

Marine

News

NOVEMBER 2012

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POSTMASTER Time Value Expedite



On the Cover

Arguably the perfect definition of a "workboat," the Great Lakes tug "North Dakota" was built in 1910. After 102 years, she still plies the waters of the Great Lakes. This edition of *MarineNews* covers all aspects of the world of Workboats; inland, offshore and Great Lakes.



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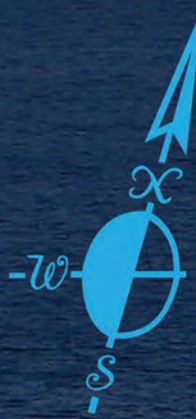
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EDITOR'S NOTE

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What a difference a year makes. At this time last year, we were hoping for a recovery in offshore markets, a better economy and that the Obama Administration would further expedite the offshore permitting process. Also exactly one year ago, the DOW was still languishing under 12,000. Today, it hovers around the 13,000 benchmark. Offshore permitting for oil & gas exploration, while still lagging pre-Macondo levels, has nevertheless improved. Presumably, it will also be safer, thanks to new regulatory controls. And, by the time you read these words, the 2012 Presidential elections will thankfully be over. All of that potentially provides fair winds and following seas upon which to build business plans for the future.



All of that said, I can give even more concrete reasons for optimism going forward. During an October road trip to the U.S. Gulf, I had the opportunity to visit a number of operators and shipyards. I listened to what they had to say. What I learned is ample proof that the U.S. brown water industry, its associated boatbuilding base and vendors that form its backbone are all alive and well. Specifically, more than one boatbuilder told me that the U.S. yards are rapidly moving towards a “manufacturing mentality,” as opposed to just traditional boatbuilding. This translates into the maturation of an industry that has arrived at the realization that “series build” deals are the way to go and that we, as U.S. yards, can get the job done efficiently. Underscoring that momentum, one prominent industry executive told me, “I haven’t been this excited about shipbuilding in a long time.”

That’s not all: U.S.-based operators – inland and offshore – are now engaged in aggressive workboat newbuild and conversion projects that are fattening local backlogs well into 2014, and beyond. More importantly, those operators who eventually reflag some of their tonnage to compete in foreign markets insist that not only can they build here, they can do it competitively and they do so gladly. At the same time, at least two U.S. Gulf yards are exporting a significant portion of their output to foreign customers. Finally, the gloomy regulatory picture that has loomed over the domestic maritime industry for some time (subchapter M, for example) is becoming much clearer. Not necessarily easier, mind you, but certainly, something we can better plan for and comply with.

In this edition, Susan Buchanan gives us a primer on Tidewater’s bold, billion dollar expansion of their offshore fleets while Raina Clark does the same for the yearend domestic, inland infrastructure situation. And, since this is our Workboat Annual edition; that covers both ends of our workboat report, with plenty more inside, as well. Just 16 months after settling into the *MarineNews* editor’s chair and with hurricane Sandy in our choppy wake, I like what I see, where we are collectively at, and what we can potentially accomplish together in the future. Turn the page and come along for an exciting workboat ride.

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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BY THE NUMBERS

Soundings from the Great Lakes

According to the Lake Carriers' Association (LCA), the advocacy group representing U.S.-flag vessel operators on the Great Lakes, the recovery of U.S.-flag shipping on the Great Lakes took significant strides last year. U.S.-flag lakers 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. That's the good news. Shipments of major dry-bulk commodities on the Great Lakes totaled 142.6 million tons in 2011, an increase of 3.2 percent compared to 2010, but a decrease of 3.8 percent compared to the trade's 5-year average.

DRY-BULK COMMERCE (2006-2011 & 5-YEAR AVERAGE / net tons)

CARGO	2006	2007	2008	2009	2010	2011	2006-10 AVG
IRON ORE	62,999,912	60,255,800	61,136,841	32,552,016	54,398,610	61,354,552	54,268,635
COAL	41,787,453	39,260,538	39,790,490	29,874,431	31,982,146	27,616,116	36,539,011
LIMESTONE	38,977,721	34,001,466	32,367,513	23,504,132	27,880,173	28,153,642	31,346,201
SALT	9,726,216	8,892,084	11,425,842	12,611,308	8,940,502	10,879,102	10,319,190
CEMENT	6,047,303	5,671,762	5,036,915	4,016,999	4,039,493	4,019,675	4,962,494
GRAIN	13,027,667	11,135,605	9,284,286	9,393,810	10,860,043	10,544,540	10,740,282
TOTAL	172,566,272	159,217,255	159,041,887	111,952,696	138,100,967	142,567,627	148,175,813

There's plenty of work to be done. Iron ore cargos for the steel industry registered the largest increase (12.4 percent to 47.2 million tons) while limestone cargoes increased 5 percent to 21.4 million tons. The resurgence reflects both increased demand for fluxstone from the steel industry and some strengthening in demand for aggregate from the construction industry. On the other hand, the drop in coal – 6 percent – was inevitable given that Ontario is moving closer and closer to its January 1, 2014 ban on the use of fossil fuels for power generation, but the trade still topped 20 million tons. Cargos of cement, salt, sand and grain were generally in line with previous years and collectively totaled almost 5 million tons.

For operators, there was more encouraging news: unlike previous downturns, a major contraction in the industries served by Great Lakes tonnage was not seen. In contrast, few mills and mines closed during the recession. Fleet sizes this time, unlike the recession of the early and mid-1980s that forced the scrapping of dozens of U.S.-flag lakers, remained stable. Beyond this, more than \$100 million was spent maintaining and modernizing vessels in American shipyards. A number of repowering jobs further reduced the industry's already small carbon footprint. And, 2012 welcomes two large vessels that, combined, add nearly 4 million tons of carrying capacity to the lakes.

Nevertheless, dredging issues, invasive species and a number of other challenges remain for Great Lakes operators. For example, U.S.-flag lakers have not set a cargo record since 1997. Lack of adequate dredging, coupled with fluctuating water levels, are the reason no new benchmarks have been established. The table shown below clearly illustrates this unfortunate situation:

DRY-BULK COMMERCE (2006-2011 & 5-YEAR AVERAGE / net tons)

U.S.-FLAG VESSELS COMMODITY	TONNAGE	YEAR SET	VESSEL
Iron Ore (Through Soo Locks)	72,300 Net Tons	1997	BURNS HARBOR
Iron Ore (Escanaba-Lower Lake Michigan)	81,033 Net Tons	1986	LEWIS WILSON FOY
Coal (Downbound)	70,903 Net Tons	1997	COLUMBIA STAR
Coal (Upbound)	60,578 Net Tons	1994	INDIANA HARBOR
Coal (Lake Superior to Lake Superior)	71,369 Net Tons	1993	INDIANA HARBOR
Limestone	59,078 Net Tons	1992	OGLEBAY NORTON
Salt	27,621 Net Tons	1997	PHILIP R. CLARKE
Cement	17,740 Net Tons	1997	INTEGRITY



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BY THE NUMBERS

Impact of Great Lakes Carriers: Nevertheless, and despite the ever-decreasing levels of available water in the Great Lakes, the impact of waterborne commerce in U.S.-flag lakers is undeniable: 81,000 tons of iron ore will keep a large steel mill in operation for five-plus days; 70,000 tons of coal will keep a large power plant generating electricity for almost six days; 60,000 tons of limestone (aggregate) will lay the base for nearly a mile of highway; 28,000 tons of salt will de-ice more than 40 miles of 4-lane highway; and 18,000 tons of cement will provide a lifetime's supply for 560 people.

Great Lakes Water Levels: Lake Superior began 2011 at 13 inches below its Long Term Average (LTA), remained well below that for the entire year, and ended 2011 at 12 inches shy of LTA. In fact, Superior is in its longest recorded stretch of being continuously below LTA. The last time the Lake was at or above a monthly mean was April 1998. Similarly, Lake Michigan-Huron began 2011 at 19 inches below LTA. Above-average precipitation over the course of the year enabled the Lake to rise to within 11 inches of LTA by December 31. Lake Erie started the year six inches below LTA, but a significant snow melt run-off and then a very rainy spring and summer pushed Erie's water level up 30 inches and had the Lake 17 inches above LTA by the end of 2011. Lake Ontario (rarely transited by U.S.-flag lakers) was three inches below LTA in January. However, Lake Ontario also benefited from significant snow melt and above-average precipitation and by June was 11 inches above LTA. The Lake ended 2011 four inches above LTA. As a composite situation, there is also room for improvement here.

Impact of Dredging Crisis: A typical Great Lakes bulker carries anywhere from 50 to 267 net tons of cargo for each inch of loaded draft and can, when harbor and channel conditions permit, load to drafts that range from 19 to 28 feet or more. Larger vessels can load to 30 feet or deeper, something currently unattainable given the project depth in connecting channels and most ports. Hence, the decades-long dredging crisis has dramatically affected waterborne commerce. Inadequate dredging continues to limit the amount of cargo lakers carry each trip. For example, the largest iron ore cargo ever to transit the Soo Locks is 72,300 tons (1997). Yet in 2011 the top load for the same vessel in the same trade was 66,181 tons, a decrease of 6,119 tons, or 8.5 percent of the vessel's potential capacity. The next table uses select ports to illustrate how lack of dredging, coupled with fluctuations in water levels, has affected Great Lakes shipping. Three out of every four bulk voyages on the Lakes in the past 5 years represent less than full loads, as depicted below:

LARGEST CARGOS IN VESSELS OF COMPARABLE SIZES (and record cargo for that port)

PORT	COMMODITY	2006	2007	2008	2009	2010	2011	RECORD CARGO
Two Harbors, MN	Iron Ore	66,259	65,186	67,392	68,029	65,630	66,500	70,987
Escanaba, MI	Iron Ore	66,457	65,717	67,451	70,040	66,102	69,106	76,322
Superior, WI	Coal	66,429	64,504	67,799	68,541	66,265	67,205	70,903
Presque Isle, MI	Limestone	34,623	34,442	34,442	35,457	34,563	34,163	35,457
Alpena, MI	Cement	15,678	15,682	16,032	16,109	15,900	15,025	17,740

Economics: Most 1,000-footers in the Head-of-the-Lakes trade typically make about 50 trips per year. Assuming the vessel forfeited 6,100 tons each trip, lack of dredging resulted in about 300,000 less tons of iron ore in 2011. The economic ramifications are significant. Every vessel and commodity feels the impact of the dredging crisis. Ships able to carry more than 70,000 tons of coal per trip are leaving the dock with less than 67,000 tons in their holds. Boats capable of loading 28,000 tons of limestone are forfeiting 1,200 tons or more when serving some under-dredged ports. A tug/barge unit dedicated to moving cement has had to shed nine percent of its capacity. The environment is also significantly impacted. Waterborne commerce is the greenest form of transportation. A Corps of Engineers report found that a Great Lakes freighter travels 607 miles on one gallon of fuel per ton of cargo. A gallon of fuel moves a train 202 miles per ton of cargo. A gallon powers a truck for just 59 miles.

Bottom Line: According to the Lake Carriers Association and its President, James Weakley, there's no reason Great Lakes ports and waterways can't be dredged to project dimensions. The Harbor Maintenance Trust Fund (HMTF) has a surplus approaching \$7 billion. The U.S. Army Corps of Engineers estimates \$200 million or so would restore the Great Lakes navigation system to project dimensions. LCA and its members continue to try and persuade Congress to pass legislation that requires the HMTF to spend what it takes in for dredging on dredging. We agree wholeheartedly. The numbers don't lie.

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Building Momentum for America

By Michael J. Toohey



In Washington, DC, success is often measured in the smallest of increments, especially when we have gridlock in Congress like we have seen this past year. But when it comes to bringing attention to the importance of the inland waterways system to America's current – and future – prosperity, progress is being made.

On September 21, Midwest Senators Dick Durbin (D-IL), Claire McCaskill (D-MO), Chuck Grassley (R-IA), Tom Harkin (D-IA), Mark Kirk (R-IL), and Roy Blunt (R-MO) sent a letter to Senator Barbara Boxer, Chairman of the Senate Environment & Public Works Committee, and Senator Jim Inhofe, its Ranking Member, outlining the importance of America's inland waterways. Citing the five-day shutdown at Lock & Dam 27 near St. Louis, the letter urged modernization of the locks and dams on the river system. "Addressing the infrastructure needs of our inland waterways is of significant national interest. Improving our ability to use this system will help relieve traffic on our highways and railroads, improve the environment, and put Americans back to work," the letter stated.

The day before that letter, on September 20, the Senate Environment & Public Works (EPW) Committee held a hearing on "Water Resources Development Act: Growing the Economy and Protecting Public Safety." Witnesses were Immediate Past Chairman of WCI Rick Calhoun, who is President, Cargo Carriers, outside Minneapolis; Andrew Herrmann, P.E., President, American Society of Civil Engineers; Jerry A. Bridges, Chairman of the Board, American Association of Port Authorities, Executive Director, Virginia Port Authority; Jeffrey Soth, Assistant Director, Legislative and Political Department, International Union of Operating Engineers; and Janet F. Kavinoky, Executive Director, Transportation and Infrastructure, Vice President, Americans for Transportation Mobility Coalition, United States Chamber of Commerce.

In testimony, Mr. Calhoun called a potential WRDA bill "a real opportunity to offer a long-term growth solution for this vital transportation system and our export market... Much has changed since WRDA legislation last passed

through this chamber five years ago and we are well past the point where our nation needs to be." He went on to say, "...The challenge is the critical need to both maintain and repair existing structures as well as to construct new, modern, expanded lock chambers to accommodate today's larger tow sizes. Completed projects allow for greater agriculture and energy-sector commodity exports. This is critical when more than 90 percent of consumer spending growth will happen beyond the United States' borders in the next 50 years. Investment spending that supports competitive exports is essential to economic growth."

His testimony can be found at:

<http://www.waterwayscouncil.org/index/SenateEPWWRDATestimonyRickCalhounFINAL.pdf>

The week before that, on September 13, the American Society of Civil Engineers (ASCE) released, "Failure to Act: The Economic Impact of Current Investment Trends in Airports, Inland Waterways, and Marine Ports Infrastructure," a new report detailing the trade and economic impacts of failing to invest in America's seaports and inland waterways. The report cited that the nation's ports facilitate international trade, which is a significant driver of U.S. economic growth. "Exports alone supported approximately 9.7 million jobs in 2011 with every billion dollars of exports supporting 5,080 domestic jobs," the report found.

"The expansion of the Panama Canal will transform the trade sector by opening the route to larger ships that require wider and deeper harbors at port facilities. Ports throughout the world are focused on ensuring they remain competitive by preparing their facilities to accommodate these larger vessels. The U.S. must make the same type of infrastructure improvements or we will fall behind," the report went on to say.

And most recently, on September 27, the St. Louis Post-Dispatch wrote an editorial titled, "Senators Push for River Funding; Jobs Await Action," which said: "Money for roads and dams, river banks and wetlands? That's so 2007. In the current political environment, Republicans and Democrats in Congress will put their names on a letter advocating for business interests back home. But they won't do the hard work needed to pass badly needed public works spending. God forbid someone call it 'stimulus.'"

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Michael J. Toohy, is the President and CEO of the Waterway Council, Inc. WCI advocates a modern and well-maintained system of ports and inland waterways. www.waterwayscouncil.org



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Appreciating Depreciation

Richard Paine explains why depreciation is a very specialized section of the tax laws, especially when it comes to your fleet assets.

By Richard J. Paine, Sr.

The Great Lakes Towing tug “North Dakota” was built as the “John M. Truby” in 1910 at a cost of \$18,576.23. After 102 years, she still plies the waters of the Great Lakes daily, working hard and reliably for her owner. A recent survey valued her at over \$500,000.00.

Eventually, everything ages and wears out. You do, your car does, and so do your copier and computer. As they travel through their useful life and wear out, their value diminishes. When you drive off in your new car, fresh off the dealer’s lot, you can, to paraphrase Ross Perot, hear the sucking sound of a couple of thousand dollar bills flying out the window. Wear, tear and aging are not intrinsically beautiful things; however, they are in some ways attractive.

For most tangible products, the devaluation of an asset is an acceptable cost of doing business. Wear is a part of its life cycle. You deploy the asset in your business to help you earn money that is generally subject to income tax. The loss of value of that asset can be quantified over a given period of time and is known as depreciation. Our generous Uncle in Washington decided long ago that we should not be penalized for the ravages of age; we can exclude that loss of utility from our income. That is a beautiful thing.

The IRS says that “depreciation is an income tax deduction that allows a taxpayer to recover the cost or other basis of certain property. It is an annual allowance for the wear and tear, deterioration, or obsolescence of the property.” Depreciation allows you to claim the loss of value against the income it has generated for you. It would be nice if that was all the IRS had to say, but it’s not, far from it. The U.S. Tax Code, known as “Title 26” had accumulated over 72,500 pages as of February 2012. IRS Publication 946 (<http://www.irs.gov/publications/p946/ix01.html>), the rulebook for depreciating property is a mere 119 pages. But, when you add ancillary publications related to depreciation, it runs into the thousands.

To claim depreciation you have to own the property, use it in an income producing activity (or claim only the amount of business usage) and it must have a useful life of more than a year. You can also depreciate capital improvements on business property that you do not own, but do improve.

In our industry, our largest chunk of depreciation comes from our vessels. Our tugs, barges, dinner boats,

OSVs, PSVs, excursion boats, and ferries all qualify as depreciable assets. What you will find beginning on Page 104 of Publication 946 is the “Table of Class Lives and Recovery Periods.” Table B-1 will give you a description of the property; Table B-2 will list the more specific activity in which the asset is engaged. For example: B-1 Asset Class 00.28 is generally comprised of Vessels, barges, tugs and similar water transportation equipment. B-2 Asset Class 13.0 includes Offshore Drilling barges, towboats, etc.; Asset Class 37.33 encompasses ship and boat building assets and so on. Sprinkled throughout Table B-2 are various types and uses of marine vessels and will provide you with the Class Life and Recovery Period of each type. Class Life establishes the property class and recovery period for most types of property under the General (GDS/MACRS) and Alternative (ADS) Depreciation Systems.

To determine the depreciation of an asset for tax purposes, you need to know three things about the property:

- *the basis, which is usually the cost of the property;*
- *the useful life, which takes into consideration, among other parameter, the age when acquired level of technology it represents and how long it will be useful to you; and*
- *the salvage value which will be determined by how “used up” the asset will be when you are done with it.*

For commercial marine vessels, the standard method of depreciating assets for income tax purposes is known as the Modified Accelerated Cost Recovery System (MACRS). The Tax Reform Act of 1986 replaced the Accelerated Cost Recover System (ACRS) for tangible property placed in service after 1987 with MACRS. As there are various economic stimulus programs (i.e. bonus depreciation, Go-Zone and others) which have come and gone, and will again, we’ll limit our discussion to MACRS.

Only the straight line and declining balance method of depreciation is allowed under MACRS:

- *Under straight line depreciation, the annual depreciation expense is computed by taking the cost of a fixed asset, subtracting the residual value and dividing that by the years of useful life of the asset. For example: A vessel that has*

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a useful life of 10-years costs \$100,000.00 and will have a salvage value of \$20,000.00. It will depreciate at \$8,000.00 per year or 10% of its depreciable cost per year.

- The declining balance method computes annual depreciation by multiplying the depreciation rate by the book value of the asset at the beginning of the year. Book value = original cost minus accumulated depreciation and the most common rate is usually twice the straight line rate (known as double - declining - balance method.) The salvage value is not considered but the book value can never be below its salvage value. For example: Our \$100,000.00 vessel with a 10 -year useful life will depreciate at 20% per year. Year one depreciation will be \$20,000.00 with a book value of \$80,000.00. Year two depreciation will be \$16,000.00 with a book value of \$64,000.00 (beginning book value - (annual depreciation + accumulated depreciation)) and so on until the predetermined salvage value is reached.

Depreciation is reported in financial statements under GAAP (General Accepted Accounting Principles) in two locations. Depreciation on the income statement is the amount of depreciation for the time period being reported. Depreciation on the balance sheet and represents the accumulated depreciation from the acquisition of the asset to the current reporting period.

While depreciation may not be considered as a true expense, it is a reflection of the perceived tangible net worth of the business. Although vessels may be depreciated down to effective \$0.00 on the balance sheet, the off balance sheet valuation of those vessels must be considered when performing a diligent analysis of the company's true value. Depreciation is a very specialized section of the tax laws. Be sure to consult your account or tax advisor for professional guidance.

It takes a sharp and savvy commercial marine financial expert to understand that tugs, barges and other marine vessels like the 102 year old tug "North Dakota" do not die, they just depreciate away ... gracefully.

Richard J. Paine, Sr. is a recognized authority on U.S. commercial marine lending and leasing. He can be reached at rpaine@optonline.net





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Rolling on the River

A Towboat Pilot's Bridge Encounter

By Randy O'Neill



ON THE WATER: WORKBOAT MATES SEE IT ALL

Professional mariners in all sectors of this diverse industry confront a myriad of challenges and hazards as they perform their daily duties. From piloting ocean-going ships into congested harbors and safely docking them, to navigating passenger vessels through harbors and rivers loaded with other commercial vessels and recreational craft and everything in between, U.S. Coast Guard licensed officers literally see it all on an almost daily basis.

But arguably the mariners who face the most dynamic conditions in their daily duties are the hard-working officers aboard vessels plying the nation's rivers in the towboat industry. Bridges, dams and locks, changing water levels and speeds and limited space in which to handle all of these challenges while maneuvering a flotilla of barges are the norm. Long periods away from home, frequent disputes with their employers' productivity demands and rigid enforcement of all rules and regulations by the river-based Coast Guard commands make work in America's inland rivers a grueling challenge.

Perhaps not surprisingly, when things go awry, it rarely involves a minor incident. The following case study illustrates how a seemingly routine passing arrangement between two towboats became a nerve-wracking, license-threatening maritime casualty in the blink of an eye.

