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## News

APRIL 2015

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INSURANCE

**18 River Dance**  
A grounding launches runaway barges and a Coast Guard investigation.

By Randy O'Neill

BOATBUILDING

**26 Shipyard Shakedown**  
Shipyard selection, whether it involves newbuild or repair, can be a daunting task.

By Joe Hudspeth

MARINE PROPULSION

**42 Solving the LNG Propulsion Puzzle**  
The last piece of the LNG infrastructure puzzle falls into place at Conrad's Texas Shipyard.

By Robert Kunkel

COATINGS

**44 Quietly Controlling Noise with the help of Coatings**  
U.S. Navy's AGOR Research Vessels are built to be as operationally quiet as possible.

By Joseph Keefe

TECH FILE

**48 The Advantage of Remote Control Welding Technology**  
Remote control to make shipyard operations more efficient and cost effective.

By Jim Rapp



Image courtesy: Damen

# Features

**30 Decorated for Success**  
The trend to properly outfit the interiors of today's workboats goes far beyond the new Maritime Labor Convention. Instead, it's about doing the right thing for the right reasons. Harvey Gulf, for example, has it right.

By Joseph Keefe

**36 Hands Across the Water**  
U.S. firms leverage Netherlands-based Damen Shipyard's vessel designs and technical support.

By Susan Buchanan

ON THE COVER

The cutting edge and luxurious HARVEY ENERGY, Harvey Gulf International Marine's breakthrough, dual fueled offshore support vessel, provides innovation in every compartment. In the forward mezzanine flat, the LNGPac Gas valve units can be found. The story begins on page 30.

(Photo: Harvey Gulf International Marine LLC)





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# Departments & Analysis

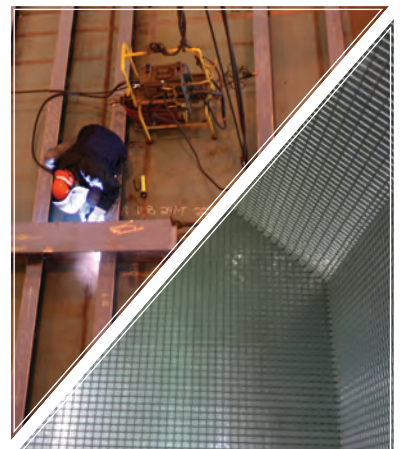
**6 Editor's Note****8 By the Numbers  
Inland Pushboats & Barges**

Marcon outlines today's Inland Pushboat and Barge markets.

**10 Vessels****22 OP/ED  
An Action Year for  
Subchapter M**

The U.S. Coast Guard's long-awaited towing vessel inspection rule is closer than it has ever been.

By Jennifer Carpenter, AWO EVP

**50 People & Company News****55 Products****59 Classified Advertising****64 Advertiser's Index**

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**O**ur annual shipyard report comes at an appropriate, yet uncertain time for the industry. The future direction of the oil and gas markets will, to a large extent, also determine the course for domestic boat builders. That's because the sustained rally seen in this sector over the course of the last 3 to 5 years came to be thanks to the so-called domestic energy boom. Nevertheless, there are reasons for optimism despite the lowest rig count since March of 2011.

Thankfully, there are other reasons for shipyards to stay busy in the coming months. For example, the looming so-called subchapter M towboat rules will likely unleash a flurry of inland repair and newbuild activity. As many as 4,000 hulls will be impacted and not all are active in the American Waterways Operators' (AWO) Responsible Carrier Program. Within this edition, AWO's Jennifer Carpenter explains why inland stakeholders are so adamant that these rules come to pass.

Other sectors – blue water for the most part – are pushing containerships, ConRo newbuilds and Jones Act tankers out as fast as they can. That also keeps yards busy but also addresses the quickly changing environmental landscape for marine vessels that creates the need for new tonnage in the first place. As more operators choose the LNG and/or dual fuel route, so too increases the need for infrastructure to support efficient bunkering solutions. For that reason, Bob Kunkel's description of the revolutionary new build LNG bunker barge that will soon come to reality in Conrad's Gulf Coast Shipyard will be of special interest. That story begins on page 42.

The domestic workboat sector also has distinguished itself in recent years by creating and growing a highly competitive niche business of exporting U.S. hulls to foreign governments and municipalities. In fact, for certain size and type vessels, U.S. yards have few peers in terms of price, quality and innovation. Technology and innovation, however, flow in both directions. In this edition, Susan Buchanan outlines the unique licensing agreements in place between Netherlands-based Damen Shipyards and as many as seven American boat builders. It turns out that Damen hull designs are much coveted for their proven performance, durability and customizable utility. The deal(s) arguably signal a true 'win-win' for all parties. Turn to page 36 and find out why.

Understandably lost amidst the scurry for improved environmental performance or, perhaps, the laundry list of tasks promised by subchapter M, is the growing passion for crew amenities amongst operators who look to upgrade the conditions under which their mariners toil underway. Secure in the knowledge that the United States will likely never ratify the new Maritime Labor Convention (MLC 2006), some U.S. operators are forging ahead anyways. Shane Guidry's Harvey Gulf International Marine group is one of them. It's a terrific story that you'll read nowhere else, and it goes to the heart of what shipbuilding should be all about. It might just be my favorite feature of the year. See if it is not yours, as well.



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Joseph Keefe, Editor, keefe@marinelink.com

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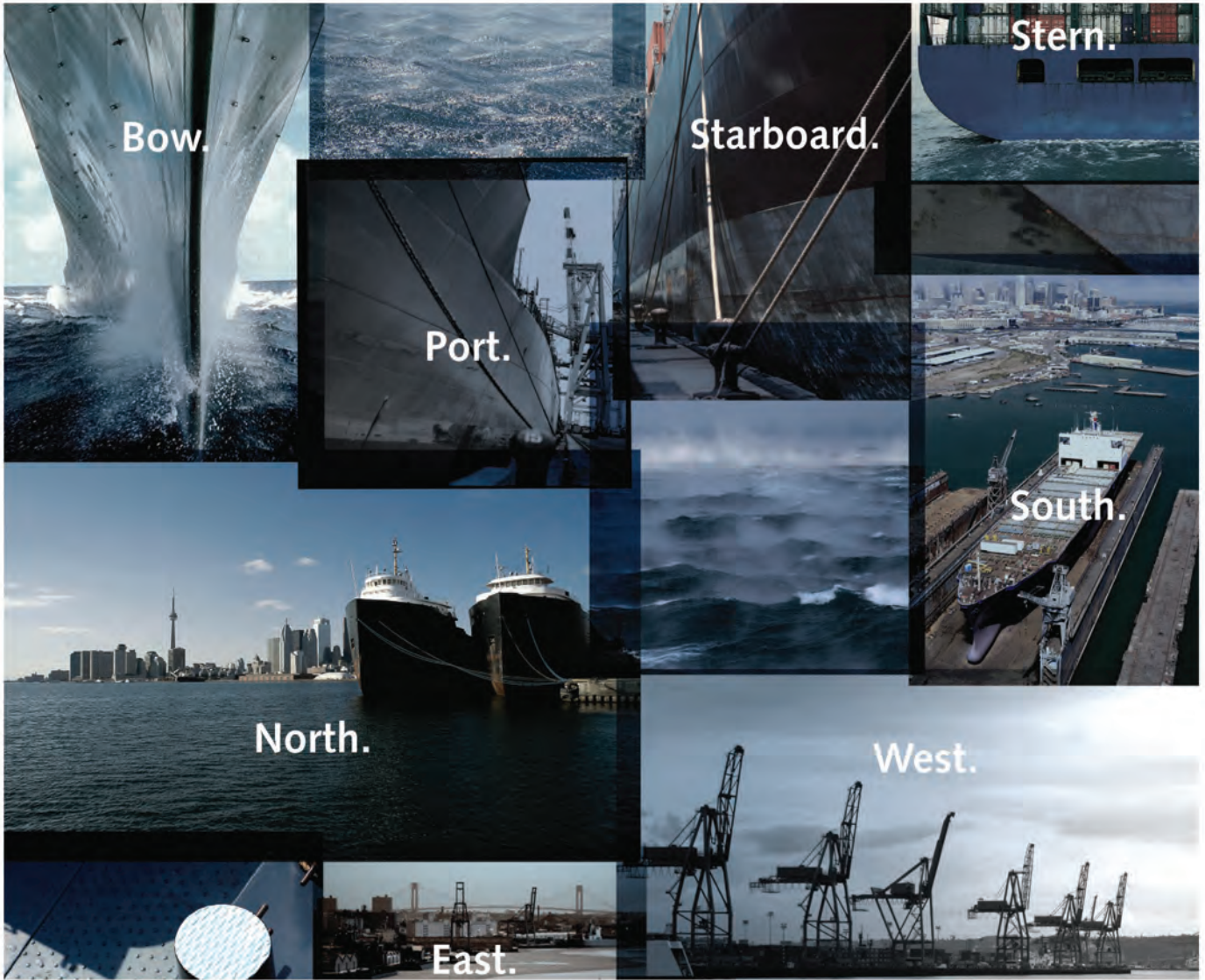
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## Marcon outlines Today's Inland Pushboat and Barge markets

According to the latest available numbers, barges and tugs of all types – as a group – now make up about 91% of the U.S. Merchant fleet. That's a fact. Moreover, a single 200' x 35' x 12' inland river hopper barge is capable of carrying 1,750 short tons of dry cargo which is the equivalent of 16 railcars or 70 semi-tractor/trailers. It will take 144 semi-tractor/trailers or 46 rail cars to replace a single 300' x 54', 27,500 bbl tank barge hauling liquid bulk cargoes. And, while all transport modes have been getting more fuel efficient, at 616 ton-miles per gallon, inland towing is still substantially more fuel efficient than rail or trucks. North America's most efficient workhorse – indeed its most environmentally correct conveyance – remains as the inland barge propelled by a pushboat.

In the latest Market Overview issued by west coast broker Marcon International, Marcon tracks 686 Inland river pushboats, of which 76 are officially on the market. Fifteen of the boats were built within the last ten years, while 35 boats are 45 years of age or older. The oldest listed is a 1,500 hp, 80 footer, built in 1939, but rebuilt and repowered many times since and still going strong.

Always of interest to *MarineNews* readers, of the vessels listed for sale, CAT engines are most popular with machinery in 18 vessels. These are followed by Cummins in 14, General Motor / Detroit Diesels in 13, EMDs in eight, and 10 with other engine types ranging from Alco to Volvo. Naturally, most of the inland river pushboats Marcon has listed for sale are located in the U.S. with 62 vessels or 82%; followed by 11 or 15% in Europe, one each in Canada, the Caribbean and the Mediterranean.

Separately, of the 3,785 barges and 12,730 vessels Marcon tracks, 707 are tank barges with 32 Inland and 35 ocean or coastal barges officially on the market for sale. Nine of the 32 inland barges are 10 years of age or less. 18 or 56.3% of the inland barges are 25 years of age or over. The oldest Inland tank barge listed is a 1,190 BBL steel hull self-propelled tank barge used for transporting lube oil, driven by a GM 12V71 main engine, located on the U.S. East Coast.

Actual sale prices of all vessels and barges sold by Mar-

con so far in 2014 have averaged 86.42% of asking prices, compared to 2013's 87.07%, 2012's 81.79% and 2011's average 93.03%. Average asking prices and price indications have remained relatively steady, but Marcon sees fewer good listings owing to the fact that many owners are enjoying good utilization and hanging onto their equipment. The market outlook is stable.

2014 was a strong year for the inland river market with high barge rates as a result of higher tonnage moved compared to 2013 levels. Several major operators reported record or near record fourth quarter 2014 results. Given the strong market and high rates, the sale and purchase market for pushboats and river barges has remained stable throughout 2014 with steady to higher prices being asked even for older tonnage. While it has been a good time to market medium to older age barges and pushboats to take advantage of the current market in the US, the impact of falling crude oil prices remains largely unknown for the transport sector.

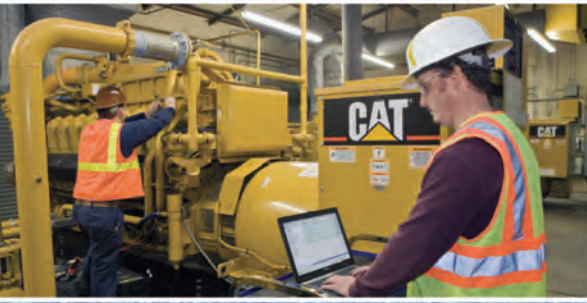
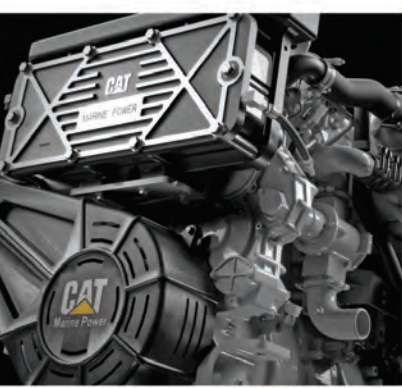
Under U.S. law, vessel operators must report domestic waterborne commercial movements to the U.S. Army Corps of Engineers. November 2014's 51.7 million short tons of commodities carried on internal U.S. Waterways was down 2.82% from August's 53.2 million tons and was higher than November 2013's tonnage of 46.6 million tons. That said, November 2014 is the highest November movement since the 52.4 million recorded in November 1998. In November, 14.4 million tons of petroleum were carried, down from August's 16.1 million and up 10.77% from November 2013's 13.0 million tons. Chemicals moved in November equaled August's 4.3 million and was the higher than November 2013's 4.0 million tons.

