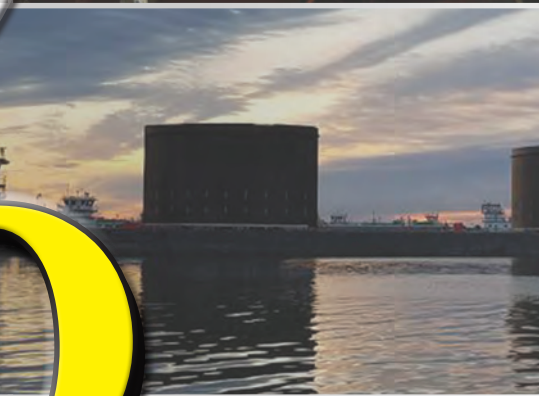


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## News

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**“F**ind your niche, and own it.” That advice was given to me many years ago by a good friend; also someone who I consider to be one of the smartest people I’ve ever met. Now, I don’t know if I’ve managed to accomplish that lofty goal, but needless to say, and a long time ago, he found his niche, he owns that space and today is one of the most respected people in his line of work. In that way, he’s got a lot in common with this year’s long awaited and much coveted *MN100* list of companies.

The annual edition of the *MN100*, our yearly review of the best companies serving the workboat, brown water, inland and coastal markets, is once again here. This year – perhaps reflecting a coming rebound in the brown water sectors – a robust number of applicants accessed and populated our online entry form. That made the formulation of the final list of 100 firms that much more difficult, but also at the same time, that much more interesting.

I additionally made the decision this year to change up the format of the *MN100* list, along the way assembling a list of no less than 14 categories, spanning builders to operators and all the way to service providers. Beyond that, and more significantly, from within each of those categories, a top firm – a winner, if you will – was selected. The final results of that difficult process follow within this edition.

If I’ve said it once, I’ll say it 100 times; the *MN100* can be (and typically is) one of the most challenging editions of the year to assemble. It is also my favorite, primarily because it allows me the opportunity to dig deeper into a large swath of companies that serve and compete within this b-to-b genre. At the same time, believe it or not, it is also one of the most valuable editorial efforts that I make time for. And, while most if not all *MarineNews* editions have specific editorial calendar bullets to hit, this one runs the full gamut of the collective North American waterfront.

“Opinions are like elbows. Everybody has at least one – most folks have two.” Within this edition, I’ve got 100 opinions, culminating in a narrower and – dare I say it – more elite group of 14 niche owners. The ‘buck’ always stops at my desk. All that said; *if you didn’t apply, then you couldn’t be considered.* To that end, and in an effort to give everyone ample time to apply, I extended our deadline by another ten days. This is, therefore, a good time to thank everyone who took the time and effort to participate. Circling back to our new format for this highly anticipated edition, the 14 categories for consideration are as follows:

- Coatings
- Communications / Technology / Software
- Engine OEM
- Environmental / Response / Salvage
- Equipment OEM
- Insurance
- Naval Architecture / Design
- Propulsion
- Safety
- Service Providers / Distributors
- Shipbuilding / Repair
- Training
- Vessel Operators
- Water Treatment

So, you ask, where did the *MN100* list pique the most interest within those narrow categories? Not surprisingly, the areas of *shipbuilding, naval architecture and design* collectively produced almost 25 percent of the entries. For many, it has been a successful and exciting year, with backlogs that are trending towards robust. Those workboats need naval architects and designers, and the North American markets boast a remarkable line-up of professionals who have put forth many groundbreaking models, design trends and new ideas that are starting to not only propel new vessels, but also series-build programs that promise to support operators and their builders for the foreseeable future.

Speaking of vessel operators, this year’s competition brought a similarly healthy mix of fleets to the table, each with a track record of safety, excellence, innovation, fleet renewals, and yes –





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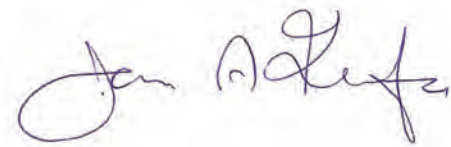


growth – to the party. But it was within the broader category of *marine equipment OEM's* that we saw the most entries; fully 20 percent of the entire list. Poring through that list of entries, perhaps, gives a more profound understanding of just how diverse the North American waterfront has become, and just as importantly, its changing face.

Continuing that thread, this is an appropriate time repeat some excellent advice that I also passed along at this time last year. *"Diversify, diversify, diversify ... always,"* is the way that Sean Fernstrum neatly summarizes the challenge of running an efficient business to and through the many up and down cycles. Fernstrum continued, *"You have to be in different markets. You try to ride an even line (with diversification). We rode the oil wave for a number of years, but you always have to have other pieces in place for when a market drops off."* He knows, and we concur, that perhaps the only 'constant' on the North American shallow draft waterfront is 'change' itself. Those who roll with the punches, change and adapt to shifting marine requirements, will always come out on top.

We believe that the increasingly wider range of firms competing in the *MarineNews* markets is ample proof of the total market itself. This annual task, without a doubt, is a valuable exercise, immersing me deeper into the industry that I serve. As I rank scores of entries from every niche of the marine industry, some might find that to be tedious. To the contrary, this is something which ultimately provides a better understanding of the markets. Just as importantly – perhaps as much or more for you as it is for the *MarineNews* editorial team – this is also the time of year that we assemble the Editorial Calendars that guide the direction of our coverage in the year to come. The *MN100* list has always helped to provide the course correction that allows me to provide more meaningful and up-to-date analysis for our market-leading BPA audited readership.

*"The top 10 percent in every field of work are always employed."* I started this note with some of the best advice I've ever received. And we will finish with a little bit more, tying together the central themes of this issue. For those that are always employed, this also means that no matter what the broader markets might hold, these individuals – and the firms smart enough seek them out as employees – will always have something to do. I think that bit of logic embodies well every single company that is listed in the pages that follow. I challenge you to prove me wrong.



Joseph Keefe, Editor, keefe@marinelink.com

**ON THE COVER**

'Find your niche and own it.' That gem of advice is important because the top 10 percent in any field are always employed, no matter what the market conditions. This month's cover is a montage of just a few of the very best 100 firms in the brown water, shallow draft, workboat space. Did your firm make the list? Read on to find out.



**Resources**

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## THE COMPANY:

At the company's original 15-acre Jeanerette, Louisiana production campus, Metal Shark focuses on the "high quality serialized production" of smaller, trailerable vessels (40' and under). Key U.S. military programs in Jeanerette include the US Coast Guard Response Boat – Small (RB-S). Over 300 RB-S units have been delivered by Metal Shark since the award of the contract in 2012, and the company continues to build and deliver new units on a weekly basis. Likewise, Jeanerette produces the U.S. Navy's 32' Force Protection Boat – Medium (FPB-M). Over 50 of these have been delivered, and production is ongoing. In 2017, Metal Shark was awarded the contract to produce up to 50 of the U.S. Navy's next-generation 40' patrol boat, the PB-X. Production for that program will soon commence in Jeanerette.

Metal Shark's nearby 25-acre Franklin, Louisiana shipyard, opened in 2014 and expanded significantly since that time, specializes in the production of larger vessels. Since 2017, Metal Shark's Franklin shipyard has delivered over 12 high speed aluminum 150 and 350-pax catamaran passenger vessels to New York, Washington DC, and New Orleans, with additional passenger vessels currently in production for New York and New Orleans.

Meanwhile down the coast, Metal Shark is busy implementing its serialized building methodologies, and its production and project management systems, and the power of its in-house resource of over 40 engineers and naval architects at its new "Metal Shark – Alabama" facility (formerly Horizon Shipbuilding). With two separate yards covering over 35 total acres, both facing a dredged deepwater canal, with a total of nine assembly buildings, a 660-ton Marine Travelift, CNC plasma cutters, and extensive steel shipbuilding capability, Metal Shark – Alabama supports aluminum and steel shipbuilding for vessels of up to 300' in length and 1,500 tons launch weight.

## RECENT HIGHLIGHTS / CONTRACTS:

In addition to vessels built for the U.S. military, Metal

Shark's Jeanerette facility is highly active in the production of patrol boats for foreign operators (both via direct sales as well as via the U.S. DoD's FMS sales program). By the end of 2018, Metal Shark military vessels will be either in production or in service for nearly 50 countries worldwide. In addition to vessels for U.S. and foreign militaries, Metal Shark's Jeanerette facility also produces custom vessels for state, local, and municipal law enforcement agencies and fire departments.

In 2017, Metal Shark was awarded a contract to produce up to 13 85' Near Coastal Patrol Vessels (NCPVs) for US DOD FMS partners (Costa Rica, Dominican Republic, El Salvador, Honduras, Guatemala, and others). Production for these vessels, which are based on the Damen 2606 Stan Patrol design and are the first result of Metal Shark's multi-year relationship with the Netherlands-based global shipbuilder, will commence in Franklin this year. Franklin also recently delivered a 65' hydrographic survey vessel to NOAA, and is also building a 64' pilot boat for the Brazos (TX) Pilots and a 158' Incat Crowther-designed catamaran for a private client.

By bringing Metal Shark – Alabama into the portfolio, Metal Shark plans to be active in the design and construction of custom steel vessels for multiple markets, as well as the refit, repair, and conversion of existing vessels. Actively hiring at all three facilities, Metal Shark continues its impressive growth, as one of the most diversified shipbuilders in the business.

## THE CASE:

Metal Shark is a leading designer and builder of boats and ships for a wide range of military, government, and commercial markets. Having acquired the assets of Horizon Shipbuilding in June, Metal Shark now operates three wholly self-contained facilities in two states, with a combined total of well over 500 employees turning out over 200 vessels per year. While Metal Shark is best known as a builder of aluminum crafts, the acquisition of Horizon's Bayou La Batre, Alabama yard puts the company firmly in the steel shipbuilding business, capable of producing steel vessels up to 300' in length.

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# CONSERVING RESOURCES



Eco-friendly and fuel-efficient: two important attributes the South Carolina Department of Natural Resources considered when evaluating engines to repower fisheries vessel *R/V Palmetto*. And their selection of Volvo Penta D16 MH600 Tier 3 engines is paying off.

"The fuel efficiency provided by the new Volvo Penta engines will contribute to considerable savings in operating costs and increase endurance time on station," says Robert Boyles, deputy director of the Marine Resources Division, SCDNR. At least a 45% improvement in fuel economy is expected.

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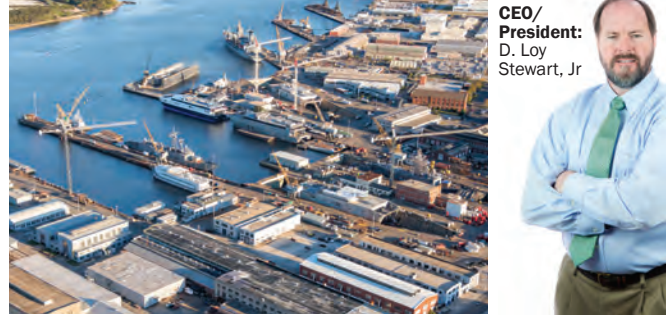
## All American Marine, Inc.

### THE COMPANY:

All American Marine began operations over 30 years ago by specializing in building aluminum fishing vessels used from Washington to Alaska. With the decline of the commercial fishing industry in the 1990's, All American needed to not only adapt to a changing marketplace, but set the standard for aluminum vessel manufacturing moving forward. In 1999, AAM established an exclusive design agreement for North America with Teknikraft Design of Auckland, New Zealand. Innovative hull design and cutting-edge manufacturing techniques has added value to its operators. In 2017, AAM relocated to a new state of the art facility on Bellingham Bay. With increased production capacity, a highly skilled and growing workforce, and new opportunities to incorporate future technologies and innovations into our projects, AAM is able to produce the most advanced vessels for client requirements. From electric hybrid vessels to the leading edge in catamaran and monohull production, the future is bright for All American Marine. The mission is simple: to deliver high value, leading innovation, and a commitment to integrity from initial design conversations, to production, to our warranty pledge after delivery.

### THE CASE:

Since 1987, All American Marine has been on the cutting edge of aluminum vessel design and manufacturing. As the exclusive Teknikraft builder for North America, AAM is pioneering ultra low wake wash vessels, building high speed catamarans, and will soon launch the first in a line of hybrid vessels. Launching in the Summer of 2018 is the Enhydra for Red & White Cruises. A 600 Passenger monohull ferry will be the first Lithium Ion powered hybrid vessel in North America, in a partnership with BAE systems. Following another full electric vessel for Kitsap Transit, All American will undergo the construction of two additional Rich Passage-class passenger ferries. And with its new state-of-the-art facility in Bellingham, they are just getting started.



CEO/  
President:  
D. Loy  
Stewart, Jr

## Detyens Shipyards

### THE COMPANY:

Detyens Shipyards, Inc., a family-owned and operated company located in Charleston, SC. Detyens Shipyards has continually emphasized customer service, family values, and safety in the workplace since its inception in 1962. The Port of Charleston offers deep water access and is convenient to Atlantic, Caribbean, and Gulf of Mexico trade routes and ports. Detyens Shipyards has successfully dry docked hundreds of vessels from myriad nations and flags, as well as thousands of U.S. flagged workboats and U.S. Government vessels. Detyens Shipyards primary product and service is ship repair and conversions, offering extensive crane services and craft workshops, warehousing, safety, quality assurance, three graving dry docks, a floating dry dock, and six deep water piers with ample power and vessel services. The firm recently expanded its pipe and hull shop capabilities, added new fire pumps along the piers, installed a new paint and drying booth, as well as added additional workshops for large vessel equipment overhauls. Detyens Shipyards is a one stop ship repair and conversion facility.

Recent projects include the USNS Lewis and Clark, DOF-Skandi Achiver, USNS Lenthall, USN Apache, Crescent Towing Tug Bulldog, USNS Stockham, Cape Douglas, Yano, Shugart, USNS Spearhead, USNS Yuma, NOAA Nancy Foster, Great Lakes Terrapin Island, USNU Big Horn, USNS Grumman, Super Servant 4, Laramie, Alakai, USNS Williams, and the USNS Robert Perry.

### THE CASE:

Detyens Shipyards is more than just ship repair facility. Hard work, dedication, and the goal to provide economical ship repair services are the benchmarks behind the Detyens Shipyards motto, "Customer before Company, Employee before Owner, Family before Self, and Safety Above All." The size of the project doesn't matter; Detyens will do what it takes to keep its customers satisfied and coming back year after year.



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## THE COMPANY:

DSC Dredge designs and manufactures high quality cutter suction and underwater pump mining dredges. The hallmarks of DSC's success are their commitment to its Customers, paired with Designs, Customization, Quality, Value and Resale worth. The firm specializes in customizing dredging equipment to meet the exact requirements of your unique application. DSC employs the largest dredge design/engineering team among all North American manufacturers. Family-owned and operated, DSC explores all details of every project, such as materials being dredged, length of flow run, depths, discharge point elevation, engine and pump preference and more. Ongoing 24/7 Customer Support by a dedicated Field Service Operations team helps keep dredges operating at peak efficiency. A 12-month new equipment warranty is the best in the business.

Product offerings include mining dredges, conventional dredges and swinging ladder dredges. The fleet array includes 7 dredge classes: Marlin, Shark, Barracuda Moray, Wolverine, Badger and Sharkuda. This year, DSC added a new dredge class to its lineup – named SHARKUDA. This new dredge design includes two provisional patents: (1) Walking carriages and (2) a wide format swinging ladder. DSC engineers imagined a dredge that continually moves forward, without cables. This concept allows for continuous, uninterrupted production representing time savings, cost savings and safety advantages since the dredge moves without cables. The company operates from three major manufacturing facilities located in Reserve, LA, Poplarville, MS, and Greenbush, MI.

## THE CASE:

DSC Dredge: THE RIGHT CHOICE! DSC keystones are Automation, Innovation, Engineering and exceeding customer expectations. Products include Sharkuda, a wide format, swinging ladder dredge, ideal for shallow draft area use. DSC manufactures high quality, long-lasting dredges and provides outstanding service after the sale with 24/7 technical support. Also this year, Bob Wetta was appointed by Secretary Wilbur Ross, United States Department of Commerce to serve on the President's Advisory Council on Doing Business in Africa (PAC-DBIA).



## THE COMPANY:

Eastern's original shipyard was established in 1976 for the purpose of constructing commercial fishing boats for the company's founder and President, Brian R. D'Isernia. As the owner of a fleet of commercial fishing vessels, Mr. D'Isernia ventured into the world of shipbuilding after learning first hand that the only way to get the type of vessels he wanted was to design the vessels, write the specifications, and build them himself. By 1980, 26 commercial fishing vessels had been constructed and delivered. Mr. D'Isernia then decided to diversify Eastern's reputation from a 'Fishing Vessel' shipyard into a shipyard that could fulfill any type of custom vessel request, large or small. In 1981, Eastern's diversification began with the delivery of its first Offshore Supply Vessels. Today, Eastern's delivery portfolio of over 350 vessels is the product of one of the most diverse and state-of-the-art production line and fabrication process in the business. Eastern has built everything from Offshore Supply Vessels to Tugs, ATB's, Inland Towboats, Z-drive tugs, a SWATH Vessel, Passenger Vessels, Ro-Ro/Passenger Ferries, Inland Transport Vessels, Barges, Fireboats, Dredges, Research Vessels, Offshore Construction Vessels, Dredges, High Speed Passenger Vessels, Fishing Vessels, and more. At Eastern, each employee starts and ends the day with the same goal in mind; work safe, work smart, and prove to the shipbuilding industry, clients, and themselves that you can't do any better than an Eastern built vessel.

## THE CASE:

Eastern's diversification is its success. The US shipbuilding industry over the past three years has been very difficult, but Eastern has remained stable, reliable and dependable to its customers. Eastern Shipbuilding Group continues to remain a custom shipbuilder, delivering 26 vessels of various sizes and designs over the past 36 months. Eastern currently has 12 commercial vessels under contract. On September 15, 2016, it was awarded the USCG Offshore Patrol Cutter (OPC) contract.



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CEO/President:  
Peter Duclos



CEO/President:  
James Farkas

## Gladding-Hearn Shipbuilding

### THE COMPANY:

For more than 60 years, Gladding-Hearn Shipbuilding has built steel and aluminum commercial vessels. Located on seven acres on the deepwater Taunton River in Somerset, MA, the family-owned and operated shipyard counts more than 425 vessels built as proof of its longevity and vessel reliability. A total of 40 customers own 125 Gladding-Hearn vessels. With in-house naval architecture and engineering capabilities and a cross-trained workforce, Gladding-Hearn is well-known for applying some of the most advanced shipbuilding techniques that rival many bigger yards, while still providing the personal customer service of a smaller yard. Its primary products include high-speed passenger catamarans and mono-hull ferries, patrol and rescue boats, wind farm service vessels, and research vessels. In particular, Gladding-Hearn is known as the 'go to' group for innovative and robust pilot boats. The firm delivered no less than five large workboat hulls in 2017 and has a robust backlog for 2018 and 2019.

### THE CASE:

Since 1955, Gladding-Hearn has been synonymous with pilot boats, having built more launches (87) operating in the United States and the Caribbean islands than any other shipyard. In 1978, the yard joined forces with designer C. Raymond Hunt to build the first launch with a deep-V hull, soon to become the industry standard. In 1977, the shipyard delivered America's first Z-drive tractor tug. An Incat Crowther licensee since 1987, Gladding-Hearn became the second shipyard in the country to build high-speed passenger catamarans and has built the majority of fast ferries on the East Coast and Great Lakes (42). In 2014, the shipyard built the first pilot boat application of Volvo Penta's IPS drives in the United States. For more than a decade, Gladding-Hearn has maintained a healthy backlog of orders even during the industry's most austere times. Nearly 90 percent of Gladding-Hearn's business is from repeat customers. Notably, the shipyard is part of the Vigor Shipyards' team recently selected by the US Army to build a fleet of 38 high-speed landing craft (MSVL).

### THE COMPANY:

Lake Assault Boats, part of Fraser Shipyards, builds vessels that are designed for a mission, tested on Lake Superior, and custom-engineered using technology and resources unmatched in the industry. Lake Assault Boats offers a wide range of custom hull designs and configurations suitable for use on inland lakes and rivers, and intercoastal and offshore waters, to meet the unique needs of its customers. The company offers a full line of fire, rescue, and patrol boats that are custom engineered and manufactured by a team of naval architects, engineers, and AWS-certified welders. Hulls are available in landing craft, traditional "V" hull, RHIB, or catamaran style configurations. The company utilizes marine-grade aluminum plates and welded construction in its manufacturing processes. Custom options are built to meet departments' specific needs, including features such as a motorized radar arch to allow for easy passage under low bridges. Power plants include outboard, inboard, or jet propulsion from a variety of manufacturers. Recent highlights for the firm include a fleet of 43 all-electric passenger barges, placed into service with the City of San Antonio for its iconic River Walk. Separately, the Pittsburgh Bureau of Fire purchased a custom Lake Assault Boast V-hull fireboat, the department's first new fireboat since 1974. The powerful craft features bow and stern mounted 1250 gpm monitors flowing a combined 4,000 gallons per minute. These are just a few of the firm's recent deliveries to a wide range of clients.

### THE CASE:

Lake Assault's team of naval architects, engineers, and ABS-certified welders custom builds boats at a state-of-the-art facility. Lake Assault Boats pioneered the integration of Mercury's Joystick Piloting system onto its vessels. Lake Assault Boats was the first in the U.S. to offer a 4,000 gallons-per-minute fire pump that is powered by a dedicated Duramax diesel engine. The company recently manufactured the largest fleet of all-electric passenger barges in the U.S.



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**RIBCRAFT** ✦

## THE COMPANY:

RIBCRAFT designs and builds safe, durable, performance oriented rigid inflatable boats (RIBs) that fulfill the most demanding military and professional applications. With over 25 years of experience, RIBCRAFT provides the highest quality professional grade RIBs and inflatables for military agencies, law enforcement, safety professionals, tour operators, private industry, and other marine professionals. As an American owned RIB manufacturer, RIBCRAFT is committed to providing organizations with excellent service and extremely well-constructed RIBs built to withstand hard, offshore 24/7 commercial use. With a varied and diversified client base, RIBCRAFT has delivered thousands of RIBs worldwide. Dedicated to building dependable and durable professional grade RIBs, every RIBCRAFT is built to exacting specifications whether the requirement calls for USCG Sub Chapter T certification or U.S. Military and Naval specifications. RIBCRAFT designs and builds safe, durable, performance oriented professional grade rigid inflatable boats (RIBs) ranging in size from 15-41' that fulfill a variety of missions from patrol and rescue to passenger-for-hire and military operations. Every boat is built to industry recognized standards featuring RIBCRAFT's trademark deep V commercial grade fiberglass hull, full length lifting strakes, pronounced bow sheer, and a heavy duty multi-chambered tube. For RIBCRAFT, the Sub Chapter T Certified tour boat market has kept production busy with numerous recent deliveries and more under contract. RIBCRAFT also continues to deliver the standard 7 Meter RIB for the United States Navy. RIBCRAFT also has ongoing deliveries to first responders and safety professionals throughout the country including rescue RIBs, dive boats, and patrol and enforcement craft.

## THE CASE:

Built to order in the United States, RIBCRAFT is the only manufacturer who specializes exclusively in building professional grade rigid inflatable boats (RIBs). Serving all commercial markets from military agencies, safety professionals, state and local governments, and private industry, RIBCRAFT has developed one of the most reliable and recognized brands in the RIB market.



