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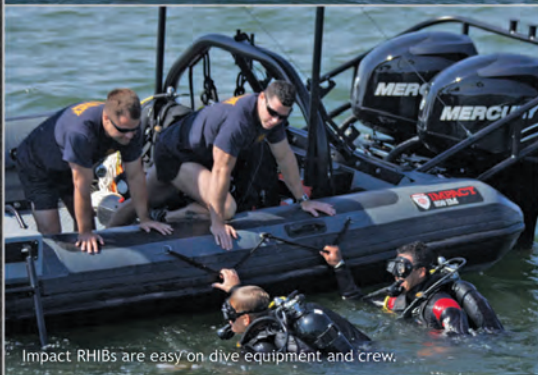


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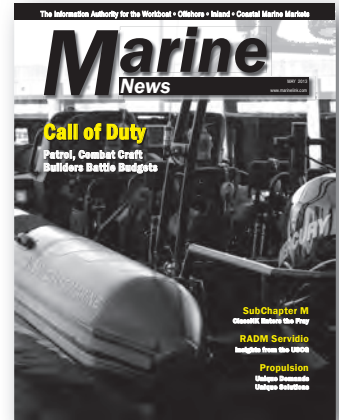
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28 Boatbuilding

Ocean Craft Marine's 9.5 VI-BTD craft is designed for interdiction and boarding operations. The vessel features OCM's "reverse-chine" hull technology, a shock-mitigated console and a host of other high-tech gear. It is notably powered by twin 300HP supercharged Mercury Verados.



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There is something for everyone in this edition of *MarineNews*. That's because there is no end to the breadth of new and versatile equipment hitting today's marine markets. Before you get to the fun stuff, however, you have deal with the reality of a regulatory climate that threatens to pervade every aspect of your operations and your bottom line, too. I don't like it any more than you do. Add to that the 600-pound gorilla represented by the federal budget wars and the S-word (sequestration) and there is enough uncertainty out there to give even the most mild-mannered maritime executive a first class heartburn. You've got questions. Naturally, we've got answers.

As a one-two punch, this month we addressed the regulatory issue(s) head on by first taking the temperature of the Coast Guard's Assistant Commandant for Prevention Policy, Rear Admiral Joseph A. Servidio. His unvarnished opinions will, perhaps, give you a better sense of where things are headed, why and what to expect when we get there. Beyond this, there's a new kid in town on the subchapter M front – and it isn't who you thought was coming next. ClassNK, already the largest classification society on the planet, arrives with deep roots in the bulk trades, inland classification experience and newly acquired North American roots. What they have to say about the coming subchapter M rules might surprise you. And, then, it could solve your problems.

While inland operators wrestle with the coming sub M quandary, domestic shipyards – particularly those second tier yards catering largely to military and government contracts – have their own headaches. The good news is that the vast majority of these builders are riding a robust wave of steady work, with healthy backlogs extending into the foreseeable future. U.S. yards are leveraging that work, diversifying into other areas and planning for the very real possibility that some of those government contracts won't be nearly as fat as they had once hoped. Inside, Susan Buchanan takes an in-depth look at the players and the strategies designed to prolong one of the better shipbuilding runs this market has seen in recent memory. The news is better than you might think.

Finally and tasked with highlighting a European regional focus along with covering high speed propulsion, I took the easy way out by tackling two Norwegian-built vessels and the water jet propulsion that makes them so special. For those accustomed to seeing the U.S. workboat and offshore markets influenced by all things "Norway," this story is a fair bit of turnabout. That's because Workboats – all kinds, shapes and sizes – are multi-mission platforms. In this case, though, it is American-built technology that crosses the big pond, in the other direction. This and other equipment advances (also discussed within) will measurably increase your bottom line, green up your environmental footprint and increase the efficiencies of your operations. First, you need to figure out that regulatory minefield. That said; I have no doubt that we'll all get there together.