A PERILOUS PASSING

The MOPS-insured river pilot was traveling northbound on the Mississippi River at around 4 mph pushing 15 barges, 7 of which were empty. When approaching one of the many bridges spanning the river, he received radio contact from the pilot of a southbound tow who wanted to make arrangements for a passing to take place near the bridge. The northbound vessel approached the bridge on the left descending bank with the intent of proceeding through the left descending span. Unfortunately, the river had other plans.

As he closed in on the bridge and the oncoming southbound tow, the river's current slowed his vessel's speed to barely 1.5 mph and slowly began to take control

Randy O'Neill is Senior Vice President with Lancer Insurance Company and has been Manager of its MOPS Marine License Insurance division since 1984. Over the past 28 years, Mr. O'Neill has spoken and written on many occasions on the importance of USCG license protection. He is a regular contributor to MarineNews magazine. E-mail: roneill@lancer-inc.com

of the tow. Despite taking immediate corrective action, the current's strength prevailed, forcing his vessel and tow into the bridge piers causing the tow to break-up and scatter across the river. The captain's corrective action, while unable to allow him to avoid alliding with the bridge piers, did prevent a collision with the southbound tow ... an event which would have had a higher probability of injury to the crews of both vessels.

HURRY UP AND WAIT

The authorities were contacted, the barges were eventually recovered and secured and the captain of the northbound towboat was sent for drug testing before a meeting with investigators from the regional Coast Guard command. Prudently, and in the interim, the insured captain reported the incident promptly to MOPS and was assigned his own defense attorney who prepped him for his Coast Guard interview and assisted him in drafting his maritime casualty report (2692). Several interviews and attorney conferences later, the Coast Guard investigators decided against pursuing negligence charges against the towboat pilot, concluding that, given the circumstances, he had done the best he could to prevent a bad situation from becoming worse. The only hitch: It took two years from the date of the incident for the captain to receive notification that no further action would be pursued against his license. This was, perhaps, the longest 24 months in that particular professional mariner's career.

LESSONS LEARNED; NOT EASILY FORGOTTEN

While the legal fees incurred in the defense of this towboat captain's license were relatively modest at a little over \$1,000, his assigned attorney worked long and hard to get authorities to finally render a decision to bring him peace of mind that his Coast Guard license was not at risk.

There is little doubt the towboat captain has passed the incident site dozens of times since losing out to the power of the mighty Mississippi's unpredictable currents, and there is also little doubt that the memory of that bridge allision and the subsequent legal proceedings and long-awaited exoneration will remain with him for a long time as well. In this case, and as it has been proven many times in other instances, MOPS protection served this mariner well.

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That Sinking Feeling

By Matthew Valcourt



What is the duty of a vessel owner when his vessel sinks and becomes a hazard? What is a facility's duty when it comes to vessels at their docks? On top of the oil, wreckage, and loss of use, there are legal duties and penalties for parties associated with the vessel – under relevant federal and state statutes – after it sinks.

VESSEL OWNERS AND OPERATORS

It's the call that most owners/operators do not like to get: their vessel is partially submerged at a dock or in some navigable waterway and poses a threat to navigation. If in Navigable waters, sunken vessels must be marked and removed, pursuant to the Rivers and Harbors Act (33 U.S.C. §§ 401-467 et seq.). Under the 1986 amendments to the United States "Wreck Act," 33 U.S.C. §409, et seq., a vessel owner is responsible for promptly marking and removing any wreck which poses a hazard to navigation or, in the alternative, the owner will be strictly liable to the United States for the cost of the Government's removing the wreck from its navigable waters (33 USC § 414).

As with most government appropriations, you want to be the one contracting with the salvors and not the government, because it will be neither cheap nor easy. For example, and in a case out of New Bedford, MA, the owner estimated a \$500 cost to refloat and remove a vessel and the government sought and obtained over \$50,000 for removal and disposal of the very same vessel. In a recent Hurricane Katrina case, removal of a drydock and barge in the New Orleans Industrial Canal wrought initial charges by a government contractor in excess of \$9 million. The company involved may still be challenging the reasonableness of the charges.

In addition to the cost of removal, the wreck removal statutes carry criminal liability and hefty daily fines up to \$25,000 per day. Up to half the fine amount may be granted to the person or persons giving information that leads to a conviction (33 USC § 411). And, it is important to note that a bareboat charterer is the "owner" of the vessel insofar as the statutory duty to locate and mark a sunken vessel created by 33 U.S.C. § 409 is concerned. Such a duty rests entirely with the bareboat charterer of

the vessel at the time of the sinking and not with the title owner of the vessel.

Many marine insurance policies have provisions for wreck removal either under a hull "Sue and Labor Clause" or under a P&I policy wreck removal provision. Sue and labor expenses are sums spent by the insured or its representative in an effort to mitigate damage and loss once an accident has occurred. Mitigation can include preventing fines and penalties for failure to remove a wreck.

In action on marine policy to recover the cost of removal of a sunken vessel, an owner must initially prove that vessel was a wreck within provision of the policy. A wreck is generally defined as a vessel damaged to an extent of being rendered unnavigable. Even if underwriters or owners attempt to abandon the vessel, owner may still be liable to its removal if ordered to do so. "Compulsory removal" under admiralty law is when a hull has been abandoned by an owner and the hull underwriter but, the vessel must be removed from navigable waters due to a government order.

Some jurisdictions allow for insurance coverage for wreck removal even without an express order from a governmental agency requiring the removal of the vessel was needed. A three-pronged test is suggested; that is, a removal is compulsory by law if it was reasonably required by law, or failure to remove would expose the insured to liability of such magnitude as to justify removal, and the insured believed that removal was necessary to avoid legal consequences of the type covered by the policy. *Progress Marine, Inc. v. Foremost Ins. Co.*, 642 F.2d 816 (5th Cir. 1981).

A vessel owner has a duty to act to remove a wreck or navigation hazard, under the law and also has a duty under the insurance policy to act prudently to mitigate damages and penalties if possible. Additionally, under OPA 90 and various statutes, the owner or operator has the duty to clean up the oil escaping from a wrecked vessel and also faces substantial fines and penalties as a responsible party for failing to do so.

Previously, an argument could be made by an innocent owner whose vessel was sunk due to the fault of another or an Act of God to tender abandonment of the vessel and allow the government to remove it at the cost to the public. The 1986 amendments to the Wreck Act, removed the phrase "voluntarily or carelessly" from the first clause of Section 409, and courts have found that this removal



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expanded the potential for vessel owners' liability without fault for governmental wreck removal costs.

Nineteen years after *Wyandotte*, Congress changed § 409's standard for liability from negligence to strict liability. The new §§ 414(b) and 414(c) now permit the United States to hold a non-negligent vessel owner personally liable for the total amount of governmental wreck removal costs when it fails to remove its sunken vessel as required by the third clause of § 409.

OPA 90 does not have an innocent owner component at the outset of the spill. That is, if oil is coming from your vessel or appears to be coming from your facility, and you are deemed a "responsible party" by the USCG or a state authority, you need to clean up first and sue the negligent party later for indemnity or put forth your defenses including Act of God defense to escape liability after the costs have been expended.

Florida has enacted a Derelict Vessel Act, Florida Statute §376.15, for vessels abandoned or foundered in navigable waters and attaches civil and criminal liability for failure to remove the vessel. The Florida statute states that it is unlawful for any person, firm, or corporation to store, leave, or abandon any derelict vessel in this state. The Florida Fish and Wildlife Conservation Commission and its officers and all law enforcement officers are authorized and empowered to remove any derelict vessel from public waters. All costs incurred by the commission or other law enforcement agency in the removal of any abandoned or derelict vessel are recoverable against the owner of the vessel.

Louisiana has also enacted the "Removal of Sunken Vessels From Navigable Waterways" Act, which carries civil and criminal penalties. And, at least 19 other states and the Virgin Islands have some form of wreck removal statutes so operators should be aware of the peculiar requirements in the jurisdictions they operate in. Commentators have argued that the state statutes or parts of them may be in conflict with the Wreck Act and therefore not be enforceable due to federal preemption. In any event, it's a dangerous game. As very few vessels operate without fuel oil, lubricants and hydraulic fluids, you may be a responsible party and often the most expeditious way to remove the oil spill hazard is to remove the vessel. A word to the wise: check your insurance policies and make sure you have coverage for wreck removal, sue and labor and oil pollution liability.

WATERFRONT FACILITIES

There are some occasions where waterfront facility operators who provide dockage and wharfage to vessels may be directed to remove a derelict or sunken vessel from

the facility. For example, if the vessel owner has abandoned the vessel and the facility has taken custody of the vessel to enforce a storage or dockage lien. Even though the facility is not the owner, there may be a bailment created where the facility could be ordered to take action. In this case, a caretaker for a vessel could be deemed an owner, lessee or operator of a vessel under Section 15(b) of the Rivers and Harbors Act.

When a vessel is abandoned on private property, it often becomes the burden of the property owner to take the necessary steps to resolve the issue. If a vessel is leaking oil at a facility, a government authority can order the facility to assist in cleaning up under OPA 90, the Rivers and Harbors Act 1899 (Refuse Act) or the Clean Water Act.

The Clean Water Act (originally enacted as the Federal Water Pollution Control Act Amendments of 1972), has as its goal the protection and maintenance of the chemical, physical and biological integrity of the nation's waters. The Refuse Act establishes a program to regulate activities affecting navigable water of the U.S. waters, including wetlands.

Section 1002(a) of OPA-90 provides that the responsible party for a vessel or facility from which oil is discharged, or which poses a substantial threat of a discharge, is liable for: (1) certain specified damages resulting from the discharged oil; and (2) removal costs incurred in a manner consistent with the National Contingency Plan (NCP). Often times at the outset of an oil spill the USCG cannot determine the source of the spill and may order all hands on deck to assist in the cleanup. While the facility may ultimately recover the costs of the removal of oil from a vessel owner, they may still be required to act – especially in a case where the owner cannot be readily identified, is absent, or the vessel was abandoned at a facility. Failure to comply with a Federal removal order can result in civil penalties of up to \$25,000 for each day of violation.

To avoid liability, a responsible party under OPA-90 has the burden of establishing by a preponderance of the evidence that the discharge and damages were caused solely by an act of God, an act of war, an act or omission of a third party, or any combination of those causes. A facility cannot rest there because a responsible party cannot claim the defenses allowed by the Oil Pollution Act when a named responsible party has failed to report the incident as required by law, or to provide all reasonable cooperation and assistance requested by a responsible official, or, without sufficient cause, fails to comply with an order regarding removal. Hence, even an innocent facility operator can attach liability to itself for failing to assist and cooperate.

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In a case arising out of Hurricane Opal, a marina facility recovered expenses against an insurer for raising sunken vessels which were leaking oil. The facility was told orally by the USCG to clean up the oil from its storage tanks and the sunken vessels, which it did. The insurer attempted to exclude its liability as to third party vessel removal costs and the court found that under the circumstances the facility was under a duty to raise the unidentified and identified vessels to stop the discharge of oil and that it was sort of a de facto responsible party even though it was never officially designated by the state or USCG.

Facilities can protect themselves by knowing who the owner of the vessels are that frequent their facility and requiring proof of insurance and full contact details for the owner. A prudent facility should make sure or require that vessels are properly marked and identifiable under a state, federal, or international scheme, which demonstrate registration, USCG or IMO numbers while at the facility.

AVOIDING THAT SINKING FEELING

The moral of this story is to act fast to mark and then remove a sunken or wrecked vessel, work closely with the insurer and government agencies to mitigate the loss and remove the vessel and if a facility, exert some quality control as to who you let into your facility, including proof of ownership and insurance so as to reduce your exposure ... so you do not get that sinking feeling.

Matthew Valcourt is a Partner with Fowler White Burnett P.A. and focuses his practice on maritime law. He handles all types of marine-related litigation and holds a USCG Unlimited Chief Mate and 1600 Ton Masters License. He is Board Certified in Admiralty and Maritime Law, is current Chair of the Florida Admiralty Law Committee and serves as a director to the Massachusetts Maritime Academy Alumni Association. He is a member of the Maritime Law Association, and the Southeastern Admiralty Law Institute.



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What Will You Do When a Spill Occurs?

Having a Spill Plan in Place is the Key to an Effective Response

By Larry DeMarca

The blowout aboard the Deepwater Horizon and the resulting oil spill in the Gulf of Mexico captured the attention of both the public and regulators. As a result of this incident, both the government and the general public have developed opinions as to how such an oil spill should be avoided, contained and cleaned up. Now, even a small spill can become front page news and your company's operations and policies will be scrutinized by the government, media and the general public. As such, it is important to develop a clear response plan to a spill before one happens. Based upon the public's sensitivity towards spills, even a small spill can create a very serious threat to the company.

FORMULATE THE PLAN

Spills, although rare, are an inevitable fact of life while working in the offshore environment. Each marine operator should have in place a detailed environmental emergency response plan. The plan should be prepared specifically for the company's needs taking into account the type and location of operations that are to be expected by your vessels. Once the plan is formulated, it should be distributed to each employee with additional copies available for review on each vessel. In addition to the preparation of a written plan, training should be provided on an ongoing basis to help familiarize the company's employees, including both office and field employees, on the specifics of the plan and how to respond in the event of an incident.

The purpose of the plan is to provide guidance to the vessel's captain and officers with respect to steps to be taken when a pollution incident has occurred or is likely to occur. The primary purpose of the plan is to set into motion the necessary actions to minimize the discharge and mitigate the effects of a discharge. Effective planning will make sure that necessary actions are taken in a structured, logical and timely manner.

As with any program, it is important to have a policy that serves as the guiding principle for the plan. These policies help set the table for the employees to understand and adopt the procedures. Once the goals of the plan are determined, the specifics of the plan can be worked out. Response plans must contain several elements including vessel particulars, reporting requirements, what to do in the event of a discharge, how to report a discharge and how the response will be coordinated

with national and/or local authorities. In addition to these topics, a plan may also contain additional information such as a description of the response equipment to be utilized in the event of a release, information on how to handle public relations, check lists to be used in the case of an emergency, procedures for critical tasks that could cause a pollution incident, or the requirements for conducting ongoing drills.

NECESSARY INGREDIENTS

Each vessel's plan should provide the particulars for the vessel. Although this information can easily be provided by the vessel's captain, in the event of an emergency, this information may need to be provided quickly at a time when the captain may not be available. The plan should identify the name of the vessel, the vessel's owner and operator, the official number, the flag, port of registry, vessel builder, gross tonnage, length, draft, etc. If this information is included in the emergency response document, any crew member will be able to provide this pertinent data to the authorities.

WHAT TO DO – AND WHY

The next section of the plan should assist the crew in determining whether a discharge of oil, whether probable or actual, should be reported and to whom it should be reported. As such, the first element of the vessel's response is to assess the nature of the incident. The crew member who becomes aware of the discharge should immediately alert the other crew members, identify the spill source and then a spill assessment can be conducted. Once the spill is assessed, the vessel's captain can determine whether the discharge should be reported.

It is important that the crew knows that reporting a spill is required whenever there is a discharge of oil resulting from damage to the vessel or its equipment, an intentional discharge for the purpose of securing the safety of the vessel or saving a life at sea, or if a discharge of oil occurs during the operation of the vessel. In addition to these actual discharges, a probable discharge should be reported when there is a probability of a discharge although an actual discharge may not have yet occurred, or when a discharge is noticed on the surface of the water when the crew is unable to determine where the discharge is coming from. It is imperative to have a checklist included within the plan that provides the vessel

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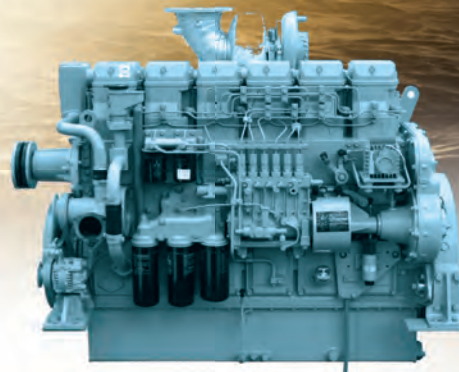


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crew a quick description of how they should proceed.

The captain should report the spill by the quickest means possible, whether via radio or telephone. The plan should include a contact list that the captain can use to report the incident. Under most circumstances, the list should include contacting the company's operation center, the dock/terminal operator where the vessel is working, and the state and federal authorities. The report should include the location of the spill, characteristics of the oil spilled, disposition of the vessel and its cargo, the movement of the slick and the type of assistance required.

This section of the plan should include a listing of all of the government agencies and designated response companies that should be contacted in the case of an emergency. These agencies could include entities such as the United States Coast Guard, MMS, the adjoining state's Oil Spill Response Office, the adjacent state's Department of Environmental Quality, the State Police Hazardous Material Unit, and the State Police Emergency Response Unit. Specific numbers for each state that your vessel operates in should be included as part of the plan.

CONTROL & MITIGATE THE SPILL

Once the incident is properly reported, the crew should immediately take action to control the discharge. These requirements include both navigational and seamanship measures. Navigational measures could include determining whether the vessel should alter course, position, speed, change the list and/or trim, anchor, etc. Seamanship measures could include implementation of measures to prevent additional discharge, determination of the seaworthiness of the vessel, the need to ballast or de-ballast, transfer of cargo, leak sealing, firefighting, etc.

The plan should also provide the procedures for dealing with specific events that may cause a spill. Such events can include the transfer of fuel while fueling the vessel, the transfer of material from the vessel to another vessel or platform, leakage from equipment on deck such as winches, pumps, etc. or the leakage of material caused by a vessel casualty. As one would expect, the crew's response to each of these particular events would be much different. A response to a vessel grounding causing fuel to leak from a tank would be very different from the leaking of fluid from a winch located on deck. Providing a simple checklist provides the crew with a listing of the tasks that need to be completed to minimize the chance of a spill.

Once a spill is reported, there is a flurry of activity from the company, spill response companies, the Coast Guard, and other state and local authorities. The efficient

coordination between the vessel and the authorities is a vital element in mitigating the effects of a spill.

Furthermore, the plan should designate which member of the crew is responsible for documenting the incident by maintaining logs, diaries, etc. detailing the incident, the reporting of the incident, the response to the incident and the cleanup of the incident. As the captain is usually very busy during an emergency incident, it may be wise to designate a mate or other similar officer for this task.

TRAINING – AND PUBLIC RELATIONS, TOO

Additional areas of the plan could include a section on how to deal with the public relations aspect of the spill. As such, the plan should detail which company representatives are authorized to issue statements or give information to any of the entities that may request information that are not included in the plan. For example, ship board personnel need to be authorized to provide information to MMS, Coast Guard, State Police, etc. However, these employees should not be authorized to provide information to local media, environmental groups, etc. The plan should designate which company representative is responsible for providing information to these other entities.

As with all safety and environmental plans, employee training is critical. Even the best response plan will be ineffective if the crew is not well versed in its contents when an incident occurs.

Although no one wants a spill to occur, they are an inherent hazard while working offshore. An effective response plan is the key to the efficient management of such a spill and its aftermath. Considering the public relations and government pressures that bear down upon operators in the event of a spill, the long term viability of your company may be contingent upon how you respond.

Mr. DeMarcey is a partner in the law firm of Fowler Rodriguez Valdes-Fauli. His areas of practice include Commercial Litigation, Admiralty, Personal Injury, Transportation, Real Estate, Construction and Corporate Law. Prior to attending law school, Mr. DeMarcey served on the Washington based legislative staff of Congressman Jimmy Hayes. On the WEB: www.frvf-law.com



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Raymond Lord

President, Donjon-SMIT, LLC



When Raymond Lord was named President of Donjon-SMIT, LLC just over one year ago, the native Houstonian brought with him more than 30 years of experience within the marine salvage industry, and he joins industry heavyweights John Witte and Douglas Martin at the joint-venture, casualty response and compliance group. Coming from his previous position as Vice President and Operations Manager for SMIT Americas in Houston, Lord now heads up one of the largest, and arguably the most visible nationwide marine service providers. Lord's leadership in this highly technical business involves leveraging the strengths of both SMIT Salvage Americas and Donjon Marine to best serve their diverse client base. This month, Lord weighs in on a raft of subjects for *MarineNews* readers.

You've been at helm of Donjon-SMIT for just over one year now. This is a good time to assess the best attributes of your firm. What distinguishes Donjon-SMIT from its competitors?

Donjon-SMIT's best attributes are twofold. First, this involves the total commitment of both companies, Donjon Marine as well as SMIT Salvage Americas, to not only provide each vessel owner/operator with the documentation and administration to allow them to operate within US waters in full compliance with OPA90 regulations, but also to allow each owner operator the confidence that in the event of a true emergency incident Donjon-SMIT is fully capable of providing prompt professional service regardless the size and scope of the situation. Secondly, and as is the case with any organization, people are our greatest resource. The staff at DJS as well as both parent

companies, Donjon Marine and SMIT Salvage Americas, are highly trained and dedicated to providing the highest quality service to our clients. Backed by years of hands on experience within the maritime industry they provide the key element when responding to an emergency situation.

How does and will Donjon-SMIT interact with those in the U.S. government (Coast Guard, NOAA, etc.) over the next year?

Donjon-SMIT interacts with governmental entities in many ways. Through personal meetings to discuss elements within the industry or full scale emergency response drills and vetting processes, DJS remains in close contact with the various agencies. Over the years, an open relationship has developed and both sides are comfortable discussing not only present state of affairs, but also mutual guidance in further developing the way forward. Working together for many years on many salvage operations has led to a level of cooperation that, today, we value highly.

How has Donjon-SMIT found the promulgated marine firefighting and salvage regulations to be in terms of an overall industry point of view? Have they helped? Could they be improved upon? How?