## THE COMPANY:

Swiftships' delivery to all branches of the U.S. military, commercial/private companies, and 52 foreign countries has established Swiftships' recognition as a leader in shipbuilding. The firm is committed to customer satisfaction through unique programs that provide warranty services, spare parts and/or training for the lifetime of a product. Under Direct Commercial Sales (DCS) and Foreign Military Sales (FMS), Swiftships has earned a reputation for keeping production on schedule for vessels to domestic and overseas customers. ISO certified, the firm's newbuild vessels are custom designed to ensure client satisfaction from keel to cabin. All that said; the firm has had a busy year. Recent Highlights for the Louisiana-based firm include two U.S. Army LCU 2000 SLEP Program contracts, multiyear program for 32 U.S. Navy LCU 1700 new construction hulls, which could be as much as a nine year program. Additionally, the firm has a contract for six Egyptian 28 meter hulls through a Direct Commercial Sale (DCS) multi-year program. A continuing Lifecycle Support (CLS) and Ship Repair Facility/Parts acquisition (SRF) program to maintain the Iraqi Navy fleet in Um Qasr Iraq under a Foreign Military Sales (FMS) contract is also being serviced by Swiftships. This deal includes twelve 35-meter patrol boats built by Swiftships, 2 Offshore Support Vessels (OSV), and 26 Defender class vessels on a multi-year program.

## THE CASE:

During the recent economic stagnation within the domestic oil and gas industry, Swiftships has continued to expand through market diversification and continued growth of its patrol boat markets working with the U.S. Navy, U.S. Army, and its international contacts in the Middle East, Central and South America and the Far East. Swiftships epitomizes the essence of American ingenuity and determination while positioning itself at the forefront of an exponentially expanding market.



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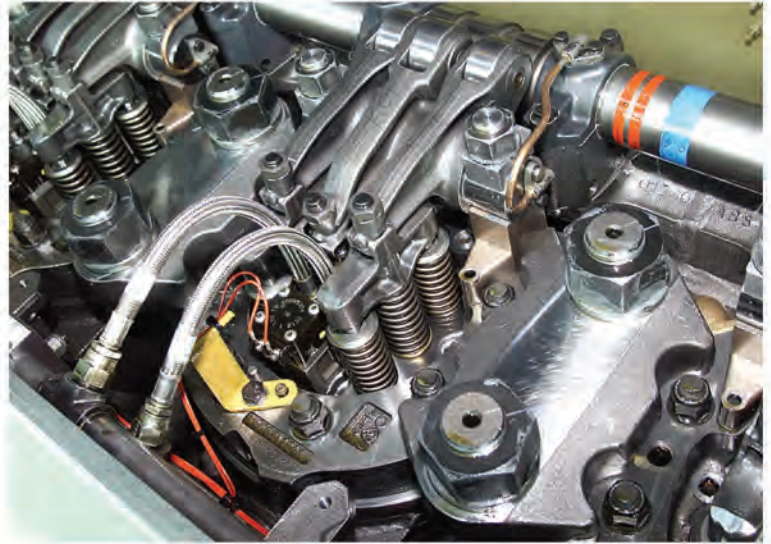


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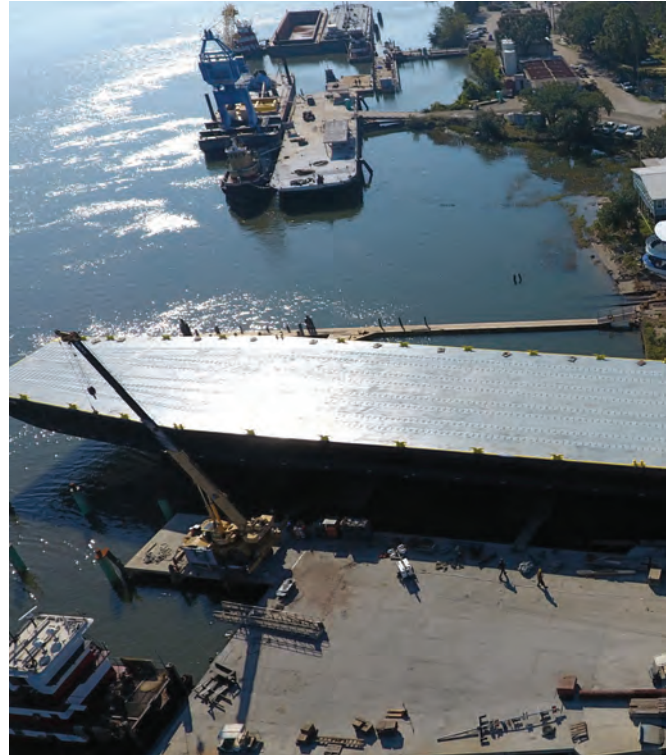
## VT Halter Marine

### THE COMPANY:

VT Halter Marine, Inc. (VTHM) is a modern and progressive shipbuilding subsidiary of VT Systems (VTS). These shipyards combine leading-edge technologies with a 70 year tradition of designing and building the world's highest quality maritime products. VTHM specializes in ship design, construction, and repair and offer comprehensive packages covering shipbuilding projects from blueprint to blue water. The secret of VTHM's success is its ability to harness existing commercial and defense-related project "know-how" and integrate it with emerging technologies. Customers benefit from this more than half-century of proven experience that is invested in each vessel, which reduces risk, increases interoperability, and provides affordable solutions while ensuring on-time deliveries. VTHM applies all of these technologies and experience to ensure the successful delivery of all vessels; be it commercial, logistics support vessel, surveillance and rescue, defense and coastal craft, vehicle and/or passenger vessel. VTHM are the largest designer and builder of small to medium sized oceangoing vessels in the United States. The VTHM portfolio includes commercial and Government newbuild programs, as well as a deep commercial history related to Oil & Gas with OSV's, AHTS, MPSV, ATB units, and ASD tugs. VTHM also exports hulls through the U.S. Government, as well as direct to other nations. The first U.S. offshore LNG Bunkering ATB unit is being built for Q-LNG at VTMH. More than 2,600 vessels have been delivered from its facilities to commercial and government clients in 29 countries on five continents.

### THE CASE:

VT Halter Marine, Inc. (VTHM), an ISO 9001:2008 certified firm, spans some 70 years of tradition, designing and building the world's highest quality maritime products, dating back to Harold Halters first involvement with Andrew Higgins, and into his first Halter OSV in support of the Oil & Gas industry.



**METAL TRADES, INC.**



### THE COMPANY:

Metal Trades, Inc. (MTI) specializes in Government and Commercial Ship Repair, Specialty Barge/Marine Construction and Heavy Steel Fabrication. MTI is a small family owned business located near Charleston, SC with deep water access on the Intracoastal Waterway. Ship repair and barge construction has been a key segment of Metal Trades' business. Metal Trades is a fully certified Master Ship Repair Contractor for the U.S. Government and currently holds an ABR with NAVSEA. MTI can build barges up to 370 feet LOA, with a maximum draft of up to 12'.

### THE CASE:

Metal Trades has serviced both the Government and Commercial Market for 56 years. The firm recently delivered its first ever pushboat. For over 25 years, MTI has serviced the US ARMY per an IDIQ that maintains the U.S. Army's Watercraft on the East Coast ranging from repair and overhaul on vessels such as Landing Craft Units (LCU), Landing Craft Mechanisms (LCM), Warping Tugs (SLWT and MWT) and tugs (ST).



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#### THE COMPANY:

This builder of small boats in fiberglass and aluminum has been producing watercraft for the US Government as well as state and local governmental agencies for more than 30 years. The firm's primary output includes fiberglass and Aluminum rigid hull and hard sided boats of up to 20 meters, specifically for use in military operations. Willard has had a busy year and boasts a robust backlog.

Recent deliveries and contracts include ongoing deliveries under two separate 5 year IDIQ contracts for the U.S. Navy; specifically 7 and 11 meter RHIBS. The firm also recently delivered 3 Hydrographic Survey boats of aluminum construction to NOAA.

#### THE CASE:

Willard Marine has been the leader in shipboard Rigid Hull Inflatable boats for 30 years. Willard Marine builds mission proven boats as tough and worthy as those who depend on them. It is always Willard's mission to help mariners complete theirs.



**WING**  
INFLATABLES

#### THE COMPANY:

Wing Inflatables, Inc. designs and produces inflatable boats, RIBs, closed-cell foam collars, and other specialty products. It offers tubes and sponsons; tubes and collars for military and commercial RIBs; foam collars, Ski Collars and sponsons for marine builders, state and federal agencies, and the military; and polyurethane boats, workboats for tough working environments, personal watercrafts, water-born bumper cars, small boats and rafts, and collapsible fuel bags. The company was founded in 1991 and is based in Arcata, California. Recent Wing highlights include the February 2018 acquisition of The Patten Co., and before that, the October 2016 acquisition of Henshaw Marine.

#### THE CASE:

Wing Inflatables offer premier inflatable solutions with products ranging from Liferrafts to CRRC's. Wing provides solutions to any inflatable requirement without limitation. Wing Inflatables' global manufacturing locations use multiple techniques spanning several fabric types from CSM to Polyurethane. Wing Inflatables and its family of companies is the Global inflatable solution provider.

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CEO/President:  
Morton S. Bouchard III

## THE COMPANY:

Bouchard Transportation Co., Inc. was founded in 1918 in New York Harbor, by Capt. Frederick E. Bouchard. The Company's first cargo was a shipment of coal, and their first oil barge was acquired in 1931. In 1955, the third generation of the Bouchard family joined the Company, and in 1992 the fourth generation took the helm. For 100 years, Bouchard has remained family-owned and operated, with now the fifth generation actively involved in managing the day-to-day operations. Today, Bouchard Transportation Co., Inc. is notably the largest privately-owned petroleum barge Company in the United States. The foundation of Bouchard's core business philosophy has always firmly focused around safety, while consistently maintaining and advancing their equipment at the highest standards. As a result, their customers are provided a safe, reliable, and efficient service at the most premier level. "A safe and reliable operation is the only formula that leads to profitability," says President & CEO Morton S. Bouchard III. "We have a dedicated commitment to our customers and the safety of our operation, and we will continue to lead the market by investing our profits into innovative advancements in order to continue operating in the safest and most efficient manner."

## PRIMARY PRODUCT / SERVICE:

Bouchard operates a petroleum barge transportation service which services primarily the East & Gulf Coasts of the United States, Canada and the Caribbean. While Bouchard's fleet includes the most top-line and fuel-efficient technologies, their Safety Management System requires each vessel to be routinely vetted and evaluated annually and semi-annually. In addition, each vessel is continuously assigned routine maintenance and repair schedules to guarantee that the equipment is always operating at the most optimal level. "Our safety and vetting procedures, as well as the technological advancements consistently being made to our fleet allow for an efficient operation that limits risk by providing environmental protection, a safe work envi-

ronment for the crew, and a reliable service for customers", says President & CEO Morton S. Bouchard III.

## Recent Highlights / Deliveries / Contracts:

Over the past five years, Bouchard has made significant advancements to their fleet, including the investment in a major fleet expansion plan, which recently produced the most impressive and state-of-the-art ATB units currently in the industry; the M/V Kim M. Bouchard & B. No. 270 and M/V Donna J. Bouchard & B. No. 272. These Jones Act vessels include the newest modifications to the Intercon and pin system, as well as the most technologically advanced equipment in various spaces that are designed to reduce total emissions, thus ensuring a more eco-friendly vessel and overall fleet. The expansion also included 4 new ATB tugs; the M/V Evening Star (delivered 9/12), M/V Denise A. Bouchard (delivered 5/14), M/V Morton S. Bouchard Jr (delivered 2/16), and M/V Frederick E Bouchard (delivered 6/16). Additionally, Bouchard's expansion continues with another state-of-the-art ATB unit currently under construction, the M/V Evening Breeze & B. No. 252. The M/V Evening Breeze is being constructed by VT Halter Marine, Inc., & is the sister vessel to the M/V Denise A. Bouchard & M/V Evening Star. The Evening Breeze will be 4,000hp, measuring 112 feet in length and will be equipped with an intercon Coupler System. The B. No. 252 is being constructed by Bollinger Shipyards, and is the sister vessel to the B. No. 250, and will measure 317 feet in length. The B. No. 252 will have a 55,000 bbl capacity and will be used to transport liquid petroleum products throughout the Jones Act Market.

## THE CASE:

This year (2018) marks Bouchard Transportation Co., Inc.'s 100th Anniversary. For a century, Bouchard has remained family-owned and operated, with now the fifth generation actively involved in managing the day-to-day operations. The current President & CEO, Morton S. Bouchard III, is a fourth generation Bouchard.



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## Bisso Offshore LLC

### THE COMPANY:

Bisso Offshore, a division of E.N. Bisso & Son currently has a tug fleet of 18 vessels featuring a blend of seven modern tractor-class/equivalent tugs along with conventional twin screw tugs. E.N. BISSO is proudly owned by 3rd generation family descendants of Captain Joseph Bisso who founded the company by launching a ferry service to row people across the Mississippi River in Downtown New Orleans. E.N. BISSO can trace these early days of the company's activities back to 1880 and the oars in the firm's logo are a salute to its origins. In 1946, the company was split up and Captain Edwin Napoleon Bisso formed his own company with 6 tugboats and 2 heavy-lift derricks, later naming it E.N. BISSO & SON. Since then, the company has grown and evolved to its position today as a leading U.S. Gulf & East Coast provider of harbor tug and towing services. The scope of these operations encompasses the Lower Mississippi River spanning five port jurisdictions as well as Gulfport, Mississippi – where the firm does business as Gulfport Towing – and Port Canaveral, Florida, doing business as Petchem, Inc. The fleet of tugs features a blend of seven tractor-class/equivalent tugs and conventional twin-screw tugs.

### THE CASE:

This Gulf Coast-based firm has a rich history and deep roots in the workboat sector. Always modernizing their equipment, E.N. Bisso is a leading U.S. Gulf & East Coast provider of harbor tug and towing services. In May, Eastern Shipbuilding Group and Bisso Offshore signed a contract for the construction of two Robert Allan Ltd. RApport 2400 Ship Handling Tugs with escort capability. The two tugs have been customized to provide specific operational features while also meeting new EPA Tier 4 and USCG Sub-M requirements.



### THE COMPANY:

Bernard P. McDonough created the company in 1945 by leasing barges from his construction company into the marketplace. Through a series of new and used barge additions, McDonough expanded from the Ohio River to the Gulf of Mexico and eventually to the East Coast. Modeled around a philosophy of surrounding good equipment with talented people, this recipe has yielded more than seven decades of dedicated service to valued customers. After 72 years, the firm continues McDonough's legacy as a talented, family owned organization, serving exceptional clients with one of the largest domestic fleets of inland and ocean spud, shale, hopper, and cargo barges. McDonough Marine Service's core services are barge bareboat chartering, tugboat time charters, lump sum Project Cargo movements, and logistics management. A modern fleet of 600 barges and four tugboats, dispatched from 14 fleet locations, the firm operates from offices in New Orleans, Houston, and Norfolk, VA. The firm's barge rental solutions supply intermittent barge needs while removing the fleet cost and compliance responsibility associated with barge ownership. McDonough's ABS and U.S. Coast Guard certified barges provide advantages with open deck space for over-sized cargo, as well as shallow port access. McDonough Marine's Project Cargo service is dedicated to the planning, coordination, and management of the marine transport of cargo throughout the lifecycle of customer's projects. The McDonough project cargo team offers both flexibility and rapid response time as a single source provider with consistency in care, crew, and the control to reduce risks associated with damage and delays. Because every rented barge needs a tow, McDonough marine Service has invested in inland push boats, high eye level tugs, and strong industry relationships to supply towing services that customers can rely on.

### THE CASE:

Quite simply, McDonough Marine Service offers the flexibility to provide the right barge for any project. McDonough Marine Service has been the leader in the deck, spud, and material barge chartering market in the United States for 72 years.

**THE COMPANY:**

Hornblower Cruises & Events has been the leading charter yacht and public dining cruise operator headquartered in California for 35 years. The company operates over 70 vessels, including the three largest dining yachts on the West Coast and has ports in San Francisco, Berkeley, Sacramento, Long Beach, Newport Beach, Marina del Rey, San Diego and New York City. Two Hornblower subsidiary businesses, Alcatraz Cruises and Statue Cruises, are National Park Service ferry Concessioners to Alcatraz Island, the Statue of Liberty and Ellis Island. In May 2014, Hornblower Niagara Cruises opened as the official boat tour operator on the Canadian side of the Niagara River. With 21 landings across New York City, NYC Ferry operated by Hornblower is providing a new and affordable transit option for traditionally underserved communities and where jobs and housing are growing rapidly. The system has served over five million riders to date, and has already employed over 325 people since launching one year ago. NYC Ferry is currently hiring for new positions, including captains, deckhands, customer service agents, ticketing, operations and more. New Yorkers of all backgrounds and skill levels are welcome to apply. Jobseekers can apply directly at [ferry.nyc](http://ferry.nyc).

**THE CASE:**

In little over a year since launch, NYC Ferry operated by Hornblower has created new connections to neighborhoods across the waterfront and those underserved by transit, provided over 300 local jobs and exceeded original ridership projections by almost one million rides with two new routes launching later this summer.



**NYC Ferry**



CEO/President:  
Terry MacRae

**POWER FACTS**  
 650 - 925 hp  
 Up to 800\* hp @ 2,300 rpm with 2,000 hr/yr  
 Up to 700\* hp @ 2,100 rpm with unlimited hr/yr  
 EPA Tier 3\*

MARINE POWER SOLUTIONS

**POWER UP**

The power-to-weight ratio of the all-new Scania 13-liter engine is class leading. The reliability of the engine, as well as impressive torque build-up, and immediate response, is just what is needed for demanding applications like patrol, sea rescue, pilot, and fishing vessels. Thanks to the well-proven Scania XPI system, all this is achieved with exceptional fuel efficiency and minimum noise levels.

Visit [www.scaniausa.com](http://www.scaniausa.com) to find your closest distributor.

**SCANIA**



**THE COMPANY:**

The Great Lakes Towing Company, popularly called “The Towing Company,” operates the largest and most experienced U.S.-flag tugboat fleet. The Towing Company is a significant marine operations link in North America’s U.S. Great Lakes-Saint Lawrence Seaway marine transportation network – the fourth seacoast of the United States, an operating area that extends over 8,300 miles of shoreline, encompassing a water surface area of roughly 100,000 square miles. Towing Company services include ship assist, cargo transportation and logistics, ice breaking, and emergency assistance of every kind of vessel, barge, and marine structure. No other towing company can match this range of service. Great Lakes Shipyard is a full-service shipyard for new vessel and barge construction, fabrication, maintenance, and repairs in a state-of-the-art facility that includes a 770-ton mobile Travelift and a 300-ton floating drydock. The newly constructed shipyard facility is located in the Old River Channel on the Cuyahoga River in Cleveland, Ohio with a water front of approximately 2,000 lineal feet. The Company’s shipyard is currently building a series of five (5) Damen Stan Tug Model 1907ICE (65-foot x 2000HP x 35-ton BP) tugboats for operation in the Company’s harbor towing fleet.

**THE CASE:**

2019 will mark the Company’s 120th Anniversary. With 30-tugs stationed in 12 ports between Duluth, MN and Buffalo, NY, the company responds to calls for assistance anytime, anywhere. As the largest harbor towing operation on the US Great Lakes, the “Towing Company” is uniquely critical to the health and viability of the domestic and foreign flag shipping industry on the Great Lakes / St. Lawrence Seaway. Its shipyard also provides a critical service to both government and commercial vessel operators, particularly drydocking and repair of smaller passenger vessels, workboats and barges, as well as layup repair and maintenance for larger Lakers.



**THE COMPANY:**

Established in 1898, Vane Brothers offers a range of maritime services along the U.S. Eastern Seaboard. Nearly 130 tugboats, barges, AT/Bs, and launches work out of eight locations: Baltimore (where the headquarters is located), New York, Philadelphia, Norfolk, Charleston, Savannah, Jacksonville, and Manatee/Tampa Bay. Service extends from New England to the Gulf of Mexico. Under the leadership of the Hughes family, the company has enjoyed considerable growth and achieved ongoing maritime excellence while preserving a close-knit, family environment that rewards dedication and loyalty. The Vane Brothers fleet is primarily tasked with moving petroleum products by tank barges engaged in the North Atlantic coastwise trade. Business interests include Vane Line Bunkering, The Vane Brothers Company, Vane Launch, Vane Brothers Marine Safety and Services, and proprietorship of four Baltimore-based marine terminals. Services range from bunkering and launch services to safety equipment inspection. In April 2018, Vane Brothers was once again at the forefront of the marine transportation industry by becoming the first AWO member company to secure a Subchapter M Certificate of Inspection for one of its vessels, the AT/B tug Brandywine. While celebrating its 120th anniversary, Vane also entered new geographical markets and expanded services while pursuing an aggressive New Vessel Construction program that began at the turn of the 21st century. In February 2018, Vane took delivery of the first of three articulated tug/barge (AT/B) units ordered through Conrad Shipyard: the 4,400-hp tug Assateague and 80,000-barrel barge Double Skin 801. Next in line for expected 2018 deliveries are the Chincoteague/DS-802 and Wachapreague/DS-803. Several more Vane vessels are under construction at various U.S. shipyards.

**THE CASE:**

Vane Brothers is celebrating its 120th anniversary while operating at the leading edge of the marine transportation industry. Vane was the first AWO member company to secure a tugboat Certificate of Inspection under Subchapter M, and continues to add powerful and versatile vessels that prioritize safety, service, and environmental responsibility.





CEO/President:  
Mark Knoy

## American Commercial Barge Line LLC

### THE COMPANY:

For more than a century, American Commercial Barge Line (ACBL) has provided safe, cost-effective and environmentally friendly barge transportation solutions while evolving to meet the ever-changing demands of the marketplace. As a leader in inland barge transportation, ACBL moves the grain, dry bulk and liquid commodities relied upon by consumers, businesses and industries every day. The firm provides a wide array of barging solutions, leveraging one of the nation's largest and newest inland river barge fleets. ACBL operates along 7,200 miles of U.S. inland waterways, providing transloading, warehousing, storage and fleet services to support barge transportation throughout the Mississippi River System and its tributaries.

### THE CASE:

As one of the largest and most vertically integrated carriers on the inland waterways, ACBL delivers nearly 60M tons of cargo annually via a modern fleet consisting of 3,600 barges and 140 towboats. ACBL also operates three transfer terminals to connect barge and rail and truck.



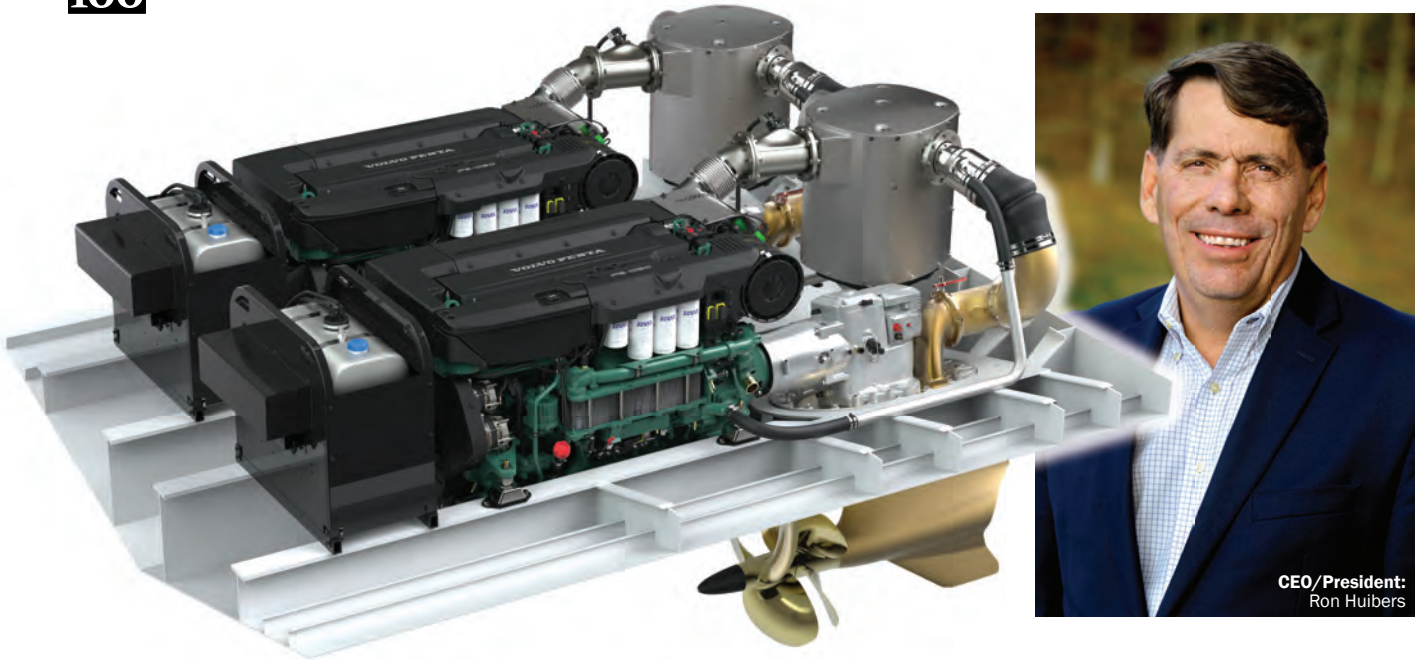
CEO/President:  
Arlen "Benny" Cenac, Jr.