Inland barges continue to compete with the railroads for commerce, especially in terms of the shale crude oils moving to the coasts from the Midwest. Numerous high profile derailments and other casualties have brought that mode under the harsh spotlight, with stakeholders calling for the same sort of regulatory oversight that inland pushboats and barges already endure. And, why not? The safety and environmental records of the inland rivers are hard to beat, as shown in the table below:

| Average Annual Oil Spills (bbl) to US Waters from Tank Vessels |                |                |               |               |              |
|--|----------------|----------------|---------------|---------------|--------------|
| Vessel Source  | Time Period    |                |               |               |              |
|  | 1968 - 1972    | 1973 - 1982    | 1983 - 1992   | 1993 - 2002   | 2003 - 2012  |
| Tanker Spills  | 278,000        | 95,000         | 60,000        | 3,000         | 2,000        |
| Tank Barge Spills  | 19,000         | 52,000         | 37,000        | 14,000        | 2,000        |
| <b>Total</b>   | <b>297,000</b> | <b>147,000</b> | <b>97,000</b> | <b>17,000</b> | <b>4,000</b> |



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## BY THE NUMBERS

The probability of tank vessel spills should be correlated with the amount of oil transported, but that doesn't quite work out. Since the early 1980s, there has been a nearly 50% reduction in the volume of oil transported annually

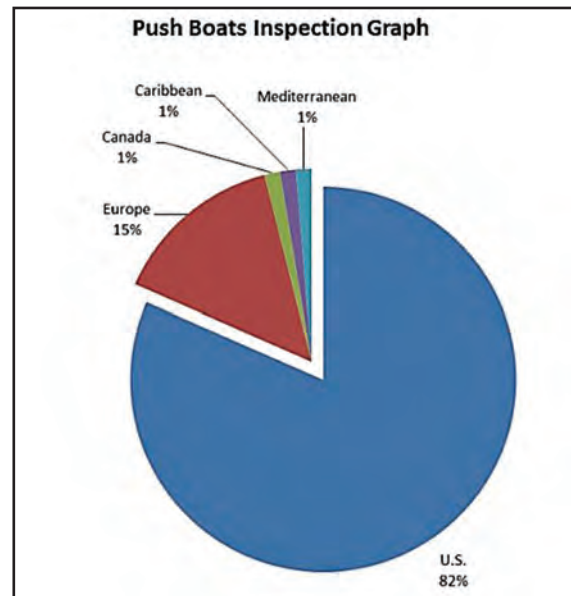
by tank vessels but a whopping 94% reduction in the amount of tank vessel spillage per oil transported in the U.S. over the last three decades. The rail industry can't top those numbers, that's for sure.

### Domestic Fleet Breakdown (2004 - 2012)

|                          | 2004  | 2005       | 2006  | 2007  | 2008  | 2009  | 2012  |
|--------------------------|-------|------------|-------|-------|-------|-------|-------|
| <b>Ocean/ Deep Draft</b> | 230   | Not avail. | 197   | 197   | 197   | 196   | 179   |
| <b>Tugs</b>              | 5314  | 5290       | 5285  | 5356  | 5424  | 5735  | 5499  |
| <b>Tank/Dry Barges</b>   | 31266 | 32027      | 32187 | 31629 | 31212 | 32214 | 31550 |
| <b>Total</b>             | 38392 | 39156      | 39387 | 38903 | 38578 | 39929 | 40530 |

| Mode                 | Ton-Miles/Gallon |
|----------------------|------------------|
| <b>Inland Towing</b> | 616              |
| <b>Railroads</b>     | 478              |
| <b>Truck</b>         | 150              |

Source: *A Model Comparison of Domestic Freight Transportation Effects*



### Annual Oil Spillage from Tank Vessels into US Waters (Selected years) Barrels

| Year                    | Tankers          | Tank Barges      | Total            |
|-------------------------|------------------|------------------|------------------|
| <b>1968</b>             | 576,488          | 7,333            | 583,821          |
| <b>1972</b>             | 75,043           | 48,190           | 123,233          |
| <b>1977</b>             | 4,748            | 37,178           | 41,926           |
| <b>1982</b>             | 29,011           | 51,027           | 80,038           |
| <b>1987</b>             | 35,623           | 13,044           | 48,667           |
| <b>1992</b>             | 2,799            | 3,532            | 6,331            |
| <b>1997</b>             | 527              | 3,805            | 4,332            |
| <b>2002</b>             | 113              | 720              | 833              |
| <b>2007</b>             | 339              | 210              | 549              |
| <b>2012</b>             | 396              | 46               | 442              |
| <b>Total: 1968-2012</b> | <b>2,988,128</b> | <b>1,147,064</b> | <b>4,135,192</b> |



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## Harvey Energy on the Water for Shell



The Harvey Energy, built by the Gulf Coast Shipyard Group (GCSG), is the first LNG vessel operating in the United States. Working for Shell Upstream America's deep water operations in the Gulf of Mexico, the vessel is fully in service. The first of six LNG OSVs being built for Harvey

Gulf International Marine, Harvey Energy is the break-out vessel capable of operating on LNG or diesel. Along with being able to operate on LNG, she also meets the criteria of the ABS Enviro+, Green Passport notation. When operating on only LNG, this vessel meets the new Tier IV sulphur and nitrogen oxide emissions regulations—part of the North American Emission Control Area (ECA). She will refuel with LNG at Harvey Gulf's new LNG bunkering facility at Port Fourchon in southern Louisiana which allows easy access to more than 600 oil and gas rigs and platforms within a 40-mile radius. Running on 99% LNG fuel, Harvey Energy is a 310' x 64' x 24.5' platform supply vessel powered by three Wärtsilä 6L34DF dual fuel gensets, providing 7.5 MW of power and fueled by Wärtsilä's LNGPac system. The 5,150 dwt vessel is capable of carrying 253,000 USG of fuel oil, 18,000 bbls of liquid mud, 1,600 bbls of methanol, 10,250 cu. ft of dry cement and 78,000 USG of LNG fuel. The vessel is able to operate on LNG for seven days before refueling. To increase efficiency, Harvey Energy uses Shell's Gadinia 40 engine oil.

**See the full story on this new boat starting on page 30.**

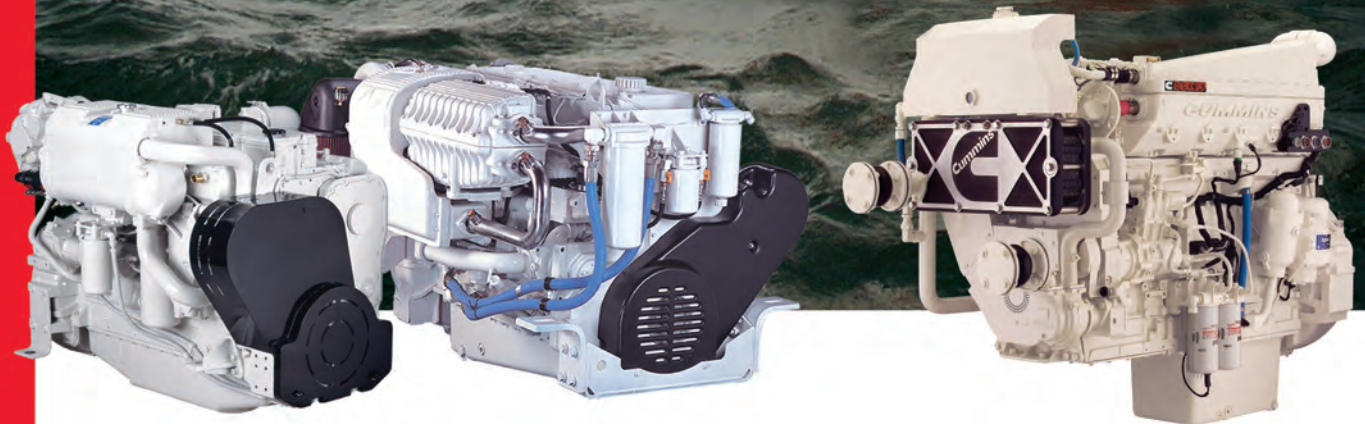
## Conrad Shipyard's Pegasus Barge Conversion Project

Conrad Industries, Inc. has received the NASA Space Flight Awareness Supplier Award based on its performance with the conversion of the NASA Pegasus barge. This annual award honors outstanding performance by hardware, software, or service suppliers who support NASA human space flight programs. Awardees are chosen based on their production of high-quality products, excellent technical and cost performance, and adherence to schedules. The Pegasus barge was built to replace NASA's aging Poseidon and Orion barges – both built in the 1940s to serve in World War II and converted in the 1960s for NASA's Apollo program. In 2002, it became the sole means of transport for the shuttle external tanks. Today, it's the only barge of its kind in NASA's inventory. The long-serving Pegasus barge will begin transporting rocket components for NASA's next-generation Space Launch System (SLS) between manufacturing, testing and launch locations upon its completion. Conrad has lengthened the barge from 260' to 310' so it can handle Space Launch System hardware and



components, which are dramatically larger than the older space shuttle propulsion systems. Conrad will perform maintenance and refurbishment to ensure the restored vessel meets American Bureau of Shipping standards.

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## Kuwait Coast Guard orders TYC Fast Coastal Interceptors

The Kuwaiti Ministry of the interior has placed an order with Tampa Yacht Manufacturing LLC based in Florida, parent company of Tampa Defence UK and Tampa Defense USA, for 29 Fast Coastal Interceptor craft for the Kuwaiti Coast Guard. The 14.42 meter craft are powered by Man R6-800 diesels rated at 1600hp. The Tampa Yacht 44 FCI has a top speed of 55+ knots at full load and a range of over 300 nautical miles at 38 knots. With a crew capacity of up to six, the boat is equipped with NIJ111A ballistic armor, Areneson Surface Drives, crew served weapon mounts and a comprehensive electronic suite. The first craft will be delivered in September 2015.



## EBDG Designed Oscar B to Enter Service Soon



Construction of the Elliott Bay Design Group (EBDG)-designed M/V Oscar B has been completed. The steel-hulled, aluminum superstructure vessel was built by Nichols Brothers Boat Builders for Wahkiakum County as a replacement for the ferry Wahkiakum. Oscar B is a 115' x 47.6', 23-Car, 100 passenger ferry, designed to operate at 8 knots. The Oscar B is powered by two state-of-the-art Cummins QLS diesels, each delivering 285 HP @ 1,800 RPM and coupled to ZF Marine reversing reduction gears with two fixed-pitched propellers. In addition to its expanded vehicle capacity, the Oscar B offers hydraulic steering instead of cable and chain steering, up-to-date electronics, a passenger lounge and ADA-accessible restrooms. The vessel meets current U.S. Coast Guard requirements.

## Hornbeck Offshore Sells Vessels to U.S. Navy

Hornbeck Offshore Services has closed the sale of three 250EDF class OSVs – HOS Arrowhead, HOS Eagleview and HOS Westwind – all previously chartered to the U.S. Navy. Since their construction in 2008 and 2009, these vessels have supported the USN's submarine fleet on the east and west coast of the U.S. In order for the Navy to continue receiving the unique capabilities of these vessels, Congress has required their purchase. The three were sold for cash consideration of \$114 million. The vessel purchase agreement includes an option for the acquisition of a fourth vessel currently under charter to the U.S. Navy, HOS Black Powder. The company separately entered into an operations and maintenance contract for the three vessels sold, which contains an initial term and annual renewal options spanning a 10-year operating period including annual dayrate escalations.





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## M/V Kim M. Bouchard Launched



Bouchard Transportation's new 10,000hp ATB tug Kim M. Bouchard was launched at VT Halter Marine. Measuring 150 ft., Kim is classed by ABS as A1 Towing Vessel, Dual Mode ATB, USCG Subchapter M, and is equipped with an Intercon Coupler System. Upon delivery, the ATB tug will be paired with barge B. No. 270, a 250,000-barrel capacity vessel also under construction at VT Halter. The ATB unit Kim M. Bouchard and B. No. 270 is set to enter service June 2015. A sister unit to the pair, M/V Donna J. Bouchard and B. No. 272 is also under construction at VT Halter. The ATB unit Kim M. Bouchard and B. No. 270 is set to enter service June 2015.

## Two Kvichak Deliveries for West Coast Launch

Kvichak Marine recently delivered two all-aluminum 36.6 ft. Crew / Pilot Boats to West Coast Launch, Ltd. which operates year-round as a water transportation company in Prince Rupert, B.C., Canada. Lelu and Kitson will join the current five vessels already operating in their fleet. The vessels are powered by twin Volvo D11 diesel engines rated for 510 bhp and ZF 205 marine gears. The engines are coupled to Hamilton 322 waterjets providing a speed of 35 knots.



### The Kvichak Vessels at a Glance:

|                            |                                      |                            |
|----------------------------|--------------------------------------|----------------------------|
| Length (overall): 39.9 ft. | Speed (design load): ~35 knots       | Draft: 2.3 ft.             |
| Length (molded): 36.5 ft.  | Cargo capacity (aft deck): 1,000 lbs | Fuel capacity: 240 gallons |
| Beam (overall): 13'.5 ft.  | Seating: 1 crew & 12 passengers      | Duramax D rubber fendering |

## Fourth Fast Ferry Order for Gladding-Hearn

Hy-Line Cruises, a division of Hyannis Harbor Tours, Inc., Hyannis, Mass., ordered a new 493-passenger, high-speed catamaran from Gladding-Hearn Shipbuilding, the Duclos Corporation. The fourth Incat-Crowther fast ferry

built by the shipyard for the ferry company is larger and more stylish in design than previous vessels. It will provide year-round passenger service between Hyannis and Nantucket Island. Delivery is scheduled for 2016.

|                          |   |                           |
|--------------------------|---|---------------------------|
| LOA: 153.5 feet (46.8 m) | Engines: (4) Cummins QSK60-M, EPA Tier 3 diesel | Waterjets: Hamilton HM721 |
| Beam: 34.5 feet (10.5 m) | Generator: 125kW Cummins QSB7-D(M) EPA Tier 3   | Gearbox: Twin Disc        |
| Draft: 8 feet (2.5 m)    | Seating (2nd Deck): 155 passengers              | Seating (main): 163 pass. |
| Top Speed: 30 knots      | Seating (exterior): 46 passengers               | Interior: Beurteaux seats |
| Full Deadweight: 64 tons | Seating (3rd Deck) 129 passengers               | Builder: Gladding Hearn   |



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## River Dance

*A grounding launches runaway barges and a Coast Guard investigation.*

By Randy O'Neill



It has been said that the vast majorities of collisions at sea occur in near perfect weather conditions. That trend can also be applied to the inland river system. Not too long ago, it was a beautiful mid-summer afternoon in the nation's heartland. The skies were clear, the sun was shining and the variable southwest breeze barely caused a ripple on the muddy water of the winding river. Hopeful fishermen lined the riverbanks and a few recreational boats were cruising close to the floating docks lining both shores. This tranquil scene on this busy waterway was about to change ... and quickly.