Although the path in developing the newly founded SMFF regulations has been long and arduous, we believe that it has been a huge step forward to improving the nation's ability to respond to any emergency salvage situation within US waters. For many years following the Exxon Valdez incident, the focus has been largely upon the oil spill response community and many salvors were able to operate with little or no resources, minimal experience and without the company structure that would

enable it to conduct a full scale salvage operation if one had arisen. Those days are behind us with the new regulations. Each responder now is held accountable for their planning, their resources and their ability to react to a serious salvage incident. Vetting processes have been developed and are underway. Drills are now established (although some additional detailed requirements are still being developed) leading to the exposure of not only strengths but weaknesses within the salvage community that can now be addressed and improved upon. As with other regulations, they are work in progress. Each step is seen as an improvement in the salvage response capability within the US and that, in the end, is the true goal.

In what areas are you going to focus on for growth in this year and beyond?

The standard procedure for almost all serious salvage operations is now to remove the threat of pollution whether the vessel is transporting an OPA 90 related cargo or is carrying only bunkers. In this regard we are closely monitoring the upcoming non-tank regulations and looking forward to expanding our client base extensively. Anticipating that once released the new non-tanker regulations will mirror most aspects of the present day SMFF regulations pertaining to tank vessels, we are encouraging present day non-tanker vessel owners to act proactively in the administrative process and enroll their vessels now instead of later.

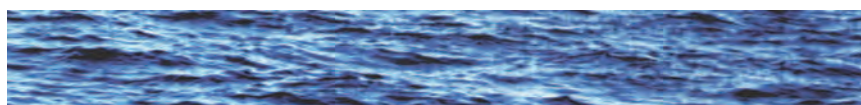
Tell us about Donjon-SMIT's joint venture partners and what they each bring to Donjon-SMIT.

Both partners are truly dedicated to the onward success of the Donjon-SMIT joint venture, bringing unique but at the same time complementary assets to the venture. Lifelong

competition has been put aside in a spirit of cooperation in order for DJS to reach its goal of providing the very best in emergency response services.

Has the tragedy of the Concordia focused attention on professional marine salvage in the right ways?

The tragedy itself correctly illustrated the readiness, dedication and perseverance of the rescue responders in a potentially very dangerous circumstance. We hold the deepest respect for those dedicated to saving the lives of so many people that night. The salvage operation itself is



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INSIGHTS

in its very earliest stages but we remain confident that the salvors will do their best to protect the environment in all ways possible and to remedy this difficult operation in the swiftest and most professional manner.

Your firm's Compliance Decision Tool claims to "place emergency resources at your fingertips." Bring the readers up to speed on this unique part of your service package.

Developed over the course of three years, the Compliance Decision Tool (CDT) serves several key functions within our organization. It allows Donjon-SMIT to graphically demonstrate our ability to meet SMFF regulatory planning standards. During an actual response, we can visually illustrate where our personnel, equipment and support craft are located in real time with easily calculable arrival times to any port in the country. As it is the vessel owner/operator's obligation to ensure that their chosen SMFF

provider is capable of fulfilling all regulatory requirements, this tool gives that owner the confidence that Donjon-SMIT was their proper choice.

Tell us a little about your journey – marine salvage and business experience – that culminated in your current post as President of DonJon-SMIT.

After 10 years as a commercial diver in the US Gulf of Mexico, I worked on my first Smit Salvage project in 1984 raising a sunken car ferry in Mazatlan, Mexico. At that moment, I left the oil field of Louisiana for the international world of salvage diving. Working through the ranks within SMIT gave me the opportunity to apply my extensive field experience to the many other business functions within the organization. From Safety, Quality, OPA 90, Commercial, and finally Operations Management I approached each step as an opportunity and a privilege afforded to very few people, for which I remain grateful.

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SAFETY

Subchapter M & the Towing Vessel Bridging Program: What's Next?

By Captain Katharine Sweeney



This time last year, the U.S. Coast Guard was busy taking comments on the proposed rulemaking for Subchapter M. A very vocal discussion ensued, with the predominant comments focused on impending requirements for rebuilding vessel electrical systems, the standard six on six off “boxed” watch schedules and whether

elements of the Crew Endurance Management Systems (CEMS) should be included in the rulemaking.

As of today, the industry has yet to hear of any definitive outcome of Subchapter M discussions, or plans for a final rulemaking. I had the opportunity to attend portions of the American Waterway Operators (AWO) annual convention this year and, of course, Subchapter M was a hot topic. The consensus is the next version will not be released until sometime after October 2013. As to whether it will be in a final rulemaking or a request for more comments, that's anyone's guess.

THE U.S. COAST GUARD SPEAKS

The Commander of the 13th USCG District, Rear Admiral Keith Taylor, addressed the conference and spoke at length about the Coast Guard's Towing Vessel Bridging Program. The Bridging Program originally started with Phase I Exams — “you call us, we'll come out and inspect.” Passing the voluntary exam meant the vessel would receive a UTV (uninspected towing vessel) decal; good for three years. As of June 2012, Phase II of the operation started — “we'll call you.” Phase II Exams focus on law enforcement and on vessels that have not been examined before. Exams also may be initiated due to the noted poor condition of the vessel. The Coast Guard will begin conducting more Phase II Exams as of January 1, 2013. Phase III Exams will entail implementation of Subchapter M once the final rule is published.

Some companies are facing the expiration of their original Phase I decal. These companies will need to call the Coast Guard to schedule another exam. While some companies have received letters that 100% of their fleet has been examined and all vessels have received decals, Admiral Taylor stressed that it will important to check the Coast

Guard's database of exams. There have been many clerical errors discovered in recording the exams and issuing decals. Even if you received a letter indicating 100% compliance of your fleet, this does not necessarily indicate that the information in the Coast Guard's database matches this level of compliance.

COMPETENT INSPECTORS / FAIR INSPECTIONS

Clerical issues aside, the Coast Guard learned a lot from the Phase I Exams process. The goal is for the exams to be “professional, fair and consistent,” Taylor said. The Coast Guard is working to develop proficiency and competency among their Marine Inspectors so they are not trapped by the “paradigm of the last 20, 30, 40 years of the person coming aboard in the blue coveralls with a hammer.”

Addressing this stale paradigm is important, as the traditional inspections were designed to find fault, specifically looking for deficiencies. As Safety Management Systems (SMS) are developed, these Marine Inspectors must look at the system as a whole and gauge whether it addresses the requirements. Marine Inspectors should be asking themselves: “Is there ample evidence of compliance with the system?”

AWO, RCP, SMS, TVIB — AND YOU ...

A Safety Management System is a prerequisite for membership in the AWO and the organization's Responsible Carrier Program (RCP) spells out what a company must include in that system. The RCP requires internal audits to be completed as well as and third party audits performed by qualified RCP auditors at predetermined intervals. Previously, the AWO provided the training for qualified candidates to become certified as RCP auditors (of which this author is one) as well as mandatory continuing education every three years. Third party audits utilize (among other things) detailed checklists, which can be found on the AWO's website, for both the vessel audit and the audit of the company's office(s).

What will become of the RCP is uncertain, but the AWO will phase out any direct role in auditing. It is anticipated that the AWO will “get out in front ensuring that only qualified auditors are approved to conduct RCP/ Subchapter M audits.” Whether these third party audits will be structured in the same manner and use similar checklists to the RCP is also unknown.



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SAFETY

The Towing Vessel Inspection Bureau (TVIB) is one organization that has been created to try and get in front of the requirements for subchapter M audits. The primary purpose of the TVIB organization is to provide accreditation for third-party auditors and surveyors who work for USCG accepted organizations and conduct third-party audits and/or surveys of towing vessels in accordance with Subchapter M. The TVIB will train and accredit auditors of vessels towing along side or pushing ahead on inland waters (East, West and Gulf Coasts), as well as the Western Rivers.

The TVIB will provide and maintain an audit tool (checklist) for use by all auditors assessing compliance with Subchapter M and train auditors on how to use the tool. However, the TVIB will not conduct audits under Subchapter M itself nor will it provide day-to-day oversight of the auditors or surveyors.

While I am not aware of any other organizations attempting to discern what the qualifications for auditors will be once Subchapter M comes to fruition, it is evident that given the number of uninspected vessels out there, we

will need a significant number of auditors. A structured system is paramount to ensuring proficiency and competency among auditors and to make certain audits are conducted in a professional, fair and consistent manner.

SUB M WAITING GAME

It has already been a long wait for the Subchapter M final rulemaking and patience is wearing thin for many in this industry. Hopefully the final product will be worth the wait and will allow enough time to develop competent auditors and a fair and consistent auditing system.

Captain Katharine Sweeney is CEO of Compliance Maritime, provider of independent internal auditing of security, safety, quality and environmental management systems for vessel operators. Captain Sweeney is an experienced Master Mariner, safety expert and federally licensed pilot with over 25 years in the Maritime Industry.
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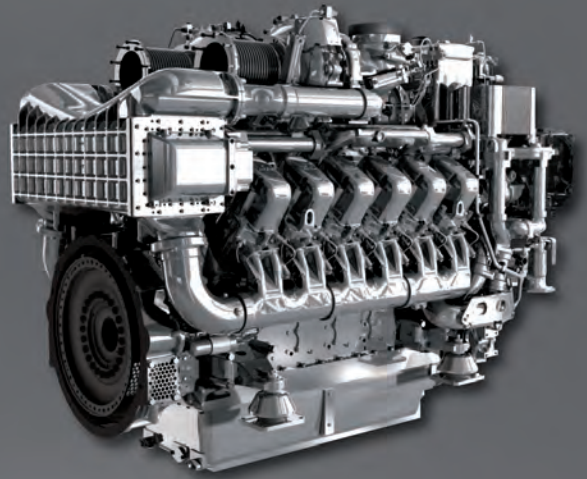
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Poor Conditions, Better Communications

Industry and the federal government continue to work together to improve less than optimal conditions on the U.S. inland waterways. Measurable, although slow progress is being achieved.

By Raina Clark

The summer of 2012 brought drought and poor navigating conditions to the inland waterways. Low water levels continued into the fall and threaten to move into winter, but the event has demonstrated how barge industry and government relations have changed over the years and what challenges remain.

“We’ve gone from the Great Flood to the Great Drought,” said Dan Mecklenborg, Senior Vice President at Ingram Barge Company. Water gauges on the Mississippi River at Memphis, Tenn. were 50 feet lower this year than they had been one year ago during the 2011 flood. If you want a silver lining, it could be that the industry “had a lot of practice working with the Corp and the Coast Guard last year with the high water,” said Lynn Muench, Senior Vice President of Regional Advocacy at the American Waterways Operators (AWO).

Because of last year’s flood, many resources and communication strategies were already in place to deal with this year’s poor river conditions.

Austin Golding of Golding Barge Line said “the Corp has done a fantastic job of getting out to reported areas and dredging.” Golding sits on the AWO’s board for southern regions. His approval of the U.S. Army Corps of Engineers’ (USACE) management of the drought is largely shared by the rest of the industry, except when it comes to the flow of the Missouri River into the Mississippi.

“This year our concern is that the Corp has been reducing the flow from the Missouri River,” Mecklenborg said, directly impacting the middle section of the Mississippi River between St. Louis, Mo. and Cairo, Ill. “We’re concerned that we could end up with low water through December.”

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A three-foot loss of water equates to losing 612 tons of cargo per barge,

AWO said. When also reducing the tow by 15 barges, this can equate to a loss of 9,100 tons of cargo ... An additional 360 semi-trucks would be needed on the roads to move those 9,100 tons.

Map of the inland waterways.



(Image courtesy U.S. Army Corp of Engineers)

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“We have been living with low water situations on the Mississippi River System starting with the Ohio River in mid-May and extending to the upper and lower Mississippi River during the third quarter,” said Steve Holcomb of Kirby Corporation. Hurricane Isaac resulted in small gains for the Mississippi in September, but not nearly enough. The situation continued to get worse until mid October when water levels began to recover slightly, but conditions were still well below normal as this went to print.

“Transit times have been extended due to the low water levels and numerous industry groundings, occasionally closing sections of the river for short periods of time and dredging throughout the system,” said Holcomb.

The upper Mississippi with its locks system is less impacted. Boats on the upper portion of the river push a maximum of 15 barges in a tow even under normal conditions, due to the limited capacity of lock chambers. Also, petroleum products have been less impacted than dry bulk cargos. “It’s a dimension issue,” Mecklenborg said. Liquid tows use different sized barges and are hauled in smaller tows, so narrowing channels are less of a problem. But for dry bulk cargo carriers, from St. Louis to the Gulf, the situation has been most difficult.

Under normal conditions, “on the lower Mississippi, our members would load to a draft of close to 12 feet and have 35 to 45 barges in a tow,” said Muench. “Right now they’re loading at less than nine feet and most only have 20 barges in a tow.”

The AWO put the loss of cargo capacity into perspective. A three-foot loss of water equates to losing 612 tons of cargo per barge, the organization

said. When also reducing the tow by 15 barges, this can equate to a loss of 9,100 tons of cargo. Switching to roads to move the left behind cargo would be difficult because each tractor trailer carries far less than one barge. An additional 360 semi-trucks would be needed on the roads to move those

9,100 tons.

To make matters worse, low water levels are compounded by an increasingly decrepit locks system.

“Lock 27 just north of St. Louis, the most southern lock on the Mississippi, went down with an emergency closure recently,” said

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(Photo: courtesy Ingram Barge Company).



“We’ve gone from the Great Flood to the Great Drought”

Dan Mecklenborg, Senior Vice President at Ingram Barge Company. Water gauges on the Mississippi River at Memphis, Tenn. were 50 feet lower this year than they had been one year ago during the 2011 flood.



Landsat 5
October 5, 2010



Landsat 5
September 6, 2011

Mississippi River Level Dropping

The 2012 drought, which has affected much of the cropland in the Midwest and the western United States, has also had a major effect on the level of the Mississippi River. The diminishing flow of the river has delayed barge traffic and movement of cargoes to ports at the lower mouth of the river.

40% of the conterminous United States drains into the Mississippi River. The drought, which has diminished the flow from feeder streams, has led to a 30-50 foot drop in the river level. A drop of one foot lessens the amount of cargo that can be carried downstream by 200 tons.

Landsat imagery illustrating water levels in the St. Louis, Missouri, region demonstrate the change in recent years. The 2010 image shows “normal” conditions. The river level forms a uniform line and oxbow lakes east of the river provide water for nearby crops. The 2011 image, acquired after major flooding, shows water boundaries similar to the 2010 view. However, the 2012 image shows a more narrow river with white tones representing exposed sand bars and exposed shorelines. One of the oxbow lakes is nearly dry and the larger lake has shrunk.



Landsat 7
August 15, 2012

U.S. Department of the Interior
U.S. Geological Survey

A collection of U.S. Geological Survey imagery depicting dropping levels on the Mississippi River. (Image courtesy USGS)

Muench. "It's particularly a problem this year because the industry is already struggling with not hauling as much."

Officially there were 63 tows reported in the queue during that particular outage, she said, but there were probably at least 90 waiting on the river somewhere, knowing the lock area was jammed with boats. "It took them five days after the opening of the lock to get back down to a normal wait time."

Considering that it has been estimated to cost a barge company \$10,000 a day when a towboat sits idle, not including the costs associated with idle barges or cargo, this kind of outage makes a big impact.

Speaking of the barging industry, Mecklenborg said "we move 15% of all the freight transported in the U.S. and we do it at a cost that's about 3% of the total U.S. freight bill. We also have the best fuel utilization rate. We move one ton of cargo over 600 miles on one gallon of fuel."

Golding echoed the sentiment of the entire barging community when he said "I'd like to see the waterways kept updated and see our locks and infrastructure improved. As we update our fleets on our end, the locks and dams need to be updated too."

A NEW ERA: INDUSTRY & GOVERNMENT – TOGETHER?

The last time the inland waterways faced a drought this severe was in 1988, an event which was estimated to have cost the barge industry \$1 billion. During that drought, the river channels were not as well managed and the different subsets of the Corp did not communicate well, Muench said.

"That's one of the reasons the river shut down as long as it did back then. It was very similar to the flows we are experiencing now, but with two big differences: structural improvements

and communication between the AWO, Corp and Coast Guard."

There was a great deal of anger and frustration between industry and government back then, Muench said, caused by a stovepipe approach to inland waterways management. "As I understand it," she said, "they were dredging things that weren't

critical instead of sending resources across district lines." But now "there's discussion on how to reallocate things and this time all the assets are being deployed based on system needs, not stopping at district lines."

Much of today's improved communications are achieved through the River Industry Executive Task



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“The Corp is still telling us that they cannot and will not release water for Mississippi River navigation even though the President clearly stated that they should be. That’s part of the President’s promise to increase exports.” - Lynn Muench, SVP of Regional Advocacy AWO

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Force made up of the Corp Generals for the Mississippi Valley, Great Lakes and Ohio River divisions; the Coast Guard Admirals of the 8th and 9th districts; and seven senior executives from AWO.

“We’re on a conference call with them on a daily basis, depending on the section of river, to identify where there are problems. We’re talking about how to keep safely moving, setting up cues and what buoys might need to be reset because the river is changing. If industry is seeing a place that needs to be dredged soon, we’re notifying the Corps and Coast Guard because they don’t have the resources to monitor everything,” Muench said.

Today, she adds, “there’s more of an understanding that we’re all doing the best we can. It’s Mother Nature that’s not cooperating. Even if things aren’t perfect, if you understand what the challenge is, that’s workable.” In addition to the communications improvements that came about after the 1988 drought, the Corp completed river work that allowed the water to move quicker to the middle of the channel and kept the silt from building up. Consequently, Muench said, it takes less dredging than it did in the 80s to manage drought conditions.

CONTENTIOUS MISSOURI RIVER FLOW

The Missouri River comes into the Mississippi just above St. Louis. “What we call the lower Mississippi could really be called the lower Missouri based on the amount of

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water that comes from that river,” said Muench. From St. Louis, Mo. to Cairo, Ill. the Mississippi is largely fed by flow from the Missouri River. The Corp provides flow from the Missouri basin reservoir into the Mississippi from April 1 to December 1.

“On a normal year, I’ve typically seen estimates that 20% to 30% of the water going past the arch in St. Louis is from the Missouri River.” This year

however, “almost 70% of the water going past the arch is coming out of the Missouri.”

“Without the Missouri River release this year the St. Louis harbor would be closed, cutting off the lower Mississippi from the upper portion of the river and from the Illinois River. The area from St. Louis to Cairo would also be closed; a section relied upon by major agricultural producers.

There are also a lot of petroleum and chemical producers that travel the Illinois, into and out of the Chicago area, that would be impacted,” said Muench.

But even the current release from the Missouri River does not support full-service navigation on the Mississippi and so far the Corp has been unwilling to release more. Ironically, the Missouri River is managed by the Northwestern division of the Corp, based in Portland, Ore. “We have asked that the Missouri River release more water,” Muench said. She believes the Corp is obliged to release enough water to support full-service navigation on the Mississippi, but “the Corp says they are not.”

“The Corp is still telling us that they cannot and will not release water for Mississippi River navigation even though the President clearly stated that they should be. That’s part of the President’s promise to increase exports.” What’s more, said Muench, “there were five or six lawsuits combined into a 2005 court case that said navigation and flood control are the two primary purposes of the Missouri River system and water should be released for ‘downstream navigation.’”

The question is, does “downstream” include what we call the lower Mississippi? Even more disconcerting than the refusal to release more water is the prospect of what happens if the river levels do not recover enough to maintain safe navigation after the flow cutoff date in December. “We’re really, very concerned about Dec 1,” said Muench.

Only time will tell what water levels do this winter and if the Corp’s Northwest division decides to release water beyond the traditional cut off. As light loading and infrastructure woes continue, “All I can say is that luckily today it’s raining here in St. Louis,” Muench said, “but we need a

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lot of rain to catch up.”

LOOKING AHEAD

The U.S. inland waterways system is challenging enough, even in the best of times. Continued improvement in industry-government relations, plus a little bit of luck from Mother Nature herself, will go a long way towards rectifying some of the worst navigation conditions seen in decades. Even minor improvements in both metrics will produce measurable progress. The latter variable can't be controlled with any reliability; the former probably still needs work. Navigating in that direction is something we can all look forward to.



Ingram's M/V William P. Morelli
(Photo courtesy Ingram Barge Company)



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SNEED SHIPBUILDING

An (Extended) Family Affair

When Martin M. Sneed embarked in the business of building for the demanding workboat market in the mid-60s, he likely did not imagine that four decades later, his son Clyde (pictured) and business partner and co-owner Mitch Jones would be at the helm of a highly successful boat building company, crafting finely appointed custom boats for some of the industry's most discriminating owners.

By Greg Trauthwein

Sneed Shipbuilding was founded by Martin M. Sneed in 1965, and many of the principles upon which it was founded: quality, integrity and efficiency, are as valid today as ever. Today Sneed is co-owned and operated by Clyde Sneed (Martin's son) and Mitch Jones, a partnership that relies on the quality creed of the past while looking toward future expansion from its towboat and barge roots to the burgeoning offshore market and beyond. It was just three years ago, in June 2009, that Clyde's father Martin sold the business to Clyde and Mitch, and the move has paid off handsomely, with the company growing from 30 employees in 2009 to about 180 employees today. Today the company operates out of its main facility, nearly 40 acres in Channelview, TX, about 15 minutes due east of Houston, as well as a smaller yard (about three acres) in Orange, TX and the recently acquired Central Gulf Shipyard, LLC, in New Iberia, LA. The New Iberia yard is a full service shipyard located on the Commercial Canal in the Port of Iberia, specialized in offshore liftboat newbuild and repair; cornerstone to the company's plan to further diversify its business from its inland core to include the offshore industry. Sneed is now starting construction of its first liftboat ever built in the Channelview facility, and in fact uses all three of its facilities to balance the work load efficiently.

Fuel for Growth

Much of Sneed's business centers around the carriage of liquid fuel, as it builds for some of the world's leading inland tow and barge operators.