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Subchapter M Statistics

The Coast Guard and Maritime Transportation Act of 2004 (Aug. 9, 2004), established new authorities for towing vessels. Out of that came a proposed regulatory scheme requiring towing vessels to become inspected vessels and obtain a Certificate of Inspection (COI). The proposed Subchapter M for title 46, U.S.C., covering Certification, Vessel Compliance, Towing Safety Management System (TSMS), Third-Party Organizations, Operations, Life-Saving, Fire Protection, Machinery and Electrical Systems and Equipment, and Construction and Management of towing vessels is now in draft form. Looking ahead, the Coast Guard refuses to speculate about rulemaking timelines but the Assistant Commandant for Prevention Policy, Rear Admiral Joseph A. Servidio, told *MarineNews* in April, “We are working to finalize this rule as soon as possible, and may make some adjustments to what was in the NPRM, but cannot talk about possible changes or timelines at this time.” Data, in part derived from estimates put together for the Coast Guard themselves, from the American Bureau of Shipping Group and the Towing Safety Advisory Committee (TSAC), and based upon the NPRM, is illuminating.

By the Numbers, Subchapter M looks something like this, for you:

2: Number of years allowed to create TSMS, approved by a 3rd Party.
4: Years from date of TSMS certificate to bring all owned vessels under TSMS and obtain COI.
5: Number of years the new COI would be valid for.
25: Percentage subject to significant economic impact (>1% or revenue) in years 1 & 2.
26: Cutoff LOA of exempted vessels in feet (unless towing a barge/or dangerous bulk cargoes).
33: Percentage of existing companies (attrition) that may cease to exist as a result of subchapter M.
49: Percentage who will experience significant economic impact in each of the next 8 years.
92: Percentage of these companies that are small business (SBA 500 or fewer employees).
175: Minimum number of additional auditors needed throughout inland waterways.
1,059: Number of Owners & Operators that will incur significant costs.
5,208: Number of vessels owned and operated by these companies.
26,634: Number of government hours to implement in first 3 years.
32,000: Estimated minimum cost in dollars of a drydocking.
100,000: Minimum estimated cost in USD to start an SMS from the ground up.
143,000: Minimum estimated top cost to bring an existing SMS into compliance.
251,626: Number of industry hours expended in first 3 years compliance in subchapter M.
12 Million: Estimated cost in USD to Government to implement subchapter M.
153 Million: Estimated eventual cost in USD to industry.
256 Million: Estimated benefit to industry in USD as a result of subchapter M.

The cost of a Safety Management System, assuming that it is not already in place, will be hefty. Indeed, the estimated potential cost for a TSMS could reach as much as **\$2.9 million** for an average towing company. The Coast Guard touts the coming rules as something that will (a.) address a wide range of causes of towing accidents, (b.) Improve safety within the towing industry, (c.) decrease the risk of towing vessel accidents and (d.) significantly reduce the number of fatalities, injuries, property damage and oil spills. If so, the cost is probably worth it. But, if you are looking at coming up to speed from baseline, that’s of little consolation. Nevertheless, it is time to get ready.

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Subchapter M Looms Operators and Suppliers Respond



Amelia Island, Florida: At the second annual *Workboat Exchange*, held in April at the Ritz Carlton Hotel on beautiful Amelia Island, Florida, about 160 marine buyers and sellers alike got a full taste of the best food, weather and accommodations that the Sunshine state has to offer. At the same time, they also got a full dose of reality when it comes to the eventual implications of the subchapter M rules. Maritime attorney and consultant Gary English led the attendees through a comprehensive primer on who will be impacted, why, and what it is likely to cost inland marine operators to comply. In short, the long term, downstream impact on the industry was laid bare to the bone.