### A PARTING OF THE WAYS

About a half mile upriver, a tug was proceeding southbound on a slow bell with two barges made up end-to-end along her starboard side. The slow moving tow was proceeding at a speed of 3-4 knots with the tide beginning to flood and a faint southwest wind. Suddenly, the wind unexpectedly turned gusty and, combined with the tide, it pushed the tow to port and out of the navigable channel where the 95' tugboat grounded in the soft, muddy river bottom. At the same time, the two barges broke loose.

Carried by their forward momentum, the two light sand scows which were being hip-towed end-to-end made up with soft lines with rakes facing out started their demolition derby-like rampage down river. The first victims of the lead barge were a cabin cruiser and small sailboat tied up to a floating dock on the river's western bank. The barge sideswiped both boats, squeezing them with a crunching sound against the floating dock.

The impact slowed the barge tandem, causing the trailing barge to pivot, swing out past the lead barge and break away from its tow mate. Being pushed by the downriver current, the barge, which was now perpendicular to the riverbank, drifted to the other side of the channel and continued its trek downriver. The former lead barge, slowed by its allision with the docked boats, traveled another fifty yards before grounding itself in the shallow water on the river's western bank.

Meanwhile, the bucolic scene of only minutes before downriver changed very rapidly as fishermen on both river banks watched in disbelief as the still free-floating second

barge took dead aim for a railroad bridge. Less than a minute later, the barge struck the eastern support columns of the bridge where it became pinned underneath the structure and held there by the current. Not being sure what, if any, damage the barge/bridge allision had caused, railroad authorities immediately closed the bridge to rail traffic. While this chaotic scene was playing out less than a mile downriver, the tugboat's master was frantically trying to free his vessel from the mud while instructing a deckhand to contact the Coast Guard on his cell phone to alert it of his situation.

### MESSY AFTERMATH, CLOSE SCRUTINY

Soon thereafter, the captain finally freed his vessel from the bottom's grip, investigators arrived on the scene having already been notified by witnesses along both sides of the river. Simultaneously, under Coast Guard supervision, the barge wedged under the bridge was freed on the next ebb tide and eventually reunited with its sister barge which by then had been pulled out of the mud. Both were then moved to their originally intended berth a couple of miles downriver.

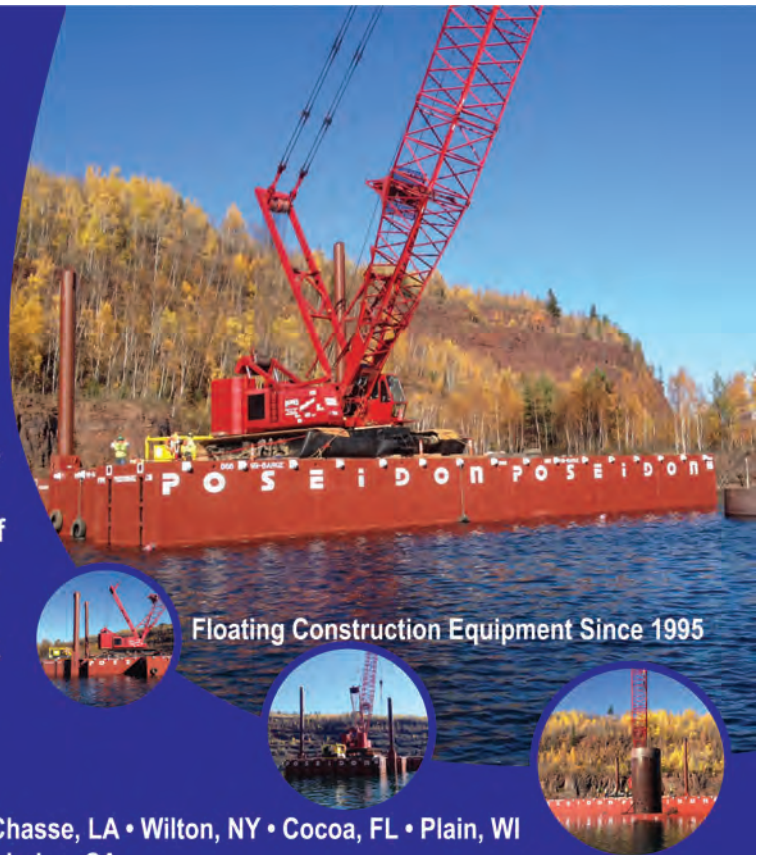
Back on the tug, the captain contacted his company to report the incident and then promptly reported the claim to his longtime license insurer. Within minutes, a local maritime attorney had been assigned by his insurer and was speaking to the somewhat shaken tug master on his cell phone preparing him for his initial interview with investigators from the Coast Guard. Before all involved mariners involved in the incident were sent for drug and alcohol testing and after a brief interview while still on board the tug, the master was instructed to complete and submit a 2692 Marine Casualty Report and be prepared to report for a formal interview regarding the incident.

All of this communication was shared with his attorney who instructed his client to contact him as soon as he was given an interview date and time so he could accompany him to the Coast Guard interview. While, thankfully, the railroad bridge was determined to be structurally sound and was reopened to rail traffic about six hours after the incident, the cabin cruiser, sailboat and floating dock did not fare as well, introducing the strong likelihood of civil suits being filed against the tug captain. That likelihood became a reality less than two weeks later.



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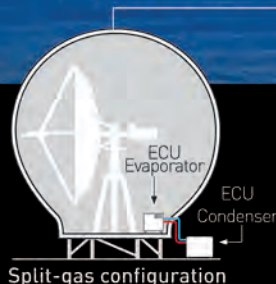
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A DUAL THREAT

Faced with negligence charges from the U.S. Coast Guard following his interview and civil suits from the boat and dock owners, the captain's attorney was able to reach an agreement with the Coast Guard to settle the case with a 90-day license suspension, of which 30 days had to be served immediately, followed by a 60-day probationary period in which the master could continue to work on his license but would have to serve the balance of his 90-day suspension if he had another chargeable incident while on probation. The civil suits, which are still pending, are being handled by the same maritime attorney who negotiated the reduced sanction with the Coast Guard.

So what began as a lazy sun-drenched day on the river quickly deteriorated into a harrowing and potentially career-threatening afternoon for the veteran tug captain because what was, arguably, a brief moment of inattention and the whims of Mother Nature. And, while the civil suits must still be dealt with, the license and civil defense policy that the master had purchased years earlier but never had

to use, enabled him to continue his professional career. Six months later he had successfully met the terms of his probation and was close to settling the civil suits.

This was a sobering incident that produced a gut-wrenching seven months to follow. With the help of his attorney, the ordeal will eventually fade to memory. The lessons learned – how to avoid such a problem in the future and the ongoing need for license protection – endure forever.



*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 29 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. He can be reached at: [roneill@lancerinsurance.com](mailto:roneill@lancerinsurance.com)*

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## 2015: An Action Year for Subchapter M

By Jennifer Carpenter, Executive Vice President of The American Waterways Operators



For all of the predictions and prognostications that have been made over the last ten years, one thing is objectively true: the publication of Subchapter M – the U.S. Coast Guard’s long-awaited towing vessel inspection rule – is closer than it’s ever been.

Yes, the road to Subchapter M has been long, but the end is in sight (really). As we approach our destination, both the Coast Guard and the tugboat, towboat, and barge industry have work to do to ensure that the way is well paved. The towing vessel inspection rules promise to take industry safety to a new and historic level, but our ability to fully realize that promise will depend on our success in implementing the rule. We have an opportunity, and an obligation, to work together between now and the time the rule is released to put policy in place and to prepare for compliance so that the transition to Subchapter M is as smooth as possible, both for industry and for the Coast Guard.

AWO’s work on Subchapter M in 2015 has three goals: *to get it out, get it right, and get members prepared for effective implementation.*

### GET IT OUT

Subchapter M offers the opportunity to enhance safety throughout the tugboat, towboat, and barge industry – an opportunity that has been too long delayed and deferred. With the active partnership of the U.S. Coast Guard, Congress, and our customers, our industry has been on a journey of continuous improvement to advance our shared goals of protecting human life, the environment, and property as

we transport the nation’s waterborne commerce, a journey marked by both private sector leadership and responsible public policymaking. The towing vessel inspection rule will cap this tremendous progress by raising the regulatory bar to ensure that all towing vessels achieve a minimum threshold of safety. This rising tide will indeed lift all boats.

AWO recognizes and respects the Coast Guard’s careful consideration of the towing vessel inspection rule. A rule-making project of this scope and importance must be done right. But given the significant implications of the rule for industry safety, the time has come to get it done. When the Coast Guard completes its work on Subchapter M, we will urge the Department of Homeland Security and the Office of Management and Budget to give the rule their prompt attention to advance our mutual goal of a safe, secure, and environmentally sound marine transportation system.

### GET IT RIGHT

The Coast Guard’s work will not end when Subchapter M enters the administration clearance process. Sound policy guidance on a range of important issues will be critical to ensure that the agency and the industry can correctly and consistently interpret the rule and transition smoothly to inspection. To minimize confusion and mitigate concerns, this guidance should be released as close to contemporaneously with the publication of the towing vessel inspection rule as is possible.

Throughout the development of Subchapter M, the Coast Guard has engaged industry stakeholders in an inclusive and thoughtful way, and we urge the agency to take the same approach to the development of implementation policy guidance. The Congressionally authorized Towing



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Safety Advisory Committee (TSAC), which has already offered recommendations to the Coast Guard on manning levels and hull inspection and repair standards, is perfectly positioned to assist the Coast Guard in formulating policy guidance on issues that will be integral to the successful implementation of Subchapter M.

The Coast Guard can also facilitate the transition to inspection by accepting the AWO Responsible Carrier Program (RCP), the most widely used safety management system in the towing industry, as a Towing Safety Management System under Subchapter M. The Coast Guard has acknowledged that it is in the agency's best interest to do so, and is reviewing recent changes to the AWO RCP intended to align it with the requirements for a TSMS outlined in the agency's 2011 notice of proposed rulemaking.

**GET PREPARED**

Both industry and the Coast Guard must also consider the additional steps we can take to prepare for the publication and implementation of Subchapter M. For AWO, this means educating our members about actions that will assist them and their employees in coming into compliance

with the towing vessel inspection rule.

AWO is advising members to re-read the 2011 notice of proposed rulemaking, as the Coast Guard has acknowledged that the forthcoming final rule will retain many of the requirements of the NPRM. Many AWO members are also working to ensure that the most important elements of their safety management systems – including policies and procedures for risk assessment and management, near-miss reporting and investigation, and preventative and corrective action – are robustly implemented, as these will ease the transition to and facilitate compliance with Subchapter M.

The Coast Guard has also indicated that it is planning a nationwide rollout and outreach effort to ensure that the industry is ready when Subchapter M takes effect. AWO will work closely with the Coast Guard to ensure that all companies have the information they need to implement Subchapter M effectively.

While it may be tempting to adopt a wait-and-see posture – we've all heard the quips about "Subchapter Maybe" – this is not the time for our industry to sit idle. We have almost reached the end of the long road to Subchapter M, and we cannot afford to slacken our pace now.

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## SHIPYARD SHAKEDOWN

*Shipyard selection, whether it involves newbuild or repair, can be a daunting task. It doesn't have to be that way.*

**By Joe Hudspeth, Vice President of Business Development at All American Marine, Inc.**



Selecting a shipyard is a challenging proposition, an investment really, but how does one choose the right one? Location, capabilities, price, and availability are always among the first variables to consider. Equally important, but sometimes relegated to secondary concerns are craftsmanship, safety, integrity, and technology. On the other hand, some operators remain tied to the same yard forever, owing to a comfortable familiarity and/or simply due to a lack of consideration.

With respect to the Jones Act, the U.S. still enjoys a healthy shipyard industry with yards dotting most maritime communities nationwide – something to strongly consider, the next time reform is mentioned. Today, there are many yards to work with, not all are the same, and by establishing a few priorities, setting realistic expectations, and knowing what to negotiate will smooth out the process and ultimately, drive successful results.

### BETTING ON A NEWBUILD

Finding a new shipyard for new vessel construction is very much like walking down the Vegas strip in search of the most propitious casino. If you are a new vessel buyer, you may feel like you are holding all the cards as shipyards across the country would probably love to have your busi-

ness. Vessels can easily ship from coast to coast via ocean liner in as few as 20 days – so the west can play in the eastern division and vice versa. The risk is realized once you step up to the table, throw down a stack of cash, sign a contract, and indicate that you are all-in. But, just because the dice have now been thrown, it does not have to take nearly a year before you discover winning success.

Seek a shipyard with in-house design capabilities, or at least aim for one with prior experience dealing with the desired design firm. Avoid coming to the yard with pre-paid and pre-designed plans as the yard will be forced to interpret and redesign according to in-house construction practices. This will add additional time and cost. If necessary, select a designer to represent your interests, but have them work in conjunction with the yard to get on the same page before a bid and contract are created.