### THE COMPANY:

Dating back to the 1920's, Cenac has always been known throughout the towing industry for its excellence in customer service, with an impeccable safety record and an unwavering commitment to strict maintenance and operational standards. Today, Cenac continues its pioneering way in the marine industry with a new and innovative inland pushboat and tank barge fleet. Cenac Marine Services caters to all major oil companies and refineries, transporting crude oil, residual fuels, feedstocks, lubricants, petrochemicals, refined products and LPG. The company operates 31 vessels and 68 barges. In accordance with Subchapter M, Cenac was issued one of the first Certificate of Inspections under the subchapter M scheme from the U.S. Coast Guard.

### THE CASE:

Led by Arlen B. Cenac Jr., Cenac Marine Services continues to be a pioneer in its industry by providing excellent customer service with a strong focus on maritime safety. Cenac proudly has the newest and most innovative push boat and tank barge fleet operating within the US Inland Waterways System.



## Volvo Penta of the Americas

### THE COMPANY:

Volvo Penta, with approximately 3,500 dealers in over 130 countries, is a global manufacturer of engines and complete power systems for boats, vessels and industrial applications. The engine program comprises diesel and gasoline engines with power outputs of between 10 and 1,000 hp. Volvo Penta engines are type approved by major classification societies and comply with all applicable national and international emission regulations. Volvo Penta is part of the Volvo Group, one of the world's leading manufacturers of heavy trucks, buses and construction equipment. In June Volvo Penta announced a strategic plan to offer a full line of electric and hybrid marine propulsion solutions no later than 2021, underpinned by the success of hybrid and electric technology introduced by the Volvo Group. As part of this increased commitment, Volvo Penta has committed to an ambitious ramping up of its electrification investment program. An electromobility development-and-test laboratory has been established at its Swedish headquarters. The company also revealed that work is underway on a hybrid-powered IPS concept that will allow operation in zero-emission areas when running in the electric-only mode. The system is being validated at the Volvo Penta test center in Gothenburg, and a test boat is expected to enter sea trials in early 2020.

### RECENT HIGHLIGHTS & CONTRACTS:

Volvo Penta's commercial marine business has grown rapidly over the last five years. In 2017, Volvo Penta an-

nounced the acquisition of a controlling interest in the premium outboard manufacturer Seven Marine of Milwaukee, WI. The deal broadens Volvo Penta's technology platform, offering a modular, cutting-edge solution, regardless of the energy source, to deliver the desired power in the water. Seven Marine will continue to operate as a stand-alone entity retaining its brand, product line and organizational structure.

Recent commercial marine projects in the Americas have include a pilot launch for the Virginian Pilot Association with twin IPS, another contract to repower 13 boats for Tropic Star charter fleet in Panama, a new passenger-vehicle transport vessel for Canada's West Coast launch, a repower of W. F. Magann tugboat in Hampton Roads, Virginia, a new offshore snow crabber in Nova Scotia and a repower assignment for a Smithsonian Tropical Research Institution service boat in Panama Canal.

Numerous repowers for lobster and commercial fishing vessels in New England, Canada, the Gulf and Pacific Coasts have also taken place over the past 12 months.

### THE CASE:

For over 100 years Volvo Penta has led the marine industry in developing new engine innovations that boost performance, reduce fuel consumption and emissions, extend service life and minimize downtime. As a part of the Volvo Group, Volvo Penta draws on the R&D and engineering resources of one of the world's largest engine manufacturers.



CEO/President:  
Ricardo Barbosa

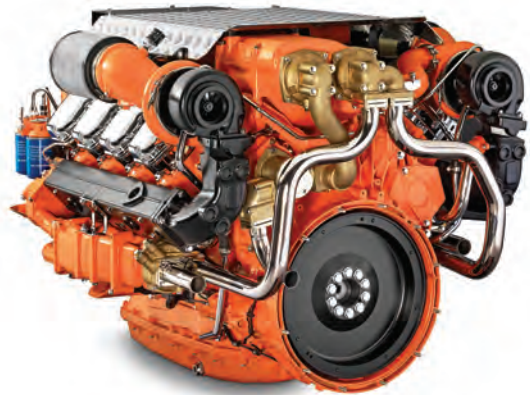
## MAN Engines & Components

### THE COMPANY:

MAN Engines develops, produces and sells a wide range of efficient diesel and gas engines for varied applications in many industries. The ratings of the MAN engines range from 37 kW to 1,397 kW (50 hp - 1,900 hp). There are 4- and 6-cylinder in-line units and 8-, and 12-cylinder V engines. With key technologies – common-rail injection, exhaust-gas recirculation (EGR), 2-stage supercharging, selective catalytic reduction (SCR) and optional soot particle filters (DPF/CRT) – MAN Truck & Bus ensures that future exhaust-gas regulations will be met and running costs kept down at the same time. MAN components embody innovative technology and outstanding quality that always translate into high economy. MAN Engines offers a wide range of high-speed four stroke diesel engines for use in commercial shipping. For heavy operation – with unlimited operating hours and working up to 100% full load – such as for tugboats and other working ships, MAN Engines provides a range of outputs from 147 kW to 735 kW (200 HP up to 1,000 HP). In medium-heavy operation (up to 4,000 hours per year at 50% full load), such as for ferries, passenger ships, and fishing boats, the range of outputs extend from 412kW to 1,066 kW (560 HP to 1,450 HP). In light operation (up to 1,000 hours per year at 20% full load), the MAN engine range offers efficient 6-, 8- and 12-cylinder engines from 537 kW to 1,397 kW (730 HP to 1,900 HP) for escort, ambulance, and police boats. A characteristic feature of MAN marine engines is their powerful acceleration coupled with an extremely low fuel consumption.

### THE CASE:

MAN is the premium engine supplier of the industry. The company has lots of tradition, but at the same time always stays modern by using the latest technology. MAN develops its engines specifically for its applications. Numerous large shipyards and niche suppliers rely on the high quality and reliability.



# SCANIA

### THE COMPANY:

Scania U.S.A. Inc is a subsidiary of Scania A.B. and one of the world's leading manufacturers of marine and industrial engines, trucks and buses. Employing some 46,000 people, the company operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2016, Scania net sales totaled \$11.44 billion. Scania engine specs & press releases are available on their web site. A designer and manufacturer of the finest trucks, buses, and engines, Scania also services and support these products throughout the world. Here in North America, it was a busy 12 months for this engine manufacturer. Recent highlights and deliveries include engines for Entertainment Cruises' Washington D.C. water taxis vessels, Argosy's newest passenger vessel, Puget Sound Express' newest vessel and a Trinidad pilot boat. Repower contracts included two Cancun ferries, three Hornblower passenger vessels, and a Boston Harbor Cruise passenger vessel.

### THE CASE:

Scania USA has grown dramatically. The firm's year-over-year growth in engine sales was 24% from 2016 through 2017. Scania expanded its passenger vessel sales to the east coast with prominent customers including Entertainment Cruises and Boston Harbor Cruises. Beyond this, Scania introduced its high horsepower 13L with the XPI fuel system and launched a new IMO Tier III compliant line of engines. The firm impressively introduced and sold out high its horsepower 13L engine production in 2017.



## TORQUEEDO

### THE COMPANY:

Founded in 2005 in Starnberg, Germany, Torqeedo develops and manufactures electric and hybrid drives for marine vessels. The company has offices in the United States and a network of dealers in over 50 countries. Torqeedo is part of the DEUTZ Group, one of the world's leading independent suppliers of diesel and natural gas engines. Torqeedo is at the forefront of developing and deploying electric and hybrid propulsion systems for a wide range of recreational and commercial vessels. Products include outboard and inboard systems from 0.5 to 100 kW. The company has a strategic relationship with BMW for marinizing automotive lithium batteries. Torqeedo has provided the electric propulsion system for ECOCAT, Spain's first solar-powered passenger ferry, which enters service this summer. The 18m aluminum catamaran, with deployable rooftop sliding solar panels, has no auxiliary engine and operates solely on solar energy and batteries. The Torqeedo propulsion system consists of two 50 kW Deep Blue electric motors driven by eight 30.5 kWh BMW i3 batteries. The vessel can run up to eight hours on batteries without sunshine. The government of Suzhou in eastern China recently deployed a fleet of 177 electric vessels, all powered by Torqeedo to clean up trash and debris in the city's extensive canals and waterways. The City of San Antonio, Texas, has put into service 43 electric passenger boats powered by Torqeedo for its River Walk canal system. Each of the 27-ft. vessels is driven by a Torqeedo 10 kW outboard with 16 lithium batteries. They cruise up to 12 hours between recharges.

### THE CASE:

Torqeedo is a market leader for electric mobility on the water with more than 70,000 electric and hybrid systems in service. Commercial marine projects include work boats, passenger ferries, excursion boats, water taxis, patrol vessels, self-propelled barges and utility vessels.



## YANMAR America

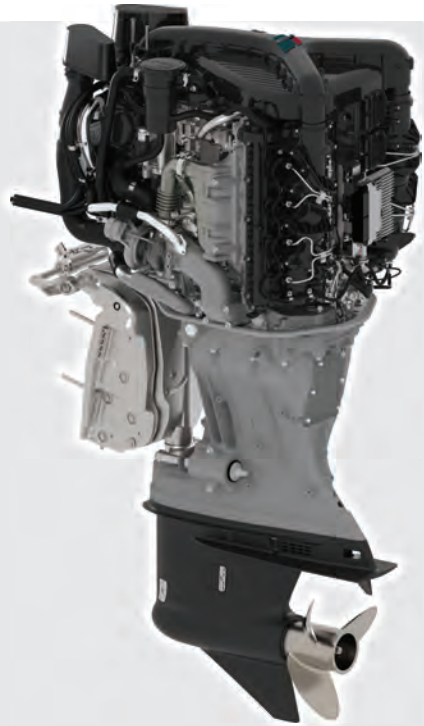
### THE COMPANY:

YANMAR America is a subsidiary of YANMAR Co., Ltd., which celebrated its 100th year of operation in 2012. YANMAR America is a recognized designer and manufacturer of advanced performance diesel engine and diesel-powered equipment for a multitude of market segments, including marine engines. In 1933, YANMAR became the world's first manufacturer to develop a practical small diesel engine.

YANMAR America offers two series of EPA Tier III compliant high-speed commercial marine engines. The first series is the 6AYAM-ET, which is rated at 744 hp and 1900 RPM. This 20.38-liter engine uses a fully mechanical control system for easy servicing and reliable performance. The second series includes the 6AYEM-ST and 6AYEM-ET engines, which are rated at 650 and 803 hp at 1900 RPM. These are also 20.38 liter engines, but feature common rail technology, which allows for remote engine monitoring without sacrificing durability. Both of these engines are four-cycle in-line six-cylinder configurations. They also offer low fuel consumption, a long service interval, easy maintenance, low noise and a compact profile. YANMAR also supplies original marine gears that can be adapted to a wide range of applications for better performance and easier maintenance. YANMAR America recently commissioned the Cape Reliant fishing vessel in Alaska. On November 3, 2017, YANMAR America officially opened the YANMAR EVO//CENTER located in Acworth, Georgia. The new 50,000 square foot facility features six state-of-the-art product training labs with classroom and hands-on space, three classrooms, multiple meeting rooms, office space, a 250-seat auditorium, the EVO Commons dining area, concept lab, museum and outdoor product demonstration areas.

### THE CASE:

YANMAR has been providing quality diesel engine propulsion packages and auxiliary generator sets worldwide for more than 60 years. Having established a stronger presence in the North American market in the past few years, YANMAR is poised to grow and support a wide range of applications.



# Cox Powertrain

CEO/President:  
Tim Routsis



## THE COMPANY:

Cox Powertrain is an innovative engineering company that develops marine diesel outboard engines for worldwide, multi-market applications. It is the first company to introduce a completely new line of high powered, high performance and highly durable diesel outboard engines that have been built specifically for marine use. A global network of Cox Powertrain distributors and dealers deliver sales and support service that is second to none. Led by CEO Tim Routsis, the company's mission is to create an iconic engine brand and deliver a completely new concept in diesel engines.

## THE CASE:

Cox Powertrain has developed – and launched in 2018 – the world's highest-powered diesel outboard engine. At 300hp the CXO300 is based on a 4-stroke, V8 architecture. Crucially for commercial operators, it offers at least a 25% better range compared to a gasoline outboard and is designed to last up to three times longer.



## David Clark Rough-Water-Ready Digital Communication System Solutions



The David Clark Digital Communication System is simple to use and configure, provides versatility for multi-mission platforms and features scalable, IP-based architecture that defies obsolescence for a future-proof solution. Ideal for crew members on board workboats, patrol and interdiction craft, offshore service vessels, tug and salvage boats, fire boats, rescue craft and more.

Call **800-900-3434** to arrange a **system demonstration**, or visit **www.davidclark.com** for more information.

Scalability



Versatility



Simplicity



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[WWW.DAVIDCLARK.COM](http://www.davidclark.com)



## Glosten



### THE COMPANY:

Glosten is an employee-owned, full-service consulting firm of naval architects, marine engineers, electrical engineers, ocean engineers, and production designers. Based in Seattle, Washington, the firm's extensive design experience includes research vessels, passenger/car ferries, tugs, barges, dredges, and special purpose platforms. Consulting and design services include hull, structural, mechanical, and electrical systems design, as well as construction management. Glosten has developed specialized expertise in areas such as hydrodynamic analysis, climatology, and risk analysis to serve vessel operators, marine civil engineers, and contractors performing challenging in-water projects. Since their founding in 1958, Glosten has consistently delivered innovative marine solutions, integrating advanced analysis with practical, experience-based design. Their team of 93 contains 37 professionally-licensed engineers and includes personnel with seagoing experience and U.S. Coast Guard operating licenses. Glosten is also the parent company to Noise Control Engineering, LLC, a Massachusetts-based acoustical and structural engineering consultancy specializing in noise and vibration measurement and control for marine, industrial, commercial, and military applications.

### PRIMARY PRODUCT / SERVICE:

Glosten's team comprises strong technical expertise with practical design, construction, and operations experience to support clients across a variety of areas. Glosten regularly supports new vessel acquisitions programs, refurbishments projects, and fleet condition surveys in support of capital improvement planning. Their vessel design experience includes hull form development, steel and aluminum structure design, mechanical systems design, propeller/propulsion systems, HVAC, and electrical system design. Glosten provides technical advice on available technologies and analysis regarding marine transportation alternatives, their technical feasibility and performance, and associated acquisition, operating, and lifecycle costs. Highlights of Glosten's broad experience in vessel design and construction include acquisition, construction support, program management, marine engineering,

electrical engineering, ocean engineering and analysis, model testing, and green ship technologies. Glosten expertise also extends to "anything that floats," from floating golf greens, to flipping research platforms, and anything in-between.

### RECENT HIGHLIGHTS:

Glosten recently unveiled the HT-67: a new 67' ASD (Z-Drive) harbor tug designed for versatility of service on inland and near coastal waters. Outfitted with a tow winch and pin box/stern roller assembly, this tug can tow astern as efficiently as a conventionally-shafted tug of equal horsepower and can handle barges unassisted on arrival and departure. Glosten's goal was to develop a nimble harbor-size tug with exceptional barge handling capabilities. The result is a design that is practical, adaptable, and user-friendly – both for captains in the wheelhouse and crewmembers on deck. The HT-67 boasts a steel hull with an aluminum house and single curvature hull plates for ease of construction. The hull can also be ice strengthened or fitted with push knees without substantially altering the design. Propulsion engines may be Cummins QSK19-M or MAN LE 434 for a combined 1500 hp. Both engines are EPA Tier 3 compliant. Z-drive units may be either Schottel SRP 190FP or ZF Marine AT 5000 WM-FP. A top mounted configuration affords the option to remove and replace Z-Drive units pier side. The HT-67 can also be configured with Nautican nozzles on ZF Marine Z-drives for 10% greater bollard pull and improved fuel efficiency. The vessel meets USCG Subchapter M (Towing Vessels) design requirements. The design is highly responsive and right-sized for work in confined waterways, whether towing, working alongside, or assisting.

### THE CASE:

For 60 years, Glosten has delivered innovative solutions grounded in a comprehensive understanding of all things marine. From the development of a mobile ballast water treatment system to the design of a novel, risk-reducing Emergency Vessel Attachment and Towing System, Glosten's experience spans every sector of the marine industry.



### THE COMPANY:

Boksa Marine Design, Inc. is a full-service naval architecture and marine design firm located in Lithia, Florida. Specializing in full scale design, engineering and production services to the commercial marine industry and shallow draft market, and providing naval architecture and marine engineering for inland marine solutions, the firm's high-performance towboats and barges are designed and engineered for challenging river conditions. Boksa creates powerful, rugged, maneuverable river push boats and stable barges. Boksa provides the desired scope of work, including complete naval architecture, design and marine engineering services for the shallow draft market and inland river marine solutions, as well as providing production engineering or refit engineering management for ongoing projects and consulting and project management. Notable recent workboat projects include the tug Yankee, which involved managed engineering for refit and repower. The firm also performed naval architecture, design, engineering for the R/V WT Hogarth, a 98-foot coastal class research vessel. Additionally, the firm's work includes many dry docking calculations for USCG vessels at various shipyards as well as many stability and regulatory compliance projects on Subchapter T Small Passenger Vessels.

### THE CASE:

Combining short river and long sea navigation, Boksa Marine Design designs and engineers boats and barges that sail safely, accommodating river draft restrictions while being efficiently fueled for a long navigation at sea. BMD creates powerful, maneuverable high-performance towboats and stable barges for the shallow draft market. Every Boksa boat is a truly rugged vessel with excellent seakeeping capabilities. Because the firm's naval architects and marine engineers are also working sailors, their commercial marine and shallow draft designs are engineered like small ships that they'd actually take to sea.



## Bristol Harbor Group, Inc.

### THE COMPANY:

Bristol Harbor Group, Inc. (BHGI) is a full service naval architecture, marine engineering and consulting firm located on the harbor in Bristol, Rhode Island. In business for more than 25 years, the firm has produced numerous designs, to which hundreds of vessels have been built. BHGI specializes in commercial vessel design and consulting and has experience with tugs, barges, Articulated Tug/Barge Units (ATB), passenger vessels, workboats, dredges and floating dry docks. The BHGI team of dedicated professionals hail from some of the best naval architecture schools in the country and BHGI utilizes state of the art computer modeling and design tools. Some of the naval architecture services provided include, but are not limited to structural analysis, finite element analysis (FEA), deadweight surveys, hydrodynamic analyses utilizing computational fluid dynamics (CFD), and hydrostatic analysis. BHGI also offers a wide range of marine engineering services. BHGI offers a full spectrum of services from concept design through shipyard selection and construction oversight. This can include detail design, implementation of tests and trials, and eventual lifecycle management and maintenance support. In 2015, BHGI was contracted by Conrad Shipyard in Amelia, LA to develop the design for three (3) 80,000 BBL ATB oil barge units. The design is complete. BHGI is providing miscellaneous shipyard support through the delivery of the final vessel. Of note to U.S. inland stakeholders, BHGI completed the design of a USACE wicket lifting vessel for operation at Olmsted Lock & Dam on the Ohio River in 2017. The vessel was delivered in the 1st quarter of 2018 and is currently undergoing testing and crew training.

### THE CASE:

Bristol Harbor Group, Inc. (BHGI) is one of the leading naval architecture and marine engineering firms in the country. Constantly innovating, BHGI has years of experience providing naval architecture, marine engineering, and project consulting services to the marine industry.



## Donald L Blount and Associates, a Division of Gibbs & Cox, Inc.

### THE COMPANY:

This firm's founder, Donald L. Blount, has left a legacy of high-performance designs introduced to the maritime world ahead of their time. All types of marine vessels have benefitted from DLBA advancements in marine technology, specifically in the area of hydrodynamics and propulsion. As technology evolves, the design and construction of marine vessels require specialization in an increasing number of disciplines. While the firm prides itself on keeping abreast of the advancements of marine technologies, these developments have required DLBA to collaborate with experts, and they regularly work as a member of a team. As a result, the firm has built worldwide relationships with some of the most prestigious and successful research facilities, technical consultants, builders, designers, and marine equipment manufacturers. Donald L. Blount and Associates has built a state-of-the-art design team of experienced project managers, naval architects, engineers, 3-D modelers, and designers. That marriage of professionals and the design tools can ease the path to successful projects. Their expertise and experience in the application of new technologies to all types of marine vessels is what allows them to excel in meeting challenging requirements. Recent highlight include a 55' Fireboat for city of Portland, OR (Vigor), a 64' Survey boat for USACE (Metal Shark), a 64' Pilot boat for Brazos Pilots (Metal Shark) a 36' RIB for Newport Coastal Adventures (Ribcraft USA), a 150' Coastal Patrol Craft and a 70' High Speed Interdiction Vessel

### THE CASE:

DLBA was founded in 1988 as a naval architecture firm specializing in the development of high-performance marine craft. The firm specializes in the design, construction management, and testing of commercial, military, paramilitary and recreational vessels. For 30 years, DLBA has pioneered the application of cutting-edge technologies to marine vessels.



Credit: Craig Ainess

### THE COMPANY:

Ocean Tug & Barge Engineering was founded in 1994. In its 24 year history, it has been at the forefront of the development of the AT/B (Articulated Tug/Barge) in this hemisphere. The firm has introduced many innovations into the tug and barge world and numbers among its clients most of the major tug and barge operators in the United States, and many of the major oil companies. Its reach goes beyond the vessels it designs – OT&BE are co-patentors of the original Intercon Connection System, and hold a co-patent with Taisei Engineering in Tokyo, for a new type of Articouple connection system. OT&BE's founder and President has AT/B design experience going back to 1980 when he designed his first Articouple AT/B for Sun Transport.

### RECENT HIGHLIGHTS

OT&BE Corp. remains at the forefront of AT/B design for both Jones Act and International service. Notable recent deliveries in the past 18 months of designs include AT/B Tugs for Moran (3), Kirby (2), Savage Marine (2) and Reinauer (3, all in 2018). In terms of barges, the innovative Anhydrous Ammonia barge "HARVEST" and the product and crude oil barge, RTC 165 were delivered. The firm, co-patentor with the world's two major AT/B connection system builders in the world, Intercon and Articouple, also sits on the Task Group updating USCG NVIC 2-81, the Coast Guard Policy regulation covering AT/B's, and on the ABS Rules Committee for Vessels Under 90 meters and Ocean Barges.