In advance of the (now) annual two+ day event that brings marine buyers (fleet operators) and suppliers (equipment vendors) together in a unique setting that guarantees both parties personal and up close business meetings and introductions, the keynote speech given by English gave them plenty of reason to do so. He started out by explaining that Subchapter M ultimately affects US Flagged vessels pushing, pulling or hauling alongside, towing vessels moving commercial barges – especially those towing oil & other dangerous and combustible cargos, and vessels providing harbor assist services to large commercial ships. That's because the preponderance of casualties reviewed by the Coast Guard involved these vessels. And, also according to English, the greatest potential for casualties that cause permanent injury or death to humans, economic impact to the maritime transportation sector, and/or environmental damage is greatest due to the nature of the service. Bottom line: *it is going to be expensive.*

Subchapter M and You

The Coast Guard and Maritime Transportation Act of 2004 (Aug. 9, 2004), established new authorities for towing vessels. This act authorized the Coast Guard to draft a regulatory scheme requiring towing vessels to become inspected vessels and obtain a Certificate of Inspection (COI). There-

after, the Coast Guard drafted proposed Subchapter M for title 46, U.S.C., which covers Certification, Vessel Compliance, Towing Safety Management System (TSMS), Third-Party Organizations, Operations, Life-Saving, Fire Protection, Machinery and Electrical Systems and Equipment, and Construction and Management of towing vessels.

Distilling the ultimate cost of compliance isn't easy, but English does it as well as anyone. And, while he conceded that his numbers might be a matter of some debate, he also insisted that the figures are certainly well within Subchapter M's vast financial ballpark. For *Workboat Exchange* participants, the numbers gave plenty of impetus to sharpen the pencils and negotiate favorable terms for economy of scale and volume discounts. The Ritz Carlton at Amelia Island was arguably the perfect venue.

What's Covered & When: Equipment, Regulations, and You ...

The proposed new rules – already in draft form that English says will probably not change very much – cover Certification, Vessel Compliance, Towing Safety Management System (TSMS), Third-Party Organizations, Operations, Life-Saving Fire Protection Machinery and Electrical Systems, Equipment Construction, and Management.

According to English, one size will not fit all. Each entity must calculate the cost in dollars and time for any particular vessel or entity to come into compliance with Subchapter M. When will Subchapter M be implemented?

That's anyone's guess. For now, English insists that it is unlikely that it will be finalized any time soon. Certainly; not this year. Beyond this, English had more dire predictions. Some of the 1,059 companies and 5,208 towing vessels, he said, will probably "go the way of the dinosaur." Some estimates, he added, have the rate of attrition – whether that entails consolidation, failure or outright exit from the industry – at as much as 20 to 33 percent. And, the cost of compliance will be passed

onto the customer in either the form of higher taxes paid to the government and/or higher rates. And if this consolidation results in less hulls to get the job done, will we see delays due to a shortage of vessels?

Consequences

If enough U.S. flag operators go by the wayside, will we see foreign flagged vessels in U.S. inland waters? That's not something too many would want to see, but if the Obama Administration has issued more Jones Act waivers in the past four years than have been granted the past six decades, then anything is possible. I'm just saying ...

On the other end of the spectrum, let's summarize what good could come out of subM: This includes the attention and remediation of a wide range of causes of towing accidents. Improved safety within the towing industry ought to be an outcome along with a significant reduction in fatalities, injuries, property damage and oil spills. English quantifies this benefit at \$256.2 million over ten years. Does this include a reduction in insurance rates to reflect this new culture? I don't know – I'll have to ask him.

Workboat Exchange: RX for Inland Industry

The success of this year's *Workboat Exchange* event reflects, at least in part, the growing need for operators and suppliers alike to begin focusing more tightly on the coming demand for re-vamped tonnage, closer adherence to safety and management systems and the realization that very soon, it will not be business as usual in inland waters. Along with the hard work and negotiations, however, came the opportunity to enjoy networking events, entertainment and evening cocktails with colleagues in a near perfect setting. In advance of the coming SubM storm, just what the doctor ordered.