### NUMBING THE BITE OF REPAIRS

Taking your vessel to the repair yard is akin to a dentist visit. No one ever wants to go, but you have to before things get worse. Anxiety looms over what damage may be found and there is always concern regarding how much it will cost before all is said and done. Location is critical, as getting in-and-out as quickly as possible is the only way to mitigate downtime and revenue loss. Vessel owners are sometimes limited in their selection of a preferred repair yard and can be at the mercy of



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any yard with availability and adequate hauling capacity for their particular vessel. Owners in the position of settling for the backyard yard as opposed to a properly vetted one should be upfront that they want a clear scope of work, itemized estimate (avoiding allowances), and a commitment to minimize change orders. Arguably, yards with a history of welcoming change orders are either unscrupulous or not experts in the work they perform. Change orders are not bonus revenue and always come at a cost for both the owner and yard.

**SETTING UP FOR SUCCESS**

A lot can be said for a yard that stays clean and organized on a regular basis. This is perhaps the best indicator of quality, pride, and commitment to safety. Ask your yard about their safety record, safety program, and make sure you get a safety briefing before entering the yard. Surprisingly, many owners fail to inquire about the shipyard’s internal communication and information dissemination process. A good system will document work requests from either the owner or project manager, resulting in both a tracking log and specification revision that eventually flows back to a contract modification. Similarly, expectations should be set in the contract regarding the level of quality and inspection as well as a defined role for the owner or owner’s representative.

While it is helpful to have an owner’s decision maker on site at various times to expedite feedback and approval(s) at certain stages, it can also be a distraction to have the customer hovering, which in turn slows the process. The best balance involves customer meetings with the project manager on a regularly scheduled basis. All good contracts must include a decision-and-supply schedule that provides a commitment of progression by the shipyard and expectations set for involvement of the customer for owner-furnished equipment, determine preferences, and sign-off at points of inspection. Keep in mind that owner furnished



Courtesy of Frank von Hoorn

equipment is not always a money saver, as the shipyard will never quite know what they will get and OEM support will be limited on used goods. The yard is forced to charge a premium for all these unknowns.

**DOUBLING DOWN**

With any yard work, most problems will not appear until after the vessel is launched and sea trials have commenced. This timeframe also coincides with pressure from the owner to take delivery and put the vessel into service. The builder will need adequate time to complete a thorough set of dock trials and sea trials. It really is not the builders fault if an OEM supplied part has failed at commissioning and its replacement will delay delivery by a week or two.

Defensive customers will seek to insure against such potential delays by inserting terms for liquidated damages into the contract. While liquidated damages can be motivation



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to keep a yard on schedule and may provide some relief against delays, they can also backfire by causing the yard to cut corners and rush. Very aggressive contract language and schedules complimented by hefty liquidated damages may also be enough to make even the best shipyards to walk away from quoting a project in the first place. If liquidated damages put you at ease, be willing to also provide incentive pay for early completion. Bonding is another layer of protection, but unlike liquidated damages, the cost is realized from the get-go. Taking the less legalistic approach and employing a skilled owner's representative may prove to be a win-win for both the yard and owner as a more tangible investment.

#### GREAT EXPECTATIONS

The end goal is for both the operator and the shipyard to end up in a good position to do business again in the future. That being said; some business just isn't worth it. Savvy yards will steer clear of customers who are notorious for being litigious or have a history of leading yards down a path towards financial trouble, through demands, debates, or payment delays.

Shipyards are loath to turn down work due to the poor planning of operators, hence, if you need to do scheduled maintenance and repairs – then go ahead and schedule it. If you think you need a new boat for next season, don't wait until the current season is over to secure a build slot. For new construction or major overhaul work, lead times can range from 18 months to 2 years, especially in what has been in the last five years, a robust up cycle for U.S. yards. The best yard experiences begin with realistic expectations, fair contracts, and sufficient compensation which will create a lasting partnership and ensure smooth sailing for next time.

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# Decorated for Success

***The trend to properly outfit the interiors of today's workboats goes far beyond the new Maritime Labor Convention. Instead, it's about doing the right thing for the right reasons. Harvey Gulf, for example, has it right.***

By Joseph Keefe

**I**n a one-on-one interview conducted with Shane Guidry not too long ago, the Harvey Gulf CEO told this writer, "I want my mariners to want to come to work. You do that by making sure the vessels that they serve on are comfortable and well appointed." He went on to explain that virtually every vessel that Harvey Gulf has acquired in the past ten years has either been upgraded to 'Harvey Gulf standards,' or it is no longer in their fleet. Far ahead of the curve in terms of compliance with the relatively new Maritime Labor Convention (MLC 2006), you get the impression that Guidry and Harvey Gulf care less about complying with the new statute than they do about the welfare of their people. If so, they are more than on their way to accomplishing both. Other operators might take note.

## **Compliance: the American Way**

*It is official:* The Maritime Labor Convention, 2006 (MLC, 2006) is in effect as of August 20, 2013. In a nutshell, MLC certificates are required for all ships of 500 gross tonnage or over, engaged in international voyages or flying the flag of a member country and operating from a port, or between ports, in another country. Ships below 500 gross tonnage flying the flag of a member country simply require an inspection. On the other hand, ships from non-ratifying states will no longer enjoy favorable treatment, ensuring inspections for compliance on such ships. Underscoring all of that, *the United States has not and likely will not ratify the convention.* Harvey Gulf doesn't care.

The Code is voluminous and consists of five Titles in

**Image above: The modern bridge of Harvey Energy.**



which specific provisions are grouped by standard and/or enforcement.

Harvey Gulf – despite being a U.S. flag owner primarily operating in U.S. waters – was arguably already way out in front of the MLC code even before it came into effect. Mike Carroll, Harvey Gulf’s Senior VP of New Construction and Chief Naval Architect, told *MarineNews* in March, “MLC2006 is relevant for vessels designed in accordance with IMO requirements. Harvey Gulf has always considered the welfare of its crews, regardless of the regulations. The regulations are always a minimum standard to be met; however we have always strived to exceed the minimum standards for vessel design. In our new build construction vessel program, these vessels are designed in accordance with IMO requirements including the Special Purpose Ships (SPS) Code and MLC2006. The design intent for these vessels is to be capable of servicing the offshore industry worldwide without limitation. For this reason, meeting and exceeding the latest regulations regarding Seafarer welfare was important not only as a function of potentially operating in countries which have adopted MLC2006 but also in response to Charterer’s request for vessels meeting the latest IMO requirements.”

Carroll continues, “The welfare of our vessel crew is just as important as meeting the Charters’ expectations. As such our vessels are arranged and built above and above the bare Class/Flag/IMO requirements. Many of our

vessels are very much in line with the requirements of MLC2006 and ABS Habitability notations already.” For Guidry and Carroll, the issue is quite simple. It’s about a safe, functional and healthy working environment. And, the strategy works. Carroll insists, “Even in lean times, our crews have come to expect a standard of living above the average in vessels just a few years ago. It is during these lean times that crews appreciate the importance of the investment by HGIM to improve the features of these vessels.”

The newly delivered *Harvey Energy* is a perfect example. Delivered and on the water, the LNG/dual fuel aspect of the vessel and cutting edge equipment in virtually every aspect of its design leads the way for other U.S. operators to follow suit or get left behind. Nevertheless, the interior outfitting of the state-of-the-art vessel is often overlooked. Carroll explains, “Previous to the LNG vessels, we had already made a corporate decision to improve the welfare of the crew on previous new-build programs. The level of outfitting on the LNG vessels is simply a continuation of the HGIM philosophy to improve the welfare of the crew by means of more habitable accommodations.”

### Compliant or Benevolent – or is it both?

While the futuristic *Harvey Energy* is richly appointed, it is, at the same time, not MLC compliant. On the other hand, the two construction vessels under construction (at Eastern Shipbuilding) will be. Those boats, in

#### The MLC code for dummies:

|                 |   |
|-----------------|---|
| <b>Title 1:</b> | Minimum requirements for seafarers to work on a ship                    |
| <b>Title 2:</b> | Conditions of employment  |
| <b>Title 3:</b> | Accommodation, recreational facilities, food and catering               |
| <b>Title 4:</b> | Health protection, medical care, welfare and social security protection |
| <b>Title 5:</b> | Compliance and enforcement  |



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addition to the aesthetic finishes throughout, feature an ergonomic arrangement complimenting the 150 persons on board. The vessel is equipped with multiple conference rooms, cinema, offices, gymnasiums, lounges. Many of the crew cabins have their own day rooms. Working and hotel areas of the vessel are segregated from the crew and passenger quarters. Lighting throughout the vessel is LED which is less harsh on the eyes. The bridge has been arranged to be extremely ergonomic with unobstructed lines of sight.

The construction vessels are very much a part of a strategy which will, if necessary, allow Harvey Gulf to position these vessels in international markets. And, in an energy market which is today anything but certain, that might be the difference between survival and failure. For example, all those rigs which departed the U.S. Gulf in the messy wake of the Macondo disaster needed support tonnage in their new locations. Like the ballast water treatment equipment which gives today's OSV tonnage a "movable" option to other international markets, MLC compliance ensures

the exact same thing.

Harvey Gulf, says Carroll, performs MLC "gap analysis" on every vessel in its fleet. "GAP analysis is just comparing your vessel against the regulations/rules and identifying the gaps in compliance. For existing vessels, it means surveying the vessel's design record as well as the vessel itself," Carroll explains, continuing, "Through this survey, a picture develops of the gaps between regs and the vessel. Once identified, a plan/cost can be developed to determine the feasibility of eliminating those gaps."

MLC is more than just high end mattresses and better movies. For example, there is a line of demarcation for vessels over 6000 GT that applies to the Code. And, as OSV's have grown in size and complexity, the regulations have had to adjust accordingly. In the international spectrum, this is where the SPS Code has become relevant. In the case of the US, the USCG has created a policy letter for vessels over 6000 GT. The premise is to increase the level of safety relative to the size of the vessel, but also to the number of persons on board. Carroll adds, "The Coast Guard doesn't nec-



“Harvey Gulf has always considered the welfare of its crews, regardless of the regulations. The regulations are always a minimum standard to be met; however we have always strived to exceed the minimum standards for vessel design. In our new build construction vessel program, these vessels are designed in accordance with IMO requirements including SPS and MLC2006. The design intent for these vessels is to be capable of servicing the offshore industry worldwide without limitation.”

– Mike Carroll, Harvey Gulf’s Senior VP of New Construction and Chief Naval Architect

essarily agree that the SPS Code provides a sufficient level of protection thus their policy letter.”

MLC aside, the world’s existing fleet of merchant tonnage includes tens of thousands of vessels that probably can never comply without major refitting. For example, those without gymnasiums and cinemas and don’t have the physical room for these and similar upgrades, but also are registered in and/or will visit MLC compliant nations, still have to address the code. And, while existing vessels are grandfathered, they are still on the hook for documentation relating to other elements of MLC 2006.

**American Pie**

For the U.S. flag owner/operator who might not care nearly as much about his mariners as perhaps Shane Guidry, how important is it for U.S. flag tonnage to comply with MLC and/or issue a statement of voluntary compli-

ance? This, perhaps, is where it gets a little complicated. Mike Carroll explains, “Since the U.S. has not adopted MLC2006, it is not an issue to operate a vessel in U.S. waters not in compliance with MLC2006. On the other hand, this does become an issue for U.S. flagged vessels if they enter into waters of a country which has adopted MLC2006.”

Separately, the U.S. Coast guard has issued a NVIC to assist enrolled vessel owners with achieving a Statement of Voluntary Compliance (SOVC) for their vessels. This will assist vessel owners with relieving any inspection issues when they cross into those country’s waters. Within the American fleet, there are actually a significant number of vessels which are designed in accordance with IMO regulations that are also intended to be used at some point in time outside of US waters. It is in this case that the SOVC may be needed. Carroll adds, “In the interest of being proactive and to ensure that a vessel’s documents are in order,

The advertisement is a horizontal banner for TPG Marine. It is split into two main sections. The left section features a large photograph of a barge being lifted by a dry dock system. Text in this section includes 'MT. VERNON BARGE SERVICE', '2 full size dry docks for barges or boats', 'On the Ohio River at ORM828', and the TPG Marine logo. The right section features a photograph of a tugboat named 'KARENTH ASHTON' in a dry dock. Text in this section includes 'CHICAGO DRY DOCK', 'Over 1200 feet of sheeted wall & 2 full size dry docks for boats or barges', 'On the Calumet River at CRM331', and the TPG Marine logo. At the bottom of the banner, there is a line of contact information: 'Unencumbered access to the Inland Rivers and the Great Lakes', 'www.mvbarge.com • (812)838-4889 Proud Members of the Transmodal Performance Group of Companies (773)721-3100 • www.tpgedd.com'.

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requesting a SOVC would assist in this matter.”

The Coast Guard in practice USCG issues the SOVC to the vessel owner. This SOVC can also be provided to owners on behalf of the Coast Guard by a designated Classification Society. The SOVC is the means by which the vessel owner can demonstrate compliance with the standards of the MLC2006. According to Mike Carroll, Harvey Gulf has already started this process on their SOLAS vessels and has received the SOVC on many.

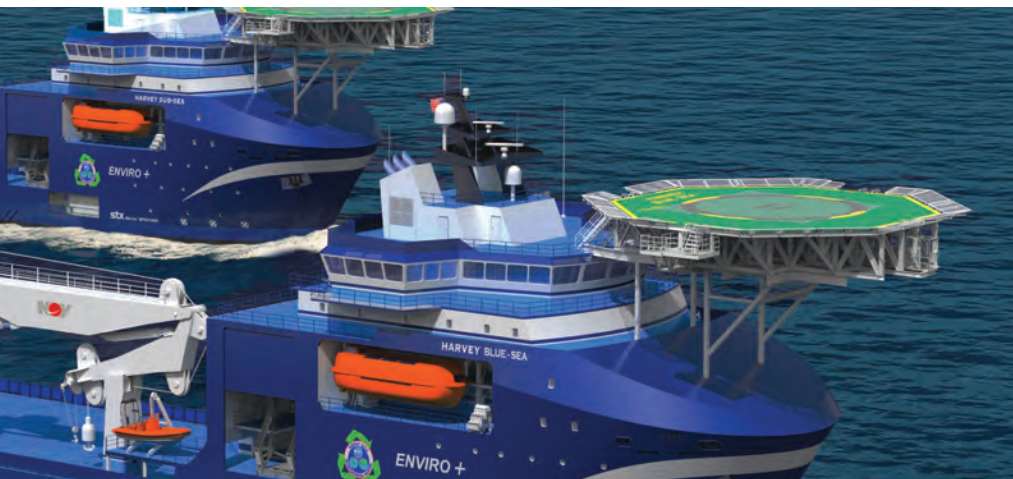
**Much More than MLC**

The initial reaction of crews who get to sail on these richly appointed, U.S. flag vessels is predictable. Carroll told *MarineNews*, “The crew is in love with the vessel and the charterer is very pleased with the outcome. The enhancements to the design have resulted in a very quiet vessel with more spacious arrangements and passageways in addition to the aesthetic finishes of the joiner work and flooring. Overall, the feel of the vessel accommodation and machinery spaces make the working environment much desired for an offshore vessel.”





