<http://www.MarineCFO.com>

**TUGBOAT Compliance Systems**  
[www.tugcomp.com](http://www.tugcomp.com)





# St. Johns Ship Building Launches 157' OSV

St. Johns Ship Building of Palatka, Fla., has launched the Sea Strength, a 157-ft. offshore service vessel (OSV) for A. R. Singh Contractors Ltd. It will be the largest in the A. R. Singh Contractors fleet and will expand the company's reach into the Caribbean offshore market. A twin screw vessel, powered by two Caterpillar C32 marine type engines rated at 850 horsepower each at 1,800 RPM with Twin Disc reverse-reduction gears, It features a bow thruster unit driven by a Caterpillar diesel engine rated at 300 horsepower at 1,800 RPM and two John Deere diesel engine powered generator sets, each rated at 99 kW at 1,800 RPM.



**Sea Strength Particulars:**

L.O.A.....	157 ft.
Beam (Molded).....	38 ft.
Depth (Molded) .....	11.5 ft.
Designed Draft.....	9.5 ft.
Fuel Oil Capacity ...	50k gal.
Fresh Water .....	80k gal.
Lube Oil .....	800 gal.
Sewage.....	2k gal.
Gray Water .....	2k gal.

The Offshore Service Vessel is designed to be less than 500 gross tons ITC, have a Trinidadian load line and comply with the Code of Safety for Caribbean Cargo Ships (CCSS Code).



## Offshore Wind HSSVs

MarineCo UK placed an order at Damen Shipyards for two more High Speed Support Vessels (HSSVs). Damen implemented several design changes for the new series in close cooperation with the client. The goal was to enable the HSSV (based on Damen's Fast Crew Supplier 2610) to stay out in the field for up to four days at a time. Noticeable design adaptations are a larger, 20,000 liter fuel tank to comfortably travel 1,200 nm and transfer fuel to wind turbines, increased fresh water capacity (4,000 liters), 50% more accommodation and a larger bridge. Classed by BV, the vessel operates under the Workboat Code, Category 1.



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## PEOPLE & COMPANY NEWS



**Bollinger**



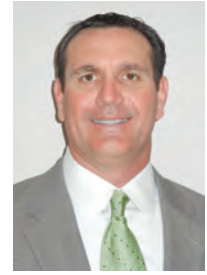
**Rahall**



**Bierwagen**



**Ameel**



**Stant**

### **Richard N. Bollinger Passes Away**

Richard N. Bollinger died at home on January 17, 2012 of natural causes. He was President of Bollinger Shipyards, Inc. from his graduation from LSU in mechanical engineering in 1950 until his retirement in 2003, and remained President Emeritus and Director Emeritus of the company until his death. During his time with Bollinger, he performed almost every job in the shipyard, including lofting, welding, designing and marine engineering. He saw the shipyard grow from 20 employees in Lockport to a group of ten shipyards in two states with over 2,000 employees. In recent years, Dick was the ambassador of Bollinger to customers in the oilfield markets and in the military field, adopting Coast Guard crews of cutters as they came through the yard. Dick was born in 1926. At seventeen, he enlisted in the U. S. Marine Corps and served in Marine Aviation, dodging Japanese bullets in the Pacific Theater. Following the war, Dick returned to LSU, from which he graduated in 1950 with a Bachelors degree in Mechanical Engineering. Bollinger was a major factor in Bollinger's success over the past 65 years, and his work ethic, sense of fair play and commitment to customers became a part of the company's DNA. He will be sorely missed.

### **Rep. Nick Rahall Receives 11th Annual WCI Leadership Award**

U.S. Congressman Nick J. Rahall, II (WV-03) will receive the Eleventh Annual Waterways Council, Inc. Leadership Service Award on February 15, 2012 at the Mandarin Oriental Hotel, Washington, DC. U.S. Representative Rahall, a West Virginia native who represents his state's Third Congressional District, has served on the House Transportation and Infrastructure for 34 years.

### **Resolve Adds Two in New Orleans**

RESOLVE Engineering Group, LLC has added two Naval Architects to its full-service naval architecture and marine engineering group in New Orleans, LA. Matthew Bierwagen joined RESOLVE from Trinity Yachts, LLC and Trinity Offshore, LLC, Gulfport, MS, where he was Staff Naval Architect. J. Reed Ameel joined RESOLVE from Incat Crowther, Morgan City, LA where he was a Naval Architect.

### **McDonough Names Stant**

Patrick M. Stant has succeeded David C. Hanby, Jr. as President of McDonough Marine Service, effective January 1, 2012. Hanby retires after serving in a variety of roles with McDonough Marine Service during his more than 35 year tenure with the

company which includes more than 10 years of service as President and Chief Operating Officer.