### THE CASE:

Robert (Bob) Hill of Ocean Tug & Barge Engineering Corp., of Milford, MA has specialized in the design of AT/B's for many years. Hill's name is, in most maritime circles, synonymous with the words "articulated tug/barge systems." As probably the world's most experienced designer of large articulated tug/barge (AT/B) systems, Hill's success comes from a willingness to innovate. In a nutshell, his firm has had a hand in over 70% of the operational AT/B's in service in America – including, 80% of those built or converted since 1994.





### THE COMPANY:

Elliott Bay Design Group (EBDG) is a full-service, employee-owned naval architecture and marine engineering firm that supports owners, operators and shipyards. EBDG understands the complex issues involved in shipbuilding and operations, and creates designs that harmonize the two. EBDG's extensive project portfolio spans a number of vessel types, including barges, tugs, offshore vessels, ferries, passenger vessels, and workboats, and encompasses unique projects from lofting art installations and high-end yacht hulls to one-off service vessel designs and structures. EBDG's analytical services complements its design and engineering capabilities. EBDG selectively applies state-of-the-art technologies to help clients navigate myriad challenges.

The EBDG team's years of hands-on, operations and shipyard experience equips the firm with a storehouse of knowledge about what works best in vessel design, and this expertise is reinforced with every project they undertake, driving continuous improvement and innovation. Working in close partnership with owners and operators, EBDG derives a thorough understanding of each vessel's mission requirements then tailors design and engineering efforts to correspond with these specialized requests. The firm's ability to successfully integrate naval architecture, engineering and analysis with creativity and innovation makes it a leader in taking a concept from the blank page to a producible design. EBDG design and engineering services include FEA and

CFD analyses, electrical engineering, forensic engineering, marine engineering, naval architecture, owner representation, production modeling/lofting, shipyard support, and structural engineering. To complement design and engineering projects, EBDG also offers extensive analysis services. EBDG analysis services include hydrodynamics and seakeeping, mooring and launch, propulsion, route analysis, stability support, structural and stress analyses, and transportation planning.

EBDG designed the 320' Ollis Class passenger ferry for Staten Island Ferry. The double-ended vessel has a capacity of 4500 passengers and is under construction at Eastern Shipbuilding. EBDG is designing the new Ro/Ro ferry for Miller Boat Line. EBDG designed the 300 passenger/40 car River Class ferry for North Carolina DOT which is under construction at Bollinger. Participant in

the Alaska Marine Highway System Reform Study. Four EBDG-designed 83,000 barrel ATB barges were delivered to Harley Marine Services in 2017. EBDG designed an innovative floating data center. EBDG designed a sleek, modern water taxi featuring two passenger decks for use in the Chicago metropolitan area. EBDG conducted a hybrid system integration study for Washington State Ferries to determine the feasibility of converting the Jumbo Mark II ferries to hybrid technology.

### THE CASE:

This year, Elliott Bay Design Group celebrates its 30th Anniversary. This milestone marks an industry achievement in exemplary vessel design and engineering support. The extensive EBDG project portfolio spans several vessel types encompassing design, engineering and analysis services. Its designs are better to build and better to operate.

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CEO/President:  
Mike Fitzpatrick



## Robert Allan Ltd.

### THE COMPANY:

Robert Allan Ltd. is Canada's most senior consulting Naval Architectural firm, established in Vancouver, B.C. in 1930. The company has earned an international reputation for innovative, successful designs of a wide range of cost-efficient vessels for service in the marine transportation industry. Its experience includes designs for hundreds of vessels of almost all types, from small coastal and inshore fishing boats to ocean-going vessels of various designs. The firm provides independent professional marine consulting and design services to a worldwide client base, supported by the latest in computer-aided design technology. Robert Allan Ltd. is a world leader in the design of High performance terminal escort tugs. With a legacy of more than eight decades of design experience, there are very few vessel types which have not already been developed in some form and which exist in its files at least as a basic reference. This legacy includes a large number of shallow draft designs for northern Canadian and South American Rivers. Recent contracts and highlights include the Carrousel Rave design. The Multratug 32, the first new Carrousel Rave Tug (CRT) was delivered to its owner. RT Raven, the first of Robert Allan Ltd.'s innovative ART 100-46 Infield Support Vessel (ISV) design, was recently named Raven at a ceremony at the Builder's yard. The RT Raven represents a number of "firsts" in Rotortug history: it is the largest Rotortug to date, the first to have an anchor handling notation, the first to have Dynamic Positioning capability (DP2), and many other innovative capabilities.

### THE CASE:

Robert Allan Ltd. is a recognized world leader in innovative Naval Architecture and Marine Engineering with a particular focus on harbor and seagoing tugs, shallow draft towing vessels, fireboats for major world ports. Robert Allan Ltd. has won many awards for their design work from a variety of publications and other organizations. This year, in concert with Kongsberg, the firm introduced the innovative autonomous fireboat RALamander.



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CEO/President:  
T. Blake Powell

### THE COMPANY:

JMS Naval Architects is a specialty maritime engineering firm providing naval architecture, marine engineering, marine surveying, and marine casualty response services to assist ship owners in the management of their fleets. With a unique combination of high-end analytical engineering expertise and practical deck plate experience, JMS delivers innovative and cost-effective solutions to complex problems. JMS recently designed a 93-foot research vessel VIRGINIA for the Virginia Institute of Marine Science. The new vessel will greatly expand VIMS's capability to perform general oceanographic research in the Chesapeake Bay and the mid-Atlantic near coastal waters. The state-of-the-art research vessel offers enormous capability in a small package that is also economic to build and operate.

### THE CASE:

JMS Naval Architects is celebrating its 30th anniversary. JMS provides engineering services for barges, dry docks, and workboat design – including vessel design package development; from concept to detail, structure, systems design, and owner's rep. JMS is also widely considered the foremost designer of fast, coastal research vessels in the U.S.



Vice President:  
Cory Wood

# The Shearer Group, Inc.

## THE COMPANY:

The Shearer Group, Inc. (TSGI), is a global leader for the design of inland towboats and barges with a rich history of providing naval architecture and marine engineering services to the marine industry, with a focus on the inland marine equipment sector. The technical team includes designers and marine surveyors with many accreditations for inspecting and auditing, including NAMS members, Certified Welding Inspectors and American Waterways Operators' certified Responsible Carrier Program auditors. Naval architecture is the heart of TSGI's business. TSGI's marine engineering practice focuses on the design of new vessels, but its engineers also work on repowerings, vapor control systems, and mechanical and electrical upgrades. TSGI also offers marine surveying and construction oversight services. These services can be in support of new construction projects, modifications, regularly scheduled dry dockings or more comprehensive maintenance periods. TSGI recently completed two diesel electric towboat designs for a major

client. An analysis was performed using the existing vessels engine operating profiles over the course of a year of operations to develop an optimal propulsion system including diesel electric generators and "L" drives. Two designs were developed, one for a 3,200HP L Drive towboat and one for a 1,800HP retractable pilothouse towboat. Separately, the SCF EXPLORER, the final towboat in a series of three, was delivered to SCF Marine in the first quarter of 2018. All three towboats are currently the largest Z Drive towboats on the inland waterways with a rated horsepower of 6,600 HP using a triple Z drive propulsion arrangement.

## THE CASE:

The Shearer Group, Inc. (TSGI) is a premier naval architecture firm with focus on the inland marine industry. TSGI has led the industry with several significant z-drive towboat designs as well as LNG based projects. TSGI is participating in several innovative projects from LNG fueled vessel designs to new pressure barges.

The Ongoing Inland Waterway Adventures of **Cap'n Rivers**

Episode 6: No Shortcuts

"TPG Marine vessels are on schedule to comply with Sub-Chapter M structure, stability and essential systems. Their vessels and their process will always be safe and efficient." Cap'n Rivers

Although they are not without significant upfront costs, investments in safety and efficiency have made the inland waterways America's safest and most environmentally friendly mode of commercial transportation.

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Life ashore ain't for me -- I like being on the river. So -- take it seadog like me: harbor

Here's a little toast to responsibility.

from an old TPG Marine's services play by the rules ...

... They've invested to take care of their crews, vessels and the environment -- and, therefore, MINE. There are no shortcuts on the river!

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 At the Port of Indiana-Jeffersville

[www.tpg-grbs.com](http://www.tpg-grbs.com)  
 On Kentucky's Green River



**THE COMPANY:**

Herbert Engineering Corp. (HEC) is an employee owned corporation founded in 1963 with offices in the United States and several locations overseas. HEC's primary clients include shipowners, operators, charterers, shipyards, and government agencies. HEC's primary area of expertise is in the conceptual, preliminary, and contract design of commercial vessels and selective offshore vessels. Notably, HEC is joint owner with ABS of a leading stability software company, Herbert-ABS Software Solutions. Recent significant contracts in the workboat sector include concept designs for LNG fuel systems, evaluation of LNG propulsion options and preparation of advisories for LNG bunkering, along with concept designs for ATB bulk carriers.

**THE CASE:**

HEC is a leading naval architecture and marine engineering consultant firm with many years of experience with both ocean going and coastwise vessels for both domestic and international service. Areas of expertise include new vessel design, modifications, major repairs and performance improvement. Clients include many of the major US vessel operators and the U.S. government.

**THE COMPANY:**

Creative Systems, Inc., is the maker of GHS, comprehensive software that performs common and complex stability analysis calculations quickly and efficiently. Unlike software that bases stability calculations on tables, GHS calculates trim, stability, and strength from mathematical and geometrical models of the vessel. GHS handles anything that floats or contains liquid. GHS is used to analyze and design submarines, ferries, SWATHs dry docks, drilling platforms, tugs, yachts, and much more. Over thirty years of continually improving GHS has resulted in careful refinement. Optional modules are available for SeaKeeping, Multi-body interactions, Longitudinal Strength and more.

**THE CASE:**

The firm's flagship stability & strength software has been used to design boats, ships and barges for 46 years. Their on-board software, GHS Load Monitor (GLM) has been used aboard ships to monitor stability and/or strength with various loads for decades. It gives vessel operators the ability to quickly check the safety of present and anticipated loading conditions.



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## THE COMPANY:

At Sherwin-Williams Protective & Marine Coatings, the mission is to create products that protect and preserve customers' most valued assets. This firm is a global provider of protective and marine coatings, offering a world-class portfolio coupled with premier technology and innovation platforms to combat corrosion, protect assets, enhance personnel safety, and improve aesthetics. This offering includes a growing line of Global Core Products that are available at the same quality and performance standard anywhere in the world. In addition, Sherwin-Williams delivers unmatched service and coatings specification support to meet customers' needs. Offerings starts with some of the most innovative technologies in the coatings industry. From over 4,200 company-owned locations and trusted distribution partners worldwide, experts use their market-specific knowledge to evaluate, recommend, and deliver the highest-performance coatings and linings. With more than 150 years in business and a culture of product innovation, Sherwin-Williams today is the single source of supply for coatings solutions made to customers' specifications; delivered on time, every time.

## PRIMARY PRODUCT / SERVICE:

From antifouling coatings to zincs, Sherwin-Williams offers a full line of high-performance coatings and systems to combat corrosion, supported by the industry's largest group of NACE-certified coatings inspectors. Marine and specialty coatings include topside, cargo, ballast tank and hull coatings to confidently protect all areas of a vessel. Whether it's a controlled depletion polymer antifouling coating or a fast-drying polyurethane topcoat, innovative solutions deliver the protection customers need to keep maintenance and new build programs running well. Among the latest solutions, Kem Kromik 150 is a high-solids, high-gloss alkyd topcoat for interior and exterior applications. It features an economical single pack finish, allowing for easy drydock and shipboard maintenance with minimal surface prep and waste. The coating's film flexibility and impact resistance offer durability in aggressive environments and reduce recoating needs. Its wide

application temperature range allows for extended coating seasons, and its quick drying characteristics enable faster returns to service. This Global Core Product is available at the same quality standard globally. Technical service reps evaluate vessels from top to bottom, providing recommendations to improve cost efficiencies. Sherwin-Williams creates service plans and reports to help customers optimize maintenance budgets and lower long-term costs.

## RECENT HIGHLIGHTS & CONTRACTS

Sherwin-Williams Protective & Marine Coatings recently helped The Great Lakes Towing Company (GLT) recalibrate its corporate color identity, which had drifted over time on its fleet. As part of a build of 10 new Stan Tug 1907 ICE tugboats, GLT, Great Lakes Shipyard (GLS), and Sherwin-Williams observed a disparity when comparing color-matched samples to GLT's existing fleet. Understanding the importance of displaying uniform brand colors fleetwide to demonstrate GLT's attention to quality, Sherwin-Williams then finetuned the mixing specifications to match GLT's fleet, ultimately arriving at new Federal Standard colors for GLT's identity. To ensure long-term retention of those colors, the shipyard selected Acrolon 218 HS Polyurethane, a multi-component acrylic polyurethane that provides excellent color and gloss retention. The three companies also collaborated to color match alkyd maintenance coatings with the polyurethane coatings used to coat the new vessels, ensuring any touchups would blend right in. Sherwin-Williams was able to get the SeaGuard 1000 Marine Enamel alkyd and Acrolon 218 HS urethane coatings to match perfectly, ensuring GLT can maintain a uniform visual brand identity following coatings maintenance.

## THE CASE:

From stem to stern, Sherwin-Williams Protective & Marine Coatings offers a complete line of high-performance coatings that protect shallow draft marine assets from corrosion and wear. This includes everything from fast-drying, general maintenance coatings for quick returns to service to high solids coatings designed for long-term asset protection.



### THE COMPANY:

For over 135 years, the firm has successfully delivered marine coatings technologies to address the global marine industry's constantly evolving needs. The brand's long standing purpose lies in bringing peace of mind to ship owners by protecting their assets and minimizing their total operating cost through sustainable solutions. With its U.S. headquarters in Houston and the global headquarters in Singapore, International Paint has more than 1800 employees and over 250 distributors across 60 countries. With 7 laboratories and a portfolio of over 900 patents, coatings are manufactured in 17 factories which are strategically located across the six continents. International Paint's innovations include Intersleek, the first biocide free foul release coating; Intercept, the first linear polishing antifouling; Interline 9001 a bimodal epoxy cargo tank coating for chemical and product carriers with enhanced cargo resistance and zero absorption for many cargos; Intertrac Vision, shipping industry's first big data consultancy tool and the shipping industry's first carbon credit program. 2018 marks the 22nd year since the launch of the Intersleek biocide free foul release technology. Since 1996, it now has more than 5,500 applications and has helped save over \$3 billion in fuel costs. Owned by AkzoNobel, International Paint is among the world's largest coatings suppliers.

### THE CASE:

International Paint is among the world's largest coatings suppliers. International Paint holds a leading share in the marine coatings market, servicing both global and local customers from shipyards, contractors, vessel owners and vessel operators in both blue water and brown water markets. Notably, AkzoNobel is developing a revolutionary fouling prevention technology which uses ultraviolet light-emitting diodes (UV-LED). The pioneering solution will be applied to underwater surfaces to eliminate fouling growth. The fully biocide-free solution will provide groundbreaking performance and offer complete fouling prevention to the hulls of ships and boats.



CEO/President:  
George More

## Mascoat

### THE COMPANY:

Mascoat was founded in 1995 to provide solutions that protect equipment and facilities from thermal and sound issues, and costly corrosion. Today, Mascoat's coatings are now widely accepted as a viable alternative to conventional thermal and sound barrier methods. Along with a production facility and corporate office in Houston, Mascoat has offices in Holland and China. Mascoat engineers a product line that is proven to reduce or eliminate condensation, reduce vibration, prevent corrosion, and save time and money. Mascoat's Marine-DTM Thermal Barrier Coating is a water-based, one-part coating comprised of air filled ceramic and silica beads held in suspension by an acrylic binder. It applies like paint and is maintenance-free, providing thermal barrier and anti-condensation capabilities for shipboard construction. The Mascoat proprietary blend allows for dramatic sound reduction of 12-15 dB with only 2-4 mm applied.

### THE CASE:

Mascoat has been at the forefront of the thermal barrier, anti-condensation, and sound damping coatings industry for the past 20 years. With more approvals than any other coatings in the industry, vessels from the Arctic to the Antarctic are protected from condensation, radiant heat gain, and harmful noise and vibration.



Senior Director:  
Rick Schwab

## Delgado Maritime & Industrial Center

### THE TRAINING CENTER:

The Delgado College Maritime and Industrial Training Center was opened in 1978 in New Orleans East. The facility serves local, regional, national and international markets with over 80 different courses in marine fire fighting, industrial safety, and emergency preparedness, most of which lead to industry-based certification. A brand new, 18,000 sq. ft. building was opened on April 1, 2016. With a corporate feel and state-of-the-art equipment, this center is able to provide a new and upgraded level of learning for all students. This new facility houses 3 interactive Full Mission Wheelhouse bridge simulators. This has become an essential tool for training wheelhouse personnel for local and regional companies who desire to upgrade employees' skills on the vessels, targeting specific areas on the inland waterways that may be of especial interest to a company. The facility is the first school in the U.S. to offer Virtual Reality Simulation Training. With this system, real life scenarios can be recreated for emergency command teams, to target a company's specific emergency response protocols.

### PRIMARY SERVICE:

Courses offered on a regular basis include Basic and Advanced Firefighting, STCW Basic Training, Industrial Firefighting, Confined Space, Job Hazard Awareness, Medical Care Provider, Leadership and Managerial Skills, Tank Barge Dangerous Liquids, and Vessel Security Of-

ficer. A variety of maritime navigational courses are offered as well, such as ARPA, GMDSS, Radar Observer, Engine Room Resource Management, QMED-Oiler, Steersman/Apprentice Mate, and Bridge Resource Management.

### RECENT HIGHLIGHTS:

Curriculum development is constant and ongoing to meet industry demands. Training that has been recently added include Maritime Engineering courses such as Engine Room Resource Management, Qualified Member of the Engineering Department, Management of Electrical and Electronic Control Equipment. Highlighted training includes Virtual Reality Simulation. With this software, companies can train emergency response teams on a variety of scenarios, including active shooter and plant fires/accidents. Situations can be specifically designed by the instructor to reflect company layout and needs.

### THE CASE:

The Maritime and Industrial Center at Delgado has earned a national and international reputation for providing high-quality maritime and industrial firefighting, radar, safety and U.S. Coast Guard-approved training including full mission bridge simulator courses. All instructors are experts in their fields, many of whom have been on staff for more than 30 years. This center is well known for providing development to tailor courses to meet the specific training needs of clients and companies.



### COLLEGE PROFILE:

Surrounded by monuments of history, industries and maritime enterprises of today, and the space age of tomorrow, San Jacinto College has been serving the citizens of East Harris County, Texas, since 1961. The San Jacinto College Maritime Program, just outside of Houston, Texas offers over 80 United States Coast Guard (USCG) and National Maritime Center (NMC)-approved and internationally-recognized Standards for Training, Certification and Watchkeeping (STCW) maritime training and deck-level coursework for all professional mariners from the entry-level deckhand on an inland towboat to Unlimited Tonnage Masters on the world's largest ships and everything in between. Engineering courses are available from engine room fundamentals to Qualified Member of the Engineering Department (QMED), Designated Duty engineer (DDE), to Chief Engineer. The College's assets include a 3,748 square-foot suite for three full-mission ship bridge simulators and much more. A dock was recently built at the Center for industry crew changes and student training, thanks to a partnership with G & H Towing. Curriculum is guided by collaboration between maritime industry leaders and College leadership to ensure the training provided prepares a new generation of the workforce as well as upskilling the current workforce.

### THE CASE:

In 2017, the College celebrated the first anniversary of the San Jacinto College Maritime Technology and Training Center on the Maritime Campus in La Porte, Texas. This Center was built by San Jacinto College to meet the training needs of mariners in the Gulf Coast

## San Jacinto College Maritime Technology and Training Center



region, providing them with USCG-approved courses. It also houses Texas' first associate degree program in maritime transportation. In a very short pe-

riod of time, the college has achieved an enviable reputation for providing meaningful and valuable marine training across many disciplines.

An advertisement for Ribcraft boats. The top part of the ad features the text "Rough Water Performance. Mission Specific. Reliable. Proven." followed by "Professional Grade Rigid Inflatable Boats and Inflatables". Below this is a photograph of a grey Ribcraft boat with a canopy, moving across the water. At the bottom of the ad, the Ribcraft logo is displayed, along with the text "PROFESSIONAL GRADE RIBS™" and the website "www.ribcraftusa.com • 781.639.9065 • info@ribcraftusa.com".

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Mission Specific. Reliable. Proven.**  
Professional Grade Rigid Inflatable Boats and Inflatables

**RIBCRAFT**  
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## Massachusetts Maritime Academy



### THE SCHOOL:

Massachusetts Maritime Academy offers seven undergraduate Bachelor of Science degrees and two graduate Masters of Science programs. The regiment of cadets is comprised of students from around the globe. The academy operates a training vessel used to acquire sea service for the cadets. Two tugs (Alert and Hercules) and a barge support the Mate of Towing program. The Academy has a vast array of simulators used for undergraduate and professional mariner training. The engineering program has a live steam plant with a condensing turbine used for training along with multiple live and static machinery including diesel, gas turbine and steam turbines.

### THE CASE:

Massachusetts Maritime Academy has been training deck and engine licensed seafarers since it opened 127 years ago. The academy now brings in a class of 500 cadets of which fully one-half are USCG license track students. Massachusetts Maritime Academy also offers professional seafarer training through a variety of 22 USCG approved courses offered under the Division of Continuing Education.

### THE COMPANY:

Resolve Maritime Academy specializes in quality courses related to maritime training for the cruise, offshore, oil & gas and yacht industries. Curriculum includes shipboard fire and safety, damage control courses, STCW-approved safety and navigation, resource management and additional marine safety training utilizing state-of-the-art bridge, engine and environmental simulators. All courses are taught by officers with first-hand marine experience. This, in combination with industry-leading facilities and technology, makes Resolve Maritime Academy's training "as real as it gets." Resolve offers clients an unparalleled level of customization for courses, allowing us to better align with specific situations, policies and procedures used onboard their ships. The Resolve Maritime Academy is the training arm of Resolve Marine Group and has trained more than 35,000 personnel to date. With plans to expand its training facility footprint, as well as adding additional courses, the school isn't slowing down any time soon.

### THE CASE:

Resolve Academy prepare students for successful futures at sea with intensive maritime training courses, including shipboard fire and safety, damage control, STCW-approved safety, navigation and resource management.

## Resolve Maritime Academy



# A CRUISE SHIP THAT MOVES THOUSANDS OF PASSENGERS

And a large-scale project where we were  
on board from the beginning

Why does the world-renowned Meyer Werft shipyard team up with Viega time and again for numerous projects of this scale? In addition to the extremely reliable piping systems made from copper, copper alloys or plastic materials, Viega also supplies the know-how to go with them. **Viega. Connected in quality.**

Meyer Werft shipyard, Papenburg, Germany

The Viega logo consists of the word "viega" in a bold, lowercase, sans-serif font, colored yellow. It is positioned above a solid yellow horizontal bar. The entire logo is contained within a white rectangular border.

viega



CEO/President:  
Steve Candito

## Ecochlor

### THE COMPANY:

Founded in 2001, Ecochlor, Inc. is a market leader in the ballast water treatment system industry and holds a unique position as the only company in the world utilizing a patented chlorine dioxide (ClO<sub>2</sub>) treatment technology. The system's effectiveness is not impaired by variations in salinity, temperature, turbidity, organics, and vibration, which can impact other treatment options. The treatment technology degrades naturally with no treatment or neutralization necessary at discharge. The rugged, scalable, modular system offers many installation and operational advantages. There are design options for hazardous area installations and the automated system is crew-friendly, easy to operate and is highly energy efficient and engineered for long life. Through a Technical Service Agreement, an authorized Ecochlor representative supplies chemicals and services to the vessel at ports around the world approximately two times a year. An international Call Center is available to ship operators 24/7. Training on the Ecochlor System is available during commissioning, as well as through an interactive software training program that is available on the ship's computer.