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Rear Admiral Joseph A. Servidio

Assistant Commandant for Prevention Policy United States Coast Guard

Rear Admiral Joseph A. Servidio is Assistant Commandant for Prevention Policy overseeing Inspections and Compliance, Marine Transportation Systems, and Commercial Regulations and Standards. These directorates include waterways management, navigation and boating safety, commercial vessels, ports and facilities, merchant mariner credentialing, vessel documentation, marine casualty investigation, inspections, and port state control. His previous assignments include numerous postings in marine inspection, marine safety and investigation billets. Servidio is a graduate of the U. S. Coast Guard Academy, earning a Bachelor of Science Degree in Ocean Engineering. He also earned two Masters of Science Degrees in Engineering and is a Licensed Professional Engineer. This month, follow along as the Coast Guard's top prevention officer provides a frank situation report on the broad expanse of maritime regulations, marine safety and Coast Guard policy:

The Passenger Vessel Association (PVA) recently commended the Coast Guard's Notice of Proposed Rulemaking on Transportation Worker Identification Credential (TWIC) Readers. While this sector might be happy, other sectors may not be satisfied with not getting similar consideration. What, if anything, sets this industry aside from others?

I expect that the PVA is referring to the exemption in the proposed rule for all vessels with 14 (I believe) or fewer crew members who are required to hold a TWIC. This provides relief from the reader requirements for most passenger vessels as well as for almost all barges, OSVs, and



many other vessels. This proposed exemption recognizes that on vessels with small crews, a TWIC reader may not be required for the Vessel Security Office to verify the identity of the people he or she works with closely every day.

The Coast Guard has made a concerted effort in recent years to ramp up its marine inspection groups, both in terms of numbers and competence; recruiting more maritime academy people and merchant officers. How is that going?

We have made a concentrated effort to enhance capacity and competency of our Marine Inspectors and Investigators, and we've made great progress. Since 2009, we've added hundreds of people to our workforce, increased the number of civilian marine inspectors and investigators, established six National Centers of Expertise, and improved our training facilities and curriculum. We've also created 19 feeder ports around the nation where we train our apprentice Marine Inspectors, including many who come straight from maritime academies and a growing number who have previous experience in the maritime industry. Civilian personnel currently make up nearly 30% of our marine inspection and investigation workforce, and they provide expertise and continuity that we believe is critical in achieving the level of service required both today and in the future.

When the new Sub M rule does become official, will you have enough inspectors to do the work? More importantly, will they be qualified? Will you sub this



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out like TVE and COI work to class?

I recognize that Subchapter M will bring new workload to the Coast Guard, and could have resource implications for us. That said, we have added some positions in anticipation of the new regulations and have developed qualification standards and courses to train and orient our people. Our Towing Vessel National Center of Expertise in Paducah is another resource we use to train our people and the industry in preparation for Sub M. The industry and the Coast Guard have also learned a lot of lessons in implementing our “bridging program” to Sub M; both phases I (voluntary) and II (targeted) of the bridging program have gone very well. Additionally, we have the regulatory flexibility to ensure that our inspection program for towing vessels takes advantage of all options, including third parties (we don’t “sub out” work, and we don’t “sub out” TVEs and COIs). We see properly qualified, and properly overseen, third parties as an important part of Sub M, as was noted in the NPRM. I’m confident that smooth and successful implementation of Sub M will not be impeded by a shortage of Coast Guard resources.

As many as 20 percent of existing operators may go out of business or have to be absorbed by others as a result of trying to comply with SubM. Do you think the process will produce such draconian results?

Our goal is to provide a regulation that enhances the safety of towing vessels and safeguards the lives of those who work in this industry without creating an undue burden. I think the NPRM did a pretty good job of doing this, and the comments we received to the NPRM will make it better. For the most part, the feedback I get from the industry is favorable, and our careful review and evaluation of all of the comments made could result in adjustments that will alleviate some concerns people have noted. I think the flexibility built into the proposed rule, including the option to use Coast Guard or a third party to verify compliance, will help.