Engine space aboard the Harvey Energy. A dual fuel engine is in the foreground.



Notwithstanding the recent dip in energy prices and slowdown for rigs and offshore tonnage alike, it remains a competitive job market on the water. For offshore service providers – like Harvey Gulf – this is no time to take the foot off the gas when it comes to making sure that the very best and brightest remain on board; now and in the future. The decision to comply with MLC where possible and obtain the all-important SOVC in other cases is a business decision for most American operators.

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None of that comes without a cost, but the chosen course will eventually determine where and when an operator can deploy his or her fleet. Once there, that decision will drive the quality of the mariners tasked with carrying out that operator's missions. Mike Carroll says simply, "Crew retention is a critical aspect of vessel operations. The arrangement of the vessel and our attention to crew comforts is a very important component of the approach to crew retention." You get the feeling that it is much more complicated than that. Or, is it?

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# Hands Across the Water



**U.S. firms leverage Netherlands-based Damen Shipyard's vessel designs and technical support.**

By Susan Buchanan

For nearly 40 years, Damen Shipyards Group in the Netherlands has licensed its vessel designs and technical support to yards owned by other companies. The business practice showcases not only the depth, variety and strength of the Damen portfolio, but also the reputation and reliability of its designs.

Since 1969, Damen Shipyards has delivered more than 5,000 vessels, typically averaging 160 vessel deliveries annually. With as many as 200 hulls always in stock to ensure a short delivery time, they also manage to complete more than 1,500 repair jobs in the same time span.

Established in 1927, Damen Shipyards today has a leading position in shipbuilding with more than 9,000 employees and a presence in 35 countries. Closer to home for Marine-News readers in the United States, Damen has notably signed agreements with Bollinger Shipyards, Great Lakes Shipyard, Metal Shark Aluminum Boats, Blount Boats, Gulf Coast Shipyard Group, Horizon Shipbuilding and Derektor Shipyards. The reasons why became evident during interviews with Damen and just a few of its North American partners.

## Proven Hull Designs

"The chief advantage of these agreements is the use of our proven hull designs," Jan van Hogerwou, Florida-

based North America manager at Damen Shipyards, said last month. Damen designs have been tested many times over. "We build large series of vessels for our stock and/or on speculation," he said. "The designs that companies request depend on a yard's size and type, and they range from small pilot and crew boats to our latest 80-metric-ton, Bollard pull tugs and complex OSVs and OCVs."

Designs for military-specification, offshore patrol vessels have been offered to at least two U.S. yards, he said. "Our designs are licensed for markets that include harbor towage, terminal work, offshore and onshore wind crew transfers, offshore and onshore wind-supply services and naval patrol duties." In addition to its more than 800 naval engineers, Damen has a large research department and can customize vessels to end users' needs. "We provide a large number of commercially off-the-shelf designs," van Hogerwou said.

"Years of production and engineering experience go into our designs, and we share them with our clients and partners through our DTC or Damen Technical Cooperation," he said. "DTC covers a wide scope of services, which are often sold as separate packages, but they're akin to our design licensing."

"Cooperation can be through a relatively small agreement for basic design drawings, or it can be under a medium-

**Images above: (left) The Metal Shark 165 Defiant, which is an offshore patrol vessel based on Damen's Stan Patrol 5009. This is one of the Damen designs which will be built at Metal Shark's Franklin yard. (Right) An example of a U.S.-built vessel using the Damen hull form.**

sized contract, providing packages of high-quality, proven components--within Jones Act boundaries for the United States,” van Hogerwou explains, adding, “Large agreements can include building assistance, like blue- and white-collar-related training at Damen headquarters, yard consultancy, even yard building, along with advice about optimizing a yard’s strategy to reduce building time and costs.”

The Jones Act, or Merchant Marine Act of 1920, requires that vessels operating between U.S. ports be owned by American citizens, built in U.S. shipyards and operated by U.S. mariners. The act prevents heavy reliance on foreign ships, and it supports domestic construction and repair industries and sees that U.S. vessels and their crews are ready to serve defense needs. As it turns out, many of the designs and stock hull forms produced by Damen fit nicely into the needs and business models of the domestic waterfront. And, to the extent allowed by U.S. Coast guard interpretations of “U.S. built” requirements, some components and parts can also be sent to U.S. yards, as well. How that all plays out is as compelling as the products that emanate from these unique relationships.

### License agreements include royalty fees

“In licensing, we fit both the yard’s and Damen’s purposes,” van Hogerwou said. “We have project-based license agreements with Blount and Derecktor, for example. And we have more general licenses for a number of specified vessel types with Great Lakes and Metal Shark. Since we’ve built our vessels many times before, we can assist U.S. shipyards with our knowledge during different construction phases,” he said. “We can send supervisors, who will advise a local yard how to best build a Damen-design vessel, quality- and time-wise.”

“The structure of our license agreements is very straightforward, and they’re for an open period of time,” van Hogerwou said. “Except for some slight differences, all yards have signed the same agreement for a small, one-time design fee for a 3-D engineering package and reoccurring royalties per built vessel.” Damen can’t discuss how much it charges shipbuilders under these accords because that’s sensitive, commercial information related to ongoing projects, he said. That being said; the contract agreements – whatever their make-up – are becoming increasingly popular on this side of the pond and Damen remains enthusiastic about what they could bring next.

### Great Lakes couples Damen’s expertise with its own

Great Lakes Shipyard in Cleveland, Ohio first signed an accord with Damen in April 2014 for five years, with an op-

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**Construction underway at the Great Lakes Shipyard.**



tion to extend. “Our agreement gives us access to Damen’s entire portfolio of proven designs,” Joe Starck, president of Great Lakes, said last month. “It allows us to market any of these vessel designs to our own Jones Act customers in the United States. Combining that with our 116 years of experience, our world-class facility, state-of-the-art equipment, intelligent engineers and skilled craftsman is a competitive advantage to our customers.”

The Midwest company has established its Great Lakes Shipyard’s Damen Series. “As more current and prospective customers become aware of this partnership, we’ll start to build vessels under the license arrangement,” Starck said. “The agreement has definitive terms but I’m not at liberty to discuss them.” Damen’s proprietary agreements are typically based on a project’s size, case-by-case, and involve royalty fees, he said.

Great Lakes designs custom solutions for its clients, Starck said. “Damen can furnish components, parts

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and equipment to be used in a vessel, if required by and if economically beneficial to our customer to the extent permitted under the Jones Act," he said. "Damen provides pricing to our shipyard for any components, parts or equipment requested." In addition to design and engineering services, the Dutch company can supply on-site construction supervision, he said.

### **Bollinger bases its USCG cutters on a Damen design**

Bollinger Shipyards LLC in Lockport, La. was the first U.S. company to produce vessels from Damen designs on a large scale. In January, Bollinger delivered to the U.S. Coast Guard its twelfth, Sentinel-class Fast Response Cutter, based on Damen's Stan Patrol Boat 4708 design. The vessel has a flank speed of 28 knots; the latest command, control and communications technology; and a stern launch system for its 26-foot cutter boat. According to the Coast Guard, the biggest modification in the cutters from the Damen 4708 prototype was the addition of a stern ramp for launching and recovering a small boat.

In late February, the Coast Guard exercised a contract option with Bollinger for two more Sentinel-class FRCs. That brought to 32 the number of FRCs that the Guard has ordered from Bollinger, based on the Damen design. And it completed the Coast Guard's \$1.48 billion, phase one of its FRC acquisitions. Bollinger was awarded its first Sentinel-

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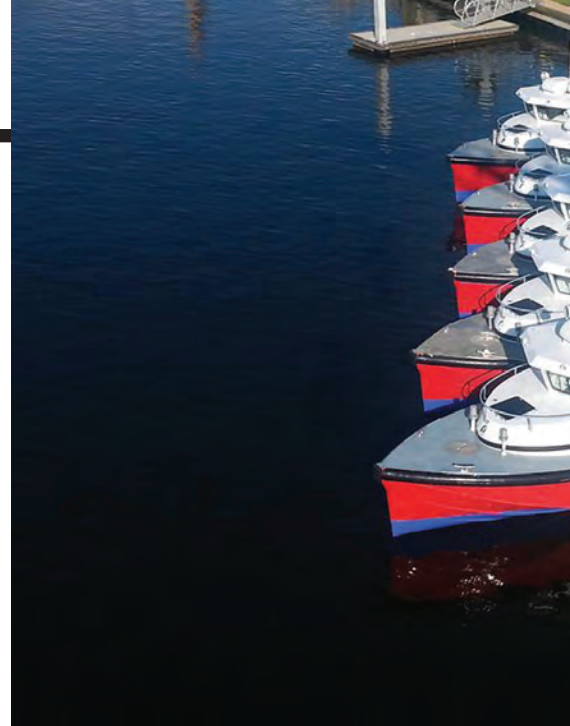
“Depending on a project’s particulars, we can use Damen-supplied, standardized components or we can build from our own materials. We’re offering all Damen designs up to 80 meters. Our Damen offerings are to be produced at our Franklin, Louisiana yard, with direct access to the Gulf of Mexico.”

– Chris Allard,  
President of Metal Shark



“Cooperation can be through a relatively small agreement for basic design drawings, or it can be under a medium-sized contract, providing packages of high-quality, proven components—within Jones Act boundaries for the United States.”

– Jan van Hogerwou,  
Florida-based North America  
manager at Damen Shipyards



designs,” Chris Allard, president of Metal Shark in Jeanerette, La., said last month. “Our agreement is for five years, at which point it can be renewed as long as both parties want to continue it.”

“Depending on a project’s particulars, we can use Damen-supplied, standardized components or we can build from our own materials,” Allard

said. “We’re offering all Damen designs up to 80 meters. Our Damen offerings are to be produced at our Franklin, Louisiana yard, with direct access to the Gulf of Mexico.” In addition to supplying Metal Shark with 3D design files, specifications and detailed build information, Damen can provide on-site project management and supervisory personnel for each project’s duration, Allard said.

### Damen reigns in construction know-how

For each of Damen’s DTC contracts worldwide since 1977, licensing has been part of it, van Hogerwou said. “Our earliest one, providing drawings/engineering packages, was to a client in Africa,” he said. “In the last 15 years, we’ve entered into a number of pure license agreements with U.S. yards for construction of Damen-design vessels.” The company that mastered the practice of quick(er) delivery of new build vessels, leveraging the corporate financial strength that allows Damen to stockpile ‘spec’ hull forms, might just be coming to America.

“Damen is vastly experienced in building designs at our 32 worldwide-positioned shipyards,” he said. “We can advise a U.S. yard during the bidding process and assist it during a vessel’s construction by sending supervisors with

class FRC contract by the Coast Guard in late 2008.

The FRC vessels replace the 1980s-era, problem plagued 110-foot Island class cutters, and have been repeatedly called ‘operational game changers’ by the Coast Guard. And, when it came time to replace those vessels, the Coast Guard’s then newly formed and wobbly-legged acquisition team insisted on one thing in particular: a reliable, proven hull that would remove as much risk as possible from the process. Ultimately they turned to Bollinger and a Damen-designed hull form.

Separately, the race to build the Coast Guard’s next-generation Offshore Patrol Cutter (OPC) is on, but Bollinger, like the other finalists, isn’t saying much else. The Bollinger approach – Damen (proven, durable hull forms) and Gibbs & Cox for design (extensive U.S. government, Coast guard and U.S. Navy experience) – presents a compelling case to the Coast Guard’s decision team.

### Metal Shark signed with Damen in December

“Our licensing agreement with Damen, announced in December, allows us to offer an incredibly diverse portfolio of proven Damen designs, in addition to our own



**USCGC ISAAC MAYO** during trials in the Gulf of Mexico; Courtesy of Bollinger Shipyards. The FRC is based on the Damen's Stan Patrol Boat 4708 design.

specific knowledge about how to effectively build these designs. Our assistance is fully geared to a yard's preferences and can include DTC products, in addition to the design and license agreement." Other traditional design studios and naval architect firms can't offer as much know-how to shipbuilders as Damen does, van Hogerwou said.

Operating shipyard facilities, partner yards and affiliated businesses throughout Europe, and in Turkey, South Africa, Cuba, Brazil, the United Arab Emirates, Qatar, China, Vietnam, Singapore, Indonesia and Australia, Damen has a distinctly international flavor in its varied, but proven business model. While it is fair to ask why the firm would open that experience and knowledge base to others, the practice simply provides opportunities that eventually come full circle to fatten the Netherlands-based company's bottom line.

Hands across the water: it's a simple concept, and one – based on the popularity of the licensing deals just in the United States alone – which is clearly a 'win-win' for all parties involved. This is one (business) case where it really is true that when the tide comes in, all the boats float – on both sides of the big pond.

*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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# *Solving the LNG Propulsion Puzzle*



Courtesy: Bristol Harbor Group, Inc.