### PRIMARY PRODUCT:

The Ecochlor Ballast Water Treatment System is a two-step treatment process that includes filtration and treatment with ClO<sub>2</sub>. Ecochlor is in constant touch with the ships that install its system. The firm looks at its relationship with vessel operators more as a service provider as opposed to just selling them a piece of equipment. The genesis of this service focus really started because Ecochlor has to resupply the treatment chemicals, approximately twice a year. For that reason, they are in constant touch with the ships and Ecochlor knows when the ship needs more

chemicals or if there are some customer support needs. Also, in response to the industry needs, Ecochlor has put in place a collaborative effort between the vessel operators and the Service Team. All ballasting operations with an Ecochlor System are tracked automatically through a Functional Data Monitoring Sheet (FDMS) which summarizes critical operational data

and is then sent to Ecochlor by the ship's crew. This data is reviewed by Ecochlor's team of engineers. If the Service Team notices any irregularities, or if the crew has concerns, they are proactively addressed through remote troubleshooting or by a ship board visit. The crew looks at this support as a key factor in assisting them to meet regulatory compliance. Ecochlor also offers a computer-based training program. Finally, crews and operators can reach out, if needed, at a 24/7 international call center.

### RECENT HIGHLIGHTS / CONTRACTS:

This firm took 8th Place Manufacturer in MA - Inc.500 (announced after MN100 2017), and 5th Place in Boston Business Journal Fast50 (Fastest growing companies in MA). The Angelicoussis Shipping Group Selected Ecochlor BWTS for Retrofit in 36 Vessels. Ecochlor's client list includes some of the most prestigious shipowners in world including: Angelicoussis Shipping Group (Maran/Anangel), Minerva Marine, SCF Management Services (Cyprus) and SCF Management Services (Novorossiysk) and SCF Management Services (Saint Petersburg), U.S.-based Liberty Maritime, to name just a few.

### THE CASE:

Ecochlor was named in top 10% of Inc. 5000 list, a distinguished award based on a minimum of 10X revenue growth of a U.S. company. Ecochlor's attainment of global regulatory type approvals including IMO and USCG Type Approval, highlights the firm's efforts to bring a quality, effective BWTS to market in the marine industry and a continued commitment to working with shipowners to assist them in having BWT compliant fleets and/or individual vessels.



**THE COMPANY:**

FCI Watermakers does more than build and sell marine reverse osmosis systems. At the forefront of FCI's philosophy is the ability to provide fresh water solutions to the most challenging of applications. Reverse osmosis water makers are available for commercial, oil/gas, and military applications. For over three decades, FCI Watermakers has engineered and guaranteed the highest quality materials for a USA-manufactured, in-house built, dependable product, keeping costs low for customers. FCI Watermakers' systems are designed to be fully functional in harsh marine environments. From 200 to 260,000 gallons per day, intuitive engineering guarantees the longevity, durability and performance of every marine unit. Unsurpassed system design optimizes the flow of water, while industrial-quality materials ensure robust operations.

**THE CASE:**

FCI Watermakers is a leader in innovation of marine reverse osmosis water makers. FCI is the only manufacturer to offer fully automatic water makers with digital electronics holding Type Approval Certifications from ABS, GL, Lloyd's Register EMEA, and DNV-GL.

## Innovative stopping, turning, locking and clutch systems



STOPPING



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+01 832 482 4830  
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## Maxim Watermakers

### THE COMPANY:

Maxim is a small business which utilizes cost-saving approaches aimed at producing high quality equipment at competitive costs. Maxim serves clients in the marine, offshore and military industries and was recently awarded a contract to provide the U.S. Navy and shipyard partners an electronics cooling system for the DDG51 Flight III Guided Missile Destroyers. Maxim designs and manufactures reverse osmosis watermakers (seawater and brackish) and waste heat recovery evaporators. Maxim's waste heat recovery evaporators utilize waste heat, from engine jacket water, to convert seawater or brackish water to high quality potable water. Heat recovery evaporators, when waste heat is available, is the most energy efficient desalination technology. Maxim's evaporators are also well suited for high turbidity applications and are used frequently for dredges and other inland vessels.

### THE CASE:

Maxim Watermakers has been specializing in water treatment equipment for more than 70 years. Maxim is a leader in desalination technologies and is unique, offering both reverse osmosis desalination systems and waste heat recovery evaporators, engineered and manufactured in Shreveport, LA.



## Scienco/FAST, a subsidiary of Bio-Microbics, Inc.

### COMPANY PROFILE:

Scienco/FAST represents a genuine improvement in Marine Sanitation Devices and Sewage Treatment Systems. Installed on some of the 'greenest' ships in the world, these MSDs treat wastewater, help lessen the environmental impact, and keeps vessels in compliance through changing regulations, including graywater discharges from commercial vessels. Scienco/FAST's MarineFAST is a fixed-film integrated wastewater treatment technology unique in its patented process and the result of many years (40+) of research, and continuous service. This technology accepts and treats any combination of sewage, including: conventional and vacuum toilets, laundry, garbage disposals and showers. The smallest FAST systems are fitted on harbor tugs.

### THE CASE:

Recent certifications, evaluations, and other supporting documents have awarded Scienco/FAST for environmental technology advancements. The oldest Scienco/FAST unit (1975) is still in operation, a MarineFAST installation aboard M/V American Beauty, currently operated by American River Transportation (ARTCO). This team of marine engineers and field experts brings creative and diverse perspectives for marine sanitation solutions.

October 2-4, 2018  
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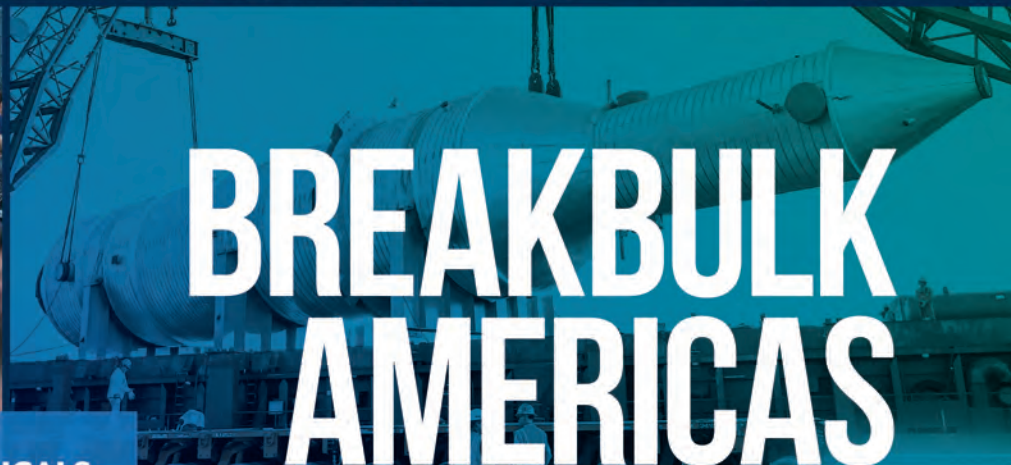


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Chevron, ExxonMobil and Shell.



**THE COMPANY:**

As leading providers of classification services to the global offshore and marine industries, ABS's more than 4,500 employees are driven by its mission to promote the security of life, property and preserve the natural environment. The ABS team offers support throughout concept design, design approval and construction, and provides asset-lifecycle services.

ABS offers an independent and uncompromised perspective on classification and statutory-critical items. Leveraging years of experience gained from working in the marine industry and providing an impartial assessment that relies on time-tested practical survey-assessment techniques and modern engineering rigor, ultimately benefits of all industry stakeholders.

ABS has an unparalleled commitment to safety that underscores everything we do as an organization. The safety record of the ABS-classed fleet validates its commitment to safety leadership. It has consistently and significantly outperformed industry averages in the categories of Overall Serious Casualties and Hull & Machinery Casualties. Standing on its record of independence, exceptional class service, safety and technology leadership, ABS delivers value at every stage of development for an offshore asset or marine vessel.

**PRIMARY SERVICE:**

At its core, ABS is a provider of classification and technical services to the marine and offshore energy sectors that promote safe practice and environmental stewardship. While the firm will always remain class-centric, helping to protect people and the environment in the era of digitalization, systems automation and rapid regulatory response requires significant investments in future technologies.

ABS launched its strategic ABS FutureClass plan to further solidify its leading position in the marine and offshore industries. The plan accelerated the company's digital evolution, charting a journey towards the future as a data-driven, innova-

tion-inspired, agile technology company dedicated to sustaining and strengthening its leadership role in the industries that it supports. And, ABS continues to address the key challenges facing the shipping industry today: digitization and connectivity, cyber security risks, performance optimization, the reduction of operating costs and environmental compliance.

At the heart of this expansion of ABS's capabilities is technology – remote data-collection devices, drones and crawlers, wearables, advanced sensors and satellite connectivity – all of which have reached a maturity that is allowing ABS to connect with its clients, monitor industry safety trends and share information to enhance data-driven research and class services.

Throughout the year, ABS grew its classed fleet while retaining its leading positions for safety and port state control among other IACS members. Internally, ABS employees lived the organization's safety mission, delivering zero work-related lost-time injuries in 2017.

**RECENT HIGHLIGHTS**

**DELIVERIES/CONTRACTS:**

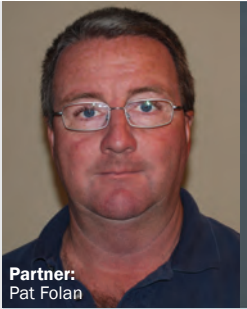
For the U.S.-based fleet of towing vessels, this year marked the introduction of the most comprehensive safety and environmental legislation in the sector's history, the U.S. Coast Guard's (USCG) Subchapter M regulations. ABS was at the forefront of independent technical support for that regulatory rollout, having oversight of more than 2,000 U.S.-flagged towing vessels, or more than a third of the vessels affected by the Sub M regulation. The first vessel owners to receive USCG Certificates of Inspection, which demonstrate Sub M compliance, on all three U.S. coasts and in the USCG District 8, were all ABS clients, confirming ABS as the trusted industry service provider for the new rules.

Through their deep technical and regulatory knowledge, the ABS team of seasoned surveyors, auditors and engineers in more than 30 U.S. offices helped owners to find the compliance solutions that were best suited for their unique organizational and operational needs. In its role as the USCG-recognized Third Party Organization, ABS conducted vessel surveys and technical audits, as well as provide integrated solutions (Nautical Systems Workboat fleet-management software) to help owners gain and maintain statutory compliance.

**THE CASE:**

ABS is one of the world's biggest Classification Societies, serving both the global marine and offshore and inland sectors. The Houston-based organization is one of the founding members of the International Association of Classification Societies.





Partner:  
Pat Folan



## Tug & Barge Solutions

### THE COMPANY:

Tug & Barge Solutions is a safety and compliance company that focuses on Subchapter M compliance for towing companies. The company also performs surveys of towing vessels and barges, manages safety management systems for towing companies and trains people on towing vessels and in offices.

Tug & Barge Solutions exists to help companies and mariners adapt and then grow with Sub M.

The Tug & Barge Solutions' Safety Management System and training program will help with the promotion of a culture of safety and environmental management and they strive to be your expert partner for safety, quality and Subchapter M compliance.

### THE CASE:

Pat Folan is a partner in Tug & Barge Solutions and as a professional mariner, for 27 years, he also operated towing vessels from Maine to Corpus Christi, TX. He holds a Master of Towing Vessels for Near

Coastal, Inland and Western Rivers. He was a member of the USCG's Towing Safety Advisory Committee (TSAC) and a sub-committee chair for the Steel Hull Repair and Operational Stability tasks. A certified ISO 9001:2008 Lead Auditor, ISO 19011:2011 Internal Auditor, ISM Internal Auditor, USCG-approved Designated Examiner and a SAMS Accredited Marine Surveyor, Pat is well known, and is widely regarded as one of industry's most knowledgeable and experienced subject matter experts in his particular niche. Tug & Barge Solutions has been involved in the regulatory process that has led to Subchapter M and has worked with industry, the Coast Guard and TPOs as the final rule evolved. The firm has extensive experience with Safety Management Systems – both writing and implementing them. With three ISO 9001:2008 Lead Auditors on staff, all of whom have worked in the tug and barge industry for decades, Tug & Barge solutions is your one-stop shop for SubM compliance.

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**THE COMPANY:**

Founded in 1975, W&O is a leading source for special alloy pipe, valves, and fittings with over \$65+ million in stock. Over the years, W&O has broadened its offerings to include value added engineered solutions including pumps, actuation expertise and assembly, consultancy, and project-management organization. Around the clock, every day of the year, W&O provides mission-critical products and services from myriad strategically located service centers. It's this kind of responsiveness and proactive spirit that sets the firm apart. W&O operates their global branch network from Jacksonville, FL. The network includes 14 locations in the USA, 2 in Canada, and one each in Europe and now Singapore. Over time, W&O has continuously expanded its products and territories and is now one of the world's largest suppliers of pipe, valves, fittings, engineered products and automation to the marine and upstream oil and gas industries. The firm serves all segments, including commercial shipping, the U.S. Navy, Military Sealift Command, MARAD, U.S. Coast Guard, barge owners and shipyards. W&O provides convenient access to complete valve-automation networked systems that are assembled, tested, delivered and ready to install in vessels and/or oil and gas platforms. When the inland barge industry started to see requirements for reduced fugitive emissions, W&O introduced Chesterton Live Load packing systems which meet API and EPA guidelines. With the acquisition of EMI in 2016, W&O has expanded its portfolio of products and capabilities. EMI's suite of Subchapter M compliant systems are designed for inland markets. These cost-effective systems are stand-alone and easy to install in retrofit and new build applications.

**THE CASE:**

W&O, a leader in the marine industry for more than 40 years, operates 18 strategically located branches throughout the world with more than 330 maritime professionals. From supplying pipe, valves and fittings to offering advanced technical solutions to the marine and offshore industries, W&O is a leader in technology, service, quality products and solutions.



**CEO/President:**  
Rich Merhige

## Advanced Mechanical Enterprises/AME

**THE COMPANY:**

AME is a machinery and mechanical services company that specializes in vibration diagnostics and precision alignment of propulsion systems using state-of-the-art equipment and procedures. Additional areas of specialty include ultrasonic & infrared diagnostics, diesel engine condition monitoring, shaft torque & power measurements, fabrication, welding, machining, line boring, field balancing and hydraulic services and repair. AME is also a recognized external specialist for condition monitoring by ABS and an authorized distributor for PRUFTECHNIK Laser Alignment & Condition Monitoring Systems, Windrock Diesel Engine Condition Monitoring Systems and Wartsila Seals and Bearings.

**THE CASE:**

Since its inception in 1992, AME has been commissioned worldwide to consult on some of the most complex vibration/noise and alignment projects for a variety of applications, including those on workboats, yachts, pumping stations, power plants and manufacturing facilities.



**THE COMPANY:**

Since 1968, DLS has pursued a vigorous program of technical education and training for core staff in order to continuously provide the quality service that customers demand. DLS has been appointed Lloyd's agent for the ports of Houston, New Orleans, Mobile, and the Florida ports of Tampa, Jacksonville, and Cape Canaveral. Offices are located in New Orleans, Louisiana; Houston, Texas; Tampa, Florida; and Norfolk, Hampton Roads, Virginia. The firm performs the full range of marine survey functions including aerial (Drone) inspections, Vessel Construction Oversight, Expert Witness Services and Marine Business Valuations.

**THE CASE:**

Dufour, Laskay & Strouse, Inc. (DLS) celebrated its 50 year anniversary in 2018. This is a testament to the trust placed in DLS professional staff by its clients, and a client list that is a 'who's who' of financial institutions, insurance companies and maritime operators. The DLS technical staff comprises the largest concentration of experienced NAMS certified surveyors and ASA certified marine appraisers in the industry.

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**THE COMPANY:**

Karl Senner, LLC provides the maritime community with the highest quality marine propulsion equipment. Premium products, backed by superior service allow Karl Senner’s customers to optimize vessel performance, safety, and operating hours. Karl Senner, LLC is the exclusive sales and service representative for Reintjes Marine Transmissions, Steerprop Azimuth Thrusters, and EPD Marine Electrical Systems throughout North America. Karl Senner, LLC has been selected to supply Steerprop thrusters onboard over 130 vessel to date; 120 of these vessels were diesel-electric PSVs where Karl Senner, LLC worked side-by-side to EPD (Electronic Power Design) Electrical Systems. This collaborative partnership poised Karl Senner, LLC to become the North American marine representative for EPD in 2015.

**THE CASE:**

2017 marked the 50th anniversary from the first Reintjes Gearbox sold in the United States. In 1967, Karl H Senner sold the very first Reintjes Gearbox to Dickie Gonsolin of Lebeouf Towing. Since that time Karl Senner, LLC has grown to become one of the largest suppliers of Marine Gearboxes in North America.



## Rio Controls & Hydraulics

CEO/President:  
Shane Faucheux

**THE COMPANY:**

Rio Controls & Hydraulics Inc. (RCH) is a full service engineering, manufacturing and service company for all your systems and hydraulic services needs. RCH also stocks completed systems to respond to quick turnaround situations. RCH provides full hydraulic service, repair, rebuild and replacement for cylinders, pumps, valves and any other hydraulic components, supported by over 14 hydraulic technicians. RCH provides, services and repairs a wide range of critical systems, all engineered and designed to meet ABS, USCG, Lloyds, SOLAS, and DNV requirements. The firm has delivered its first offshore Tug Systems to include Steering, Propulsion Controls and Shaft Tachometers. Current contracts include work for six offshore tugs and up to 10 inland towboats.

**THE CASE:**

After just 5 years in business, Rio Controls has delivered over 325 steering, alarm, propulsion, Pilot House Alerter, Switchboards and automation systems to over 70 customers in the marine industry. RCH also introduced advanced technology for durable, submersible steering systems, designed to last over 100 years. Rio provides nonproprietary systems, giving the power to the customer to service their systems.



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## FLIR Maritime US

### THE COMPANY:

FLIR Maritime US, Inc. is a division of FLIR Systems, a world leader in thermal imaging. Through its maritime brands FLIR and Raymarine, the company offers a full suite of navigation, night vision, sonar, radar and communications systems engineered specifically for the harsh marine environments. Tasked with “saving lives and livelihoods,” FLIR’s maritime brands are widely used by maritime first-responders across the country and around the world. Most recently, FLIR Maritime was selected by the United States Coast Guard to be the supplier for its new Scalable Integrated Navigation System, Generation 2 (SINS-2) program. FLIR will be delivering a comprehensive suite of electronics tailored specifically to the needs of the Coast Guard including navigation, search and rescue, and secure encrypted communications. With this contract awards, interest by other federal, state and local law enforcement agencies has also taken off. With its flexible and modular configuration, it is possible to fit and FLIR and Raymarine integrated system to patrol boats of any size or configuration. The systems are simple to operate, easily updated and expanded, and significantly reduce the workload on operators in the marine domain. FLIR Maritime’s portfolio of products includes thermal and visible light night vision camera systems, multifunction navigation displays, digital and CHIRP doppler radar, traditional and CHIRP imaging sonar, maritime communications, systems monitoring, and more.

### PRIMARY PRODUCT / SERVICE:

FLIR’s primary products include marine thermal night vision camera systems, multifunction navigation displays, electronic chart systems, marine Radar 2D and 3D Imaging, VHF Communications and AIS Systems Autopilot Systems Instrument Systems

### RECENT HIGHLIGHTS / DELIVERIES / CONTRACTS:

In April of 2017, FLIR was awarded a \$50 million contract from the U.S. Coast Guard for integrated navigation electronics under the U.S. Coast Guard’s Scalable Integrated Navigation Systems 2 (SINS-2) program. As part of the contract, FLIR will provide electronics systems that will be a standard fit on over 2,000 U.S. Coast Guard vessels,



ranging from small-class boats through large cutter-class vessels. The massive deal underscores the close collaboration between FLIR and its DHS customer, as well as the trust that the Coast Guard has in FLIR’s hardware.

### THE CASE:

FLIR Maritime and its Raymarine brand were selected by the United States Coast Guard to provide the second generation Scalable Integrated Navigation System (SINS-2) to the fleet. This solution brings state-of-the-art capabilities for navigation, search and rescue, and encrypted communications to the entire Coast Guard fleet. The system is also of great interest to other federal, state and local marine law enforcement agencies.

Raymarine has changed the landscape for the first responder. The proof behind that statement can be found in Raymarine’s first responder interface kits that are sold over the counter and off the shelf with no price increase. Today, the first responder is getting Search and Rescue patterns and Target Intercept plotting with the COTS version offered by Raymarine. As more of these components become available on the open market to state and local agencies, FLIR and Raymarine will help to strengthen the interoperability of all first responders as they also satisfy the needs of their primary customer, the U.S. Coast Guard.

Raymarine products are known around the world for their rugged reliability and tactical advantage. From best-in-class sensors to integrated navigation displays, Raymarine systems enhance multi-agency interoperability for military, law enforcement and first responders. As a trusted supplier to myriad coastal and response vessels, Raymarine offers a comprehensive suite of professional tools. That mission is about to get bigger still.

# ASV Global



CEO:  
Thomas Chance



## THE COMPANY:

Having delivered over 100 autonomous systems to more than 60 customers in 15 countries, ASV has established itself at the forefront of the continually evolving Autonomous Surface Vehicle industry. ASV has built a world-class team with specialist expertise and experience in ASV concept design, build and commissioning, operation and maintenance, control system development and advanced autonomy research and development. ASV Global vehicles and control systems are designed, built, fitted and tested from the company's facilities in Louisiana, USA as well as in Portsmouth, UK. ASV has designed and built 18 different types of custom autonomous vessels. All of these vessels are controlled using ASV's proprietary autonomous control system, ASView. ASView has also been used for the autonomous conversion of 15 manned vessels. ASV Global maintains an active role in industry working closely alongside relevant authorities and maritime institutions to develop and promote responsible autonomous operations at sea. Notably, ASV Global technology has been used to

complement traditional methods of working at sea instead of replacing them. As part of a mission for survey company, TerraSond, the ASV Global 'C-Worker 5' autonomous vessel was used for seabed mapping in the Bering Sea off Alaska. Using the C-Worker 5 in parallel to the traditional survey vessel doubled the overall survey coverage resulting in a saving of 25 days at sea – a huge cost saving. In total, the C-Worker 5 completed 2275 nautical miles of unmanned hydrographic survey lines over 36 days. This mission marked an industry first for unmanned hydrographic survey.

## THE CASE:

ASV Global maintains a leading position in the growing market for Autonomous Surface Vessel technology. The company's expertise combining platform manufacturing and control system development brings the very latest in maritime autonomous technology to market. ASV Global platforms are in operation across the globe within a variety of industries.



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## FarSounder, Inc.

### THE COMPANY:

Since 2001, FarSounder has been perfecting a sonar that could show mariners where the water is safe to navigate. Their innovative 3D FLS, built in house from the ground up, now allows vessels look ahead and navigate with confidence. Radar, depth sounders, ECDIS, and electronics charts with GPS are missing an important piece of information: What is under the water in front of my ship right now? The FarSounder navigational sonar systems provide this missing piece of the puzzle. Nautical charts don't know what has changed on the ocean floor; radar can't see through water; and depth sounders only look down. This state-of-the-art sonar is used by all types of vessels in oceans and seas around the globe to mitigate unknown and uncharted waters, even in polar regions. Ships with this technology can navigate shallow waters comfortably and explore bays, inlets and rivers safely. FarSounder FLS systems receive real-time 3D images with one single ping and retrieve an underwater image up to 1000 meters ahead. This user-friendly system has no moving parts and is very simple to install and maintain. The innovative software has for chart plotting capabilities and offers real-time chart creation with their exclusive Local History Mapping (LHM). The map created is updated with every ping and can be displayed as an overlay on top of a nautical chart. When used together with the real-time sonar overlay, navigators can quickly see what lies ahead and what they've recently passed over.