### **Art Anderson Associates Names VPs**

Art Anderson Associates has named Ralph E. Duncan, PE, as Vice President of Marine and Sean M. Hoynes, PE, as Vice President of Facilities. Duncan will take responsibility for the firm's naval architecture and marine engineering programs. Hoynes, a professional mechanical engineer, has been with Art Anderson Associates since he initially joined the firm as a student intern from the University of Washington.

### **Sea Tow International Promotes Two Senior Staff Members**

Sea Tow Services International, Inc., a marine assistance organization, announces promotions for two members of its executive team. Cindy M. McCaffery has been named Vice President of Program Development and Vanessa Dayton is Sea Tow's new Marketing Manager.

### **SCAA Relocates, Names New Executive Director**

Spill Control Association of America (SCAA), has relocated its headquarters to Old Town Alexandria, VA. As part of the transition, SCAA also named John Allen as Executive Director. He brings more



**Duncan & Hoynes**

than 20 years of professional experience as a former Senior Vice President of one of our national OSRO members, and formerly as an independent environmental consultant and career Special Operations Naval Officer.

### Raytheon Anschutz Expands

Raytheon Anschutz is expanding its presence in the U.S. navigation systems market with the opening of its San Diego, Calif.-based operations in January 2012. The business area will be co-located at Raytheon's established facility, dedicated to the development and delivery of naval and maritime systems and technology. The U.S. office will promote the full portfolio of Raytheon Anschutz's navigation components and solutions, including gyro compasses, autopilots and steering controls, radars, ECDIS and complete integrated bridge systems for both, new and retrofit projects.

### FMTA Now On Line with MTAD

Florida Maritime Training Academy are now part of the U.S. Coast Guard's National Maritime Center's (NMC) Maritime Training and Assessment Data Program (MTAD). "We actually had the opportunity to help the USCG with testing by signing up late last



year and enter data through the Homeport. Our last STCW Basic Safety Training class of 2011 had their course completing information at the NMC before they got home after the last day of class," said Roberto Valletta, Director of Training at Florida Maritime.

### Boatrac's Gets New HQ

Boatrac's Inc., has acquired a 12,500 square-foot office building in San Diego, California as a space for its Corporate Headquarters.

### Trinity Yachts: The Year in Review, The Year Ahead



Trinity Yachts continues to set a remarkable pace in custom superyachts launched and delivered in 2011 with great expectations for launches and deliveries in 2012. In 2011, Trinity delivered the 191' (58m) M/Y Carpe Diem and 164' (50m) M/Y Falcon; and launched the 198' (60m) M/Y Areti, 187' (58m) M/Y Lady Linda, and the 242' (73m) M/Y New Horizon. The latter three yachts will be delivered in 2012. In early January 2012, Trinity Yachts launched the 164' (50m) M/Y Tsumat which also has an expected 2012 delivery. Reflecting just how global the yachting and maritime businesses are, only one of eight vessels is intended for an American superyacht owner while the total fleet—including two tugs delivered in 2011 and a pair of 302' LNG powered supply vessels for delivery in 2013— keeps American employees hard at work.



### U.S. Flag Lakers' Cargo Up 5.75% in 2011

U.S.-flag Great Lakes freighters carried 93.8 million tons of dry-bulk cargo in 2011, an increase of 5.75 percent compared to 2010. The 2011 "float" was also just about on par with the fleet's 5-year average. Iron ore cargos for the steel industry increased 12.4 percent compared to a year ago and outperformed their 5-year average by 12.7 percent. Coal loadings slipped by 6 percent compared to 2010, and even more – 14 percent – compared to the trade's 5-year average. Grain was down by roughly one boatload compared to 2010 and missed its 5-year average by about two cargos. Lake Carriers' Association represents 17 American companies that operate 56 U.S.-flag vessels on the Great Lakes that carry the raw materials that drive the nation's economy: iron ore and fluxstone for the steel industry, aggregate and cement for the construction industry, coal for power generation. Collectively, these vessels can transport more than 115 million tons of cargo per year when high water offsets lack of adequate dredging. These cargos generate more than 103,000 jobs with an average wage of \$47,000 in the United States.

## PRODUCTS

### Full Spectrum All-In-One Dye Pinpoints Vessel Leaks

Tracer Products has developed a state-of-the-art fluorescent dye — TP-3405CS Dye-Lite All-In-One dye — which greatly improves leak detection in all oil-based fluid systems. It provides leak detection in gasoline and diesel engine oil, as well as hydraulic and lubrication fluids. This dye has proven to be 100% effective with all UV and blue light lamps. Whatever type of inspection lamp is used, All-In-One dye will glow brilliantly and spotlight every leak. The dye is circulated through the vessel's fluid system, and will escape with the host fluid through the tiniest leak.