***The last piece of the LNG infrastructure puzzle, in the form of North America's first LNG bunker barge, falls into place at Conrad's Orange, Texas Shipyard.***

By Robert Kunkel, President of Alternative Marine Technologies

**W**ith continued debate over new emissions standards and compliance dates hanging over the heads of operators in the Emission Compliance Zones like the Sword of Damocles, WesPac Midstream LLC, a provider of liquefied natural gas solutions, and its affiliate Clean Marine Energy, a facilitator of solutions for emission compliance have announced the first step in building the infrastructure needed to make LNG propulsion work along the coasts of the United States. In early March, Wespac Midstream announced a construction contract with Conrad Orange Shipyard to build the first LNG bunker barge capable of safely transporting liquid natural gas and delivering that energy source as a ship's fuel to the marine market in North America.

Louisiana-based Conrad Industries designs, builds and overhauls tugboats, ferries, liftboats, barges, offshore supply vessels and other steel and aluminum products for both the commercial and government markets. The company provides both repair and new construction services at its five shipyards located in southern Louisiana and Texas. Johnny Conrad, Conrad's Chairman, President and CEO declared in March, "This contract represents a first for our industry, and country. To have the opportunity to provide a Conrad barge to such innovative partners as WesPac, Clean Marine Energy, and in partnership with GTT is exciting for us, and demonstrates our organization's ability to produce a wide variety of sophisticated vessels for our customers."

The innovative barge design will be an important component in ongoing efforts to use natural gas as a propulsion fuel and reducing ship emissions by lowering SO<sub>x</sub>, NO<sub>x</sub>, CO<sub>2</sub> and Particulate matter through the conversion of ships to LNG. Though many owners have considered the LNG propulsion option, few have been convinced the U.S. infrastructure would follow in a timely manner. The new construction contract, at least for some markets, should end that conversation.

According to Conrad, WesPac Midstream and Clean Marine Energy will initially deploy the barge in Tacoma, WA to service ship owner TOTE and its "Orca Class" vessels, then subsequently relocate the vessel to Jacksonville, FL to service the TOTE new build "Marlin Class" vessels as well as other LNG powered vessels slated to arrive in the Port of Jacksonville.

The project's momentum has been building since late summer. In late August, Conrad Shipyard, L.L.C. engaged Bristol Harbor Group, Inc. (BHGI) was awarded an "Approval in Principle" (AIP) by the American Bureau of Shipping (ABS) for the design of a cubic meter Liquefied Natural Gas (LNG) Transport Barge design on behalf of Conrad. The vessel will be constructed at Conrad Orange Shipyard in Orange, TX and will be outfitted with a Gaztransport & Technigaz (GTT) designed Mark III Flex cargo containment system, which will also be built by Conrad under a license from GTT. The barge delivery is scheduled for early 2016.

**Image above: an artist's depiction of North America's first LNG bunker barge.**

## PROPULSION

### Design Discussion

Many of the industry and regulatory discussions surrounding the delivery of this new fuel source have been limited to multiple Type C tanks and deck barge configurations. The Westpac Midstream LNG barge will, on the other hand, feature one single membrane tank equipped with MARK III Flex cargo containment technology provided by France-based GTT. This technology has been successful in LNG cargo ship construction in South Korea delivering tank space and capacity upwards of 180,000 cubic meters.

The GTT Mark III Flex system features a cryogenic liner supported directly by the barge's inner hull composed of a primary and secondary barrier. The primary membrane is made of corrugated stainless steel 304 L, 1.2 mm thick. The secondary membrane is made of a composite laminate material, with a thin sheet of aluminum between two layers of glass cloth and resin, sandwiched between insulation panels. With the tank is designed for a maximum design pressure of approximately 10 PSIG, GTT's membrane technology is Class certified by all major regulatory agencies and has been in service since 1967, encompassing over 300 LNG ships to date. The membrane technology has and continues to be proven technology for the storage and transport of LNG internationally.

### On the Job

Conrad Orange Shipyard will construct the 2,200 cubic meter barge under GTT license and with GTT personnel overseeing the membrane construction. But, the project also features a host of experienced talent, designed to ensure a successful outcome. Bristol Harbor Group, Inc. of Bristol, Rhode Island will be responsible for the vessel's design, while Alternative Marine Technologies (Amtech) of

Norwalk, Connecticut will be responsible for the Owner's design review and construction supervision. Amtech has deep experience in the LNG game, and its Korean office teams have completed GTT membrane construction at Hyundai Heavy Industries and been involved in full LNG commissioning at other Korean shipyards.

From the design side, Greg Beers,

President and Principal Naval Architect of the Bristol Harbor Group, has been immersed in the many committee meetings that led to the initial barge design. He told MarineNews in March, "Bristol Harbor Group is honored to be working with Conrad Shipyard, LLC (Conrad), WesPac Midstream, Clean Marine Energy, GTT North America, Amtech and

*\*Continued on page 57*



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## Quietly Controlling Noise with the help of

# Coatings

**U.S. Navy's AGOR Research Vessels are built to be as operationally quiet as possible. That's where Mascoat's Sound Control-dB coatings come in.**

By Joseph Keefe



When the U.S. Navy began its design and build program for its newest generation of research vessels, it specified that the vessels had to be as quiet as possible. That's because a large part of ocean research involves listening and excessive ship noise tends to negate that effort. Achieving the goal of an exceptionally quiet vessel, the vessel's design team employed a variety of methods to meet the Navy's exacting standards, choosing systems, defined equipment locations and designed special installation methods with acoustics as a priority. One of those methods involved Mascoat's Sound Control-dB coatings.

A quiet vessel allows for ocean research, but there are many compelling reasons for any workboat operator to achieve the same standard. These include the new Maritime Labor Convention (MLC2006), the ABS Habitability notations and, when applicable, the Special Purpose Ships (SPS) Code also can also into play. And, for U.S. vessels operating in international waters where MLC2006 is in force, a U.S. Coast Guard issued Statement of Voluntary Compliance (SOVC) can be an important benchmark in determining whether a vessel can operate there (or not). Those guidelines involve many variables, among them; sound damping to ensure the comfort of the crew.

Sound Damping Coatings such as Mascoat Sound Control-dB have become a trusted solution to help keep vibra-

tions and noise to minimum. The coating has advantages over conventional methods of sound damping, such as application rate, cost savings, weight to damping ratio, corrosion protection, and product lifespan. That said; the ultimate solution for all vessels will involve a combination of many methods, starting first in the design of the vessel itself.

### The Design Shop Weighs In

For this project, Guido Perla & Associates, Inc. (GPA) was hired by Dakota Creek Industries (DCI) to provide a Basic Design during the Phase I NAVSEA design competition. When the team's design was awarded the build contract in October 2011, GPA's engineers and Naval Architects went to work on the detail design and production engineering. GPA and DCI have partnered on many projects in the past ranging from a Navy Sea Jet, an Advanced Electric Ship Demonstrator, to fire boats, ferries, tugs and trawlers. Puget Sound-based DCI is a shipbuilding and repair facility specializing in steel and aluminum vessels up to 450 feet and 275 tons located in Anacortes, WA. The shipyard began construction on AGOR 27 in mid-2012.

Stefan T. Wolczko, naval architect and GPA's Business Development Manager also weighed in on the merits of Mascoat in the design process. He told *MarineNews* in March, "GPA has many options available in the toolbox for vibration and noise abatement, and GPA would not recommend a coatings-based solution as a 'one-or-the-other' alternative to other, more effective solutions. Coatings to reduce structure-borne vibration can act as a supplement to other methods of noise and vibration reduction, but are not considered a standalone solution. Significant reduction in noise and vibration are achieved primarily by use of proper structural design in foundations and surrounding

elements to prohibit natural frequencies potentially tuned to excitation generated by supported equipment (and other factors such as pressure pulses from propellers).” He went on to describe mechanical solutions that a coating could not reasonably abate in a standalone application.

According to Wolczko, during the ship design process at GPA, noise and vibration are addressed in many elements of the design process from specification development and concept design through to production engineering. In the specification, requirements for allowable decibel levels and noise are determined based on the level of comfort desired for crew in various spaces. He explains, “Typically these include accommodation public and sleeping spaces, the pilothouse, the engine control room, and other mission-critical spaces, such as laboratories.” Cognizant of these requirements, GPA arranges the vessel spaces to provide separation between the largest noise and vibration sources and the quietest spaces where practical. Along the way, measures to isolate equipment from each other, such as the exhaust ducting and silencers from the engines, will be utilized to prevent vibration from traversing through a system where possible. It is at this point that that sound insulation and/or coatings are considered.

## Meeting Mascoat

Mascoat was founded in 1995 with the intention of bringing thermal barrier coatings to mainstream industrial environments. Shortly after inception, the company saw a need for similar products in the marine environment for not only condensation and radiant heat gain prevention, but also to mitigate sound issues. Headquartered in Houston, TX, the firm offers its coatings through distributors located in more than 70 countries around the world.

Mascoat is a water-based acrylic coating and damping treatment applied to the hull and bulkhead plating. The plating is typically excited (and therefore vibrating) due to vibration generated by machinery in the engine room. The damping then dissipates the hull plating vibrational energy. The heavy fillers are proprietary, but the VOC content is very low (0.29 lbs/gallon or 34.7 grams/liter). According to Will Conner, Mascoat’s Marketing Director, the coating is heavier than standard paint because it is comprised of heavy fillers that dampen the vibration of metal. Nevertheless, the coating is lighter than conventional sound damping tiles. Conner adds, “The coating reduces sound by reducing vibration. Vibration is caused when a noise source interacts



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**Mike Bahtiarian,**  
Sound Engineer at Noise  
control Engineering (NCE)



**Andrew Margarit,**  
Senior Project Specialist  
at Mascoat



**Stefan T. Wolczko**  
GPA's Business  
Development Manager

with a substrate, and then that noise is reverberated on the other side of the substrate. This propagates the noise into the next environment. By reducing the vibration, you reduce the noise that is transferred through the substrate.”

Applied in thicker coats than standard paints, Mascoat's maximum thickness is usually 160 mils (4 mm). In comparison, most standard coatings on a ship are no more than 5-10 mils thick. The coatings don't require special skills to apply; typically, the shipyard, its paint contractors, and/or joinery companies can do the job. The actual thickness of the coating depends, says Conner, on a number of variables. “Application thickness can range from 0.5 to 4 mm (20-160 mils), depending on the severity of the noise and the proximity to the source, said Conner, adding, “For example, you might coat an engine room (closer to the stern) with 4 mm, but you may only use 1 mm in crew quarters closer to the bow of the ship.

“Shipyards like the coating method because it is typically much faster to install than other methods of damping that can involve tiles or vinyl systems,” says Conner, adding, “Mascoat also produces total, 100 percent coverage. Other methods usually provide about 70 percent coverage. When all surface areas are treated, the result is enhanced measurably.”

### Defining & Controlling Sound

Andrew Margarit, Senior Project Specialist for Mascoat says that success in the world of on board noise abatement is measured by the reduction in Decibels (DB). Every 3db is a 50% reduction of the noise. Each cabin on the vessel has certain noise levels that it cannot exceed. And, these are firm regulations in both MSC and HAB vessels, but many owners try to lower sound levels regardless of the rules in order to enhance crew safety and comfort.

Mike Bahtiarian, Sound Engineer at Noise control Engineering (NCE), told MarineNews, “Airborne noise in compartments is measured using device called a sound

level meter (or SLM). It has become a fairly common device which reads the sound pressure level in A-weighted decibels or dB(A). The underwater radiated noise is much more complicated measurement process which involves significant mobilization and staging along with underwater hydrophones and a proprietary systems used by NCE called BAMS (Buoy Acoustic Measurement System). All measurements are made to ANSI standards developed in 2009 (ANSI 12.64-2009).”

While the Navy specified the noise and vibration limits for the vessel, it did not specify how the designers and builders should get to the Promised Land. It was left completely up to the builder to devise a noise and vibration treatment system that meets the vessel specifications. And, that's where Noise Control Engineering, LLC (NCE) comes in. The use of the damping material was recommended by NCE during the preliminary design stage as a result of airborne noise and underwater radiated noise predictions performed by NCE under contract to Dakota Creek Industries and Guido Perla & Associates.

NCE's Mike Bahtiarian explains, “For the U.S. Navy Ocean AGOR, sound and vibration were part of the vessel requirements from the first day. Compartment airborne noise, underwater noise and also hull vibration were all evaluated during the initial design phase. NCE also performs all compliance testing during final sea trials.”

Noise reduction isn't just for sophisticated research vessels. And Bahtiarian has some tips for workboat operators contemplating or currently engaged in newbuild programs. “The new certifications from ABS, DNV (Silent Class Notation) and IMO noise regulations will demand that shipyards and ship designers consider the vessel noise and vibration as an additional design feature that will need to be integrated into the overall design of vessels,” he says, adding, “The incremental cost of doing this is small and is ten to twenty times more expensive if the need for sound





U.S. Navy photo by John F. Williams

**The Auxiliary General Oceanographic Research vessel R/V Sally Ride (AGOR 28) is prepared for a christening ceremony at Dakota Creek Industries, Inc. shipyard in Anacortes, Wash. R/V Sally Ride is the second in the Neil Armstrong-class of research vessels and features a modern suite of oceanographic and acoustic ocean mapping equipment.**

mitigation is considered after the ship is built.” And, as GPA’s Wolczko advises, there is more than one conventional method of sound damping. Damping can be provided in tile, spray-on, and/or trowel-on versions. The tile form, for example, is the original formulation which was developed by the Navy for use on Submarine bulkheads.

### Ancillary Benefits, other considerations

Mascoat is applied thicker than conventional paints and also has additional ingredients that give the coating added weight. This, however, is important since it is the mass (weight) in the coating that stops the metal surface from vibrating and stops the structural borne noise. Nevertheless, says Mascoat’s Margarit, “The coating is much lighter than other methods of damping – sound tiles, for example. Our product is actually extremely lightweight for the amount of db reduction you see.”