"We are in good with the liquid carriers, and this has kept us strong," said Jones, noting that Sneed has and continues to build new vessels for

the likes of Kirby, Settoon, Buffalo and Golding, among others. "Our business has been strong because of our business with the petrochemical industry. It is as recession proof of a business that you can get."

"The major players are upgrading their fleets now," Sneed added.

"Simply put, we try to build them better than anyone else. We take a lot of pride on the interior outfitting of the boat," including small but important touches such as solid wood doors and furnishings, granite on the consoles if requested, and overall superior living facilities for the benefit of crew and

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.....
 Sneed Shipbuilding's
 specialty is 2,000 to
 3,000 hp towboats
 (above), said Mitch
 Jones.

.....
 Sneed Shipbuilding
 recently delivered
 the Patrick J.
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 Buffalo Marine.

.....
 Another ubiquitous
 sight in the Gulf
 Region: Karl Senner
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 Pictured (right) are
 Ralph Senner (R) and
 his son Karl.

company. Jones added that the boats are overbuilt structurally, with extra insulation and systems throughout designed to dampen mechanical vibration and noise, a testament to the fact that the company generally builds for the larger, more stable long-term players in the market, companies that generally build their boats with the intent of owning and operating them for a very long time.

While Sneed is diverse in its offering, and counts about 70% of its business on newbuilds, 30% in the repair sector, Jones said that the company's specialty is 2,000 and 3,000 hp towboats.

Before Clyde and Mitch bought the business in 2009, the company as building one deck barge at a time, and in fact Mitch was a client for many years, having worked in the maintenance and operations division for Blessey for more than 14 years. It is this experience from the owner side of the equation that has helped to strengthen the Sneed operation

further. While business has been strong and growing, Sneed and Jones continue to focus on ways in which to make their business ever more efficient and cost effective. The chief challenge today is to find and maintain qualified workers. "You can find plenty of labor," Sneed said, "but it's tougher to find true fitters and welders." As a consequence, the company must invest in ensuring that materials for the boats it builds are manufactured and delivered in clearly marked pieces, and in fact Sneed said the company is

looking into an investment in its own steel cutting and processing on the grounds of its Channelview yard.

Today though all facilities are bustling with business, and Sneed said it will deliver a total of nine boats during 2012. Currently under construction are eight towboats in Channelview (two for Golding, two for Settoon and four for Kirby), and the liftboat. The New Iberia yard recently completed a LeBeouf Bros. Towing boat, and is currently building two towboats for Settoon.



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Retooling the U.S. Coast Guard

Small Boat(s), Big mission(s), Uncertain funding(?)

By Joseph Keefe

Under the Radar and also the higher profile Fast Response (FRC) and National Security Cutter (NSC) acquisitions is the U.S. Coast Guard's effort to replace and upgrade its fleet of smaller response workboats. The building programs involve big money and substantial innovation. But, for all the progress being made, the failure

of the federal government to come to a budget deal for the coming fiscal year could also put the brakes on some of the most innovative programs that the Coast Guard has ever embarked upon. In the meantime, it is full speed ahead with a three-pronged small boat program that could eventually involve as many as 650 vessels.

The effort to recapitalize the Coast Guard never ends. And, although the larger cutter programs tend to get the most attention from industry observers, the job of making sure that the workhorse small boat response fleet for the nation's homeland security stalwart remains up to the task is arguably more important. Starting in 2002, the U.S. Coast Guard purchased 100 RB-HS boats from U.S. builder Safe Boats, followed by another larger purchase of 448 RB-S I boats during the period of 2003 through 2009. Today, the effort to replace these and other aging assets and at the same time, standardize the Coast Guard's response boat platforms across the breadth of the organization is also well underway.

CONTRACT AWARDS

At least three major contracts have been awarded and production is underway on boat awards. The first award involves Metal Shark Aluminum Boats of Jeanerette, LA and a fixed price contract to replace the U.S. Coast Guard's fleet of Response Boat – Small (RB-S) vessels. As many as 470 boats could eventually be delivered to the Coast Guard, with another 30 boats potentially to be built for the U.S. Customs and Border Protection and the U.S. Navy. The \$192 million contract – one of the largest boat buys of its kind ever for the Coast Guard – will greatly enhance its mission capabilities in the years to come.

For the Response Boat – Medium (RB-M) requirements, the Coast Guard has awarded to Marinette Marine Corporation contract(s) for as many as 166 boats that may eventually reach an expenditure of almost \$400 million. The most recent delivery order of 40 boats was made in February; a \$90 million addition to the current backlog.

Finally, DHS in June also awarded



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a Firm Fixed-priced, Indefinite Delivery Indefinite Quantity contract to MetalCraft Marine US, Inc. of Clayton, NY. That deal calls for up to ten Cutter Boat Long Range Interceptor II's (CB-LRI-II) that will deploy from USCG National Security Cutters.

METAL SHARK'S RESPONSE BOAT-SMALL (RB-S) II

The Response Boat-Small (RB-S) is intended to perform a myriad of missions for the Coast Guard, including but not limited to Ports, Waterways, and Coastal Security (PWCS), Search and Rescue (SAR), Drug Interdiction (DRUG), Alien Migrant Interdiction Operations (AMIO), Living Marine Resources (LMR), Defense Readiness (DR) and Other Law Enforcement (OLE) missions. Under a phased, competitive procurement, the initial contract award called for Metal Shark and another contractor to produce one boat each. The Coast Guard then exercised a delivery order valued at approximately \$13 million on September 26, 2011 to Metal Shark Aluminum Boats for the production of 38 units. Eventually and in August of this year, the Coast Guard placed a second delivery order with Metal Shark for another 25 boats – valued at \$8.1 million – and this brought the total number of boats on order to 63.

The U.S. Coast Guard took delivery of the first new Response Boat-Small (RB-S) II in June. Eventually, it is intended that the RB-S II will replace the Defender-class RB-S, of which there are more than 400 still in service. And, because the Defender-class RB-S is the largest vessel class in the Coast Guard fleet, this replacement program is especially important. In the choppy wake of other Deepwater recapitalization failures, the Coast Guard wants to get this one right. So far, it looks like they

are on the right track.

The new RB-S II has a length of 29 feet, and is powered by twin 225-horsepower (hp) Honda outboards producing a top speed of over 45 knots with a range of 150 nautical miles. The turnkey delivered boats all come with their own Evolution, Patriot Series trailers.

Outfitted with a standardized communications and navigation suite and designed to improve functional design and crew comfort, the RB-S II will be operated by a crew of four. RB-S is also weapons-ready, with multiple weapons racks and an integrated weapons-ready mounting system at the bow. The forward-

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mounted gunner's platform provides 180-degree firing capability while a pass-through hatch leads to the cabin for easy access in any conditions.

According to Metal Sharks' Greg Lambrecht, a deciding factor in the Coast Guard's decision to choose the Metal Shark entry had to do with the superior visibility of their

convertible cabin arrangement. Lambrecht explained, "The cabin provides innovative protection, but is able to be opened up for safety. With this arrangement, the Coast Guard will be able to operate the RB-S II in significant sea states, from Key West August as well as Minnesota in December." Lambrecht added that

the Coast Guard looked hard at "total ownership" cost when they chose the Metal Shark entry. For example, he said, the RB-S II gets good fuel economy in comparison to other hulls of the same size.

Metal Shark has fully ramped up to produce the boat in volume, beefing up their workforce by 30% to at the current level of about 130 employees, in order to produce about one boat weekly. To better manage the increased workload, Metal Shark is also expanding its 65,000-square-foot manufacturing facility in Jeanerette.

MARINETTE MARINE CORPORATION'S RESPONSE BOATS-MEDIUM (RB-M)

A total of 81 RB-Ms have been delivered to Coast Guard stations around the country since March of 2008. Today, the RB-M has entered full-rate production, with at least 30 boats per year being delivered, or more than one boat every two weeks.

Designed to meet Coast Guard multi-mission requirements for search and rescue; ports, waterways and coastal security; drug interdiction; and migrant interdiction, the RB-M replaces the Coast Guard's aging class of 41-foot Utility Boats and other large nonstandard boats with standardized assets more capable of meeting the Coast Guard's requirements. The new, slightly larger 45-foot Response Boat-Medium (RB-M) boasts new ergonomics, enhanced safety features, and is part of the Coast Guard's plan to standardize and revitalize its shore-based boat fleet.

The Coast Guard further hopes to improve its safety record by standardizing across the entire fleet to give operators one platform of this type to accomplish their mission set; not five or six. In a nutshell, the RB-M project delivered a new boat with significantly increased speed and performance, improving response



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time and agility for missions. The boats also are designed with human factors systems engineering concepts in mind, decreasing crew fatigue on extended patrols.

Also according to the Coast Guard, the RB-Ms provide greater effectiveness in search and rescue missions and are a more capable platform for enforcement of laws and treaties; ports, waterways and coastal security; defense operations; recreational boating safety; and marine environmental protection missions. Interoperability of the RB-Ms with other Coast Guard assets greatly enhances the Coast Guard's command and control in the conduct of its missions.

Delivery of the latest award of 40 boats is scheduled to begin in the second quarter of 2013. This brings the total number of boats under contract to 166. Marinette Marine will build 50% of the boats at its ACE Marine facility in Green Bay, WI. MMC's Teaming Partner, Kvichak Marine Industries of Seattle, will build the other 50% of the boats at its Kent, WA facility. Chuck Goddard, President and CEO of Marinette Marine said recently, "Marinette Marine looks forward to continuing its strong partnership with the US Coast Guard. They are a valued customer, and we are proud to build an additional 40 RB-Ms in support of their mission requirements."

METALCRAFT MARINE'S US COAST GUARD 35' LONG RANGE INTERCEPTOR-II

Simply put, the US Coast Guard 35' Long Range Interceptor

contract in conjunction with BCGP will be the largest contract in MCM US's history. The first US Coast Guard 35' Long Range Interceptor-II is currently under construction at MetalCraft Marine US Inc. Building on the success of the Sentry demo boat, MetalCraft Marine US Inc. and Brunswick Commercial and Government Products jointly prepared a proposal that offered the best value to the US Coast Guard, winning the contract to design and build ten 35' Long Range Interceptor over the next five years. The \$10.2 million contract calls for a boat that, unlike the RB-S and RB-M, will deploy from USCG National Security Cutters. The boat, referred to by the Coast Guard as the CB-LRI-II, is a multi-mission asset supporting Other Law Enforcement (OLE), National Defense (ND), Drug Interdiction (DRUG), Alien Migrant Interdiction Operations (AMIO), Living Marine Resources (LMR), Search and Rescue (SAR), and Ports, Waterways, and Coastal Security (PWCS) missions. Parent cutters can deploy the CB-LRI-II at sea anywhere in the world, day and night, in varying sea and weather conditions. To date, none have been delivered, with the first under construction and due to be delivered in December of 2012.

MORE THAN ACQUISITION: STRATEGY

The Coast Guard's effort to upgrade all three of the platforms described in this article is no accident. Increasingly, and as the scourge of piracy grips worldwide shipping and the threat of terrorism looms closer to home, it is also becoming obvious that the role of the traditional 400' cutter asset is

Simply put, the US Coast Guard 35' Long Range Interceptor contract in conjunction with BCGP will be the largest contract in Metal Craft Marine's history.

Metal Shark's Response Boat-Small (RB-S) II



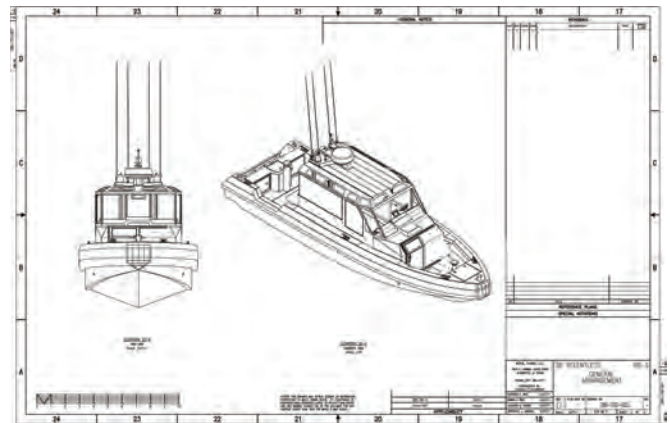
slowly being supplanted by smaller, more agile vessels. In this case, the Coast Guard has done its homework.

Taking into consideration what the Coast Guard calls “total ownership costs,” metrics such as maintenance costs (standardization can reduce the cost of stockpiling parts), safety (standardization makes crew familiarization an easier task), and interoperability (tying all assets together as one through better communications and electronics), the DHS small craft acquisition strategy has reached a new level of sophistication. The changes do not come cheaply, but by amortizing the replacement costs up front, the Coast Guard hopes to save significantly more money over time.

Also looming over the entire effort is the state of the federal budget mess, where the “S” word – sequestration – is on everyone’s mind, but rarely spoken in the boatyards. That’s because unless a budget deal is reached soon, sequestration could reduce FY-13 expenditures even further. Privately, one contractor told *MarineNews* in October, “We may get all of the intended contracts for 2013, or we might get just one. We just don’t know, and neither does the Coast Guard.” In the meantime, DHS and its homeland security arm, the U.S. Coast Guard, need these new assets desperately. For

RBS-II Specifications

LOA: 28' 6"	Beam: 8' 6"	Draft: 1' 8"
Fuel Capacity: 110 gallons	Dry Weight: 9,800 lbs	Max HP: 450 hp



their part, the boatyards hedge their bets by delivering an increasing number of hulls to foreign buyers, proof that U.S. builders can compete – in the right global market. For now, however, the biggest prize awaits here at home.

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Dredging Smart

Confined Disposal Facilities

In Hurricane SANDY's roiled aftermath, NJ Port's dredged materials management method becomes even more important.

By JoAnne Castagna, Ed.D.

Summer has come and gone. So has hurricane SANDY. The latter event brought rain, flooding, destruction and misery to the greater NY/NJ waterfront, and beyond. Well before that, however, the Robbins Reef Yacht Club in New Jersey's Newark Bay within the Port of New York/New Jersey was reporting upbeat conditions. "We saw a significant increase in boating activity this summer because our members were able to access us with ease," said Jim Hickey, Commodore of the Robbins Reef Yacht Club. In existence for over a century, those conditions weren't always the case. Natural mud build up in the bay severely restricted boating access and business was suffering.

Fortunately, the club was able to maintenance dredge their waterways and dispose the mud that was shown to be contaminated within the Newark Bay Confined Disposal Facility (CDF), an affordable and environmentally safe, man-made underground pit in Newark Bay. After fifteen years of use, the Newark Bay CDF was closed this summer after it reached its capacity. The site will be monitored by the Port Authority of New York/New Jersey for the next decade.

CONFINED DISPOSAL FACILITIES

A Confined Disposal Facility (CDF) or Confined Aquatic Disposal Site (CAD) is designed and constructed to securely store contaminated dredged materials. A CDF can be constructed on land, along shorelines, and under water below the water bottom, depending on the region's land availability. The Newark Bay facility's success demonstrates that CDFs can be an affordable and environmentally safe method for the marine support industry to dispose of contaminated dredged materials.

CDF's are particularly important in the NY/NJ region because the port and marine support industry contributes approximately \$54 billion to the region's economy and is a source of thousands of jobs.

"If there wasn't a CDF, it would be highly unlikely that a small club like ours would be able to afford other dredging disposal methods," said Hickey. Separately, Steve Kalil, President of Caddell Dry Dock & Repair, Staten Island, New York said his business located on the Kill van Kull is in the same boat, "Without the CDF I might have had to

Dredged sand was used to cap or close the Newark Bay CDF. This photo shows the floating pipeline that connected the dredge to the pump barge at the CDF site. Credit: Linda Guenther, Project Engineer, Dredging Program, New York District, U.S. Army Corps of Engineers.

close the business.” He added, “If we didn’t have the CDF we would have to truck the contaminated mud away to be placed upland which is very slow and expensive and also halts our dry dock business for several days so we lose even more money. The CDF was affordable, close by and easy to work with,” said Kalil.

TEAMWORK = RESULTS

The team of agencies involved with the creation and management of the CDF included the Port Authority of New York/New Jersey, managers of the CDF, U.S. Army Corps of Engineers, New York District, New Jersey Department of Environmental Protection, New Jersey Department of Transportation and other partnering agencies. Helping the Port of New York/New Jersey and maritime support industry survive is very important to the economy. The port is the third largest in the United States and serves thirty-five percent of the Nation’s population. In 2011 it was a source of 280,000 jobs in the New York and New Jersey region, nearly \$11.6 billion in personal income, \$37.1 billion in business income and almost \$5.2 billion in tax revenue, making it a critical economic engine for the region.

To keep this engine running smoothly, the port requires large amounts of maintenance dredging to remove naturally accumulating mud that comes down the rivers, settles in the berths and channels and can block ship access. Dredged material has always been placed in the ocean, but in the late 20th Century, stricter environmental laws limited what material could be placed there. Approximately twenty-five percent of all dredged material is not suitable for placement in the ocean because it is contaminated. A great deal of the contamination in the Port of New York/New Jersey today comes from pollution that occurred decades before there were strict pollution laws.

With stricter environmental laws, many different agencies and authorities worked together to come up with innovative and creative solutions for dealing with contaminated dredged material. In the 1990’s the region was going through a maintenance dredging crisis when an aggressive plan to re-establish the Maritime economy was initiated. The plan also included deepening the port to 50-feet in depth in order to provide access to the next generation of container ships.

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"The successful closing of this CDF opens up possibilities for the port's future. The CDF proved to be an innovative, economically efficient and safe way to store contaminated dredged material in one of the largest metropolitan regions in the country." – Joseph Seebode, deputy district engineer for the U.S. Army Corps of Engineers, New York District

But, to deepen the port meant dealing with a great deal of dredged material, some of which would be contaminated.

INNOVATIVE IDEAS; VIABLE SOLUTIONS

In 1997 the Port Authority of New York/New Jersey came up with the idea of creating the Newark Bay CDF in Newark Bay to contain the contaminated dredged material. "A CDF was a good option because it would be near the port activity and because CDF's have been shown to be successful throughout the nation and world," said Christopher Mallery, chief, Western Section of the Regulatory Branch, U.S. Army Corps of Engineers, New York District. The Army Corps performed an extensive review of the Port Authority's plan and provided them a permit to perform the work.

It was believed the CDF would be filled within five years,

but after the CDF was created the agencies continued to work collaboratively and came up with additional methods for dealing with contaminated dredged materials. As a result, less mud had to be placed in the CDF, extending its life for over a decade. Agencies started to see dredged materials as less of a burden and more of an asset. They began using it for beneficial reuse that included using some to remediate upland brownfields and landfills. In the meantime, the CDF continued to provide a valuable safety net for materials too contaminated to be used for beneficial uses.

"This summer the CDF was closed by capping it securely with several feet of sand that was sprayed on top of the pit opening. The bay is naturally filled with clay sediment that will also help secure the pit and prevent any leakage of mud," said Mallery, who was instrumental in working with the team on the closing process.

LEFT Steve Kalil, President of Caddell Dry Dock & Repair Co. on wing wall of a dry dock. Credit: Michael Falco.

RIGHT Tugboat in a dry dock for hull painting and propeller work at Caddell Dry Dock & Repair Co.



Photo credit: Michael Falco

Photo credit: Caddell Dry Dock

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Joseph Seebode, deputy district engineer for the U.S. Army Corps of Engineers, New York District, was the District's Regulatory Chief when the CDF received its permit said, "The successful closing of this CDF opens up possibilities for the port's future. The CDF proved to be an innovative, economically efficient and safe way to store contaminated dredged material in one of the largest metropolitan regions in the country."

An added benefit is the port's water quality has, and continues to improve. "Our dredging activities are not only providing navigation benefits, but we are also removing sources of contamination, which is improving the overall quality of the estuary." Steven Schumach, regulatory project manager, U.S. Army Corps of Engineers, New York District said, "The Newark Bay CDF contains contaminated mud from 47 projects, keeping this pollution out of our estuary."

In the future there are expectations that there will be removal of long term contamination from several highly polluted areas of the port that include the Lower Passaic River, Newtown Creek and Gowanus Canal. Col. John Boulé, now retired, who was the commander of New York District at the time of the CDF's closing said, "Removing this contaminated mud would have a tremendous positive impact on the ecology of the estuary and CDFs should be considered as an option for containing this material."