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

### Ultra-Filter Pad Capture Oil, Gas and Hydrocarbons

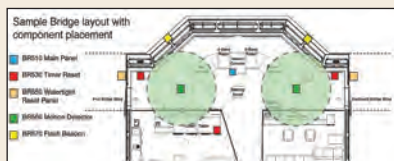
Use Ultra-Filter Pads on construction sites, oil fields and other areas where spill containment is needed but shelters or structures are not available to keep rain water out. Polyethylene and PVC construction is lightweight but durable and folds for quick and easy storage or transport. Replaceable Ultra-X-Tex liners quickly capture oil, grease and fuel leaks and spills. The material allows clean water to pass through while filtering out hydrocarbons. Two-inch, foam sidewalls provide structure and contain stormwater during periods of rainfall, ensuring the liner has ample filtering time.



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

### FURUNO's Certified BR500 BNWAS

Furuno has developed a reliable BNWAS system that not only meets IMO & USCG requirements, but also delivers a simplified, turn-key installation. The BR500 BNWAS (Bridge Navigational Watch Alarm System) is IMO approved and USCG Certified, and is available for use on vessels in the United States. This important certification allows for use of the BR500 on vessels of all sizes and types in U.S. waters. The BR500 also meets the proposed CFR Subchapter M regulation §143.325 that will affect all towing vessels in the United States.



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

### J D Neuhaus Supplies Largest Crane System Yet

The largest crane system constructed to date by J D Neuhaus has been delivered for use on an offshore drilling rig. The semi portal design is equipped with JDN hydraulic EH 40-H monorail hoists operating on each of the twin beams, each hoist providing an individual lift capacity of 40 tons. Designed to comply with offshore operation, at temperatures down to -20°C, survival conditions can also be maintained in the event of inclines from the horizontal of the rig of 3° with the crane loaded or 27° when unloaded and in potentially hazardous environments. A special safety feature is incorporated with the crane to cover any disruption to or total loss of the main power supply.



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

### Magnalight.com Adds Light to Hazardous Line-Up

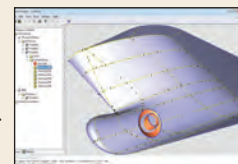
Magnalight.com by Larson Electronics has announced the release of a high power, hazardous location approved, LED light fixture capable of replacing 400 watt metal halide units. The HAL-PRM-150W-LED incorporates the latest in Cree led design and offers the high efficiency, high power and long life of LEDs in an IP65 rated fixture. Approvals for these lights include Class 1 Division 2, groups A, B, C and D, as well as UL1598 approval for outdoor marine use. These units provide 50,000 rated hours of life and are suited to locations where hazardous gases, vapors and flammable atmospheres may be present.



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

### AVEVA releases AVEVA Surface Manager

AVEVA has announced the release of AVEVA Surface Manager 12.1. AVEVA Surface Manager allows the transfer of surfaces to and from external systems, by the use of neutral standards offering greater flexibility and increased design quality. Features include the import of surfaces from various formats and graphically displaying the shape of the geometry. If needed, it can repair defects detected in surfaces transferred from third-party applications in order to be successfully used in the AVEVA Marine applications. AVEVA Surface Manager can split surfaces so shipyards can protect the investment and confidentiality of hullforms by only distributing the part of the hullform needed to do subcontract work.



[www.aveva.com/marine](http://www.aveva.com/marine)

## Third Mitsubishi Installation Powers LA Carriers

LA Carriers has again chosen Laborde Products to supply powerful Mitsubishi engines. A recently built 98' tug, M/V Karen Koby, was fitted with twin ABS-certified S12R-Y2MPTK Mitsubishi engines rated 1,260 hp at 1,600 rpm, as well as 50kW FPT generators. Another major Laborde Mitsubishi installation is on the horizon. An inshore 70' x 24' x 9' pushboat will be fitted with two Mitsubishi six-cylinder S6R-Y2MPTK 630 hp, 24.5 liter engines rated at 1,600 rpm. Laborde distributes Yanmar, Mitsubishi, FPT and Hatz Diesel engines. Laborde also packages its own diesel-powered equipment under the Diesel America brand name.



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

## Moose Boats Depend on Hella Marine Lights

Boats used for law enforcement, fire/emergency and security patrol must be rugged and highly dependable. Moose Boats has chosen Hella marine lights for many of its rugged catamarans and monohulls. Outfitted with Hella marine's LED Navigation Lamps, EuroLED Interior Touch Lamps, LED Mega Beam Deck Floodlights, and LED Courtesy Lamps, the fully outfitted cabins serve the crew well. Hella energy-saving LEDs employ Multivolt circuitry to provide consistent and safe illumination under severe voltage fluctuations, as well as low battery. Sealed against the elements, the lamps feature UV- and impact-resistant acrylic lenses.