Corrosion Resistance is also a byproduct, but perhaps not necessarily the focus of Mascoat. Margarit explains, “Due to the fact that once the coating is applied you get a protective membrane over the steel (or aluminum), we have seen vessels that have been in service with our coating for over 20 years come in with no corrosion on bulkheads that would typical be full of rust,” adding with a note of caution, “Ours is a water based coating and if it is applied in areas that are going to come in consistent contact with water or fluids, a topcoat is recommended. This is not meant for complete submersion over an extended period of time.”

Sound damping and noise abatement in the marine setting can’t be achieved without planning, certainly not in isolation or as a function of just one particular solution. That said, Mascoat has proven that it belongs in the mix. And, there are other reasons to consider the versatile coating that have nothing to do with noise. Quietly, Mascoat successfully addresses myriad issues on board today’s vessels. All the rest of the talk is just background noise.

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## Access the Advantage: Remote Control Welding Technology

**Safe, efficient and profitable welding involves many variables, all of which can be had by embracing remote controlled welding techniques and equipment.**

By Jim Rappl, Product Manager, Miller Electric Mfg. Co.

Efficiency, safety and profitability are important to any company, but especially to a welding operation. In addition to general best practices and welding operator training, there are equipment advancements that can help meet quality and production goals, while also helping keep welding operators safer on the job. Remote control welding technology is one of those advances. Remote control welding technology allows welding operators to set welding parameters at the joint without the need to carry, route, troubleshoot and maintain expensive control cables — all while delivering consistent welding performance.

### OPTIMAL WELDING PARAMETERS

For any application, following proper welding parameters is critical to achieving high weld quality and productivity, as is employing proper and consistent techniques. On some jobsites, however, that goal can sometimes be compromised by the expanse of the location. Welds in some fabrication, construction and shipbuilding environments are often made at extended distances from the welding power supply. Because of this distance, portable wire feeders that do not require a control cable are often used but up until recently these feeders did not provide voltage control. As a result, welding operators often select a single set of welding parameters that are a “best fit” to accomplish all of the joint orientations to be welded. This best fit eliminates the need to travel back to the power source repeatedly to change weld settings.

At first glance this approach seems viable. The single

set of welding parameters enables the welding operator to stay where the welding is done, reducing the need to access controls in inconvenient locations. In reality, a company may be sacrificing quality and productivity by settling for less-than-optimal settings.

For example, it’s possible that the welding operator may have selected a lower output setting for out-of-position welds and is using that same setting for welding in the flat/horizontal position. Because it is actually possible to operate at higher output settings and travel speeds for flat/horizontal applications, the net result is the welding operator is losing time by welding with less productive weld settings. That can lead to costly rework, too, since too cold of a weld setting, for instance, can lead to poor fusion and/or porosity, especially when welding over pre-construction primer.

Remote control technology enables the welding operator to set welding parameters at the arc without a control cord and without using wireless controls that require batteries or line-of-sight for operation. This technology uses the existing weld cables themselves to communicate with the power supply, which helps the operator obtain the best welding parameters for the desired joint orientation — right at the weld joint. These optimized settings, when coupled with good techniques such as proper travel speed, help produce high-quality, properly sized welds at a faster rate.

Having the proper weld settings can also reduce the cost per foot for the welds. In some cases, reducing these costs can add up to thousands of dollars annually per welding operator, delivered back to the bottom line.

**Image above: Remote control welding technology allows welding operators to set welding parameters at the joint without the need to carry, route, troubleshoot and maintain expensive control cables — all while delivering consistent welding performance.**

## ACHIEVING QUALITY, PRODUCTIVITY & COST SAVINGS

Providing welding operators with a convenient means to obtain the right weld settings and the skills to watch for problems is critical when attempting to reduce rejects, rework and scrap. Proper training is of course a key step, but it is also important to look for ways to minimize downtime, including reducing maintenance activities, in order to gain greater productivity and reduce costs.

Fabrication welding environments often use long weld cables that can easily be worn and cut when pulled over sharp surfaces. Worn cables with damaged insulation can lead to a bad weld. The result is downtime to repair both the cable and finished component, and potentially, issues with weld quality. Control cables, when utilized, are often routed with or taped to weld cables, and are exposed to the same hazards, resulting in even more problems for the welding operator. Damaged control cables can result in significant downtime and costly repairs.

Newer remote welding technologies don't remove these environmental hazards, since welding operators still have to weld at a distance from the power source, but it removes the additional cables to minimize maintenance. By eliminating control cables, companies can remove costs not only for purchasing them, but also repairing and replacing them. And they can eliminate downtime to troubleshoot issues associated with damaged cables, in addition to reducing trips back to the power source to make adjustments.

Power sources that employ remote control technology rely on voltage sensing wire feeders. These feeders display the actual arc voltage and current measured at the arc and enable the welding operator to compare the real-time reading to weld setting presets. Welding operators can continually monitor parameters to ensure that the appropriate power is being delivered to the arc.

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This capability helps welding operators take out the guesswork when it comes to adhering to the prescribed weld procedures, resulting in more consistent weld quality. Beyond this, making fewer trips to the power source to make voltage adjustments means there is more time available for arc-on time.

## SAFETY ON THE JOBSITE

The degree of difficulty, fatigue, frustration and/or potential hazards associated with welding are very real challenges in many welding environments. The work can be tiring, especially on vast job sites that require a lot of travel between the power source and the weld joint. Creating a safe workplace is just as important as creating an efficient one.

Remote control technology supplies the benefit of a control cable electronically, without the need for the physical control cable. It operates by using the existing secondary weld cables for communication, and in doing so, adds control to welding system components that were previously available only at the power supply. There is no longer any need to walk back to the machine for adjustment, which can greatly reduce a welding operator's exposure to trip hazards and ladder use, increasing safety and reducing fatigue at the end of the day.

## CONSIDER ALL VARIABLES

When it comes to operating a safe, efficient and profitable welding operation, it's important to look at all aspects that contribute to that success. From establishing the best welding parameters to reducing operator fatigue by minimizing unnecessary jobsite movement, it is possible to gain greater quality and productivity. Welding operators who are empowered to make the best welds with equipment offering remote control technologies can contribute positively to the overall welding operation, while also gaining the benefits of greater safety.

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### **Dan-Bunkering (America) Names Commercial Director**

Jim Jensen has been promoted to Commercial Director at Dan-Bunkering (America). Jensen has been employed with Dan-Bunkering since 2008 when he started his career in Copenhagen, and he moved to a position in Dan-Bunkering (America) Inc. when the office opened back in 2012. In addition to the promotion of Jim Jensen two further Bunker Traders have also been employed. Nicholas Noble Boles and William Cline, both graduates of the University of Texas A&M at Galveston, have assumed positions with the firm.

### **Dometic Americas Announces Organizational Realignment**

Dometic Group has realigned the Dometic Americas organization. The realignment, done in conjunction with the integration of Atwood Mobile Products, will complement and enhance Dometic's core business strategy. Frank Marciano will continue to serve as President of the Americas as well as Acting Business Leader for Americas Marine Division.

### **PVA Elects 2015 Officers**

Dave Anderson has been elected as PVA President for 2015. During the PVA Annual Convention at MariTrends 2015, held January 31-February 3 in Long Beach, CA,

members of the Passenger Vessel Association (PVA) elected their board and PVA officers. Anderson is General Manager/Director of Operations of Fire Island Ferries, Inc., Bay Shore, NY on Long Island. The company has provided passenger service, freight service, and water taxi service to Fire Island communities since 1948 and operates 23 subchapter T and K vessels ranging from 6 to 400 passengers. Anderson holds a 100 ton Masters license and serves on the Coast Guard's Sector Long Island Sound Area Maritime Security Committee, Harbor Safety Committee, FSO and CSO Security Committee, and the Committee for the Sector's Maritime Transportation System and Recovery Plan. Also elected to terms as PVA Officers for 2015 were PVA Vice President Margo Marks, Beaver Island Boat Company, Charlevoix, MI; and PVA Secretary-Treasurer Jeff Whitaker, Hudson River Cruises, Inc., Kingston, NY.

### **Voith Turbo Names Suarez VP Americas**

Javier Suarez will be the new Vice President Americas for the Power, Oil, and Gas division's Marine group at Voith Turbo. Suarez will also be a member of the global Voith Marine management team. He has extensive experience in the marine industry, including four years at Voith Turbo as

Sales Area Manager for Voith Schneider Propellers, based in Germany. Suarez's experience includes time spent as a naval architect, an application engineer, project manager, surveyor, and quality control officer. He studied Naval Architecture and Marine Engineering at the Technical University of Madrid.

### **Delta "T" Systems Adds Mechanical Engineer**

Kyle Mooney has been hired by Delta "T" Systems as the firm's newest mechanical engineer. Mooney brings 11 years of 3D modeling experience, working for Waste Water Design. In this position he drafted, built and installed filtration systems for oil fields. In his new role, Mooney will be responsible for building new product ideas in 3D modeling software, and testing heat transfer and load. Additionally, he will assist in constructing and testing prototypes in preparation for production. He will graduate from Florida Atlantic University with a B.S. in mechanical engineering this spring.

### **ENMET, LLC Appoints Davis as President**

Norman Davis, Jr. is the new President of ENMET, LLC, succeeding Dr. Verne Brown who held that position for 43 years until his passing. Mr. Davis brings a background in executive management and in business de-

## PEOPLE & COMPANY NEWS



**Mooney**



**Davis**



**Anderson**



**Hauso**

velopment, focused in the safety and instrument sensor technology market. He has held a wide variety of positions and was the former President of Microsensor Systems.

### **Asahi/America Names New President & CEO**

Daniel S. Anderson has been promoted to the office of president and CEO at Asahi/America, Inc. Anderson has been with Asahi/America since November 1988 as senior vice president of sales and marketing.

### **Corvus Energy Welcomes Halvard as EVP**

Halvard "Hal" Hauso has been named Executive Vice President Sales and Marketing at Corvus Energy.

Hal brings over 30 years of industrial marine business development experience, recently serving as Senior Vice President at Rolls-Royce Marine leading the Power Electric System department and as CEO at Scandinavian Electric Systems before it was bought by Rolls-Royce. Hal is a Mechanical Engineer with a Business degree in Finance.

### **Blank Rome Welcomes Houston Maritime Associate**

Jay T. Huffman has joined the Blank Rome LLP as an associate in the Maritime, International Trade, and Public Contracts group. He is based in the



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## PEOPLE & COMPANY NEWS



**Huffman**



**Hunt**



**Gabriel**



**Scott**

Firm's Houston office. Huffman joins Blank Rome from Royston, Rayzor, Vickery & Williams, L.L.P. He concentrates his practice in maritime and energy-related litigation matters. Huffman earned his J.D. from Baylor Law School and his B.S. from the United States Military Academy. Prior to law school, Mr. Huffman served as a Captain in the United States Army.

### **Pettit Paint Announces New Hire**

Margo Hunt has been named to the management team at Pettit Marine Paint. In her new role as Marketing and Sales Support Manager, Hunt will be responsible for creating and coordinating all aspects of marketing in the United States for the Pettit line of products. Hunt most recently provided sales and marketing expertise to Power Products, SeaStar, Lehr Outboards, Moeller, Taylor Made Products and Lumitec. Prior to that, Hunt spent 13 years as Director of Operations in e-Commerce, business management software design and system integrations with Brunswick Boat Parts and Accessories Group, MarineMax and Dockmaster.

### **True Heading Adds Talent to Expand**

Phil Gabriel has joined True Heading as Director, Americas. He comes to True Heading with over 28 years of

marine electronics experience. Prior to True Heading, Gabriel was president and executive board member of Hemisphere GNSS. Dave Calam has assumed the western regional sales manager role, based out of Vancouver, BC. With 30 years of experience in the marine industry, Calam joins True Heading from ComNav Marine. True Heading has also selected Jason Jones to fill the role of eastern regional sales manager. With 14 years of experience in the yachting industry, Jones has held sales positions with OceanLED, Seakeeper and ZF Marine.

### **Scott to Head Northeast Ports and Marine at Parsons Brinckerhoff**

Michael Scott has been named Director of Ports and Marine Northeast at Parsons Brinckerhoff. Scott will provide oversight, management, strategic consulting, planning, design, and coordination services for projects at port and waterfront facilities throughout the Northeastern United States. He has over 27 years of maritime industry experience, most recently serving as Director of Engineering/Chief Engineer for the Philadelphia Regional Port Authority (PRPA). Scott received a B.S. in civil/construction engineering technology from Temple University and is a member of the American Society of Civil Engineers.

### **Schacht to Lead New Cummins Marine Organization**

Jim Schacht will lead the newly created Cummins Marine organization within the existing Engine Operating Segment. By consolidating its commercial and recreational teams, the Cummins Marine organization will be better positioned to serve the business and its recreational, government service and commercial marine customers. Schacht was formerly General Manager and Executive Director of Cummins Commercial Marine.

### **Allegretti Applauds Committee Approval of VIDA Legislation**

The bipartisan effort to establish a uniform national framework for the regulation of vessel discharges took another step forward as the Senate Committee on Commerce, Science and Transportation approved S. 373, the Vessel Incidental Discharge Act, with strong bipartisan support. A broad-based coalition of nearly 60 organizations joined the American Waterways Operators in urging the committee to approve VIDA. This measure would replace a patchwork of overlapping and conflicting federal and state regulations with a uniform, science-based federal framework for vessel discharge regulation. AWO and the coalition will work with the Commerce Committee to bring S.373 to the Senate floor for passage this

## PEOPLE & COMPANY NEWS



Schacht



Allegretti



Hamilton



Banks



Dizon



Cisneros

Thomas B. Crowley Sr. Scholarship recipients:

spring. "AWO thanks Chairman John Thune (R-SD) for his leadership in bringing VIDA before the Commerce Committee at its first markup session of the 114th Congress," said Tom Allegretti, AWO President & CEO.