### THE CASE:

FarSounder is the leader in the design and manufacture of 3D Forward Looking Sonar. This cutting-edge technology is unique in the marketplace. It provides navigators real-time 3D imagery of what's beneath the waters up to 1000 meters ahead of a vessel detecting various underwater hazards and shallow bottoms.

## KVH Industries



### THE COMPANY:

KVH Industries, Inc. is a global leader in mobile connectivity and inertial navigation systems, innovating to enable a mobile world. A market leader in maritime VSAT, KVH designs, manufactures, and provides connectivity and content services globally. KVH is also a premier manufacturer of high-performance sensors and integrated inertial systems for defense and commercial applications. A mobile tech innovator, KVH provides solutions for commercial maritime, leisure marine, and land mobile applications on vessels and vehicles. The company's Videotel business is a market-leading provider of training films, computer-based training, and eLearning for the maritime industry, and its KVH Media Group provides news, sports, and entertainment content with such brands as NEWSlink and SPORTSlink. Founded in 1982, the company is based in Middletown, RI, with more than a dozen offices around the globe. In June 2018, KVH announced that BW Group chose KVH's connectivity services for 45 vessels in its fleet of LPG and LNG carriers. BW chose the dual mode C/Ku-band TracPhone V11-IP satellite antenna system and the Ku-band TracPhone V7-HTS; the particular system for each vessel is dependent on type of vessel. The TracPhone V11-IP and the TracPhone V7-HTS are designed for KVH's mini-VSAT Broadband connectivity service. The vessels are also receiving news and entertainment content via KVH's IP-MobileCast content delivery service. In February 2018, KVH announced that global ship manager E.R. Schiffahrt chose KVH's new advanced TracPhone V7-HTS antenna equipment and the AgilePlans subscription-based Connectivity as a Service (CaaS) program to bring fast, global connectivity to up to 60 container and dry bulk vessels.

### THE CASE:

KVH's innovative and industry-leading maritime solutions include TracPhone V7-HTS, featuring the fastest data download speeds for a 60-cm antenna; the global mini-VSAT Broadband network, the market share leader in VSAT; AgilePlans subscription-based Connectivity as a Service (CaaS); and Videotel Performance Manager, combining award-winning maritime training content and on-line management tools.





**THE COMPANY:**

Rose Point provides reliable, easy-to-use navigation solutions for professional mariners and recreational boaters. Offering best-in-class marine navigation software, charts, and hardware, Rose Point products are used by thousands of mariners to plan routes and navigate safely. Founded in 2003 by an ex-Microsoft software developer, Rose Point introduced Coastal Explorer, the leader in recreational PC-based navigation, was introduced in 2004. In 2008, based on major commercial operator's requests, Rose Point ECS was launched. A world class support team provides US-based telephone support to customers. Rose Point ECS Services was released in December 2016. It provides navigation publication updates that help operators meet USCG carriage requirements, and a 24/7 web-based portal to view fleet and vessel status. It also includes weekend call-back telephone support. Through this portal, the status of a vessel's navigation publications, charts and program updates can be monitored by a fleet's administrator on any internet connected device. At a glance, operators know the vessels that are current and compliant. Charts, and publication updates happen automatically without the need to print, transport or store paper, saving operators money. Rose Point also provides hardware solutions. The Commercial Radar Interface provides radar image control, display, and overlay from se-

lect commercial radars to Rose Point ECS. The nemo gateway connects a vessel's onboard marine electronic data to PCs, tablets, phones, and other networked devices over a wireless or wired LAN. It translates data between NMEA 2000 and NMEA 0183 easily integrating older and newer devices. Rose Point ECS 4 is on the horizon and existing subscribers qualify for a free upgrade.

**THE CASE:**

Rose Point Navigation Systems is the recognized gold standard for marine commercial navigation software, services and hardware. Continual product improvements and updates based on feedback from commercial captains and pilots have made Rose Point the go-to marine navigation solution manufacturer in the US. Over 350 North American fleets count on Rose Point every day.

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**THE COMPANY:**

David Clark specializes in providing communication solutions for high-noise environments. The firm's noise-attenuating headset systems are used worldwide in applications where clear communication is critical. An ISO9001 quality assurance system is designed to meet the most stringent testing standards to ensure product excellence. The David Clark Company Series 9100 Digital Marine Communication system has recently been installed on the Zodiac Hurricane ZH-1300, 13-meter interceptor demo boat – the newest and largest boat in the Zodiac Hurricane range.

**THE CASE:**

David Clark Company has a proven track record of providing Wired, Wireless and Digital marine communication system solutions for more than 15 years. David Clark Marine Intercom Systems have been installed for crew communications on Coastal Interceptor Vessels (CIV) for the U.S. Department of Homeland Security, U.S. Customs and Border patrol, as well as the Cutter Boat-Over-The-Horizon (OTH) and Special Purpose Craft-Law Enforcement (SPC-LE) for the U.S. Coast Guard.



CEO/President:  
James Espino

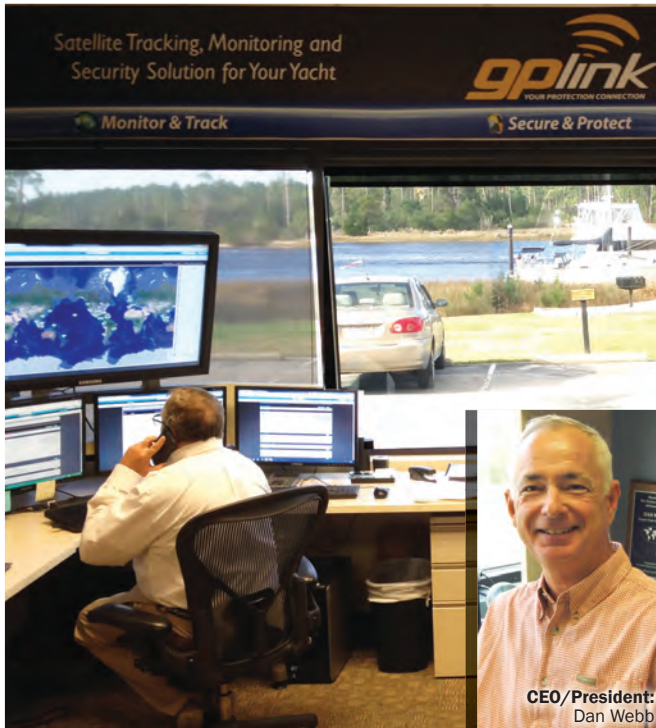
**Gnostech**

**THE COMPANY:**

Gnostech is an applied engineering and consulting company that supports the maritime industry, Department of Defense, and Department of Homeland Security. Gnostech offers maritime organizations a holistic and tailorable approach to mitigate cyber risk. Gnostech uses state-of-the-market technologies, develops a comprehensive maintenance and sustainment program, and implements automated solutions to eliminate vulnerabilities without disrupting mission critical operations. A one size fits all cybersecurity solution is not sufficient for maritime organizations. As diverse as the maritime industry, so are Gnostech's offerings under the SafeHarbor services and solutions line. Gnostech's automated patch management and vulnerability remediation tool, VulnX, secures systems, and is designed specifically for the maritime industry and operational environment.

**THE CASE:**

Cybersecurity is an advancing issue for the maritime industry. Cyber threats pose environmental, financial, and safety to shipping and offshore operations. Gnostech can safeguard both the security and integrity of maritime systems, assets, and facilities based on advanced knowledge and technical expertise in all maritime domains.



## ***GPLINK***

### **THE COMPANY:**

Based in Beaufort, NC but with customers on every continent, the gplink system has spent the last 10 years developing into a vessel owner/managers most trusted ally for engine health and reliability. With both a pleasure-craft and commercial division, the company focuses on customer service and providing affordable solutions and competitive annual fees. The company has live/active monitoring staff on duty 24/7/365. gplink monitors commercial vessel engines and gensets, allowing fleet managers to detect engine anomalies before they turn into bigger problems and expenses. gplink reports fuel usage by day, week, month or shift to identify optimal or wasteful habits. With gplink commercial fleets are able to minimize downtime and maximize workboat productivity, all from the convenience of a computer or mobile device. Whether managing a single vessel or a fleet, gplink is an invaluable tool designed to help keep vessels on the water longer and increase bottom lines.

### **THE CASE:**

GPLINK is an industry leader in remote monitoring.

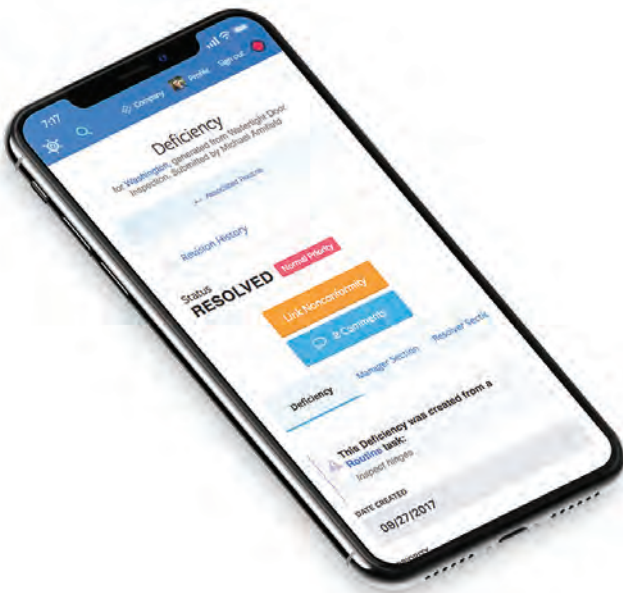


### **THE COMPANY:**

MarineCFOs' cost-effective solutions deliver significant and measurable ROI, allowing the management of Compliance, Financial Management and Vessel Operational processes through the delivery of accurate and real-time data. MarineCFO offers detailed tracking of vessel location, fuel, parts and equipment; crew changes and performance; and vessel-related expenses. MarineCFO allows companies to track information at any level to fulfill requirements for regulatory and compliance reporting. This allows customers to deploy resources quickly and efficiently. The full suite of MarineCFO software spans more than 12 modules. The firm counts among its clients Alyeska Pipeline, Staten Island Ferries, Marquette Transportation, Weeks Marine, and Bollinger Shipyards. MarineCFO has joined the AWO Cybersecurity QAT team and has presented at many industry forums, including the National Academy of Sciences.

### **THE CASE:**

MarineCFO has provided cloud, mobility, and software solutions to the maritime industry for over 20 years. The product suite offers a robust yet simple to use solution for marine operators, including compliance, maintenance, crewing, operations, purchasing, profitability analysis, and more.



# MOBILE OPS

**THE COMPANY:**

MobileOps, Inc. empowers companies with software that amplifies engagement, enhances safety, and centralizes operations. Reincorporated in 2016 and founded by Michael Armfield, the MobileOps team offers 40+ years of maritime experience. The MobileOps Platform includes the core functionalities of Vessel Management/Maintenance, Safety & Training, Credential Management, Jobs & Dispatch, Timecards, and Documents & Forms. Additionally, the MobileOps Platform has a companion application called Voyager which can be used offline. Data syncs when a connection is available. Voyager is available for iOS (iPad) and for Desktop (Windows + Mac). MobileOps offers 24/7/365 technical support free of charge. There is no implementation fee.

**THE CASE:**

“MobileOps was built for mariners by mariners.” The MobileOps Platform is an easy to use, cloud-based software solution for marine operators that can be accessed on any device. Addressing regulatory requirements (SubM), MobileOps streamlines vessel maintenance programs and organizes crew training for audits. By going digital, MobileOps helps companies become efficient, saving time and money while helping to keep operations safe.



**THE COMPANY:**

WheelHouse Technologies, Inc. was founded in 2006 by Barry Kallander, submarine service veteran and USCG Licensed Master with a vision to improve the availability and reliability of yachts and workboats through sound maintenance practices. The company provides WheelHouse Yacht Solutions and WheelHouse Fleet Solutions, a computerized maintenance management system operating in the cloud for vessels and fleets. The company also offers SeaKits Brand Parts Kits, Global Parts Logistics, Owners/Systems Manuals, and training. WheelHouse Technologies provides turnkey maintenance management solutions packaged user-friendly software. WheelHouse includes planned and corrective maintenance management, maintenance history, inventory and work order management, warranty tracking, electronic documentation, and other features essential to maintaining the safety, reliability, and value of any vessel or fleet. Wheelhouse recently completed the implementation of its program for Entertainment Cruises and its vessels.

**THE CASE:**

The WheelHouse Marine Maintenance System provides documentation, maintenance guidelines, along with spare parts recommendations. Encompassing over 100,000 assets with more than 500,000 maintenance history entries, the system is utilized by municipalities; government vessels; research ships; private yachts; and passenger ferries; here and overseas.



CEO/President:  
Kenneth Dástøl

## Zenitel



### THE COMPANY:

Zenitel has a strong presence in both the onshore and offshore intelligent communications market through its product brand, Vingtör-Stentofon. The brand is recognized for offering advanced offshore and onshore communication systems. Vingtör-Stentofon provides integrated security communications for environments where life, property and assets are at stake. Vingtör-Stentofon's primary system offering is within Public Address, Intercom and Radio. Key markets include Oil & Gas and Maritime. Zenitel has a wide range of communication systems for the maritime environment, offering two different PAGA systems – one analogue and one Networked IP PAGA system – both designed to meet the demands and requirements for maritime use.

### THE CASE:

Over 20,000 marine vessels rely on Zenitel equipment and systems for reliable crystal-clear communications in all conditions. The firm's 70+ year reputation is one of supplying

the most flexible and advanced Maritime Communication Systems - integrated, type-approved and certified.

Zenitel's worldwide distribution network, headquartered in Norway, has sales/service offices in 12 countries.

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**THE COMPANY:**

Fireboy-Xintex LLC was started in 1973 in Grand Rapids, MI and was acquired by Larry Akins in 1998. Fireboy makes pre-engineered fire suppression systems up to 4,000 cu. ft. and supplies engineered systems up to 17,500 cu. ft. capacity. The firm uses HFC-227ea and 3M Novec 1230 clean agents exclusively. Additionally, they also manufacture the complete line of Xintex products including Fire Detection, CO Detection and Gasoline, Propane and Methane Detection systems. Aetna Engineering manufactures precision tachometers used in the commercial marine industry. Extending its global reach, the firm also maintains a manufacturing and support facility in Poole, England to handle business emanating from Europe and the Middle East. Notably, and in 2017, W.S. Darley &

Company acquired the majority share of Fireboy-Xintex, and today, the firm is operated as a standalone subsidiary. For its part, and since 1908, W.S. Darley has been dedicated to serving the World's Fire and Emergency Services markets. The corporate headquarters are located in Itasca, IL and their manufacturing, engineering and research and development operations are in Chippewa Falls, Wisconsin, and Janesville, Iowa.

According to Fireboy-Xintex, nothing has changed – just the addition of still more industry contacts, opportunities and growth.

**PRIMARY PRODUCT / SERVICE:**

Fireboy makes pre-engineered fire suppression systems up to 4,000 cu. ft. Engineered systems up to 17,500 cu. ft. use HFC-227ea and 3M Novec 1230 clean agents exclusively. These systems are available to comply with USCG, IMO/SOLAS, ABS and RINA standards. Xintex products also include Fire Detection CO Detection Gasoline, Propane and Methane Detection systems, and Aetna Engineering precision tachometers used in the commercial marine industry.

**RECENT HIGHLIGHTS:**

Fireboy-Xintex provides a variety of reliable, trouble-free fire detection, fire suppression and gas detection products. In the past 12 months, the firm has delivered fire detection and suppression systems on many ferries, small cruise ships, patrol boats and tug boats. In addition, the firm delivers fire suppression and CO Detection for many of the recreational boats built today. For over 40 years, Fireboy has been the most trusted name in on-board clean agent fire protection. Fireboy fire systems are specifically designed for protecting enclosures up to 17,300 cubic feet / 500 cubic meters, such as commonly found in engine-rooms on boats. Specializing in total flooding clean agent fire suppression systems utilizing either 3M Novec 1230 fire protection fluid or Dupont FM200 fire extinguishant, there is no fire suppression and/or detection challenge that cannot be met by Fireboy-Zintex.

**THE CASE:**

Fireboy-Xintex LLC has been a leading innovator and supplier of quality fire suppression systems since 1973, over 45 years. Over time, the firm has added other quality safety products and remains committed to ensuring safety for the marine industry.

# Firetrol Protection Systems

## THE COMPANY:

Firetrol installs and services fire protection and life safety system upgrades, expansions and new construction projects. A team of dedicated professionals provides protection against the potentially devastating effects of fire by designing, installing, inspecting and servicing modern fire suppression and life safety systems. A national leader in providing the latest technology and services for fire protection, suppression and alarm systems and equipment, the firm's products and services include Fire Alarm and Detection Systems, Wet and Dry Sprinkler Systems, Alarm and Detection Control Panels, Heat, Smoke and Gas Sensors, Automatic Fire Pumps, Monitoring Services, Special-Hazard Fire Suppression Systems, Monitoring Service, Backflow Prevention Systems and other related services and products. Firetrol Protection Systems' qualified team of project managers, engineers, designers, technicians, installers, and inspectors can install and service a complete range of fire suppression and life safety systems.

Recent contracts and projects notably include the installation of fire alarm, detection, and suppression systems for the M/V Rosemary for McAllister Towing, a vessel completed by Eastern Shipbuilding, the M/V Brain A McAllister for McAllister Towing, built by Horizon Shipbuilding; and the M/V Grand Vic for Love City Car Ferries, currently under construction at Steiner Shipyard.

## THE CASE:

For over 30 years, this full service company has designed, installed, re-



paired, serviced, and inspected a wide variety of fire suppression and life safety systems. Firetrol highlights its offering of alternative fixed fire suppression systems that are safe for hu-

man exposure on a regular basis as opposed to just offering a basic lethal CO2 fire suppression system. The firm has some of the newest technology available on the market.



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**CEO/President:**  
Michael S. McGavick

**THE COMPANY:**

XL Catlin Insurance specializes in Property and Casualty (non-Life) insurance and reinsurance. From large corporations to specialized businesses, XL Group can serve clients in more than 215 countries. You'll find the same qualities in all offices: underwriting excellence, prompt service and transparent pricing. A broad international mix with a consistent global approach. XL Group companies have strong relationships with the world's leading global, regional and independent brokers.

**PRIMARY PRODUCT / SERVICE:**

XL Catlin features underwriters who are experts in the industries they serve engineers who are active around the globe and support teams that help them do what they do best. XL Catlin's professional staff is busy tackling all kinds of Property, Casualty, Professional and Specialty risks. Among its many coverage areas, the firm's marine cargo insurance covers cargoes on land, at sea and in storage — and the full spectrum of risks from damage in transit to war and terrorism. The firm also offers professional liability insurance for freight forwarders, logistics companies and land carriers. XL Catlin offers marine hull war insurance. In conjunction with its Crisis Management team, XL Catlin also offers kidnap and ransom insurance for individual vessels and fleets on an annual or single voyage basis. Coverage includes a full crisis response service if the policy is triggered. XL Catlin also offers marine insurance coverage for equipment-handling, property and business interruption risks to port, terminal and other cargo-handling facility operators.

**THE CASE:**

XL Catlin is one of the premier marine insurance providers in North America, as well as the world. With a presence in all global markets, they provide solutions for almost every marine exposure, including hull, liability, cargo, ports, terminals, inland marine, and energy. The firm's Insurance businesses lead 70% of the more than nearly 3,500 global programs they participate in.



**Sr. Vice President:**  
Randy O'Neill

**THE COMPANY:**

Since 1935, MOPS Marine License Insurance has defended the USCG licenses of mariners operating in every maritime sector in the United States. Its network of over 80 maritime law firms, representing almost 200 experienced maritime attorneys, provides MOPS policyholders with personal legal representation from the marine casualty to final disposition. MOPS provides Unlimited License Defense, Full or Partial Income Protection, Civil Legal Defense, Civil Penalty Defense, Criminal Defense, Professional Liability, and Professional Equipment/Instruments Protection. The firm has 12 employees.

**THE CASE:**

MOPS, also selected as a 2016 Marine News 100 Leading Company Serving the North American Shallow Draft Market, provides license defense, income protection and a variety of optional civil, criminal and professional liability insurance coverages to USCG-licensed merchant marine officers, pilots and certified tankermen working in the inland marine and OSV sectors. In 2016, MOPS celebrated its 80th consecutive year of protecting the licenses, livelihoods and professional reputations of American mariners.





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## Marine Jet Power



CEO/President:  
Magnus Sörenson



### THE COMPANY:

The leaders in mixed flow duplex stainless steel waterjets, Marine Jet Power delivered its first waterjet in 1987 to the *M/S Cinderella*, a passenger ferry operating in the Stockholm Archipelago. Over 30 years later, the original 550 CSU shipset is still in service today. MJP is a true propulsion partner, from first contact, through the design and build all the way to delivery, ship commissioning and support during operation, MJP stands by its products and customers. MJP's duplex stainless-steel waterjets are efficient and durable, which is why they stand behind their products with an industry leading 5-year warranty. Constantly innovating, the new X Series is the next generation of waterjet propulsion. Designed and engineered for demanding high-speed applications, the X Series is the result of years of expertise and experience resulting in premium pump that improves performance and efficiency. Taking the highly successful and prove MJP product range one step further, the X Series provides users with more power in a lighter unit that burns less fuel and extends range over comparable alternatives, thereby reducing cost of ownership. This unique technology reduces power demand by up to 20 percent, enabling shipyards to select a lower installed power, translating into speed and efficiency.

Marine Jet Power's product line consists of industry leading waterjets ranging in size from 250 to 1550 pump diameter. MJP's diverse offerings can suit projects from small to large, military or leisure yachts. The duplex stainless steel construction for the CSU, DRB and X Series allows for operation in less than ideal conditions. The well proven axial flow UltraJet line is ideal for compact, lightweight applications. Choosing waterjets over conventional propeller installations is beneficial for several reasons including, higher efficiency, increased maneuverability and shallow draft operations.

### RECENT HIGHLIGHTS:

In July, Marine Jet Power (MJP) unveiled its latest advancement in waterjet technology, the X Series, at the

SeaWork International exhibition in Southampton, UK. Featuring the latest advancements in waterjet propulsion, the X Series is the culmination of precision engineering and years of experience creating stainless steel mixed flow propulsion solutions.

The new range of waterjets capitalize on MJP's successful duplex steel product line by offering a highly efficient, highly durable product at a much lower price point. The unique technology behind the X Series reduces power demand by up to 20 percent and can reduce weight by up to 10 percent compared to axial flow jets. With key features such as one-piece skidded installation and easily accessible inspection hatches, the X Series has been designed from the start to be easily installed and maintained in the field.

"We've really taken the time to design and engineer this product with designers, builders and operators in mind," said Magnus Sörenson, MJP CEO. "This product is easy to install and even easier to maintain in the field, saving time and money over the total lifecycle of the product." While the X Series has been optimized to integrate with the company's JetMaster 3 electronics system, the new jets have also been designed for hydromechanical (HM) controls.

"Based on feedback from customers worldwide, we've designed the X Series so operators can choose their controls set up," said Adam Mills, MJP's UK based Regional Sales Manager. "By offering both HM and electronic controls, operators have greater flexibility to customize a solution to fit their specific needs depending upon operating conditions and preference." The series currently features three sizes, the 280X, 310X and 350X.

### THE CASE:

Founded in 1986, today's Marine Jet Power is the result of a merger of Ultra Dynamics and MJP Waterjets. For decades MJP has been perfecting the waterjet concept to create the most durable and efficient waterjet propulsion systems available. Constantly innovating, the company just released the next generation of waterjet propulsion, the X Series.