LOOKING AHEAD

John Tavolaro, deputy chief, Operations Division, U.S. Army Corps of Engineers, New York District, has been involved with the Newark Bay CDF since its inception says, "As we look into dredged material

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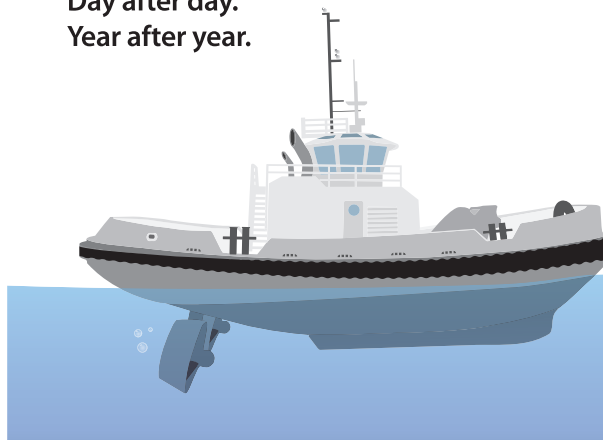
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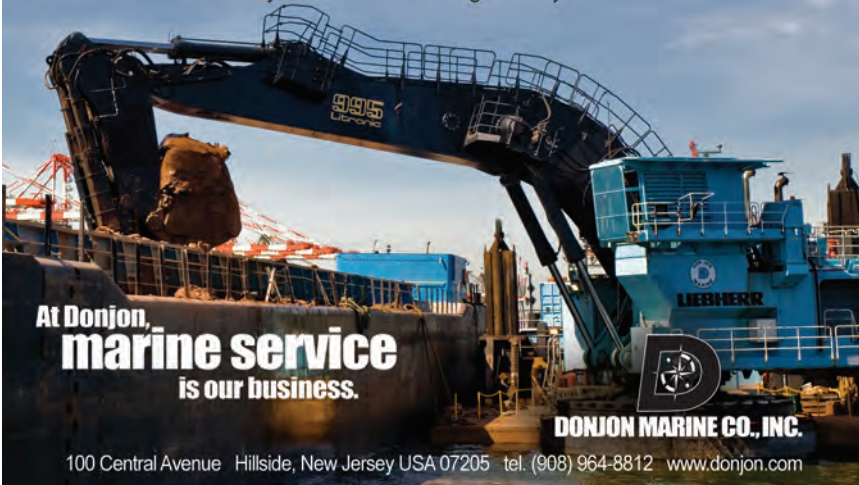
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Credit: Linda Guenther, NY District, USACE

The captain of the pump barge who sprayed the sand onto the CDF to cap it.

management in the future we have to consider the maritime support industries. The port is not just the big terminals; there are also the support industries that provide a place for tug boats, ferries, recreation and for marinas to coexist. For a full service harbor, you need all of these things. The Port Authorities and Army Corps of the world can afford to do what needs to be done to dredge, but some mom and pop marinas, ship yards, boat yards and dry dock companies can't." Seebode said, "Coming up with affordable and environmentally safe solutions will be critical. In the future we're going to have a significant amount of dredged material to deal with. Trade in the port is expected to increase in the coming decades and the port will have to be maintained to safely receive larger vessels."

"One thing we continue to do successfully is work as a team of agencies to come up with solutions," said Thomas Creamer, chief,



Operations Division, U.S. Army Corps of Engineers, New York District. "Working on dredged material management solutions over the past thirty years has strengthened the partnership between the agencies and stakeholders. Because of this collaboration, the waterways for these maritime businesses have been dredged to facilitate the local economy."

Seebode said, "My hope is that the next generation will work for synergistic solutions that are close to the port, will allow us to maintain the quality of the port and keep costs down. This requires some risk taking and innovative thinking. This CDF was one of those options where the risk was demonstrated to be fully worth it."

Editor's Note

The total impact of Hurricane Sandy's storm surge to this port complex has yet to be completely assessed. Without a doubt, it will be significant and will involve shoaling. It is projects like the efforts described in this article that will help the area to recover, prosper and support all manners of marine commerce.

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Tidewater Well Positioned After Spending On Deepwater Vessels

Global demand driving consistent year-over-year profits for Tidewater. A more modern fleet riding a rising tide should continue that trend, analysts and company officials say.

By Susan Buchanan

Tidewater Inc., based in New Orleans, has invested in deepwater, platform supply vessels in recent years, a move that looks to be paying off as demand for those boats improves during a rush to build deep-ocean rigs. The company provides offshore supply vessels and marine support services for the world's energy industry. Tidewater's replacement of old with new vessels since year 2000 was worth it, recent earnings reports show. The company's stock has languished, however, partly because of uncertainty about its joint venture in Angola in southwest Africa.

Tidewater has a new management team led by president and CEO Jeff Platt, following the retirement in May

of his predecessor Dean Taylor after 34 years of service. Platt joined Tidewater in 1996. For this discussion, we interviewed Joe Bennett, Tidewater's Executive Vice President and Chief Investor Relations Officer, along with stock analysts following the company. Bennett said last month, "we're optimistic about deepwater for several reasons. Interest from our oil-company customers around the world in deepwater exploration and development is generally very strong. Primarily, that includes major oil companies and state-owned companies. For instance, Petrobras in Brazil is spending plenty of money both in and outside of Brazil."

Bennett added, "Deepwater is heavily invested in, and

All photos: courtesy Tidewater, Inc.

Tidewater has invested over \$1.8 billion in 77 deepwater PSVs as part of its expansion program since year 2000. As of June 30, 20 of 26 vessels under construction were deepwater PSVs.



while the last three to four years haven't been the best in our industry, business is picking up and deepwater activity is leading the charge. Day rates for deepwater platform supply vessels have improved nicely and can continue to rise. Globally, drill ships and semi-submersibles are nearly fully utilized. In addition, about half of the 180 to 200 rigs currently under construction worldwide are for deep water. That bodes well for deepwater PSVs, the vessel of choice for those rigs."

Tidewater: By the Numbers

The deepwater sector has been relatively active for a while, Bennett noted. Tidewater has invested over \$1.8 billion in 77 deepwater PSVs as part of its expansion program since year 2000. As of June 30, 20 of 26 vessels under construction were deepwater PSVs. "At the same time, the jack-up rig count in shallow and mid water is improving globally, creating increased demand for towing supply/supply vessels, another segment of our business,"

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Bennett also said.

Tidewater's vessel revenues for its first 2013 fiscal quarter, ended in June 2012, were 44% from Sub-Saharan Africa, 27% from the Americas – including about 6% from the Gulf of Mexico, 18% from Asia-Pacific and 11% from the Middle East/North Africa. In Sub-Saharan Africa, the company's activity is concentrated in Angola, where a number of big deep water oil and gas discoveries occurred in the last four years. Tidewater's Angolan operations have typically generated about a fourth of its vessel revenue.

Fleet Renewed Since Year 2000

In the first quarter of 2013, 91% of Tidewater's vessel revenues and 98% of its vessel revenues less vessel operating costs were generated by boats added since the company's fleet renewal and expansion program began in fiscal 2000, Bennett said. The company reported \$0.65 in earnings per share for the first quarter, beating the consensus estimate of \$0.60. Tidewater's revenue was up 15.6% versus the same quarter a year earlier. First quarter 2013 earnings were reported on Aug. 8 and second quarter earnings will be announced on Nov. 6.

"Our new boats, built or acquired since year 2000, are providing good profits and are driving the company's profitability," Bennett said. "New boats have provided reasonable returns on our investments over the past few difficult years. We're operating in an industry that is volatile, with good and bad years, and we're currently in a cycle that's turning around and improving. The tide is turning from a difficult market to a much better one."

Bennett was frank about Tidewater's performance. "We aren't

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yet at the point of raving about returns on our assets, but we're pleased with the results we're getting given the general market environment. We're pleased with what we have been able to do in a tough global market in recent years. We consistently recorded profits even during the bottom of the market in fiscal years 2011 and 2012. We haven't had any years of net losses, and as the vessel market continues to improve we expect returns on our investments to likewise improve."

In the quarter ended in June, Asian shipyards delivered three new vessels to Tidewater. Those vessels spent most of the quarter mobilizing to assignments in offshore Africa and Latin America, and were due to start generating revenue in the second fiscal quarter. Tidewater expects to take delivery of ten vessels, including seven deep water PSVs, one towing supply vessel and two crewboats, in the remaining quarters of fiscal 2013-five of which were scheduled for the quarter that ended in September.

"Our boats are mainly being built in the Far East, mostly in Chinese yards," Bennett said. "We also have three vessels under construction in the U.S.--two in Wisconsin and one in Louisiana. Quality Shipyards is a Tidewater subsidiary in Houma, La.

"It is generally less expensive to build in the Far East than in other parts of the world," Bennett said. "But no matter where the work is done, whether it's China, Norway or the U.S., we have to be careful about the quality of the work being performed. We're investing in vessels that we want to last 25 to 30 years, so it's important to get the construction and the price right. We have to live with those decisions for several decades."

Tidewater's active vessel fleet stood at 258 on June 30. The average age of 217 active, new vessels built since 2000 was 5.6 years, and 41 active,

older vessels averaged 27.6 years. "At the end of June, we also had 66 vessels that were stacked," Bennett said. "Tidewater currently stacks vessels as part of our process of disposing of older boats. When the decision is made to stack a vessel, the vessel is removed from active service and, to reduce

operating costs, the crew is removed from the vessel and maintenance of the vessel is significantly reduced."

Bennett explains, "because of reduced demand for aging equipment, we don't expect the vast majority of our current stacked vessels to work for us again, and we put those vessels up

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for sale. We have been successful in selling our older equipment outside of our industry, primarily into the fishing, crabbing and shrimping industry, the Caribbean trade business or other non-oilfield-related industries.”

Bennett said “we continue to move our vessels around to global locations providing the best returns. We have a number of U.S.-flagged vessels working overseas that could be redeployed back to the GOM. Most of the demand now in the GOM is for deep water PSVs--the class of vessel that is also in high demand in other deepwater provinces of the world.”

Tidewater Renegotiates in Angola

Tidewater’s sizable presence in Angola has been bumpy recently. The company’s joint venture agreement with Angola’s state oil firm Sonangol , a partnership named Sonatide, expired on March 31 but was extended to Dec. 31 so that negotiations on restructuring the venture could continue. On Aug. 8, Tidewater CEO Jeff Platt said that Sonangol was willing to consider additional contracting activity through the Sonatide venture. Meanwhile, in the six months ended June 30, Tidewater moved five company-owned vessels from Angola to other offshore locations.

Todd Scholl, director of global oilfield research at Clarkson Capital Markets in Houston, told *MarineNews* last month that uncertainty about the Angola joint venture and the fact that 25 percent of Tidewater’s vessel revenues are from that nation, has kept the company’s stock price in check. Scholl said Tidewater’s French vessel competitor Bourbon SA is trying to make inroads in offshore Angola as

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Joe Bennett, Tidewater’s EVP and Chief Investor Relations Officer





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Tidewater renegotiates its joint venture with Sonangol. “Nonetheless, Sonangol still needs Tidewater,” he insists.

Stock Analysts: Much to Like in TDW

Gregory Lewis, Credit Suisse shipping analyst, said that Tidewater still has lots of older boats in its fleet but its newer equipment generates much of the profits. He noted that “the company’s deepwater fleet represents roughly 25 percent of boats on the water but generated 45 percent of revenue in FY 2012.”

“Tidewater’s fleet renewal has absolutely helped the company transform its fleet,” Lewis said. He added “it’s important to note that Tidewater had an older fleet heading into the last upcycle. The company has generated almost \$700 million in cash from vessel sales of non-core

tonnage, which has translated into gains from sale of about \$250 million.”

Tidewater stock (NYSE: TDW) peaked at over \$65 a share in August 2007 and retreated to below \$35 in March 2009. It has since recovered, however, and hovered between \$47 and \$48 in late September. On Sept. 18, Wells Fargo equities analysts said in a research note, “TDW is the largest, publicly traded operator of offshore service vessels in terms of fleet size, geographic footprint and market capitalization. The company is nearing completion of a 12-plus year effort to replace its 500-vessel, traditional fleet with a new, more capable fleet of 225 to 250 vessels that contains even greater revenue and earnings potential.”

Wells Fargo went on to say, “we believe this \$4.1 billion fleet transformation positions TDW especially well for

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rising demand within the rapidly expanding, ultra-deep water drilling market.” They predicted that Tidewater’s earnings will grow, driven by 15 percent to 20 percent increases in deepwater vessel rates and by the contribution of 25 new vessels to its fleet.

On Aug. 8, TheStreet Ratings, from TheStreet Inc. in New York, upgraded Tidewater’s stock from “hold” to “buy,” based on a computer metrics program. TheStreet pointed to multiple strengths, including revenue growth which has slightly outpaced the industry average; a largely-solid financial position, with reasonable debt levels by most measures; increased net income; good cash flow from operations; and expanding profit margins. Those strengths outweigh the fact that performance of the company’s stock has been lackluster, TheStreet Ratings said.

Tidewater Buoyed by International Focus

Tidewater has hedged its bets through geographic diversification. The company started in the Gulf of Mexico in 1956, began operating in Venezuela in 1958 and by 1966 had expanded through South America and into Central America and West Africa.

Bennett said “we have management teams in many different regions around the world. Most of our competitors are regional or local, however. If the area they are in isn’t doing well, they could have a difficult time without infrastructure in other markets to redeploy their vessels to. We saw how Gulf of Mexico-based operators struggled after the Macondo incident in 2010.”

Bennett perhaps said it best when he concluded, “one of Tidewater’s real strengths is that we’ve been international, with a large overseas presence, for over 50 years.” It’s hard to argue with that, especially given the events of the past three years here in the U.S. markets. Positioned to take advantage of an energy recovery – happening here and abroad – and using a fleet that becomes, on average, more modern every day, it isn’t hard to see why analysts are bullish on TDW. And, if “all the boats float on a rising tide,” then it could also be argued that those with the largest number(s) of assets will be especially blessed. Only time will tell.

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

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W&O Positioned to Provide

W&O takes the guesswork out of distribution, supply and the marine manufacturing environment.

By Joseph Keefe, Editor

In the busy U.S. Gulf Coast shipbuilding sectors, W&O Supply remains active within four very strong markets: navy marine, commercial marine, marine offshore and offshore fabrication. Even with the uncertainty surrounding sequestration, business in the Gulf continues to be strong, as well as diversified. With major shipyards in the region continuing to receive contracts for follow-on vessels, the opportunity for continued success is therefore very good. Nevertheless, and not content to sit back and do 'business as usual,' W&O continues to look for new ways to do business, with new products and further enhance their offerings to the marine markets.

As one of the better recognized names in the marine distribution markets, W&O and its management team remain bullish on the near and long term outlook for the boatbuilding sectors. In October, W&O Gulf Coast Regional Manager Debbie Garner sat down with *MarineNews* to outline how her firm will do business going forward, why and more importantly how.

Markets & Demand

According to Garner, the demand



for materials and products in commercial marine markets, especially new-build, maintenance and retrofitting projects, is very strong. In the marine offshore/offshore fabrication sector, she says, fabrication yards are continually producing more rigs, resulting in an increased demand for supply vessels. As a result of this chain reaction, Gulf Coast Crude Oil Production is up 18.49% from last year.

Employed with W&O since 1992 and with valuable experience gleaned from her previous position as Purchasing Agent for a major shipbuilding corporation, W&O's New Orleans-based Gulf Coast Regional Manager – also educated in Mechanical Engineering Technology – has her finger on the pulse of the all-important Gulf coast marine markets. Responsible for analyzing price and delivery dates, locating products, and providing a high level of service while also managing quoting process and turnaround, she clearly has her hands full.

“The shipyards are our favorite place to go and I would say it is our biggest strength. We have such a wide range of products that we can sell in the shipbuilding field, from start to

“This market is going to be very strong in the future.

Builders are aiming to build more barges next year than they’ve ever produced before.”

Debbie Garner, W&O Gulf Coast Regional Manager



finish. So, what we do when we get a lead from the owners side or our marketing department, we begin to talk to all sections and departments of the shipyard – production and engineering. We then begin to build a solutions list for the type of vessel involved. This might involve special valves and actuators or special piping arrangements – anything that would make the job go faster and in a turnkey fashion.”

Turnkey service, as it turns out, is what W&O is selling. Garner explains, “It used to be that a shipyard would buy a valve from one source, an actuator from another and they would leave it up to their own force to do assembly and integration. That’s what W&O can now do. We can provide that onsite technician. For example, the way valves communicate with control equipment has gotten much more complicated. The typical shipyard worker may not be familiar with that. So, we can go in with technicians to provide test and trial support right through commissioning.”

New Products: Valuable Service

In another development, W&O now has the exclusive arrangement

to distribute the only USCG and ABS-approved CPVC pipe on the market. For owners who can lighten their piping systems by using plastic in places where they wanted to in the past, but couldn’t do it because it wasn’t allowed, the new products provide many advantages. Garner

added, “We’re excited about this product and two or three others that we’re going to be distributing.”

W&O – already known for being a global supplier of marine pipe, valves and fittings, as well as valve actuation and engineered solutions – has been selected by Georg Fischer Piping

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“This is a solution we have been looking to provide our customers for almost a decade,” said Senior

Product Manager Steve Hartsaw. “Georg Fischer has developed the capabilities and technology to meet USCG regulations. We are proud to partner with them to bring SeaCor to market.”

For W&O, the piping deal is a logical move. As a company that in part made its reputation by being a reliable valve provider and solutions firm, the piping that joins those valves is a natural place to go. With this in mind, Garner indicated that W&O will focus more offerings for engineroom assemblies. Beyond this, and with the belief that the sector will continue to be active into 2014, a number of long term projects are on W&O’s Radar, some involving offshore living quarters.

Untapped Markets

As MarineNews went to press, ballast water treatment (BWT) systems were and still are one of the hottest items for discussion on the marine markets.

Although not yet being produced in great volume as owners and shipyards feel their way through deciding which one is the best system for a particular type or size of vessel, there is considerable fear that manufacturing and yes, distribution may not be able to keep up with demand, once the rush to install begins.

Arguably, distribution companies can help allay fears that shipyards and owners won’t be able to get the systems they need when they need it. With 63 technologies out there – some not so well known – distribution

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partnerships may be the way to go. Many newer technologies and firms do not yet have market access or the commercial “Intel” to penetrate the market.

With as many as 40,000 ships out there potentially needing BWT, the market is huge – but the question of how to penetrate it and get product into distribution remains unanswered for many manufacturers, a good percentage of which are new to the marine markets.

Certainly, the ability to stockpile readily available BWT units for immediate delivery would be an attractive proposition for most. And although no BWT manufacturers have yet taken the step to secure a reliable, well-known distributor for their wares, it seems inevitable that it will eventually have to happen.

Looking Inland

According to Garner, another major focus for W&O includes the major tank barge builders in Texas, Louisiana, Tennessee and Indiana. Garner insists, “This market is going to be very strong in the near future. Builders are aiming to build more barges next year than they’ve ever produced before.

We’re already seeing that demand in the valves because W&O is already the most widely specified valve in the inland tank barge industry. Most of the primary builders only want the W&O Space valve, which has proven performance in handling these bulk cargoes.”

W&O’s multi-turn gate valve is used in all manners of cargo systems and W&O has modified the valve so that it operates optimally in a tank barge environment. Garner told MarineNews, “With this product – we target both the owner and the shipyard. Operators and shipyards want a valve

that’s going to hold up for many years and a distribution company that’s going to back it up. That’s the Space valve line and that’s W&O. And, when you distribute a valve that’s preferred by so many, it then occurs to the customers to keep it simple and standardize on one product line.”

Challenges ... and Opportunities, too.

Some of W&O’s best partnerships stem from U.S. Navy and Coast Guard work. And, while some of those vessels may get cut from federal funding, that part of the business is likely to remain very strong for the



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next 3 to 5 years. Garner says, “We are very involved with the LCS project, going all the way back to the design phase back in 2003. We feel that we were helpful in guiding them as to the right products to go into their piping systems. As a result, we’ve remained a strong partner ever since. We stock a good amount of Milspec products to meet that demand.”

“We’re bullish on the Navy in the Gulf,” adds Garner. Going along with that, the foreign markets have provided W&O with opportunities for foreign navy valve buys. It is here where W&O’s versatility and healthy inventories come into play. Garner explains further, “When you talk about foreign navies and the Joint High Speed Vessels and the Coast Guard’s newer hulls, those are mostly ABS approved valves. That’s another benefit of working with W&O – we can walk into a yard with a portfolio of both to be able to fit the needs of wide and varied market requirements.”

As shipyards continue to experience difficulties in finding skilled labor, W&O can step in and help in terms of technical assistance. But, that’s a challenge for W&O, as well. Garner reports that, as W&O expands and grows further, they also have to work hard to find qualified engineers and skilled technical personnel. And, the global slowdown in manufacturing affected the ability of shipyards to source products and stock – that’s still going on today. Garner has an answer for that, too.

“An advantage of dealing of W&O is that we can stock entire shipsets of pipe – not a lot of distributors can compete with us in this regard. Shipyards want just-in-time shipments and they don’t want to keep anything in their yards a day longer than they have to. It’s all about time and the costs involved with stocking parts

and materials. We err on the side of having too much inventory – prepackaged and ready to go. In the case of a yard on the Gulf coast, we'll keep that entire shipset of piping in our warehouse. We can ship 20 feet of piping today; 20 feet tomorrow. Whatever the customer needs.”

Market Access: The Right Way

As other industrial sectors experienced downturns in recent years, many turned to the marine markets as a way of boosting sales and expanding their horizons. Many, however, don't know the market as well as they should or simply don't have the relationships in place to do just that. It's here where W&O can help, says Garner. “It makes sense to distribute through us because we have been around a long time; we have the established relationships with the builders and owners, too. This is especially important where other industrial sectors slowed down in recent years and the manufacturers looked to other sectors for their products to penetrate. Those not traditionally in the marine markets may turn to us in order to get their products introduced to the right buyers. That's why they are coming to W&O.” From where we sit, that also sounds like the right thing to do.



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Powering London's Games

The Port of London Authority and John Deere worked together to keep London's river Thames safe during the Olympics.

Thousands of spectators made their way along Putney Bridge, basking in the sunshine and soaking up the atmosphere. With the 2012 Olympics in London this summer, following on the heels of the Queen's Diamond Jubilee pageant, the city had never been so vibrant. On the Thames, dozens of ships cruised along the waterfront, including a new range of patrol boats. Commissioned by the Port of London Authority (PLA) to keep London's river safe, these vessels stayed on guard, casting a watchful eye on the huge Olympic crowds during the games.

Promoting safety on the river is the role that the PLA sees as highest priority for their innovative 'Bridge Class' of low-wash, low-emission patrol boats. Named after four of London's famous bridges, Lambeth, Southwark, Kew and Barnes, the vessels were built by Alnmaritec Limited in collaboration with Newcastle University, but based on the PLA's design concept. The vessels have been optimized to work on the tidal Thames, with a lightweight but strong 12 ton (11-metric ton) aluminum hull, and two powerful, fuel efficient John Deere PowerTech 6068T engines, rated at 201 hp (150 kW).