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

## Analytic Systems Goes for ABS Certification

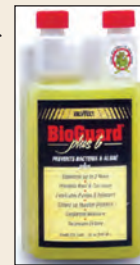
Analytic Systems announced that it has started the process of certifying their marine specific power conversion products. The first models to be certified to ABS standards are the new BCA1505 (1500W AC charger); the BCA310 (300W AC charger); the IPS300 (300W DC/AC Puresine inverter) and the VTC315 (Isolated DC/DC voltage converter). ABS has provided their Certificate of Manufacturing Assessment # VA2089914-A-X. Clients include: CDI Marine, Washington State Ferries, Textron Marine Systems, Foss, Wellcraft Marine, Washington Marine, Sperry Marine, Kobelt, Prime Mover Controls, Raymarine, Seaspan, ACB Boats, Metal Shark and others.



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

## EPA Approves Diesel Additive for Marine Use

ValvTect Petroleum has received formal approval for the registration and sale of ValvTect BioGuard Plus 6 multifunctional biocide diesel additive from the U.S. Environmental Protection Agency (EPA). Ultra low sulfur diesel fuel can cause a multitude of fuel related problems and requires more than just a biocide that only prevents bacteria. It also becomes unstable and contains high moisture content that leads to corrosion, sludge and plugged fuel filters. The lack of lubrication can cause expensive premature failure of injectors and fuel pumps unless treated with a lubricity improver.



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

## New Industrial Coupling Catalog Available

Power Transmission Solutions has introduced its new consolidated 300-page industrial coupling catalog covering Kop-Flex, Jaure, Morse and Browning products in bore sizes up to 43.5 inches, and torque ratings up to 329,000,000 lbs-in. The wide variety of designs covers a multitude of industries, such as steel, aluminum, pulp and paper, and mining, as well as turbomachinery. Applications include rolling mills, crushers, pumps, fans, steam turbines, elevators, machine tools and hoists to name a few. Various units meet API 610, ISO 13709 and AGMA 11 specs. Service center programs, repair, inventory and maintenance management are explained as well.



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

## Patent Protection Granted for Hybrid Propulsion System

Aspin Kemp & Associates (AKA) and Foss Maritime Company with their technology partner XeroPoint Energy, have received U.S. patent protection for their hybrid propulsion and energy management system. The hybrid propulsion and energy management system has been proven to significantly reduce emissions, fuel consumption and equipment maintenance for marine vessels. The technology draws energy from various sources to optimize operations across a wide range of propulsive load demands. Foss built the first hybrid tugboat and has successfully converted a second vessel, Campbell Foss, to a hybrid at its shipyard in Rainier, Oregon.



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

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#### Island Manager

**Job Location:** Virgin Islands, St. Thomas

Tropical Shipping and Construction Co. LLC provides weekly container service from Canada to the Caribbean and the West Indies operating state-of-the-art facilities in select seaside ports to meet our customer's freight shipping needs by providing convenient and reliable transportation solutions.

We are currently seeking a professional Island Manager to join our team in St. Thomas. The successful candidate will be responsible for servicing and maintaining the existing customer base and identifying profitable opportunities for new business including:

General Management of all daily activities of the port, including yet not limited to sales, operations, administrative and maintenance

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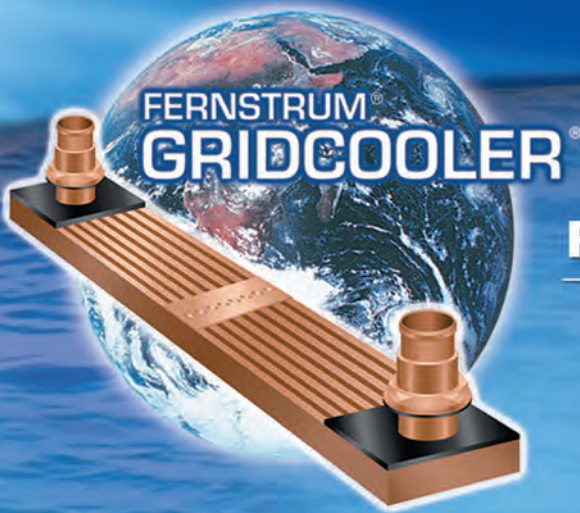
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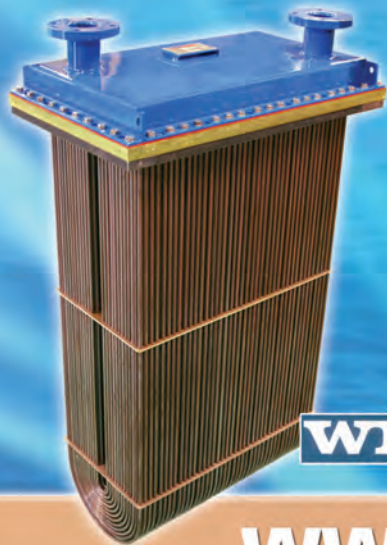
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