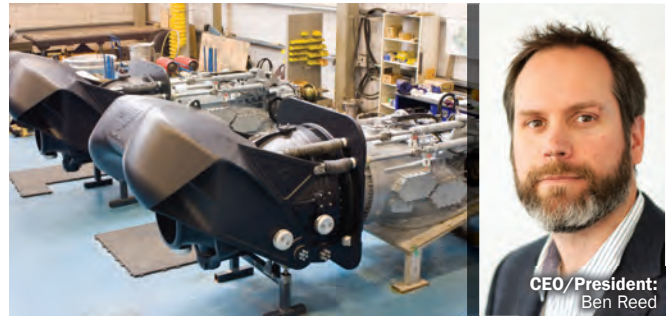


#### THE COMPANY:

BAE Systems delivers propulsion and power management performance with innovative electrification products and solutions to advance vehicle mobility, efficiency and capability in the transit, military, marine and rails markets. On the marine side, the firm provides electric drive systems for power and propulsion of marine vessels, including battery electric, electric hybrids, fuel cell electric propulsion. It would not be overstating the case to say that the firm has been busy. BAE Systems will soon begin work on the integration of the first U.S. hydrogen fuel cell powered marine vessel, the Water-Go-Round which was supported by the California Climate Investments (CCI) program. Red and White Fleets' Enhydra will be launching in September and Kitsap and Harbor Harvest ferries are both under construction. The Matthew Turner sail ship is underway, the Chris Parsonnage is working on the inland waterways, and the CUNY1 has launched and BAE's first launch, the Spirit of the Sound is operating in Connecticut.

#### THE CASE:

With fuel cell electric, hybrid electric, and battery electric solutions, BAE Systems is the right partner today and will be the right partner in the future. From its first vessel in 2014, The Spirit of the Sound, to the first U.S. hydrogen fuel cell powered marine vessel, the Water-Go-Round (project supported by the "California Climate Investments (CCI) program), BAE Systems is truly a global innovator – and a leader – in electric propulsion technologies.



## HamiltonJet

#### THE COMPANY:

CWF Hamilton & Co Ltd (HamiltonJet) was formed in 1939. It has only been in the last 65 years that CWF Hamilton & Co has focused on the waterjet side of its business through HamiltonJet and Hamilton Marine. HamiltonJet grew out of a combination of CWF Hamilton Engineering and CWF Hamilton Marine, the two main subsidiary companies in the Hamilton Group. As the popularity of jet boats and waterjet propulsion increased rapidly throughout the 1960s and 70s, Hamilton Engineering was producing a large number of marine jet units along with its industrial equipment, cranes and hydraulics. Today HamiltonJet is solely focused manufacturing waterjet propulsion units and integrated vessel controls systems. HamiltonJet has three company offices in America, the UK and more recently Singapore to coordinate distribution and spare parts support in those regions, and to market HM-HT Series waterjets. Continued growth in demand for HamiltonJet Waterjets has seen a number of factory expansions in the last decade. Manufacturing floor space has increased, with new machinery installed and staff hired to increase factory capacity by more than 50%. Today, HamiltonJet employs over 380 staff in all aspects of waterjet design, production and service and has over 52 Distributors around the world as part of its global reach. The company has recently celebrated its 78th year Anniversary and is looking towards strong growth in the future.

#### THE CASE:

HamiltonJet is one of the world's largest and dedicated waterjet manufacturers with over 78 years in business. HamiltonJet pioneered the waterjet propulsion concept and has always had a strong strategic patrol and commercial boat focus. Looking ahead, HamiltonJet is launching two new products in 2018 after a 5-year comprehensive R&D program. The new jet range will feature a new integrated electronic control system featuring advanced controls and autonomous control ready.

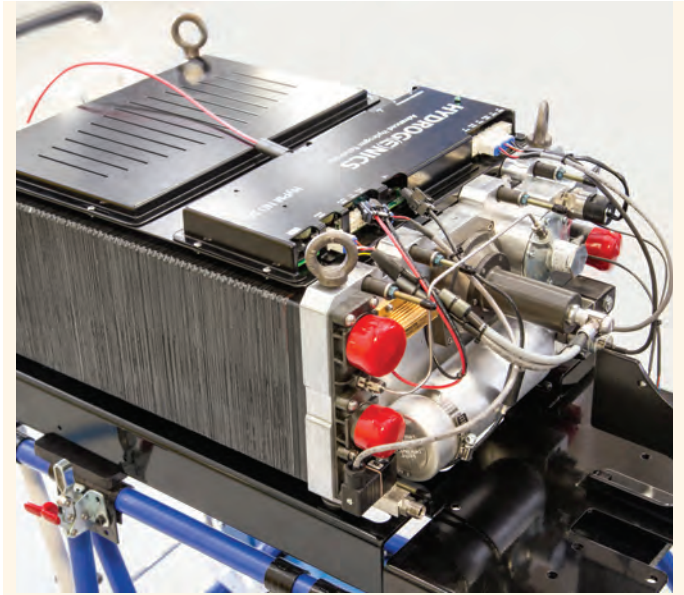


**THE COMPANY:**

Saft is a leading designer and manufacturer of advanced technology batteries. Saft is a global company employing more than 4,000 employees who work in facilities in 18 different countries. The preferred supplier for companies such as Rolls-Royce, Saft manufactures batteries for marine applications that meet not only power demands, but also environmental and efficiency targets. By supplying fully integrated, turnkey systems backed with extensive technical support to OEMs and end-users, Saft is transcending the limitations of conventional technologies to create powerful new possibilities for the marine industry. Saft optimizes the performance of its batteries by customizing the technology to meet the specific needs of each individual customer. Saft offers two battery system products ideal for marine applications. Saft recognizes that tighter emissions regulations, lower margins and more complex applications in the marine industry call for batteries meeting three basic requirements: to be environmentally-friendly, cost-efficient and safe. Saft’s Seanergy battery systems, designed specifically for marine applications, suit the power and energy requirements of a variety of marine applications, from passenger vessels and ferries to cruise liners, tugboats and yachts. These battery systems feature built-in safety mechanisms, long life cycles and fast recharge capabilities, in addition to being compact, lightweight and maintenance free. Released in May 2018, the Xcelion 6T-E (X6T-E) rechargeable lithium-ion (Li-ion) battery system also utilizes the Super-Phosphate technology to power high-energy marine applications. The X6T-E is able to provide double the usable capacity of lead-acid batteries in the same footprint.

**THE CASE:**

This year, Saft celebrates 100 years of innovation and excellence. Shipbuilders worldwide rely on Saft to provide reliable battery solutions that meet not only power demands, but also social, environmental and efficiency targets. Onboard the world’s largest private yacht and the Sir David Attenborough Polar Research Vessel, Saft’s Seanergy scalable and modular battery system suits a variety of marine applications.



**THE COMPANY:**

Hydrogenics is a global innovation leader in designing, developing and manufacturing commercial hydrogen generation, energy storage and fuel cell products. With over 70 years of experience, Hydrogenics mission is to provide safe, sustainable and emission free energy. These solutions are based on two main platforms, fuel cells for power and electrolysis for hydrogen generation and storage. Hydrogenics offers complete hydrogen fueling stations with modular capacities and has supplied equipment for over 55 fueling stations worldwide.

**THE CASE:**

Hydrogenics Corporation is a globally recognized developer and provider of hydrogen generation and fuel cell products and services, serving the growing industrial and clean energy markets of today and tomorrow. Hydrogenics has been supporting the maritime industry with first of a kind propulsion power and fueling solutions, which incorporate Hydrogenics’ world leading advanced fuel cell and electrolysis technologies. Hydrogenics will be providing fuel cells to Golden Gate Zero Emission Marine for the first high-speed, hydrogen-powered fuel cell marine vessel in the United States.

### THE COMPANY:

Nautican is a marine propulsion company that engineers and manufactures hydrodynamic solutions, including patented Integrated Propulsion Units, High Efficiency Nozzles and Propellers, high aspect ratio Triple Rudders, Pre-Swirl Stators, and also Hydralift Skegs for barges. The firm's independently tested systems have been shown to increase power and maneuverability, while significantly reducing fuel use and maintenance needs. For decades, they have manufactured ultra-reliable propulsion systems, using only the highest quality materials and construction techniques—and Nautican continues to conduct research and develop new ways to improve efficiency and performance. Nautican works hand-in-hand with customers to understand their operational needs and identify the best solutions for their fleet. Nautican produces high efficiency nozzles and propellers, Integrated Propulsion Units, high aspect ratio Triple Rudders, Pre-Swirl Stators, and Hydralift Skegs.

### THE CASE:

Nautican's mission is to engineer the highest quality marine propulsion systems with the most impressive return on investment—delivering on their promise of improved efficiency, performance and reliability.



# NAUTICAN



## Thrustmaster of Texas

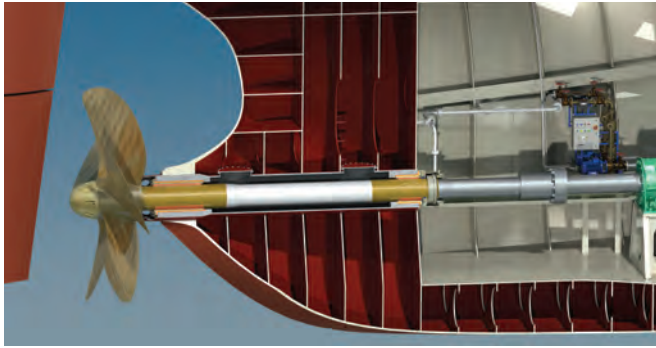


### THE COMPANY:

For more than 30 years, Thrustmaster of Texas, Inc. has been designing and manufacturing high quality propulsion equipment for vessels of all types. Now a leading supplier of waterjets and thrusters ranging from 75 kW to 8 MW, it serves customers from a large Houston-based manufacturing factory, with complete fabrication, machining, painting, assembly and testing carried out at the facility. All equipment is designed in-house for mechanical, hydraulic, electrical and electronic design. Thrustmaster manufactures hydraulic and mechanical tunnel/bow thrusters, azimuthing thrusters, portable dynamic positioning systems, integrated hydraulic outboard propulsion units, underwater mountable thrusters, inboard demountable thrusters, retractable thrusters, high speed waterjets, high thrust waterjets, pod jets, and 360 degree steerable jets. This year, the firm delivered waterjets for the new NCDOT high speed ferry.

### THE CASE:

Thrustmaster is the only large thruster and waterjet manufacturer in the United States. Located in Houston, Texas, where Thrustmaster designs, fabricates, machines, paints, assembles, and tests all thrusters and waterjets for Customers around the world.



**THORDON**  
THORDON BEARINGS INC.

### THE COMPANY:

Thordon Bearings designs and manufactures a complete range of journal bearing and seal systems for marine, clean power generation, pump and other industrial markets. These products are built using Thordon proprietary non-metallic polymer materials that are lubricated with water, eliminating oil or grease usage, meaning ZERO risk of pollution to rivers, lakes and oceans. Thordon manufactures water lubricated propeller shaft bearings, grease-free rudder and tiller arm bearings, deck equipment bearings, shaft coatings and shaft seals for the global marine market. Thordon practices a sustainable approach that most companies cannot claim. These include striving to provide products that last the life of the vessel or application, with no spare parts needed, and make a positive and sustainable contribution to the environment. Thordon bearings are easily and safely machined with no nuisance dust and installation is quick and easy. The firm offers in-house design, CAD and the proprietary Thordon Bearing Sizing Calculation Program to help correctly size bearings. Thordon Bearings has an extensive distribution network of more than 75 distributors in 100 countries to supply and service a global customer base. Non-standard requests are met with responsive design, quick machining and speedy delivery.

### PRIMARY PRODUCT / SERVICE:

RiverTough tailshaft bearings run in combination with hard coated NCB ThorSleeves routinely outlast rubber bearings by a factor of two or more in the most abrasive operating water conditions. Longer wear life has consistently been confirmed by owners of workboats, pushboats and tugs operating in the US inland waterways. Workboats operating with RiverTough tailshaft bearings are more reliable – they operate longer, require less maintenance with

fewer drydockings. The TG100 seal is designed to operate without any need for spare parts or maintenance between vessel docking periods. The elastomeric bellows and emergency seal have an unlimited shelf life, further reducing any need for expensive overhaul kits in the future. TG100 has an emergency seal that allows workboat operators to return safely to the nearest port if the primary seal is ever damaged. Combine these features with the use of only silicon carbide faces for both the dynamic and stationary faces, TG100 takes the work and cost out of your Workboat. ThorPlas-Blue tiller arm bearings are used to replace highly loaded greased bearings, capable of design pressures up to 6527psi (45MPa). They offer grease free operation eliminating the need for crew to grease. ThorPlas-Blue rudder bearings offer low friction and long bearing wear life without grease. There is no maintenance due to the self-lubricating properties ensuring smooth operation. The use of rudder Thorseals will keep abrasives away from bearing and sleeve surfaces.

### RECENT DELIVERIES / CONTRACTS:

Thordon received an order to supply 4 comprehensive shipsets of stern gear for a new class of towboat being built by US shipyard Master Marine of Bayou La Batre, Alabama, for Waterfront Services, based in Cairo, Illinois. These vessels will be operating 24/7 on the abrasive waters of the Mississippi River system, frequently running in shallow depths close to the river banks. This customer specified Thordon because of their previous experience with Thordon products on boats that have clocked 60,000 to 70,000 hours of trouble-free operation. Additionally, Louisiana workboat operator Alexis Marine has selected Thordon's RiverTough bearings to replace the rubber bearings in two tugboats. Having previous success with Thordon products, Alexis chose to retrofit these two ships with Thordon bearings because of years of trouble-free operation they experienced on other vessels. These shallow draft vessels operate in harsh waters and using RiverTough in conjunction with hard coated NCB sleeves eliminated the need to dry-dock 1-2 times a year. With their easy maintenance and reliability Thordon's products take the work out of workboat.

### THE CASE:

Thordon has made substantial investments in opening two stock warehouses along the Mississippi to ensure quick delivery of tailshaft bearings, seals and rudder bearings. Thordon's TG100 shaft seal has an emergency seal that allows workboat operators to return safely to the nearest port if the primary seal is ever damaged.



## *Appleton Marine, Inc.*

### **THE COMPANY:**

Appleton Marine's commitment to absolute quality is reflected in the unwavering performance of its products. The company's robust designs perform in the harshest conditions, with many still in service after 30+ years. Appleton Marine takes great pride in providing excellent global aftermarket sales service and support. All of Appleton Marine's deck machinery is manufactured in the USA. If a customer has questions, Appleton Marine can offer knowledgeable feedback. As most of Appleton Marine's employees have a technical background, the customer doesn't have to wait for the "right" person to get back to them. Appleton Marine designs and manufactures a wide range of custom marine offshore and shipboard products and specializes in integrating this equipment with ship systems. Not only does Appleton supply cranes, winches, windlasses, capstans, hose reels, and other special systems, they are experts in combining the gear into a cost effective turnkey solution. The company offers the advantage of being a single-source supplier for all the customer's deck machinery needs including cranes, winches, hydraulic power units, etc. This reduces the customer's total ownership cost during equipment start-up / commissioning, and later if a spare part or service is required. Appleton Marine's recent deliveries include offshore pedestal cranes for FPSOs, telescoping and folding boom cranes along with other deck equipment for the U.S. Coast Guard; knuckle-telescoping boom cranes for the U.S. Navy; capstans, winches, and anchor windlasses for multiple projects; knuckle and telescoping boom cranes for the U.S. Army Corp of Engineers.

### **THE CASE:**

Appleton Marine, Inc. has been supplying marine deck machinery since 1971. The company has the flexibility to participate in multiple domestic and international market segments, along with being a turnkey package provider of cranes and other deck equipment. Appleton Marine has long-tenured employees that are highly capable of providing technologically-advanced, heavily-engineered products.



### **THE COMPANY:**

Dellner Brakes AB acquired US brake and clutch specialist Gummi USA in September 2017 and provides products through the sub-brand Dellner Gummi USA. In January, the Dellner Group acquired German brake manufacturer Pintsch Bubenzer. Dellner Gummi USA branded products are ABS Type Approved and can also be delivered with ABS Unit Class Certification. Through their Dellner Gummi USA brand, Dellner Brakes provides clutch and braking products for a range of marine applications including reverse reduction gears, propeller shafts, deck equipment and hydraulic pump drives. Products include air clutches/brakes, flexible couplings, rotorseals, friction materials and 7,000 unique parts. Specifically developed for marine applications, the ABS approved FM clutch is used on reverse reduction gears enabling vessels to quickly change direction, reverse, and shift between forward and reverse gears. Its robust construction uses an integral rim and tube design, ventilated friction shoes and as-molded linings that allow for clutch slippage during forward and reverse maneuvering at low speeds, as well as periodic cycling engagements at high speeds. Where additional stopping power is needed, Dellner Gummi USA shaft brakes are designed to stop the propeller shaft between disengaging the forward clutch and engaging the reverse, maintaining the engine's ideal RPM and preventing 'shock-load'.

### **THE CASE:**

Dellner Brakes is a leading supplier of brakes, clutches and power transmission products for the U.S. inland, coastal waterways, and blue water markets. Dellner's customers benefit from continuous innovation and product development – for example, the Dellner Brakes all electric STL (Stopping, Turning, Locking) system is the first of its kind in the world. The company is always looking for new and different ways to adapt and improve their products, and to find new solutions to meet their customers' changing needs.



## Klüber Lubrication NA LP

### THE COMPANY:

Klüber Lubrication is one of the world's leading manufacturers of specialty lubricants, offering high-end tribological solutions to virtually all industries and markets worldwide. Most products are developed and made to specific customer requirements. During its more than 80 years of existence, Klüber Lubrication has provided high-quality lubricants to the marine markets. The company holds all common industrial certifications and operates a test bay hardly rivaled in the lubricants industry. Whether for open gears on the deck of an anchor handling vessel, or enclosed gear boxes in a ship to shore gantry crane, or any one of hundreds of other mechanical operations, Klüber Lubrication can select from its over 2,000 specialty products to help achieve operational objectives. Klüber Lubrication continues its commitment to the marine industry by introducing new greases and oils to address specific operational requirements. For 2018, Klüber Lubrication has introduced two products, adding to its lineup of VGP compliant lubricants. Klüberbio AM 12-501, approved for use by all major ATB coupling system manufacturers, is an aluminum complex, fully synthetic ester base oil grease with selected additives that helps reduce lubricant usage, extends maintenance intervals, and protects the mission critical components of the coupling system. Klüberbio EG 2-320 for port cranes and slewing gears in propulsion PODs is a fully synthetic, OEM approved 320 cSt inherently viscous, biodegradable gear oil that meets stringent gear oil standards. The company's list of application specific lubricants includes a complete range of biodegradable gear oils, traditional high performance synthetic PAO and PAG gear oils, highly adhesive specialty gear greases, and efficiency generating bearing greases.

### THE CASE:

Klüber Lubrication develops efficiency-boosting marine lubricants to help vessel operators achieve cost reduction, improved safety, environmental compliance and increased operational uptime. These lubrication solutions maintain their performance characteristics in demanding marine environments while significantly extending maintenance intervals and the service life of components.



### THE COMPANY:

Schoellhorn-Albrecht has enjoyed a long history supporting the inland river industry. The firm began by providing steamboat engines and deck equipment for river boats built in Alaska and used on the Yukon River during the early gold rush days. Today, St.Louis-based Schoellhorn-Albrecht supports the entire marine industry with the best technical solutions, employing the highest quality product at the most competitive price. Schoellhorn-Albrecht is an ISO 9001:2008 certified company. Schoellhorn-Albrecht is an industry leader in the design and manufacturing of mooring equipment and systems. These include capstans, anchor windlasses, vessel access systems, deck fittings and dock fittings. In addition to a standard product line, the firm also specializes in designing and manufacturing castings, fabrications, and specialized machinery. A complete pattern, machine and fabrication shop allows the firm to manufacture custom items as well as repair, recondition or modify existing equipment. All products can be 100% made in the USA. By designing superior quality into all phases of production, all products meet exacting specifications and adhere to ABS, MIL, ISO, NAVSEA, ASTM, JIS, OCIME, Naval Vessel Regulations or other standards and certification requirements. Products designed and manufactured by Schoellhorn-Albrecht include capstans, winches, mooring winches, anchor windlasses, tugger winches, hawser reels, anchors, bits, chocks, cleats, mooring rings, hatches, kevels, roller chocks, roller fairleads, smit brackets, bollards, dock cleats, panama chocks, accommodation ladders, and gangways. Specialty products include (and are not limited to) bow stems, strut assemblies, bow chocks, hawsepipes, rudder trunks, and other supported hardware.

### THE CASE:

With over 120 years of experience, Schoellhorn-Albrecht is a market leader in engineering, designing and manufacturing of marine deck equipment, dock equipment and vessel access systems. In addition to a standard product line, the firm also specializes in designing and manufacturing castings, fabrications, and specialized machinery to meet any customer's needs.



## R.W. Fernstrum & Company

### THE COMPANY:

R.W. Fernstrum & Company set the standard in marine heat exchangers over 65 years ago, building a reputation focused on innovation. Today, its commitment is to continual improvement, ensuring customers have quality, reliability, and the latest in cooling technologies. Fernstrum's product offerings have grown through strategic partnerships with WEKA Boxcoolers B.V. and TRANTER Heat Exchangers to meet the growing demands of the marine market. Over the years, Fernstrum has grown into a worldwide organization with more than 24 representatives across six continents. Focusing exclusively on marine cooling, this family-owned business has built a respected reputation throughout the industry for exceptional quality and service.

### PRIMARY PRODUCT / SERVICE:

R.W. Fernstrum & Company, a global leader in engineering and manufacturing keel cooling solutions, came to fruition in 1945 when Robert W. Fernstrum patented the first rectangular tube keel cooler for the United States Army and Navy. During World War II, the U.S. Navy encountered engine cooling problems with their landing craft and required a new closed circuit cooling system.



After intense research, Mr. Fernstrum developed the basic keel cooler design that is still used today. The GRID-COOLER Keel Cooler has evolved over the years into a line of keel coolers that offers nearly limitless variations to fit a particular application. Each solution is engineered to meet the requirements of the engine, vessel, and operating conditions. Active in all sectors of the workboat and brown water sectors, Fernstrum is also active in wind and tidal energy projects. Notably, R.W. Fernstrum & Company received ISO 9001:2015 certification in May (2018). Recent Fernstrum equipment deliveries include McAllister Towing Tier IV Tugs, a Weeks Marine Suction Hopper Dredge, a Circle Line Cruise Passenger Vessel, a Red & White Feet Hybrid Electric 600 Passenger Vessel, Marquette Transportation Triple-Screw Z Drive Towboats and Crowley's Alaska-class ATB.

### THE CASE:

On the *MarineNews MN100* top company list for five consecutive years, no other firm perhaps has as much respect in the world of workboats. They do one thing and they do it well. R.W. Fernstrum is the global leader in engineering and manufacturing of marine heat exchangers.

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CEO/President:  
John Malloy



**THE COMPANY:**

Since 1919, Victaulic’s pipe joining and flow control solutions have optimized construction productivity and reduced risk, ensuring projects are completed safely, on time and within budget. Driven by a spirit of continuous innovation, Victaulic’s portfolio of 100,000+ products and patented technologies promote freedom of design, as well as simplified inspection and maintenance for the life of any system. With more than 3,500 employees and 40 international facilities, Victaulic helps customers in over 120 countries succeed. From the tallest buildings to the smallest vessels, customers trust Victaulic products to increase system durability in the most demanding operating conditions. Victaulic provides the marine industry with pipe joining, flow control and MIM solutions. As an industry leader in Virtual Design, MIM content and software solutions, Victaulic offers project coordination, estimation, and project management, along with drawing services and hands-on training for marine business professionals. Victaulic drives industry growth by enhancing routing efficiencies and delivering cost certainty throughout the project life cycle.