With two historical events held in the ever-busy city, this past summer, the fleet took on a vital role during the special celebrations. Supported by the PLA's newly refurbished navigation control centers at Gravesend and Woolwich, where duty officers observe and report the movement of vessels using a sophisticated network of radar, AIS, VHF radio and other navigational systems, the new launches provided the "eyes and ears" of the Harbor Masters, out on the river. Designing the vessels took five years in all. From the start, the PLA was keen to use John Deere engines, which would deliver sufficient power

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while still maintaining their operating temperature using keel cooling. "This solution does not rely on sea or river water entering the engines for cooling, which is important because the silt-laden water of the Thames tends to block or damage cooling pumps and other systems," said Alan Cartwright, the PLA's head of marine engineering.

The project for design and build of the innovative vessels was put to open bid and won by Alnmaritec, which is known for providing specialized commercial vessels to clients' demanding requirements. The engines were supplied by John Deere distributor E.P. Barrus Ltd, which conducts good business with both Alnmaritec and the PLA. "E.P. Barrus provided modifications to the exhaust manifold to prevent possible overheating of the engine, and – to the PLA's electrical systems design for the vessels - fitted larger on-engine auxiliary generators, providing all 230V AC power via an inverter. This prevented the need for a separate main generator and saved weight – essential to vessel efficiency."

Partnership Engineered for Success

Alnmaritec designed the vessels based on PLA's concept drawing and detailed specification, which focused on using ecologically-sensitive, energy-efficient solutions. Specialists were called in to support the design process: the Marine Science Department of Newcastle University participated in the underwater form and propeller design, while specialist naval architects Amgram Limited optimized the vessel strength for minimum hull weight. The result was a 44 ft. (13.5m) deep-vee catamaran design, specifically tailored for navigational patrol and pilotage tasks along the river. The efficiency

of the design is achieved through the combination of tremendous strength and seakeeping capability, at low displacement weight, efficient hull form with matched propellers and very slippery Intersleek silicone anti-fouling, from International Paints Ltd. With their two John Deere engines, they can achieve top speeds of around 20 knots.

The Lambeth was the first of class, built and used as a prototype, upon which the PLA crews, managers and engineers developed the design from lessons learned, in operational service. Southwark, Kew and Barnes were built to the redefined specification, which incorporated a number of operational improvements.

These included improved fendering, increased windscreen sizes, sliding wheelhouse doors,

better instrumentation layout and revised alignment of the guardrails on the sides of the vessel, to help with pilotage operations. After two years in service, Lambeth was also refitted to the new specification.

Efficient – and Green, too

During the service of the four vessels so far, it has become clear that the operational efficiencies and advantages that were fundamental to the design concept have all been delivered. Compared to the older vessels being used in the same way, the new launches with John Deere engines use 52.4% less diesel fuel (based on aggregate monthly consumption). This is true even though the Bridge Class vessels in central London were put to particularly high use during the 2012 events and their preparation.



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“The difference is particularly striking in the PLA’s Lower District, where patrol and pilotage savings are very significant,” explains Alan, “And don’t forget: exhaust emission levels are directly associated with fuel consumption, so these are reduced

by some 50% as well, compared to older vessels in like-for-like service.” Alan also highlights the other savings from the new vessel class: “The new launches have provided greater operational availability and offer additional savings, in terms of

maintenance and upkeep costs. The cost of ownership is reduced by some 28%, in comparison with the older vessels.”

Workboats

With the success of the PLA’s vessels, Alnmaritec has decided to market the design as the “Wave Guardian”. Such is the success of the design that they are building a range of catamaran vessels for other clients, using the same deep V-hull shape, from 44 ft. (13.5m) in length up to 59 ft. (18m).

Even with the summer 2012 festivities now a recent memory, the four vessels will be kept busy. “The crews who man these boats are the harbor masters’ eyes and ears on the river.

They work with our navigational control centers to help keep vessels on the river safe and to control river traffic, during major events such as New Year’s Eve fireworks. Southwark and Kew will patrol the river between Southend and Putney.

This stretch of river is used by everything from large container ships to sailing dinghies, commuter ferries to barges. And with more traffic than ever expected on the river, their role is crucial,” says PLA chief executive, Richard Everitt.

Among other duties, the vessels take part in traffic control during Thames closures for major engineering activity and special events; they help out in emergencies such as fires, groundings, or when a person goes overboard, as well as supporting other emergency services; assist small craft in difficulties; transport pilots from ship to shore; clear debris; and much more.

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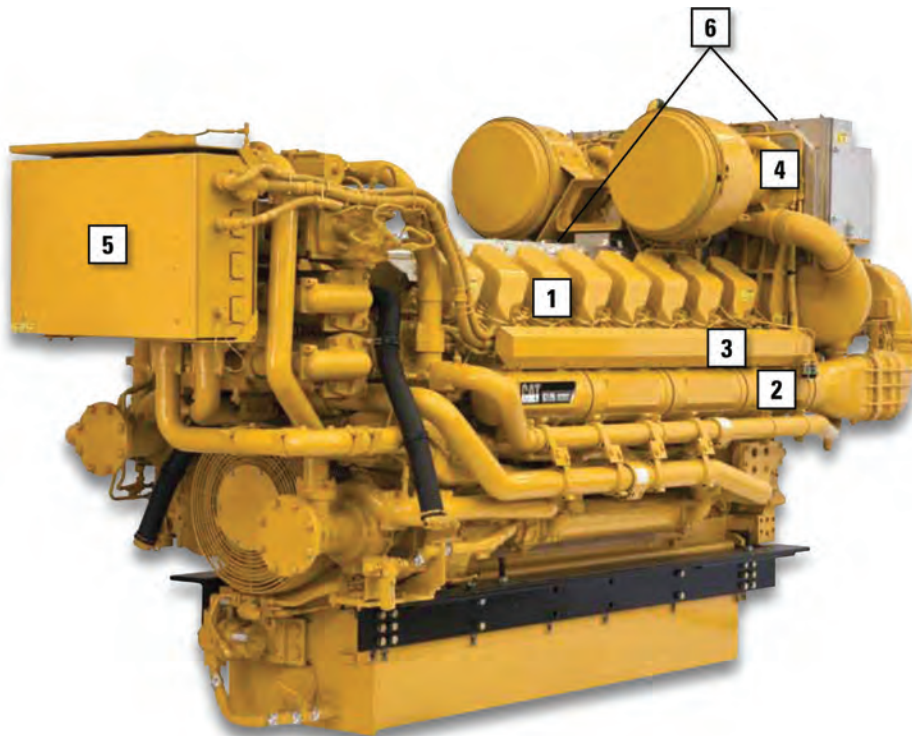
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B	1600	2168	Bore 175 mm (6.9 in)	Rotation (from flywheel end) Counterclockwise
A	1800	2139	Stroke 220 mm (8.6 in)	Flywheel and flywheel housing SAE No. 00
A	1800	2428	Displacement 84.67 L (5166.88 cu. in.)	Flywheel Teeth 183
B	1800	2550	Rated Speed 1600 to 1800 rpm	Engine Management System A4 ECU
			Aspiration Turbocharged-Aftercooled	Configuration V-16, 4-Stroke-Cycle-Diesel

C175-16 Design Features at a glance:

- 1. Caterpillar Common Rail Fuel System** This system features electronically controlled, fully flexible injectors, enabling optimal combustion and low emissions at all levels, along with better transient response.
- 2. Cross-flow head design** Improved airflow helps the air/exhaust flow meet emissions and optimize fuel consumption.
- 3. Simplified electrical system** Allows for easy installation and maintenance, reducing up front and service costs.
- 4. New generation of turbochargers designed specifically for the C175**
 - Cast titanium impeller offers five times longer low-cycle fatigue life, and compressor blades are twice as resistant to high-cycle fatigue.
 - Turbochargers are mounted on cast pedestals and center-positioned to eliminate external oil drain lines, reduce the chance of oil leaks, and improve turbo efficiency. The flexible bellows connections used on inlets/outlets of the turbine and compressor housings minimize leakage and provide isolation from external vibrations, motions, and thermal expansion.
- 5. Marine Classification Society approved monitoring, alarm, and protection system:** Offered as a factory-installed and warranted option; single source for the whole package.
- 6. Thermo-laminated heat shields for exhaust components:** Easier to install and remove, they save time and money during service. The no-gap fitting enhances safety with better hot spot coverage.

Delta Wave's High Tech

Hat Trick



Fanbeam Laser DP Referencing, 3D Mobile Mapping and the latest VSAT and Broadband equipment from KVH.

Delta Wave adds three new products to its line-up.

In October, Morgan City-based and ABS certified mobile satellite service provider and marine electronics service company Delta Wave Communications added three new offerings to its already wide menu of products. Delta Wave has been named an MDL distribution partner for the Fanbeam Laser DP reference system and MDL's Dynascan 3D mobile mapping system. Separately, a new agreement with KVH Industries introduces new, cutting edge VSAT and Broadband solutions to the Delta Wave stable.

Fanbeam Laser DP reference system

Used primarily as a dynamic positioning (DP) reference sensor, the system measures the position of an Offshore Support Vessel (OSV) relative to an offshore structure such as a platform. Using the position data from the Fanbeam and other sensors, the DP system automatically holds the vessel on station allowing safe and precise operations to take place. For example, the system is typically used as the primary position reference during critical short-range operations such as cargo container lifts, as well as for seismic source positioning relative to geophysical exploration vessels and for positioning mine detection equipment relative to navy vessels.

The system is comprised of a laser sensor with a unique vertically "fanned" output beam allowing returns to be observed from passive retro-reflective targets despite relative

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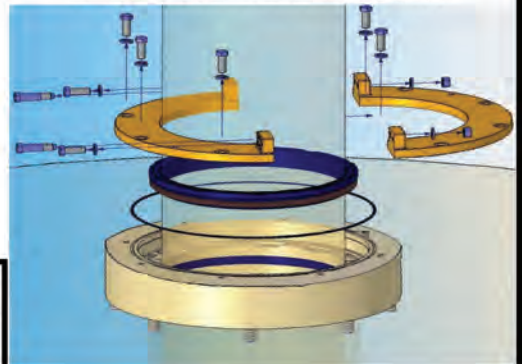
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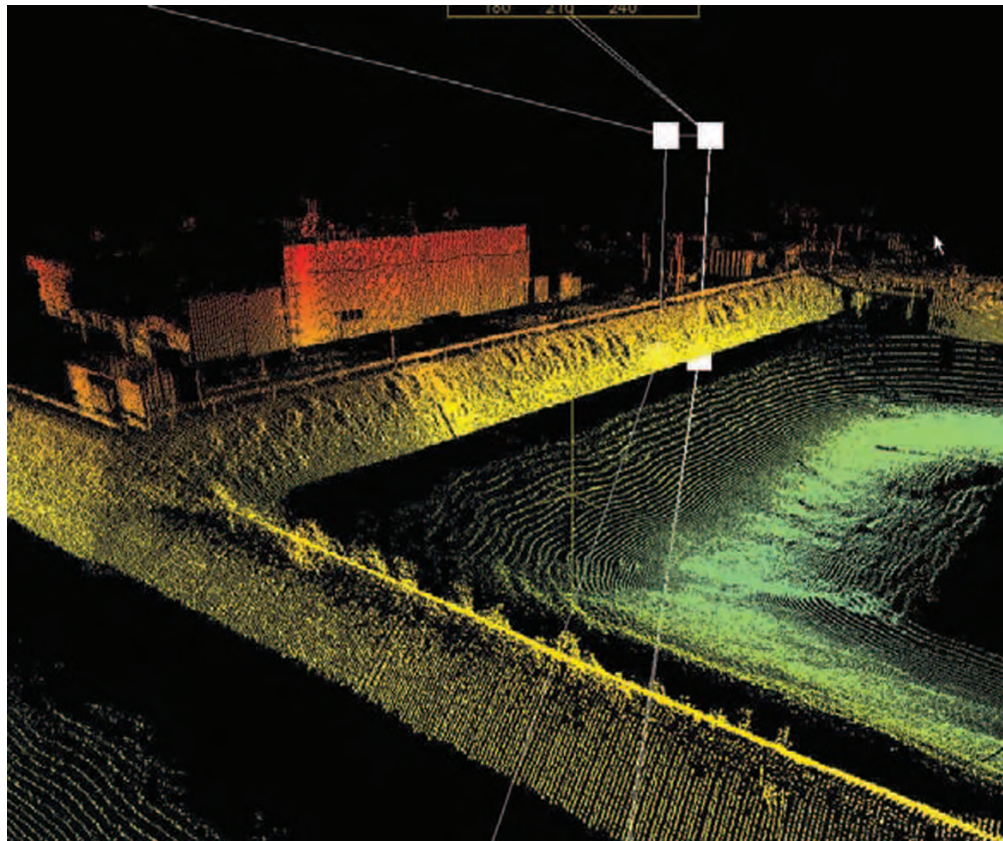
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movement experienced on any offshore vessel. Mounted on a motorized base allowing for horizontal rotation in both directions or continuously 360 degrees in one direction, the laser can also be tilted in the vertical plane using the built-in Autotilt mechanism, which allows the laser to view targets at different heights to the Fanbeam.

3D Mobile Mapping System

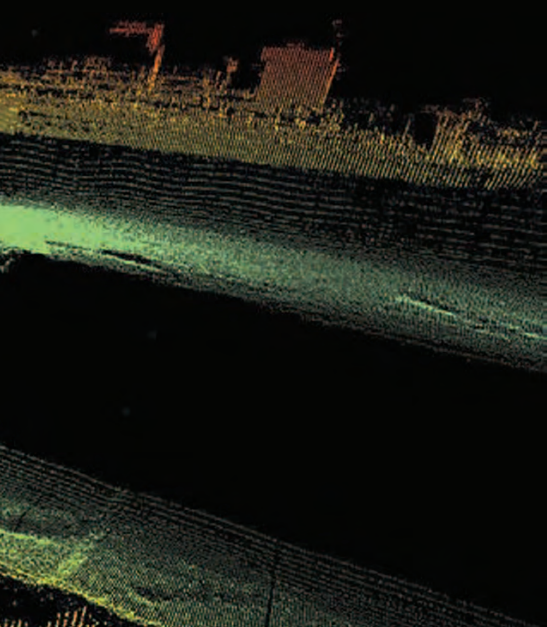
The Dynascan 3D mobile mapping system from MDL is ideal for the challenging situations presented in coastal and waterway applications. The unique design of the systems enables simple interchangeability between vessel and land based platforms, allowing the user to plan survey works around tidal changes. The Dynascan is an ideal solution if you need to combine above water survey data with bathymetry surveys for a complete above and below waterline data set. The system is particularly useful for updating electronic navigation charts and monitoring coastal erosion. It enables scanning to be carried out where rocky outcrops, reefs, cliffs or lack of landing facilities would previously have made surveys impossible.

Delta Wave is an authorized service center for the devices, and also offer 24/7 field support in support of MDL products.

VSAT, Broadband, Direct Billing and more ...

Separately, and also in October, Delta Wave Communications also announced a wholesale distribution agreement with KVH Industries, Inc., offering their V3 (the world's smallest maritime VSAT terminal, V7, the newly released V7IP and V11 broadband solutions, as well as direct billing and support capabilities. Offering seamless coverage to most areas of the world utilizing a .6m dish, the V7IP offers an extended elevation range, and is lighter than its predecessor. The reliable equipment offers seamless broadband

Delta Wave has been named an MDL distribution partner for the Fanbeam Laser DP reference system and MDL's Dynascan 3D mobile mapping system.



coverage without the need to change equipment or utilize the services of an on board technician when traversing ocean regions. Similarly, the new, unprecedented V11 solution is contained in a 1.1m dish which offers dual Ku and C band service.

The V11 offers seamless global coverage at a significant cost savings over existing technologies. About 85% smaller than typical C-band units, allowing for installations on smaller vessels than C-band implementations previously allowed, the dish offers blockage mitigation via multiple satellites, in an always on, fully redundant system impervious to weather conditions. Both are fully integrated with the Commbot solution, which allows for greater network management. It also facilitates remote access for fleet wide management and configuration, enabling a true extension of the corporate network.

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VESSELS

South American Operator Re-Powers with Cummins

Photo courtesy of Cummins Marine



Navios South American Logistics Inc. is a leader in river transportation on the Inland Water Ways (IWW) of the Paraguay-Paraná Rivers. With a fleet of more than 250 barges and 20 well equipped push-boats on the river, the firm also operates sea-going product tankers. Recently

they have repowered the first of their push boats, the 30 by 9.5 x 2.7-meter Tomas Romero Pereira, in Paraguay at the Shipyard Aguapé of Asunción city. The IWW Paraná-Paraguay is the most important waterway in South America after the Amazon River system. Serving four nations, more than 15 million tons of bulk, general, and liquid cargo are shipped by barge to or from Argentina, Brazil, Paraguay and Uruguay. There are more than 1,700 barges on the IWW and nearly 150 workboats including both push-boats and tugboats. The pushboat Tomas Romero Pereira's three Yanmar mains and three auxiliaries were replaced with three Cummins KTA19 M3 engines with a total output of 1590 HP. Each engine into Twin Disc 516 gears with 3.96: 1 reduction. These then turn 4 blade 960 x 1248-m/m propellers in ducted nozzles. The towboat's electric power is provided by a pair of Cummins 6C CP-powered generators each producing 136 kW, 50 Hz. Sea trials on the updated vessel were successfully carried out in September 2012.

Inter-Island Boats who operate under the Cat Coco's brand have placed an order with Aluminum Boats Australia for a One2three designed 35m catamaran, for use on their ferry runs between Male, Praslin and La Digue islands. One2three have optimized the hull to suit additional passengers and cargo resulting in significant fuel savings over their existing fleet. The new hull has a shape that is also suitable for the offshore nature of the route, and it will be fitted with a Humphree interceptor ride control system to further enhance the sea keeping and passenger comfort. Powered by twin MTU 16V2000 M72 engines at 1440 BkW with ZF 4540 gearboxes driving conventional propellers the vessel service speed is 27 knots at 70% MCR and a full load speed of 31 knots. This is the sixth 35m One2three-designed passenger catamaran ABA have built in the past 3 years.

Aluminum One2three Designed Passenger Ferry



Vessel Particulars:	Passengers (total 437):	Capacities:
Beam moulded: 9.6 m	Main Saloon	Fuel 2 x 3,000 liters
LOA: 34.95 m	Upper Saloon	Sullage 2 x 1,200 liters
Speed: 31 knots	External: 132 / Sundeck 30	Fresh Water 1 x 1,200 liters

As part of the company's industry-leading new vessel build program, Crowley Maritime Corp. in October christened the first two of four tugboats in the ocean class series, Ocean Wave and Ocean Wind. Both tugboats are scheduled to begin work this year in the U.S. Gulf for a major customer in the global oil and gas industry. The launch of this new class of tugboats, which also includes Ocean Sun and Ocean Sky, further solidifies the company's offerings in ocean towing, salvage and offshore marine support for the upstream energy industry. Ideally suited to work with Crowley's new 455 series high-deck strength barges, which measure 400 feet long by 105 feet wide (121.92 meters by 32 meters), these ocean class tugs will be outfitted for long-range, high-capacity ocean towing, rig moves, platform and floating production, storage and offloading (FPSO) unit tows, emergency response and firefighting. These next generation tugs are 146 (Ocean Wave and Wind) and 156 (Ocean Sun and Sky) feet long, 44 feet wide and have a draft of 21 feet. They are designed to have a minimum bollard pull of 150 metric tons, and range for the vessels will be approximately 12,600 nautical miles at 15 knots free running. They will be outfitted with twin-screw, controllable-pitch propellers in nozzles and high lift rudders for a combination of performance and fuel economy. The tugs also feature dynamic positioning technology (DP-1 and DP-2), which allows the vessel to maintain its positioning and heading automatically using a centralized manual control that continuously calculates environmental conditions and adjusts to the dynamics. The Caterpillar-supplied main engines and generators are all EPA Tier II compliant, and have the ability to be upgraded to meet future environmental standards, for cleaner emissions and a

lower environmental impact. Further environmental protection is provided by the tugs' double-hulls, which are designed to prevent any overboard discharges of fuel or fluids. All tanks containing liquids are inboard of the side shell.

Safety is of paramount importance to Crowley and this class of newly designed tugs will feature waterfall style winches, shark jaws and retractable pins that can all be controlled from the pilothouse, keeping the deck clear of personnel and reducing the risk of accidents. The tug design also features ergonomic accommodations and comforts proven to minimize fatigue and reduce injuries amongst crew. The boats will hold Green Passports, which inventory materials present in a vessel's structure, systems and equipment that may be hazardous to health or the environment. The Green Passport is regularly updated and maintained and is eventually passed by the owner

Crowley Christens First Two of Four Ocean Class Tugboats



to the vessel recycling yard at the end of the ship's life, to enable the yard to formulate a safe and environmentally sound way of breaking the vessel. The tugs will meet all SOLAS (Safety of Life at Sea) and ABS criteria including ABS Fi-Fi 1 firefighting standards, and will have the capability to support salvage and rescue towing opportunities, as well as the U.S. Navy's SUPSALV Contract. The remaining ocean class vessels are being constructed at Bollinger Marine Fabricators, LLC, in Amelia, La., and are scheduled for delivery in 2013.




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Eastern Shipbuilding Signs For Two OSV's with Hornbeck Offshore Services



Eastern Shipbuilding Group, Inc. recently announced that Hornbeck Offshore Services, Inc. has exercised two of its 24 option, 302 x 64 x 26-ft. HOSMAX310 Offshore Support Vessels. Eastern is now under contract to construct 10 of these vessels for Hornbeck. The two additional option vessels are being built to the STX SV310 design from STX Marine. These vessels have been designated as the HOSMAX series by Hornbeck and are USCG, ABS, SOLAS, DPS-2, AC Diesel-Electric powered, twin Z-drive propelled OSV's.