### Crowley Scholarships to Four UW Students

Crowley Maritime Corp.'s Thomas B. Crowley, Sr. Memorial Scholarships have helped four students at the University of Washington's (UW) Michael G. Foster School of Business achieve their academic goals. The students, Jason Cisneros, Callie Hamilton, Irah Dizon and Joshua Banks, were chosen to receive the \$2,500 scholarships for the 2014-2015 academic year based on their demonstrated financial need, community involvement and leadership skills. Jason Cisneros expects to graduate in the spring of 2016. Callie Hamilton is a sophomore studying business with a focus in marketing. Dizon is studying supply chain management and human resource management and operations. Joshua Banks is studying accounting and finance at UW's business school.

### Viking Cruises to Homeport in New Orleans

Governor Bobby Jindal and Viking Cruises Chairman Torstein Hagen last month announced the selection of New Orleans as the homeport for Viking River Cruises' first North

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## PEOPLE & COMPANY NEWS



**Jindal & Hagan**

American river cruise itineraries. The Mississippi River cruises will operate from docking facilities near the French Quarter in New Orleans. By late 2017, two boats will be deployed per year, for a total of six new boats in the first three years. The specialty-built riverboats will have a full complement of luxury amenities and host up to 300 passengers at approximately one-tenth the size of oceangoing cruise vessels. The Mississippi River itineraries will be the company's first cruise offering in North America.

### **Eastern Shipbuilding Supports National Coast Guard Museum Association**

Eastern Shipbuilding has become

a corporate sponsor of the National Coast Guard Museum to be built in New London, Connecticut, donating \$250,000 to support the building of this first and only national museum honoring the achievements of U.S. Coast Guard men and women. The National Coast Guard Museum Association is currently engaged in a nationwide fundraising campaign.

[www.coastguardmuseum.org](http://www.coastguardmuseum.org)

### **Horizon Lines Settles Merger Litigation**

Horizon Lines, Inc. announced it has reached an agreement in principle providing for the settlement and dismissal, with prejudice, of the consolidated putative class action



**Johnson & Murphy**

complaint pending in the Delaware Court of Chancery in connection with Horizon's proposed merger with Matson Navigation, Inc. Pursuant to the settlement with plaintiffs, which is subject to Court approval, Horizon agreed to make certain supplemental disclosures to Horizon's stockholders through a supplement to Horizon's proxy statement. Further, Horizon agreed to amend the Agreement and Plan of Merger, dated as of November 11, 2014, by and among Horizon, Matson, and Hogan Acquisition Inc., a wholly-owned subsidiary of Matson to reduce the termination fee that may be payable by Horizon to Matson under certain circumstances from \$17,149,600 to \$9,500,000.

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



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ESAB Welding & Cutting Products offers the JetStream torch cleaning station, a particle jet torch cleaning station that cleans consumables with a high velocity blast of granulate. Particle jets clean all torch components (nozzle, tip, gas baffle) and do so without mechanically gripping the torch. The advanced cleaning process extends consumables life, preserves the tool center point (TCP) and maximizes uptime.

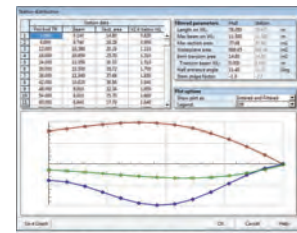


[www.esabna.com](http://www.esabna.com)

## HydroComp NavCad Premium Released

HydroComp NavCad has been the gold-standard for resistance and propulsion prediction for nearly three decades. Now, an upgrade is available, offered as an optional "Premium Edition" upgrade, and these special new capabilities are a significant addition to the existing hydrodynamic analysis features in the standard NavCad. NavCad will now be available in the well-known Standard Edition and the new Premium Edition.

[www.navcad-premium.com](http://www.navcad-premium.com)



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



## Interline 9001 Tank Coatings

Interline 9001 is a Bimodal Epoxy coating for cargo tanks. With enhanced cargo resistance, near zero absorption for many cargoes and fewer cycling restrictions, Interline 9001 simplifies the carriage of a wide range of liquid cargoes, optimizing vessel earning potential. It reduces contamination risks between cargoes with its smooth, glossy surface, and cuts cleaning time by up to 70%.

[www.international-marine.com/interline9001](http://www.international-marine.com/interline9001)

## Jotun's Hull Performance Solutions

Jotun's Hull Performance Solutions are designed to make it easy to maximize hull performance and thereby reduce both fuel cost and greenhouse gas (GHG) emissions. The solutions combine state-of-the-art antifouling and application technologies with reliable performance measurements and high performance guarantee. The condition of a ship's underwater hull surface has a substantial impact on its energy efficiency.

[www.jotun.com/HPS](http://www.jotun.com/HPS)



## PRODUCTS

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The PEMA WeldControl Vision system is a user-friendly programming method for the robotized welding of subassemblies and open block structures. With two Yaskawa robots and Lincoln Electric Power Wave power sources the integration of all welding systems is made perfect in PEMA Welding Portal. With automated welding and cutting solutions from PEMA you get more productivity, more competitiveness and more return on investment.

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



### Legacy Tension Fabric Buildings

Combining superior quality rigid frame engineering with the proven benefits of tension fabric, Legacy Building Solutions offers the industry's first line of fabric buildings to incorporate structural steel beams instead of open web trusses. This engineering concept provides a high level of flexibility for a wide range of applications, including bulk material storage, shipyard warehousing, boathouses, and many more.

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

### Trawlers Specified with MAN's SCR System

Three wetfish trawlers now being built will have MAN main engines as well as a SCR (Selective Catalytic Reduction) system. This enable the trawlers' IMO Tier II-compliant engines to fulfill strict IMO Tier III NOx emission requirements. An advantage of choosing MAN is the straightforward integration of engine, propeller, propulsion controls and SCR system that equipment from the same manufacturer entails.

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



### TideSlide Mooring System

TideSlide by PSI Marine is a mooring system is offered in models with a solid 316L stainless steel shaft, meeting the needs of small boats to vessels weighing thousands of tons. TideSlide prevents inertial loading, increasing the overall strength of the lines and cleats. The system's free vertical movement absorbs built up energy, allowing the boat to be held safely and securely, especially with wind, waves and tides present.

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



### J D Neuhaus Hoists Give Tank Cleaning a Lift

J D Neuhaus air-operated hoists are deployed in a wide variety of marine tank cleaning applications. JDN hoists lift, support and accurately position the injector heads to ensure a thorough clean. For ease of traversing, overhead rail trolleys are mounted to the hoists, to ensure the entire internal area of the tank is efficiently washed and cleaned. The hoists' compressed air power ensure intrinsically safe operations.

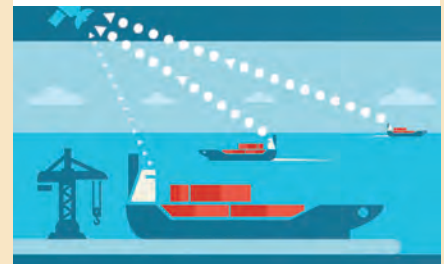
[www.jdngroup.com](http://www.jdngroup.com)



### RockFLEET Vessel Tracking System

Iridium partner Rock Seven has released a new firmware update for its RockFLEET vessel tracking system. The RockFLEET system obtains a position using the GPS satellite network and transmits that position to shore systems using Iridium Short Burst Data (SBD) at user-defined intervals. The new motion-based transmission function enables cost-effective vessel tracking, reducing the amount of data sent when a vessel is on station or dockside.

[www.rock7.com](http://www.rock7.com)



*\*Continued from page 43*

Gas Entec on this cutting edge vessel. We have been working with Conrad for years on LNG projects, and it is very satisfying to be putting all of that advance effort to work on this exciting project.”

Separately, BHGI has also been active in a number of marine related natural gas projects for a variety of clients. Recently, BHGI has been awarded a contract to perform design conversion work for the United States Army Corps of Engineers on one of their vessels from diesel to dual fuel.

The American Bureau Shipping (ABS) will act as the classification society and work closely with the United States Coast Guard for final regulatory certifications. In this case, the ABS “gas group” deserves credit for developing detailed design procedures and assisting the Coast Guard through the initial design review to accept the GTT membrane technology in this U.S. application. There have been many long hours of weekly conference calls with Captains of the Port and Coast Guard representatives of Puget Sound, MSC Washington and Port Arthur, Texas to determine the safest and most efficient way forward to complete these bunker operations. Indeed, the project depended heavily on the cooperation between all of these organizations. Stakeholders expect that the final policy letters will reflect this work when final design approvals are accepted.

This initial LNG project is part of the WesPac/CME vision to provide an integrated LNG solution for engine conversion, infrastructure, supply, and delivery of LNG to the shipping industry. As more owners and operators seek to meet stringent 0.1 percent sulfur limits within ECAs by converting to LNG as a cleaner bunker fuel, WesPac/CME plans to exercise its options with Conrad to construct additional LNG fueling barges to serve other North American ports. Amtech has been chosen to support the Clean Marine Energy vision by supplying engineering services and labor in both during the construction phases and the ship conversions.

## Locations & Logistics

The first 2,200 cubic meter barge is expected to be delivered in early 2016 and planned to initially be deployed in Tacoma, Washington, to service Totem Ocean Trailer Express’s (Totem Ocean) “Orca class” RO/RO vessels which are completing the LNG conversion process. Westpac is hopeful other owners will follow suit and produce additional LNG-powered ves-

sels requiring the bunkering service. “A comprehensive LNG supply and distribution network for the marine market in North America is critical for the shipping industry. Today’s announcement shows that WesPac/CME is taking the necessary steps to complete the LNG supply chain so ship owners can be assured LNG will be available when and where it is needed,” added Pace Ralli, CEO and Co-Founder of CME.

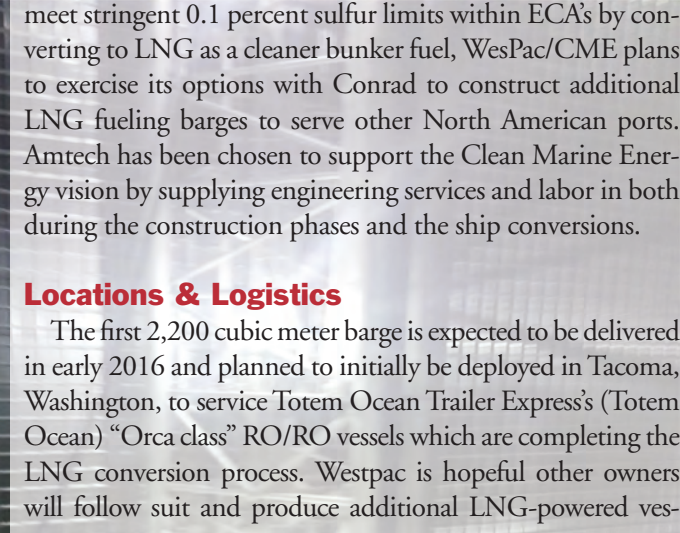
The bunker barge or its sister (under contract option) will also service Jacksonville, Florida to serve TOTE’s (parent company to Totem Ocean) NASSCO built “Marlin class” container vessels, the first to be built in the world and other LNG-powered vessels in the Port of Jacksonville.

In order to bunker vessels, transport and transfer LNG to dockside storage facilities, the barge is equipped with redundant fully submerged VFD induction motor cargo pumps having a flow rate of 500 cubic meters (m<sup>3</sup>) per hour. The fully submerged pumps allow the barge’s membrane tank, at atmospheric pressure, to conduct transfer operations to pressurized IMO Type C tanks or to other membrane atmospheric type tanks aboard ship.

The barge will be equipped to receive vapor displaced from the receiving Type C or membrane tank during cargo transfer, if the receiving vessel is unable to handle the displaced vapor. The barge will be able to engage in single loading/offloading of the entire cargo and in multiple parcels offloading in vessel-to-vessel transfers or transfers to/from dock side storage facilities.

The cargo system will be able to perform cooling down operations with the stripping/spray pump and maintain membrane temperatures. In addition, the stripping pump will be able to unload cargo and serve as an emergency cargo pump when needed, as well as occasionally to supply liquid to the vaporizer for vapor-pressure management in the tank during offloading operations.

The barge will feature a double hull, double chine rake bow, raked stern with skegs and zero sheer in way of the cargo tank structure. To begin with, Foss Maritime will handle the tow in Tacoma and Puget Sound. Pacific Northwest-based Foss is arguably the ideal partner to safely handle the new age fuel being introduced into the maritime arena and of course, this supports their sister companies as they worked towards solving the emissions puzzle required in the Emission Control Areas in the near future.



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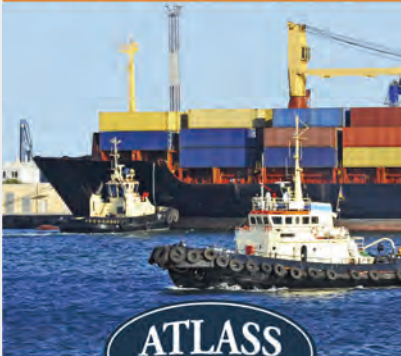
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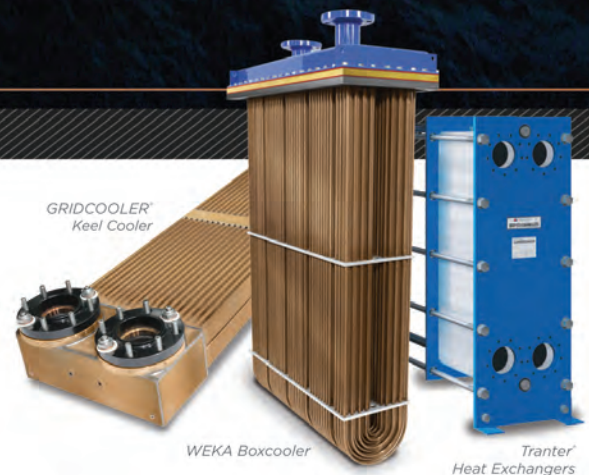
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