**THE CASE:**

Since 1919, Victaulic’s pipe joining and flow control solutions have optimized construction productivity and reduced risk, ensuring projects are completed safely, on time and within budget. Driven by a spirit of continuous innovation, Victaulic’s portfolio of 100,000+ products and patented technologies promote freedom of design, as well as simplified inspection and maintenance for the life of any system. Now, Victaulic’s catalog content inclusion in SSI’s ShipConstructor software gives naval architects and shipyards the convenient ability to ask, “What if?” Victaulic content for MEP CAD – including IPS range couplings and fittings, valves, strainer and flange adapters – is a ‘win-win’ for everyone. Leveraging a new and more convenient data source, designers now have a new tool at their disposal. Able to be loaded and imported in both metric and imperial versions, the financial advantages of integrating Victaulic’s catalog into SSI’s sophisticated but easy to use software quickly become apparent.



**THE COMPANY:**

Viega LLC, a privately held subsidiary, is the expert in the manufacturing and distribution of plumbing, heating and pipe joining systems for customers in North American shipbuilding. Viega started in Germany in 1899, founded by Franz-Anslem Viegner, who created an innovative new design for a brass beer tap. By 1901, the German company began to manufacture home plumbing products, growing and expanding internationally as the authority in press technology during the last century. In 1999, through the purchase of an interest in a U.S. company, Viega expanded its product offering to North America. Today, Viega’s innovative products are produced at six international locations and distributed worldwide. The corrosive environments of the shipbuilding market require extremely high-performance piping systems. The material must not only withstand the applications onboard the ship but also the extreme external conditions of the ocean. Cramped installation spaces and strict safety regulations also place challenging demands on installers. Viega shipbuilding solutions provide reliable performance in harsh conditions and protect installers at the same time. Viega offers more than 3,000 products in North America including Viega ProPress for copper and stainless, Viega MegaPress, MegaPressG, MegaPress XL, as well as MegaPress CuNi and SeaPress systems specifically for marine applications. The products are used in a variety of applications from potable water to fuel to fire mains. Viega MegaPress, MegaPressG and MegaPress CuNi systems recently received approvals from the American Bureau of Shipping and the United Coast Guard that enable them to be specified throughout the entire vessel.

**THE CASE:**

Only Viega offers press fitting systems in multiple materials such as Viega MegaPress for carbon steel and stainless, Viega ProPress for copper and stainless and Viega MegaPress CuNi and SeaPress systems for marine applications. With the widest range of options and maritime industry approvals, Viega solutions can be installed in many applications including potable water, fuel and fire sprinklers.

### THE COMPANY:

Today, ComNav's commercial autopilots may be found in fishing vessels, tug boats, tankers, ferries, naval vessels, mega yachts, and government fleets. For example, BC Ferries specified the ComNav 2001 for its "Century" class, while the Canadian Coast Guard selected Comnav pilots for its new fleet of search and rescue patrol vessels. Comnav Marine's high quality engineered marine electronics are reflected by the company's registration to ISO 9001 standards. Additionally, the X Series Automatic Identification Systems, the V Series Low Lux and Thermal night Vision Systems and C Series Sunlight Displays were launched to better serve customers. The G Series GNSS Compasses were introduced for precision navigation and accurate hydrographic survey.

### THE CASE:

ComNav is one of the world's largest privately held autopilot manufacturers, and a leader in marine automation

# ComNav®



and marine navigation electronics since 1982. In addition to autopilots, the firm manufactures satellite compasses, AIS and thermal imaging systems. ComNav will be launching additional product lines soon.



CEO/President:  
Lynn Oien

## Delta T Systems, Inc.

### THE COMPANY:

Delta T Systems pioneered modern engineered marine engine room ventilation more than 25 years ago. Since that time new product offering and engineering expertise have kept Delta T Systems on the forefront of the commercial marine market. Complete engine room ventilation systems have saved vessel owners many millions of dollars in terms of fuel savings and reduced maintenance costs for all engine room equipment. Components of a fully engineered and balanced engine room ventilation system include marine

grade axial fans, moisture eliminators, fire dampers and a full line of control systems. Delta T Systems specifically engineers each ventilation system for a particular vessel's engine room in order to optimize cooling and combustion air without over or under pressurizing the engine room. Delta T Systems also engineers and sells a complete line of modular marine dry exhaust systems and components up to 24 inches in diameter for use on marine engines and generators. The light weight pre-insulated components are fabricated using 304 and 316 stainless steel and do not require welding for installation nor insulated blankets after installation. Delta T Systems is also the agent for Finland based Cranston Eagle marine off-load hooks in the Americas and Mexico. Sales, service, parts, load testing and recertification services are provided, conveniently in South Florida. The firm recently delivered full ventilation systems and dry exhaust systems on the entire new New York City ferry fleet operated by Hornblower.

### THE CASE:

Delta T Systems has been serving shallow draft market for more than 25 years now. Tailored product offerings meet both the general and Sub Chapter M needs of the shallow draft market including a new line of USCG approved A-60 rated fire dampers and a new line of ABS/Lloyds approved modular dry exhaust systems.



## THE COMPANY:

DMW Marine Group is a supplier of Marine Cranes for all branches of the United States and other militaries, oceanographic research vessels, the petroleum industry, police and fire departments, research vessels, the aquaculture industry. DMW Marine Group has a complete range of cranes that are designed for hoisting operations in a marine environment. Heavy duty and designed with an emphasis on the side load force of the marine operations, DMW takes into consideration the stresses, load conditions and the marine environment. With cranes designed to outlast and outperform the competition, DMW offers a wide selection of crane models, ranging from 5 to 1000tm. All models can be customized to fit the needs of individual customers.

## THE CASE:

DMW Marine Group has been supplying high quality, marine cranes and davits to the marine industry for the last 30 years. DMW provides any and all levels of installation, training, parts, and service for all supplied equipment.

## THE COMPANY:

DuroWipers designs, develop, and manufacture individual, high performance Windscreen wipers. DuroWiper Pantographs and Pendulums have a Patented twin drive rotary transfer box which gives a smooth, powerful and reliable performance. AISI 316 Stainless Steel is extensively used throughout for its durability and anti-corrosive qualities. Designed to last the lifetime of a vessel, a 3-year Warranty on all systems and extended and Lifetime Warranties are offered for the RNLI and the Royal Navy. Commercial Marine DuroWipers are specified on the new Shannon Class Lifeboat where treacherous conditions demand clear vision at all times and after many hundreds of hours of tests DuroWipers were the only choice.

## THE CASE:

DuroWipers design, develop, and manufacture individual, high performance Windscreen wipers. Each system is constructed to exceed customer expectations in quality and innovation, with a patented unique dual drive design unlike any other marine wiper in the World, building on a reputation for high quality, durable and reliable windscreen wiper systems.

## DuroWipers



# Emerald Marine Products

## THE COMPANY:

Since 1996, Emerald Marine Products has provided innovative and reliable marine safety and survival equipment. Its U.S. manufactured products are widely used in the commercial marine, offshore oil and gas, port, marine construction, and government/military segments. The ALERT2 and new ALERT418 Man-Overboard Alarm Systems consist of a receiver and transmitter. Combined, the reliable and proven system provides crew with the critical extra seconds needed for a successful, locally managed man overboard (MOB) rescue operation. Water-activated and completely automatic, the transmitter doesn't rely on another piece of equipment to trigger it. Nor does it send a signal to a satellite only to relay it back to the vessel; it communicates directly and immediately with the receiver for the fastest response time. Extremely compact, it won't get in the way when working like bulkier units do. For offshore oil and gas industry use, Emerald Marine Products offers a certified Intrinsically Safe (IS) model. Upon receiving an MOB activation signal, the receiver sets off a loud, 95 dB alarm and bright red alert light on the display. It's approved by the FCC and Industry Canada; no license is required.

## THE CASE:

Emerald Marine Products is a leader in providing effective and reliable man-overboard alerting systems used extensively in the brown water segment. The company has grown from its early beginnings by continually leveraging the latest technology and applying it to its marine safety and survival products.



CEO/President:  
Robert Linder



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## Glomex Marine Antennas USA

### THE COMPANY:

This company, for more than 30 years, has been pursuing a single goal: providing high quality marine antennas with an excellent value, that pass any resistance test (UV-ray exposure, environmental test, mechanical, electric and electronic strain). Glomex partners with some of the most important international groups, becoming a point of reference for manufacturers and aftermarket distributors worldwide. Through a network of major distributors and with continuous expansion, Glomex is present on all 5 continents, and markets its products in over 50 countries. Its vision and reputation are important resources along the developmental path of the company which is constantly looking for stimulating markets and new growth areas.

### THE CASE:

Glomex has consistently innovated and pioneered products for the marine industry that have solved numerous problems for consumers in the boating industry. The innovative products from Glomex have been the subject of conversations and have been the guideline for others to follow.



## IOW Group

### THE COMPANY:

IOW Group produces the industry's highest performing and only self-monitoring bypass oil filtration spinner type separators. Primary filters allow certain sized contaminants to pass through, shortening the life of the lubricating oil and causing engine damage. And, with the advent of emission controls and exhaust gas recirculation in modern diesel engines, there has been a substantial increase in the amount of soot being deposited into the engines sump. The system is both MODBUS/CANBUS compatible and can be connected to existing alarm systems; a Bluetooth control panel and App will be ready later this year. This improves productivity by oil lasting longer and eliminating unscheduled downtime.

### THE CASE:

The IOW Centrifugal Oil Spinner has dirt/sludge monitoring technology, which notifies engineers when the separator needs cleaning. This removes contaminants that cause damage to engines and also greatly extends the life of lubricating oil. In extensive testing against the market leader, the IOW MP 200 removed 35% more sludge.

# OceanMedix

## THE COMPANY:

In 2006, the OceanMedix Website was launched to provide Prescription Medical Kits, First Aid, Safety, Emergency and Communication Equipment for the Coastal Cruiser and Ocean Voyager. Eventually, it was found that at least half of its business was coming from commercial customers. OceanMedix expanded into that marketplace with the introduction of the OceanMedix Commercial Vessel Defibrillator Kit in 2014. In 2015, OceanMedix introduced the new product line of Fishing & Commercial Vessel Medical Kits, available in three sizes to accommodate the number of persons onboard, trip duration and distance away from medical care. The OceanMedix Fishing & Commercial Vessel Medical Kits is configured to exceed the requirements of 46CFR, Subchapter M, section 140.435 - First Aid Equipment. An OceanMedix Com-



CEO/President:  
Capt. Denny Emory

mercial Vessel Defibrillator Kit is all offered to operators.

## THE CASE:

OceanMedix products are specifically designed for vessels engaged in extended coastal and offshore voyages. In 2014, OceanMedix focus was expanded to meet the needs of the Fishing, Commercial and Industrial Marine, Law Enforcement, Search and Rescue, and Military Communities with a comprehensive offering of premium medical, emergency and safety products.

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Reaching a total average circulation of 114,930, these four publications reach decision makers all over the maritime industry, are audited by BPA, and are only available in the Maritime Network.

**THE COMPANY:**

Established in 1950, Schuyler Rubber Co. has built on the success and best practices established 68 years ago. Tire plies are easily sourced for recycling and re-purposing. The combination of custom made fendering made from tough recycled rubber plies coupled with Schuyler’s well-known service makes Schuyler the premium choice in the fendering market. This firm manufactures laminated fendering for pushboats, model bow tugs, barges, pilings, docks and piers. All fenders are built to order and custom made to fit each unique application. Recent contracts include bow and stern fendering for Dunlap Towing, and numerous shipsets of fendering for domestic workboat customers.

**THE CASE:**

Schuyler Rubber Co. has been serving the Inland Waterways for decades and has been building bumpers for workboats, barges and docks/infrastructure for 60+ years. The firm makes durable products from recycled tire plies and saves over half a million tires from landfills each year. That’s good for business and, for an increasingly tough regulatory regime, good for the environment, as well.



**SONARAY LED  
LIGHTING by DASCOM**



**THE COMPANY:**

SONARAY LED Lighting engineers, designs, and manufactures proprietary LED fixtures for use in heavy industrial and marine applications. With an emphasis on durability, high lumen output, and energy savings, SONARAY lighting fixtures can be found around the globe in some of the world’s toughest environments bringing safety from the Bering Sea to the Ports in Panama. From high bay lighting to flood lights, street lights, and more, SONARAY is synonymous for cost savings, safety, and energy efficiency. Recent product deliveries include the U.S. Military (classified locations) and port lighting in Panama, among others.

**THE CASE:**

SONARAY LED Flood Lights can be found in the world’s toughest marine environments Their anti-corrosive, high output LED flood lighting helps watercraft navigate everywhere from the Bering Sea to the Ports in Panama. The firm builds and provides top-quality, certified lighting to withstand nature’s fury and promote safety and energy savings across the globe.





## Superior Industries

### THE COMPANY:

Superior Industries engineers and manufactures ground-breaking, bulk material processing and handling equipment and cutting-edge machinery components. From its headquarters in Morris, Minnesota, USA, the manufacturing firm supplies bulk crushing, screening, washing and conveying systems for industries including construction aggregates, mining, bulk terminals, agriculture, power and biomass. In addition to its home plant in Minnesota, the 45-year-old Superior operates from additional facilities in Arizona, Georgia, Illinois, Michigan and Nebraska, USA; Alberta and New Brunswick, Canada; and three locations in Brazil to serve South American markets. The firm's primary products include mobile ship and barge loaders and unloaders and mobile truck unloading conveyors.

### THE CASE:

Superior designs and builds custom conveyors for barge and ship loading and unloading applications. The key word is custom. A broad team of engineers studies each customer application and requirements and then provides a unique, mobile solution based on location, material, tonnage and more.



CEO/President:  
Tom Yale

## Yale Cordage

### THE COMPANY:

Founded in 1950 by O. Sherman Yale, Yale Cordage pioneered the use of synthetic fibers in marine ropes, especially for the commercial fishing industry. Since then, the company has expanded into the industrial sector, with a large portion of the business in commercial marine. Yale continues to expand its capacity and capabilities. The firm makes all of its rope in Maine and North Carolina. The firm additionally offers rope and sling testing and evaluation, rigging, and custom fabrication, with destructive and non-destructive testing up to 1,300,000 pounds.

### THE CASE:

Yale Cordage produces high quality synthetic fiber ropes, cables, and lifting slings. Recently, the firm acquired a 1,300,000 pound Salm Splice test bed, with 116 foot sample length and 15 feet of stroke. Yale Cordage also won the Maine International Trade Center's Innovator of the Year award for its new product – Braeon. Braeon is a UHMWPE tape infused with a thermoplastic resin. A one inch wide piece of tape has a tensile strength of over 1000 pounds.



## THE COMPANY:

Resolve Marine Group began in 1980 as a one-tug operation after Joe Farrell, Jr. purchased his first tug, THE RESOLVE. Throughout the next 10 years, the company oversaw salvage jobs in the Caribbean, working on various small freighters and island vessels. Following the 1989 EXXON VALDEZ oil spill in Alaska, the U.S. Coast Guard established regulations for OPA-90 and, at the time, Farrell, realized he needed to offer services that met those regulations if he wanted to remain in business.

In order to comply with OPA-90 rules, Resolve needed the expertise and capabilities to fight tank vessel fires – in short, it needed a firefighting team and, as it turned out, the only way to establish one was to build a training facility. RESOLVE soon became the only salvage company with an in-house firefighting team of experts, who also served as professional instructors.

While Farrell realized the OPA-90 model had worldwide ramifications, he first dedicated his resources to the North American market. RESOLVE was the only SMFF provider at the time with a focus on offering the best services in the United States. Farrell's dedication to refine the OPA-90 emergency response model domestically paid off as Resolve now maintains a strong network of 23 depots nationwide, stocked with company-owned equipment around the clock.

Once Resolve established its U.S. capabilities, Farrell applied the OPA-90 emergency response model worldwide. The company now has offices and response bases in the United Kingdom, Gibraltar, Singapore, India, China, and South Africa. Resolve Marine Group provides innovative and reliable maritime solutions across the globe through dedicated salvage and emergency response resources.

A family-owned company with international reach, the

firm's core businesses includes Emergency Response. This commitment is reflected through the investment the firm has made in its strategic global footprint. Resolve has more fully stocked and owned response warehouses globally than any other provider, including Florida, Alabama, and Alaska. In addition, the firm maintains no less than 22 OPA-90 SMFF depots in the U.S. Whether it's a container ship in New Zealand, a cruise ship in the Arctic or a tanker in New York Harbor, Resolve's successfully tackled some of the most complex salvage operations in the world. Its experienced salvage masters, naval architects, engineers and divers stand ready to assist clients around the clock. Clients' interests are Resolve Marine's priority and they will work with all stakeholders to ensure operations are completed on time, on budget and most importantly – SAFELY. The firm provides Global Regulatory Compliance for US OPA90, China SPRO, Alaska APC, which are all one stop shops' for clients trading globally and certain regions. Emergency Response and wreck removal and emergency towing services are available 24/7 for clients globally.

## THE CASE:

Once Resolve established its U.S. capabilities, Farrell applied the OPA-90 emergency response model worldwide. The company now has offices and response bases in the United Kingdom, Gibraltar, Singapore, India, China, and South Africa. Today, the Resolve Marine Group is your one stop shop for all things to do with Global Regulatory Compliance for US OPA90 requirements, China SPRO, and Alaska APC. The firm's 300 employees are well known for their global reach in myriad disciplines, including but not limited to Emergency Response, wreck removals, and emergency towing services. The firm operates 24/7, 365 days per year, on standby for all its global clients.

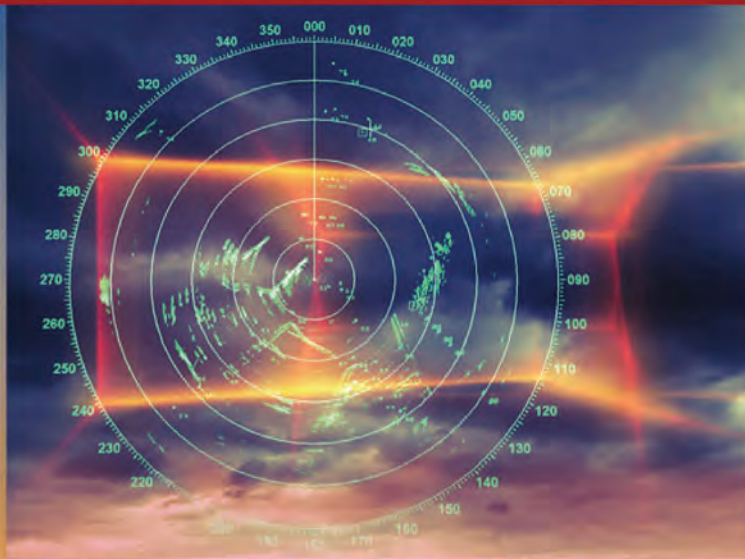


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SPECIAL REPORT: Ballast Water Treatment  
REGIONAL FOCUS: U.S. East Coast

**PVA Maritrends:**

Jan 28 - 31, Savannah, GA

**FEBRUARY**

Ad Close: Jan 16

*Dredging & Marine Construction*

MARKET: U.S. Coast Guard  
TECHNICAL: Marine Lubricants  
PRODUCT: Pumps, Pipes & Valves  
SPECIAL REPORT: Inland Port Development

**Inland Waterways Conference:**

Mar 20 - 21, New Orleans, LA

**MARCH**

Ad Close: Feb 15

*Pushboats, Tugboats & Assist Vessels*

MARKET: Winches & Capstans  
TECHNICAL: Naval Architects  
PRODUCT: Workboat Engines  
SPECIAL REPORT: Thrusters & Inland Propulsion

**CMA Shipping:**

Mar 12-14, Stamford, CT

**Clean Waterways:**

April 4-5, St. Louis, MO

**APRIL**

Ad Close: Mar 15

*Boatbuilding, Construction & Repair*

MARKET: Marine Cranes  
TECHNICAL: Coatings/Corrosion Control  
PRODUCT: CAD/CAM Software  
SPECIAL REPORT: VGP Compliance  
REGIONAL FOCUS: North American West Coast

**NACE Corrosion:** April 15-19, Phoenix, AZ**OTC:** Apr 30 - May 3, Houston, TX**MAY**

Ad Close: Apr 16

*Inland Waterways*

MARKET: Barge Building & Outfitting  
TECHNICAL: Workboat Comms  
PRODUCT: Cordage, Wire Rope & Rig  
SPECIAL REPORT: Subchapter M Towboat Rules

**IMX:** May 21-23, St. Louis, MO**Electric & Hybrid Marine World Expo:**

Jun 27-29, Amsterdam, NL

**JUNE**

Ad Close: May 15

*Combat & Patrol Craft Annual*

MARKET: Salvage & Spill Response  
TECHNICAL: ATB's  
PRODUCT: Pollution Prevention & Response equipment  
SPECIAL REPORT: Shipyard Exports

**Clean Pacific:** Jun 19-21, Portland, OR**SeaWork:** Jul 3-5, Southampton, UK**JULY**

Ad Close: Jun 15

*Propulsion Technology*

MARKET: Lubricants, Fuels & Additives  
TECHNICAL: Safety & Fire Prevention  
PRODUCT: Shafts, Seals & Bearings  
SPECIAL REPORT: Workboat Repair  
REGIONAL FOCUS: Great Lakes

**AUGUST**

Ad Close: Jul 16

*MN100 Market Leaders*

MARKET: Boatbuilders  
TECHNICAL: Marine Operators: Crew Training and Retention  
PRODUCT: Hull and Deck Coatings

**SEPTEMBER**

Ad Close: Aug 15

*Offshore Annual*

MARKET: OSV & Offshore Trends  
TECHNICAL: Dynamic Positioning Equipment & Training  
PRODUCT: Pumps, Pipes & Valves  
SPECIAL REPORT: Regulatory Outlook

**OCTOBER**

Ad Close: Sep 17

*Autonomous Workboats*

MARKET: Multi-Mission Workboats  
TECHNICAL: Management & Operations Software  
PRODUCT: Electronics & Navigation Equipment  
SPECIAL REPORT: Simulation Tech & Trends

**SHIPPINGInsight:** Oct 9-11, Stamford, CT**Commercial Marine Expo:**

Oct 17-18, Providence, RI

**SNAME:** Oct 23-27, Providence, RI**NOVEMBER**

Ad Close: Oct 15

*Workboat Annual*

MARKET: Outfitting Today's Workboat  
TECHNICAL: Marine Gears  
PRODUCT: Deck Machinery-Winches and Cranes  
SPECIAL REPORT: The Marine Fuel Debate  
REGIONAL FOCUS: Gulf Coast

**Clean Gulf:**

Nov 13-15, Houston, TX

**Workboat Show:**

Nov 28-30, New Orleans, LA

**DECEMBER**

Ad Close: Nov 15

*Innovative Products & Boats*

MARKET: Fire, Patrol & Escort Craft  
TECHNICAL: Emissions Compliance and Monitoring  
PRODUCT: Fire & Safety Equipment  
SPECIAL REPORT: Top 10 Stories for 2018

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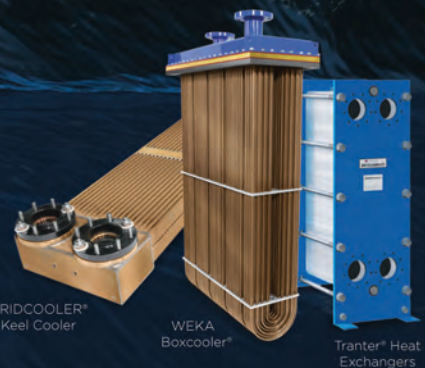
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