The vessels feature four CAT 3516C 16-cylinder turbo-charged Tier III diesel generator engines that are rated 1825 kW at 1,800 rpm. Main propulsion power is provided by two GE Energy furnished Hyundai 2500 kW 690VAC motors driving two Schottel SRP 2020 FP Z-Drives with nozzles rated at 2,500 kW at 1,025 rpm each for a total of 6,704 Hp. Schottel also provides two STT 4 fixed pitch tunnel thrusters rated at 1,180 kW at 1,170 rpm, each with direct coupled Hyundai 690VAC electric motors. GE Energy provides the complete system integrated diesel electric package, including the propulsion and thruster drives, motors, control systems, DP system, switchboards, motor control centers, automation and navigation/communication electronics. The vessel is capable of a maximum speed of 14 knots with a cruising speed of 12 knots. All ten of the HOSMAX vessels under contract are USCG, SOLAS, ABS Classed A1, Offshore Support Vessel Ocean Service, Loadline, AMS, ACCU, Circle E, with additional ABS Class notations UWILD, ENVIRO, DPS-2 and FFV-1. The total below-deck capacities of the HOSMAX310 include 285,645 gals. of diesel fuel, 610,137 gallons of drill/ballast water, 21,509 barrels of liquid mud, 14,347 cuff. of dry-bulk mud, 2,212 barrels of methanol and 62,538 gals. of potable water. STX Marine with offices in Canada and the United States provides the design based on the proven Eastern Shipbuilding "Tiger Shark Class" series. The fully integrated bridge is arranged for increased visibility and features the latest technology in navigation, communication equipment.

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Tidal Transit Grows as Wind Energy Soars

Tidal Transit has placed an order for the third, in its potential fleet of ten, innovative wind farm crew transfer vessels. To be named Tia Elizabeth, this new vessel will be built to exactly the same high specification as its two sister craft, Ginny Louise and Eden Rose, apart from the fitment of a rear crane which can be used for the deployment of a rescue craft, such as an inflatable rib. These vessels are purpose-designed for use by companies involved in the planning, development and construction of offshore wind farms in the Greater Wash and the North Sea, and are built to cope with the rough seas, and the subsequent difficult working conditions, encountered by this burgeoning North Sea energy industry. Tia Elizabeth will be built by Mercurio Plastics, the same boat builder that built its two sister vessels, and Tidal Transit is expecting to take delivery of her during March 2013. The specification of these vessels greatly exceeds the current fleet being used for the same purpose in the UK. The vessels MCA Cat 1 coding and 10,000 liter fuel tanks allow them to work up to 150 miles offshore, well within the range of the UK's forthcoming Round 3 offshore wind farms. Each vessel provides four crew members and twelve passengers with comfortable beds, bathrooms, galley, internet access and entertainment facilities, allowing wind farm engineers and support technicians to live and work offshore for up to several days at a time. Being of rugged GRP construction enables Tidal Transit's vessels to operate in rough seas - a major advantage when working in the North Sea. Twin V12 MAN engines facilitate speeds of up to 27 knots when carrying twelve passengers, the crew, and their on-board cargo. Massive cargo decks fore and aft can accommodate up to 10,000kg of tools, equipment and



spares, and the Guerra crane on the fore deck has a lifting capacity of 1,025kg at 6.9m, which caters for long

reach loading and unloading. Cranes can also be deployed for camera surveys and grab sampling.

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VESSELS

New Boston Whaler Patrol Boat for Ottawa County Sheriff



Brunswick Commercial and Government Products (BCGP) recently delivered a Boston Whaler 27' Vigilant

patrol boat to the Ottawa County (MI) Sheriff's office. The boat was purchased with funding from a 2011 Port Security Grant, administered through FEMA. The Sheriff's office is tasked with law patrol, law enforcement, and fire suppression activities for the local river, which includes three harbors and a power plant. To fulfill these tasks, the Sheriff's Office chose a commercially built Boston Whaler walkaround cabin model. The boat is powered by twin Yamaha engines, and includes the newest fire pump offering from BCGP, a 130 hp Mercruiser that mounts inside the cabin, leaving the deck clear. The pump can reach 120 psi, with a top flow rate of over 1,150 gallons per minute. The boat also features a starboard side rescue door to aid in victim retrieval or dive operations. The helm accommodates two officers and can be fully weather-protected.

Boat Specifications

LOA: 26.6 ft.	Draft: 1.75 ft.	Person Capacity: 12	Fuel Capacity: 165 gallons
Beam: 10 ft.	Weight: 6,200 lbs	Weight Capacity: 4,000 lbs	Max HP: 600 HP

Damen Shipyards has launched its first ever hybrid tug - the ASD Tug 2810 Hybrid. Iskes Towage & Salvage will be the launching customer. The Dutch shipyard group is believed to be the only yard worldwide building hybrid tugs for stock with the second hybrid vessel available from stock end-2013. Depending on the operating profile, the ASD 2810 Hybrid, which has a combination of diesel-direct and diesel-electric propulsion, facilitates average fuel savings of between 10% and 30% and cuts local emissions by 20 to 60%. The vessel has a bollard pull of 60 tonnes. The diesel electric propulsion system in the ASD Tug 2810 Hybrid delivers enough power to prevent the main engines of the diesel direct propulsion system from running idle frequently or at low loads. As an option, Damen is also offering a battery pack whereby it is possible to shut down all the engines during station keeping, maneuvering and free sailing at low speeds, making the vessel even more environmentally friendly. Battery packs of 100 kWh each are likely to be provided, which allow the vessel to sail up to 5 knots. Solar panels are added to the deckhouse on the Damen standard version and these are used to charge the 24V battery packs for starting the engines and emergency power for navigation lighting and radio equipment. Other green initiatives on the vessel include LED lighting, and a special paint coating, making the vessel more

Damen Launches its First Ever Hybrid Tug



environmentally friendly and clean for at least five years. Customization of the Iskes ASD Tug 2810 Hybrid for Anchor Handling includes double drum winches fore and aft, wooden decks and an open stern with towing pins and chain stopper forks.

Kvichak Marine, Industries, Inc. was recently awarded a contract by the U.S. Navy for fifteen 30-ft. Rapid Response Skimmers to be delivered to various Navy bases over the next 12 months. The Navy currently owns and operates over 70 Kvichak-built skimmers worldwide as the Navy's tier one response asset. The rapid-response, shallow-water capable skimmer is ideally suited for use on oil spills in waterways, bays and harbors. The all-aluminum skimmer is 30.25 ft. long, with a beam of 9.6 ft., and a draft of 2.5 ft., and is easily trailerable. Powered by twin 90hp outboards, the skimmer has a response speed of up to 17 knots and features an enclosed two person pilothouse for operator comfort. Adaptable to a variety of marine spill scenarios, this highly specialized vessel works well in many recovery configurations, from free skimming through towed-boom applications, and is able to recover a very wide range of spills from light sheens to very viscous weathered oil products. The skimmer's oil recovery system includes a KVICHAK/MARCO CI-1 Filterbelt oil skimming module, a KVICHAK/MARCO U-040

Rapid Response Skimmer – Wide U.S. Navy Contract for Kvichak



Capsulump offload system with 50' hose, and a recovered oil capacity of over 1,200 gallons. The recovered oil tank configuration allows segregation of small volume spills to simplify post-spill decontamination. Onboard hydraulic power is supplied by an under-deck diesel HPU.



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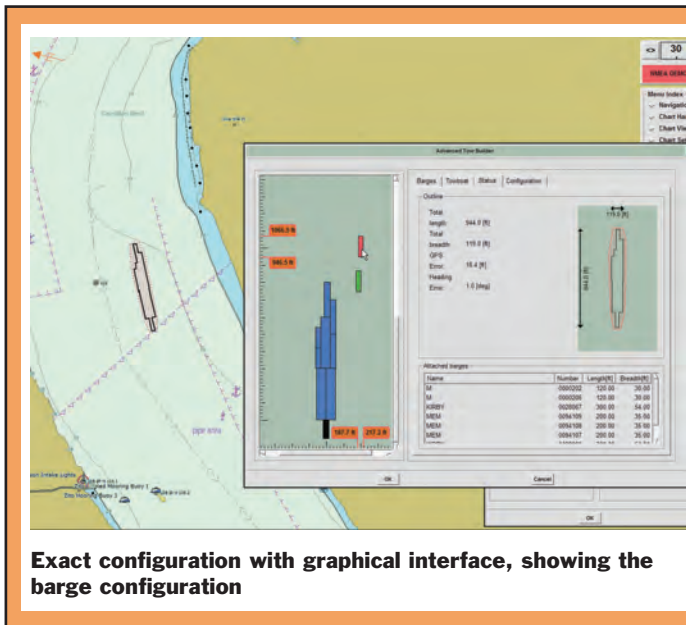
CEACT River Navigation Software Updated

SevenCs and CEACTION Information Systems Inc. have announced the latest development of their inland navigation system CEACTM. The new version includes two new major functionalities. The new version will be available in November 2012. Multiple CPA enables the user to track several AIS targets simultaneously. The operator can toggle between the most relevant targets without re-acquiring. Dangerous targets don't get lost and the situational awareness is significantly improved.

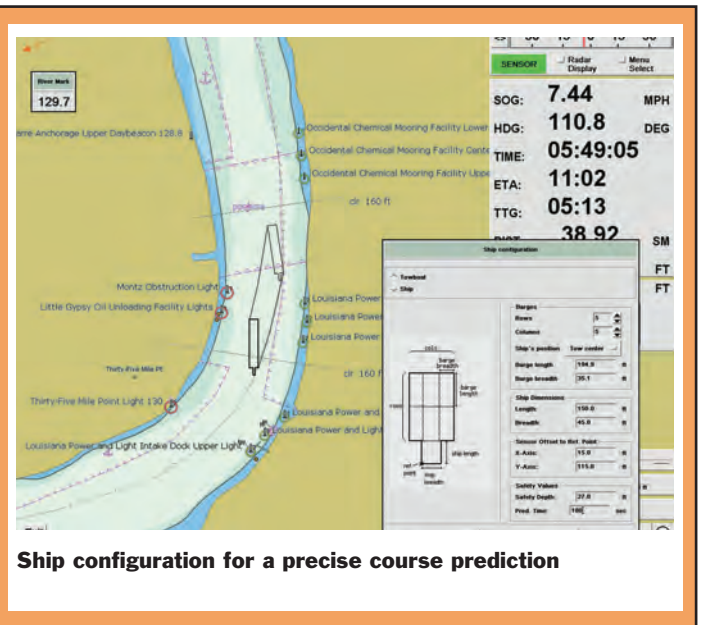
The second functionality not only improves safety, but also allows the user to save fuel. The Overtaking Calculation shows nicely and easily to understand how long overtaking a vessel will take and mark a position in the chart where it will be completed. Narrow passages, overtaking prohibited areas and upcoming traffic can be identified at a very early stage, allowing timely adjustment of Revolutions per Minute (RPM) and a more fuel-efficient handling of the vessel. Among the improvements implemented in the 2013 version, the enhanced graphic user interface for target tracking is probably the most relevant. Acquiring and

reading out target data can now be done with just two clicks and up to four times faster than in previous versions.

SevenCs GmbH develops software for the maritime navigation industry, including the EC2007 ECDIS Kernel, used for navigationally correct chart display, ENC digital chart production tools, plus ECS navigation software for specialist applications, such as portable pilot units and CEACT. Located in Wayne County, WV, CEACTM stands for Channel ECDIS, AIS & Course Trajectory and is navigation software that is specifically designed for professional tow boats and workboat operations within the confined waterways of the US inland river system. The first CEACTM system was launched in 2001. Based on its unique combination of inland waterway and tow boat features that saves user money and also enhances safety, CEACTM has become one of the most common inland navigation systems in the US – used by over 400 tow boats and barge companies such as AEP and Ingram Marine – and is now utilized internationally on inland river systems in Latin America and South East Asia.



Exact configuration with graphical interface, showing the barge configuration



Ship configuration for a precise course prediction

PEOPLE & COMPANY NEWS



Kermet



Strahberger



Dielen



Guerzon



Ruiz



Benner

Kermet: COO at Seakeeper

John Kermet has been promoted to the position of chief operating officer at Seakeeper. He previously served as VP of sales, marketing and service for the U.S.-based manufacturer of gyro stabilization systems. Kermet graduated from the University of Massachusetts with a B.S. in mechanical engineering.

Strahberger to Head Marine Business at Voith Turbo

Dr. Christian Strahberger has been appointed to lead the Business Division Marine of Voith Turbo. Strahberger obtained a doctorate at the Walter Schottky Institute of TU Munich in 2001. Prior to joining Voith AG he worked for seven years at Siemens Management Consulting (Siemens AG) in Munich.

Dielen Joins GPA in Brazil

Baldo Dielen has joined Naval Architecture & Marine Engineering firm Guido Perla & Associates, Inc. (GPA) and has been appointed General Manager of the Brazilian branch Guido Perla do Brasil Ltda. A naval architect with over 20 years of experience, he has worked as Partner at EDDY Tugs. Dielen also held various management positions with SMIT.

Global Diving & Salvage Welcomes Bishop to HSE Group

Global Diving & Salvage, Inc. announced the hiring of Stephanie Guerzon as the Senior Safety

Specialist, based out of the corporate headquarters in Seattle. As part of the Health, Safety, and Environmental (HSE) Compliance Group, Guerzon will assist project managers with safety planning for projects company-wide, manage, develop, and maintain training schedules to ensure consistency with regulations and policies. He is a graduate of the California Maritime Academy.

Los Angeles Port Executive Ruiz Named to Federal Panel

Port of Los Angeles Deputy Executive Director for External Affairs Cynthia Ruiz has been named to the Advisory Committee on Supply Chain Competitiveness by Acting U.S. Secretary of Commerce Rebecca Blank. The Committee will advise the Secretary, the U.S. Department of Transportation and other U.S. agencies on issues that affect the international competitiveness of U.S. businesses.

Alps Wire Rope Expands

Alps Wire Rope Corporation announced the promotion of Elizabeth Beddow to Controller. Beddow attended college at Western University of Illinois. Alps also welcomes back Ross Benner as Customer Service and Purchasing Manager. Jeff Pyzyna has joined Alps as District Sales Manager, Western region. Jeff has a background in wire rope sales and most recently was a National Account Manager for a manufacturing company.

IBIA appoints new Chief Executive

The International Bunker Industry Association (IBIA) has appointed Captain Cliff Brand as its new Chief Executive. A former head of the Gibraltar Maritime Administration, Cliff Brand's 27 year career includes twelve years at sea, accident investigator and harbor master. He obtained an MBA in shipping and logistics and is a Fellow of the Nautical Institute.

Carlson Appointed Port Director

Port Freeport, Texas has announced the selection and appointment of Mr. Glenn Carlson as Executive Port Director and CEO. Carlson has an extensive background in port operations and the transportation industry spanning over 37 years. Prior to this appointment, he served as SVP of Liner Services from North Carolina Ports Authority. Carlson holds a BS in Business Administration from the University of Southwestern Louisiana.

UTEC Makes Addition to US Team

UTEC has announced the appointment of Sean Halpin as Global AUV Manager and US Geophysical Manager. A graduate of Maine Maritime Academy, he has worked with a US defense contractor which held contracts to conduct and assist with hydrographic survey work for NOAA and the US Navy. Immediately prior to joining the UTEC team based in Houston, Sean worked with a deepwater engineering

PEOPLE & COMPANY NEWS



Halpin



McAllister



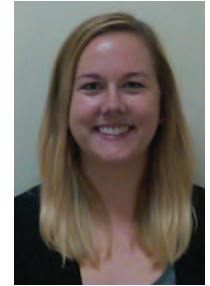
Fulweiler



Franks



Vahey



Stewart

firm where he designed and managed geoscience programs for oil and gas operators in a consultancy role.

National Maritime Historical Society Salutes McAllister

The National Maritime Historical Society hosted its 2012 Annual Awards Dinner on Wednesday, 10 October 2012 at the New York Yacht Club in New York City. NMHS Distinguished Service Awards for outstanding contributions in the maritime field were presented to Admiral Sir Jonathon Band GCB DL, Captain Brian A. McAllister, and Captain Don Walsh, USN (Ret.), PhD. McAllister, a graduate of SUNY Maritime College, served in the US Navy, and today he is the principal owner and president of McAllister Towing and Transportation Company.

Fulweiler: Chair of ASA Membership Committee

At the fall meeting of the American

Salvage Association, the chairmanship of the American Salvage Association's membership committee was passed to maritime attorney John K. Fulweiler.

Global Seas Appoints Franks

Global Seas, LLC said William Franks has been appointed to the position as the Director of Marketing and Business Development. Global Seas represents, manages, charters, and operates entities and activities ranging from fishing, research and commercial vessels on the West and East coasts, to the harvesting, processing and marketing of seafood from the Eastern Seaboard to Alaska and in South America.

AWO Promotes Two

AWO announced the promotions of Brian Vahey and Caitlyn Stewart to the new position of Government Affairs Manager. Vahey joined AWO in July of 2008. He also serves as staff secretary to the Coastal Sector

Committee and the AWO Technology Steering Group. He holds a bachelor's degree in History from Siena College and a master's degree in Public Policy from the Rockefeller College of Public Affairs. Caitlyn Stewart joined AWO in May of 2010. Ms. Stewart's areas of responsibility include vessel discharges, air emissions, Asian Carp and infrastructure funding, among other issues. She graduated from the University of Southern California with a bachelor's degree in Political Science.

Crowley Leadership Changes

Crowley Maritime Corporation announced that Steve Demeroutis will assume the role of vice president, marine operations, for the company's petroleum and chemical transportation group. Rudy Leming will assume Demeroutis' former position of vice president, labor relations. Demeroutis joined Crowley in 2007. Prior to joining Crowley,

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PEOPLE & COMPANY NEWS



Leming



Demeroutis



Geib



Larochelle



Wicker, Paxton, Skinner

he served as vice president, United Inland Group of the International Organization of Masters, Mates and Pilots. He received his Master's license in 1986 and sailed as Master and First Class Pilot with the Washington State ferries. Leming began his career with Crowley in 1984. He is a past recipient of the Thomas Crowley Trophy, Crowley's highest honor.

Metabo Welcomes Geib

Metabo Corporation announced the appointment of Jere L. Geib, Jr. as its new marketing manager. Geib will be responsible for marketing, advertising, and sales promotions as well as supporting the development efforts for the company's distribution channel.

Elliott, Larochelle join CBMM

Shane Elliott of Knoxville, TN and Joe Larochelle of Quebec, QC have joined the Chesapeake Bay Maritime Museum (CBMM) in St. Michaels,

MD as shipwright apprentices. Elliott recently completed a nine-month diploma program at the Northwest School of Wooden Boatbuilding in Port Hadlock, WA. He holds a bachelor's of architecture degree from the University of Tennessee's College of Architecture and Design in Knoxville. Larochelle brings a unique talent to his apprenticeship by offering interpretation of CBMM's historic vessels and restoration work to French-speaking visitors. Larochelle recently earned his Comprehensive Boat Building Certificate of Completion from the Great Lakes Boatbuilding School in Cedarville, MI.

Waterways Operators Praise Sen. Wicker as "Champion of Maritime"

The American Waterways Operators, a 350-member trade association representing the nation's tugboat, towboat and barge industry, congratulates Sen. Roger Wicker (R-

MS) upon his receipt of the American Maritime Partnership's (AMP) 2012 Champion of Maritime award in honor of his years of leadership and diligence in supporting the nation's maritime industry and its American workforce. AWO is a member of AMP, a national coalition representing all elements of the United States domestic maritime industry. AMP's "Champion of Maritime" award is presented to an individual who has displayed extraordinary dedication to and consistent support for the American maritime industry.

Graybill, Menoyo Receive Crowley's Highest Honor

Kenneth Graybill, captain of Crowley Maritime Corporation's articulated tug-barge (ATB) Legend/750-2, and Sal Menoyo, general manager of Crowley's Port Everglades terminal, were each presented with 2011 Thomas Crowley



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PEOPLE & COMPANY NEWS



Awards, the company's highest honor. The October ceremony took on additional significance because Graybill is the first person in company history to receive the trophy as a mariner. Crowley's Chairman, President and CEO Tom Crowley Jr., presented the awards before more than 110 employees and senior leaders. Graybill began his career at Crowley in 2002 as a chief mate in Virginia, and by 2003 had become a master. Menoyo has a bachelor's degree in marine transportation from SUNY Maritime College and is a certified facility security officer.

YTD Seaway Cargo Steady; U.S. September Float Down

For the period March 22 to September 30, year-to-date total cargo shipments were 25.1 million metric tons, virtually flat over the same period in 2011, as reported by the

St. Lawrence Seaway. U.S.-flag Great Lakes freighters carried 9.5 million tons of dry-bulk cargo in September, an increase of 20,579 tons compared to August, but 6% less than the volume recorded a year ago.

Ferries Honored

A team of state employees was recognized for its work to conserve fuel and save the state of Washington more than \$700,000 per year. Crew members of the Washington State Department of Transportation's Ferries Division won the President's Transportation Award for water transportation and were recognized for their exemplary service to save fuel on the Edmonds/Kingston ferry route. This is the second time that Washington State Ferries (WSF), a division of WSDOT, has won an award sponsored by the American Association of State and Highway Transportation Officials. Three WSF employees – Staff Chief Engineer Mark Nitchman, Captain John Tullis and retired Captain Bill Chapple – collaborated to identify a method to save fuel on one of the largest vessels in the system, the 202-car, 2,500-passenger Puyallup, serving the Edmonds/Kingston route. The employees studied the effect of vessel



speed on fuel consumption and suggested revised throttle settings to maximize fuel efficiency.

MJP Acquires Ultra Dynamics

MJP Waterjets AB based in Österbybruk, Sweden has acquired Ultra Dynamics Ltd and Ultra Dynamics Inc (jointly referred to as "Ultra Dynamics") based in Cheltenham, England and Columbus, Ohio, USA, with the waterjet brand UltraJet. The merger between MJP Waterjets and Ultra Dynamics creates one of the leading providers of waterjets in the world comprising a complete and complementary product range. Customers will now benefit from the two companies' market positions in their corresponding product segments. MJP Waterjets is known as a supplier of stainless steel mixed flow waterjets and Ultra Dynamics supplies aluminum axial flow waterjets.

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www.JMSnet.com

Laborde Increases Sales with Mitsubishi Tier 3 Engines

Laborde Products continues to gain market share with its Mitsubishi Tier 3 engines. The company has already started taking orders for new construction pushboats to be constructed in late 2012 and 2013.



Mitsubishi's heavy-duty marine propulsion engines are fully mechanical and EPA Tier 3 compliant without the use of complex electronics or any after-treatment. Laborde is the largest Mitsubishi Marine distributor in North America. Excellent for heavy-duty tug and push boat applications, Mitsubishi engines typically offer significantly larger displacement and more mass than the competitors' engines.

www.labordeproducts.com

Mastry Named JCB Industrial Engine Distributor

Mastry Engine Center recently became a JCB Power Systems engine distributor. The agreement complements Mastry's Yanmar industrial engine lineup of up to 85 hp, as JCB's multipurpose models range from 74-173 hp. The higher horsepower engines enable Mastry to broaden its product offerings, including power units for equipment manufacturers, irrigation pumps, sewage stand-by pumps and DC generators. JCB's range is comprised of mechanical and electronic engines, with various models compliant to EPA Tier II, Tier III or Tier IV Interim emissions standards. Founded in 1945, UK-based JCB has sales in more than 150 countries and facilities on 4 continents.



www.mastry.com

IML Lock eases Valve Maintenance

Smith Flow Control (SFC) has introduced its ISO-pattern IML intermediate lock with universal mounting. The IML lock keeps the actuator in an open or closed position so that the valve cannot turn -- no matter what. Any valve or actuator with ISO standard mountings is compatible with the IML lock. Actuated valves respond to process commands in a pre-determined way. During maintenance, ensuring valves are set in their failsafe position enables work to be done safely. The IML intermediate lock is available as a key-operated system or as a standalone lock-out.



www.smithflowcontrol.com

www.marinelink.com

UV LED Leak Detection Flashlight Pinpoints Fluid Leaks

Tracer Products has introduced the Tracerline OPTIMAX 365—a cordless, rechargeable enhanced UV leak detection flashlight featuring state-of-the-art, ultra-high-flux LED technology. When used with the appropriate fluorescent dye, this powerful UV lamp will locate leaks in all fluid systems on marine vessels. The exact location of every leak is revealed by a bright yellow-green glow. Lightweight and compact, the flashlight has a corrosion-resistant, anodized aluminum lamp body and is powered by a rechargeable NiMH battery.



www.tracerline.com

MagnaShear Motor Brakes for Hazardous Environments

MagnaShear oil shear motor brakes from Force Control Industries eliminate normal maintenance and adjustment and last up to 10-times longer than standard brakes. High grade castings, marine duty coatings, stainless steel fasteners and accessories make these brakes the ideal solution for offshore marine applications – including those with wide temperature variations (down to -40°C). Applications include anchor winches, mooring winches, capstans, conveyors, hoists, loaders and un-loaders. The technology is the function of a boundary layer of transmission fluid in shear between the friction disc and drive plate. Modular design allows for ease of servicing and maintenance.



www.forcecontrol.com

Rotor Casting: First Voith Linear Jet

The new vessel propulsion system Voith Linear Jet (VLJ) gives naval architects new ways to optimize vessel designs while delivering top speeds of 40 knots. The key difference to conventional propellers is the VLJ's much smoother and quieter operation even at high speeds and a larger range of applications: Not only is the propulsion system useful for high speeds, but it is also suited to low-speed cruising, as the manufacturer claims the VLJ combines the advantages of waterjets (at high speeds) with those of conventional propellers (at low speeds) in one propulsion system.



www.voith.com

PRODUCTS

GOST NT Evolution 2.0 Security, Monitoring & Tracking System

The GOST NT Evolution 2.0 Inmarsat satellite-based wireless marine security, monitoring and tracking system with global remote accessibility provides global arm/disarm and relay control over satellite from anywhere in the world, with the reassurance of a battery back-up. An extensive range of up to 64 wireless sensors can protect and monitor a vessel. Five wireless relays allow control of any AC or DC function on board and can be set to activate other devices such as external sirens, strobes, deck or cockpit lights when the system goes into alarm.

www.gostglobal.com



Handheld Launches the Algiz 10X, a 10-inch Rugged Tablet Built for Outdoor Use

Handheld Group's new rugged mobile device, the Algiz 10X rugged tablet PC, can withstand tough weather elements and harsh handling, and its 10.1-inch touchscreen provides good screen visibility. The Algiz 10X is IP65-rated and meets stringent MIL-STD-810G military standards for protecting against extreme conditions and temperatures. The lightweight Algiz 10X's brilliant display features the latest generation of MaxView technology. The tablet comes with a u-blox GPS receiver and WAAS / EGNOS / MSAS capability, plus Bluetooth 4.0, WLAN 802.11 b/g/n and is WWAN Gobi 3000-ready with integrated modem and antennas for wireless connectivity.

www.handheldgroup.com



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www.valvtect.com



BIRNS Pisces 1000w Underwater Security Light

BIRNS, Inc., an ISO 9001:2008 certified designer and manufacturer of high performance lights, connectors, penetrators and custom cable assemblies for severe environments, has introduced the BIRNS Pisces. The rugged, 130,000 lumen High Pressure Sodium Vapor (HPSV) lighting system is designed for underwater security applications, but can be tailored for many different applications where long term use, powerful illumination and minimal maintenance is required. The system comes with two robust wet mateable BIRNS connectors, with gold plated contacts per MIL-G-45204. This intensely powerful light stands up to the most punishing conditions at sea.

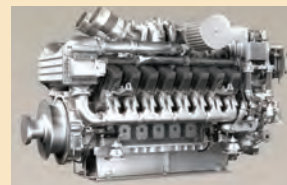
www.birns.com



Tognum Upgrades MTU Series 4000 Workboat Engines

Tognum will enhance its MTU Series 4000 Ironmen workboat engines for compliance with US EPA Tier 3 emissions regulations. The new Series 4000 engines will be available with 8, 12, or 16 cylinders for diesel-mechanical and diesel-electric propulsion systems or powering on-board gensets. In diesel-mechanical systems, the Ironmen engines will cover power requirements from 750 to 2,680 bhp (560 to 2,000 kW). Diesel-electric drives and marine gensets will deliver 650 to 2,000 kW power output. No exhaust gas after treatment will be needed. The first engines will be available in mid-2013.

www.tognum.com



Victaulic Mechanical Pipe-Joining Products ABS Approved

Victaulic has received renewed American Bureau of Shipping Type Approvals for a range of grooved-end couplings and fittings. The newly issued approval certificates are valid until end June 2017. They cover products that are reliable, safe and faster to install in marine applications that include fresh water, potable water, sea water cooling and ballast systems; bilge pipes; vents and overflows; compressed air, sanitary, fire main and fire suppression systems. Alongside approval by ABS, Victaulic products are Type Approved by numerous other agencies which belong to the International Association of Classification Societies (IACS).

www.victaulic.com



Raymarine Upgrades Multifunction Product Line

Raymarine has released the LightHouse v5 software for c-Series, e-Series and the a-Series multifunction displays. LightHouse v5 brings new capabilities, including Fuel Management tools. Users can calibrate fuel tank levels and take advantage of fuel usage displays, low fuel alerts, and dynamic fuel range ring overlaid on the chartplotter. The fuel range ring provides visual representation of vessel range based on tank levels and live fuel consumption. Another new feature is the “Slew-to-Cue” thermal camera tracking, leveraging FLIR’s expertise in security and surveillance thermal technology, delivering enhanced levels of integration between thermal night vision, radar, and GPS.

www.raymarine.com



FLIR M-Series Compatible With TZTouch

FLIR’s popular M-Series line of thermal night vision just got easier to use. All M-Series functions can be directly accessed through Furuno’s Navnet TZTouch touch-screen MFDs. Change camera settings, optimize the video, and even pan and tilt the camera directly from your Furuno TZTouch MFD. By incorporating “Pinch to Zoom” and “Tap to Point” functions, Furuno’s Navnet TZTouch software adds even more functionality to the camera. Just tap the screen to make the camera look in any direction, or zoom in and out on targets of interest with your fingertips. The TZTouch software also adds to the camera’s tracking capabilities by automatically tracking radar and AIS targets, buoys, and even people in the water, so operators can effortlessly keep the things in view that they need to see. Furuno Navnet TZtouch MFDs can also graphically display the camera’s field of view on the chart by overlaying the area currently under view by the camera on the plotter display, making camera pointing and interpretation simple.

www.FLIR.com



Contrapel’s Above the Water-Line Propeller System

Contrapel’s new propulsion system carries out the functions of both propellers and water-jets with none of the drawbacks of either. The Contrapel drive uses a pair of contra-rotating, fully enclosed hybrid propellers, capable of operating above the water line, accelerating the water from out of the intake (pick-up) duct and then discharge it through the outlet, requiring only enough backpressure downstream from the propellers to keep the system primed. The Hybrid Drive suits



www.marinelink.com

a variety of marine propulsion applications, military vessels, shipping, work boats, dredging vessels and will even work for underwater submarines.

www.contrapel.com

ALGAE-X Portable Fuel Tank Cleaning System

ALGAE-X International (AXI) has released the TK 240-XT Portable Fuel Tank Cleaning and Fuel Transfer System. The TK 240-XT removes sludge and water from smaller diesel tanks while optimizing fuel quality. With a compact footprint, the TK 240 is lightweight, easy to handle, and convenient for owners of boats and other diesel-powered engines. The TK 240-XT System features a self-priming 240 GPH nickel-plated brass gear pump using quality filtration components connected by corrosion-resistant stainless steel plumbing. Available filter elements include stainless steel screens, particulate and water block elements.

www.algae-x.net



Brennan Industries Launches New Website

Brennan Industries, Inc., a supplier of hydraulic fittings and adapters, has launched a new website with its online parts catalog, configurator and a free CAD download solution.

The user-friendly website allows designers to conduct a search of available parts, view the parts in 3-D, and then download the CAD model that can be included directly in customers’ design or specification documents. More than 8,000 individual hydraulic fittings and adapters are available in 3-D CAD models. Designers can select two types of CAD models depending on the users’ needs.

www.brennaninc.com



McMurdo Fast Find 220 PLB

The powerful McMurdo Fast Find 220 provides a method of alerting search and rescue authorities where no other forms of communication are available, using the 406 MHz search and rescue satellite communication system, COSPAS SARSAT. The beacon transmits a 121.5MHz homing signal. Waterproof to 10 meters and able to operate in temperatures as low as -4°, once activated the 220 will transmit continuously for a minimum of 24 hours at a powerful 5 watt output. Weighing 5.4oz with an LED flash light assists with rescues during limited visibility, the unit has no subscription charges.

www.mcmurdomarine.com



PRODUCTS

Raytheon Anschutz launches Synopsis Command Bridge

Raytheon Anschutz has developed an innovative system solution for OPV's, smaller Naval and Coast Guard vessels. The Synopsis Command Bridge, in combination of commercial-off-the-shelf navigation, provides Command & Control capabilities to a homogeneous bridge system. The Synopsis Command Bridge transfers enhanced Command & Control (C2) capabilities from the Raytheon Anschutz' SmartBlue surveillance system to a new sea-based application. Within the Synopsis Command Bridge the C2 essentially acts as a dashboard for sensor fusion, tactical options and weapons control that can be readily adapted and scaled to suit the vessel type and mission.

www.raytheon-anschuetz.com



Liebherr tops 40 deliveries in North America

A Liebherr Mobile Harbor Crane, type LHM 550, recently marked the 40th delivery to the North American market. 32 were delivered to the United States and 8 to Canada. Since 2006 more than 20 Liebherr Mobile Harbor Cranes have been delivered throughout North America. The 40th crane delivered was purchased by the Maine Port Authority. Because bulk material handling is one of the machine's main tasks, the LHM 550 is equipped with two winches for mechanical four rope grab operation. With a lifting capacity of 144 tons, the new crane is ideal for handling heavy lift cargo.

www.Liebherr.us



Olympus Introduces Ultrasonic Thickness Gage

Olympus NDT has introduced the handheld 45MG ultrasonic thickness gage—an advanced small-sized thickness gage packed with measurement features and software options. This unique instrument is an all-in-one solution for virtually every thickness gage application, including wall-thinning measurements of internally corroded pipes using dual element probes. Ultrasonic thickness measurements are accurate, reliable, and repeatable. Instant readings can be achieved from one side of a material, making destruction of the part unnecessary. The 45MG boasts specialized software options and is built for use in a wide range of weather and difficult environments.

www.olympus-ims.com



Molex Self-Contained Power Connector (SCPC) System

The Molex Incorporated SCPC is a two-piece system used to quickly and easily splice and tap solid and stranded non-metallic sheathed cable on marine boat. Connectors support two and three conductors and ground circuits for AC power applications and feature insulation displacement contacts allowing for wire termination without pre-stripped wires. The connectors meet UL/CSA certifications and include a double-latching system for security and an automatic strain relief feature. The high impact strain relief cover provides durability and allows for complete visual inspection. The SCPC system's double insulation displacement contacts reduce voltage drop to a bare minimum.

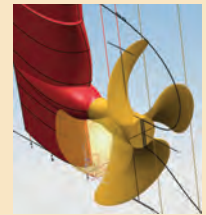
www.molex.com



Van der Velden, MMG Introduce Optimal Propeller Rudder Arrangement

Van der Velden Marine Systems and Mecklenburger Metallguss GmbH have combined to develop an effective, efficient propulsion package: the Energy Saving Package. With rising fuel costs, ship owners and charterers attach more importance to efficient operation of their ships. With slow steaming (re-)introduced into the market, the Package combines the advantages of an optimized, highly efficient fixed pitch propeller with an asymmetric leading edge rudder with a propulsion bulb and adapted hub caps. Available for fixed pitch propeller systems by MMG, in combination with Van der Velden full spade rudders, both new design and retrofit are possible.

www.vandervelden-marinesystems.com



J.R. Merritt's Joystick Controllers

J.R. Merritt introduces the NS2/NSB2-KB series of heavy mill duty, compact joystick controllers. The controllers' smaller footprint takes up less space and the mounting hole pattern allows for direct replacement of competitors master switches. Designed with a rugged cast construction, the NS2/NSB2-KB controllers consist of corrosion-resistant components. They are environmentally sealed to IP65, providing protection from dust, oil and other non-corrosive materials. They are widely used on Class E cranes and in-plant process control where duty cycle is continuous.

www.jrmerritt.com





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- Coastal Marine Equipment, Inc.

"An outstanding opportunity for in house one-on-one meetings with suppliers." - Florida Marine Transporters

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PS Form 3526-R, September 2007 (Page 2 of 3)

SNAME 2013 ANNUAL MEETING BELLEVUE, WA, NOVEMBER 6-8

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- Emissions Reduction for Tugs, Ferries and Similar Vessels
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SNAME Annual Meeting Papers

Deadline for Extended Abstracts (minimum of two pages): February 15, 2013

Abstracts Accepted: March 15, 2013

Submit to: <http://mc.manuscriptcentral.com/snameam2013>

For more information: AM2013@sname.org

Ship Production Symposium Papers

Deadline for Abstracts: June 3, 2013 Abstracts Accepted: June 24, 2013

Please send all submissions to SPSpapers@sname.org

For more information: <http://www.sname.org/Go.aspx?NavigationKey=f59f7a46-106b-4757-aeed-27c75183bf39>

www.sname.org/events/callforpapers



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Ad Close: Dec 21

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Bulk Transport Leadership Roundtable

MARKET:
Software for the Inland Operator

TECHNICAL:
Deck Machinery & Cargo Handling Equipment

PRODUCT:
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Ad Close: Jan 25

March

Shipyard Report: Construction & Repair

MARKET:
Special Purpose Workboats

TECHNICAL:
Water Treatment & Technology

PRODUCT:
CAD/CAM / Design Software

REGIONAL FOCUS:
East Coast USA Ad Close: Feb 22

BONUS DISTRIBUTION:
CMA Mar 18 - 20 Stamford, CT
AWO Apr 16 - 18 Washington, DC
Workboats Exchange Apr 1-4 Amelia IS, FL

April

Offshore Service Operators

MARKET:
Oil Spill Prevention & Response

TECHNICAL:
Satellite Communications for Workboats

PRODUCT:
Marine Propulsion Buyer's Guide

Ad Close: Mar 22

May

Combat & Patrol Craft Annual

MARKET:
U.S.C.G. Regulatory Update

TECHNICAL:
Pumps, Pipes & Valves

PRODUCT:
Outboard & High-Speed Diesel Propulsion

REGIONAL FOCUS:
Europe Ad Close: Apr 26

June

Dredging & Marine Construction

MARKET:
Shortsea Shipping / America's Marine Highway

TECHNICAL:
Newbuild & Repair Trends

PRODUCT:
Dynamic Positioning & Thrusters

Ad Close: May 24

BONUS DISTRIBUTION:
OTC 2013 May 6-9 Houston, TX

BONUS DISTRIBUTION:
Seawork Jun 11-13 Southampton, UK

THIRD ANNUAL MARITIME PHOTO CONTEST

July

Propulsion Technology

MARKET:
Training & Education

TECHNICAL:
Cellular Communications for Inland / Coastal Ops

PRODUCT:
Winches & Ropes

Ad Close: Jun 21

August

Salvage & Response

MARKET:
OSV Technology

TECHNICAL:
Workboat HVAC Systems

PRODUCT:
Marine Fuels, Lubricants & Additives

Ad Close: July 26

September

Workboat Annual

MARKET:
Marine Coatings

TECHNICAL:
ITB's & Pushboat Equipment

PRODUCT:
Diesel Engine Tech Guide

REGIONAL FOCUS:
Gulf Coast Ad Close: Aug 23

BONUS DISTRIBUTION:
Offshore Europe Sept 3-6 Aberdeen, UK

BONUS DISTRIBUTION:
Int'l Workboat Oct 9-11 New Orleans, LA
OTC Brasil Oct 8-10 Rio de Janeiro

October

Manning: Recruitment & Retention

MARKET:
Workboat Designers

TECHNICAL:
On Board Comms / Handheld, Intercom & Headsets

PRODUCT:
Electronics & Navigation Trends

Ad Close: Sept 20

November

Fleet Optimization Roundtable

MARKET:
Regulatory Compliance Equipment & Technology

TECHNICAL:
Inland Regulatory Update

PRODUCT:
Cutting & Machine Tools

Ad Close: Oct 25

December

Innovative Products & Boats of 2012

MARKET:
Construction, Special Operations

TECHNICAL:
U.S. Coast Guard & Maritime Security Workboats

PRODUCT:
Training & Education Facilities Ad Close: Nov 22

BONUS DISTRIBUTION:
SNAME Nov 6-8 TBA
Clean Gulf Nov 13-15 New Orleans, LA

BONUS DISTRIBUTION:
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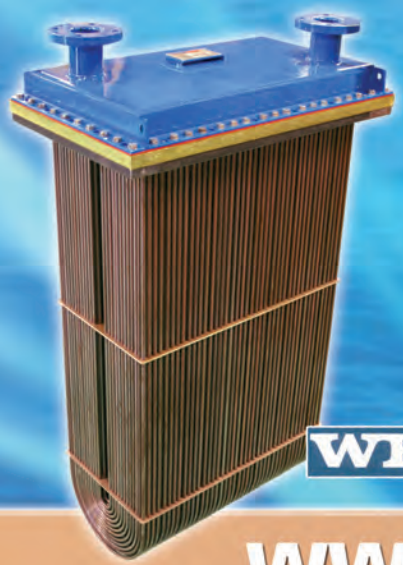
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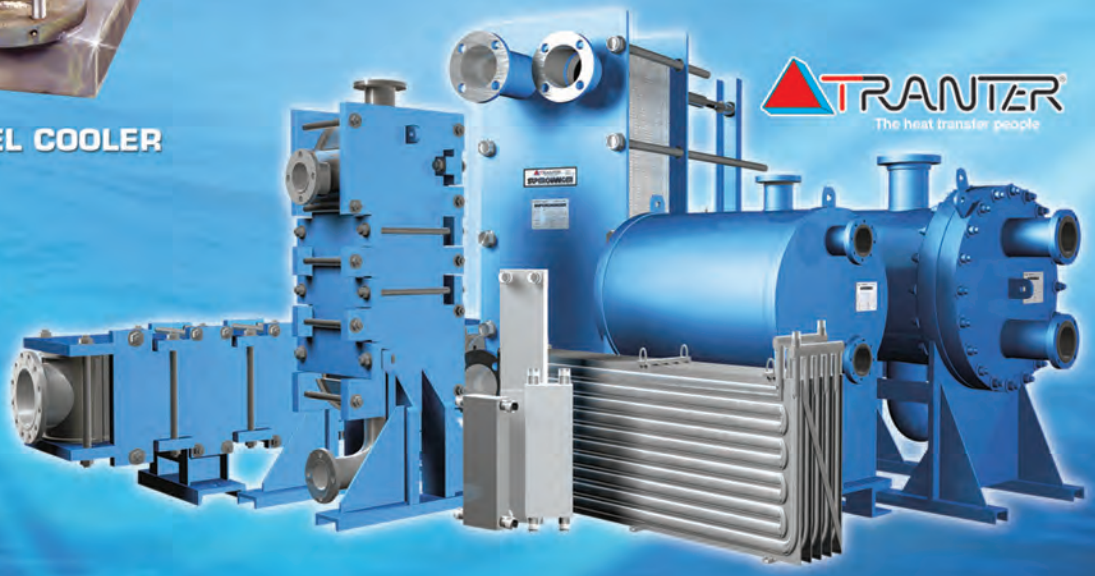
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