MLC (2006) is coming. You are producing your own operating rules and compliance requirements. Comments from industry have been coming in. What difficulties do you foresee in compliance and/or enforcement?

The U.S. has not ratified the Convention and may not do so by the entry into force in 20 August 2013. In the meantime, the Coast Guard is establishing a voluntary certification program for vessels in international voyages. The purpose of the Coast Guard’s voluntary certification program is to provide U.S. vessels the ability to demonstrate compliance with U.S. laws, regulations or other measures conforming to the requirements of the MLC, minimizing their risk for Port State Control actions, including detention. A draft

Navigation and Vessel Inspection Circular (NVIC) was published in the Federal Register in February and the comment period closed in March. We received many comments and currently editing the NVIC to address these comments. We expect to publish the final NVIC in June.

The newly issued EPA VGP eliminates vessels below 79 feet for compliance with BWT rules, in so far as equipment is concerned. Is it consistent with what you envision the rule to be?

The Coast Guard’s ballast water management requirements apply to sea-going vessels previously required to conduct ballast water exchange, and coastwise vessels that do not operate outside the Exclusive Economic Zone (EEZ) but are greater than 1,600 gross register tons (GRT) and transit between Captain of the Port zones. More Coast Guard guidance is available at http://www.uscg.mil/environmental_standards/. EPA states in the 2013 VGP that it expects that most vessels seeking coverage under that permit will be greater than 79 feet in length. The EPA also notes that commercial vessels less than 79 feet are also eligible for coverage under the permit, or may seek coverage under EPA’s small Vessel General Permit (sVGP). The EPA also exempts inland and seagoing vessels less than 1600 Gross Registered Tons from the ballast water numeric discharge limits. For specific details on EPA’s Vessel General Permit program, interested parties should visit <http://www.epa.gov/npdes/vessels> or email vgp@epa.gov.

Sequestration: will it affect regulatory enforcement metrics? What immediate impact will it have on the Coast Guard’s regulatory missions?

Our Commandant has said that people are our priority, and we will look to not furlough anyone. As such, I do not expect budget issues directly impacting any regulatory compliance and enforcement metrics, or delaying rulemaking efforts. However, the fiscal situation has adversely impacted our ability to travel, and affected some engagement with stakeholders. Although I believe we can successfully employ other engagement mechanisms, it is something we will monitor with respect to our compliance and/or rulemaking activities.

Congress is asking for an assessment of the National Maritime Center’s merchant mariner medical evaluation program? Are that many unsatisfied with the rule? How has it been going since the NVIC 04-08 was enforced?

Congress has a responsibility to oversee our Coast Guard activities, and we welcome their oversight of the Mariner Credentialing Program. We believe we have made very good progress with regard to medical evaluations, and are happy to report where we stand. The feedback I consistently get

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from the industry, from unions, and from mariners -- and I get a lot of feedback -- indicates good and increasing satisfaction with the National Maritime Center and the medical evaluation program. Only about one half of one percent of mariner applications are denied due to medical unsuitability, and mariners' understanding of our medical evaluation process has increased greatly. We have done a lot to improve our medical evaluation process, including growing the medical staff at the NMC and establishing the Merchant Mariner Medical Evaluation Advisory Committee (MEDMAC), a federal advisory committee consisting of medical doctors and mariners specifically tasked to advise the Coast Guard on the medical evaluation process. MEDMAC is currently reviewing and revising NVIC 04-08 with specific focus on the top ten medical conditions that currently disqualify mariners. MEDMAC is also developing recommendations to the Coast Guard on the development of designated medical examiner program, similar in concept to the program the FAA uses for medical evaluation of airplane pilots. The Coast Guard opted to seek public comment via the Federal Register in the course of developing our Report to Congress so that we can provide an accurate and reflective report. I welcome and encourage all of your readers to provide comments, particularly those related to the options for a designated medical examiner system.

A common complaint from within and outside the Coast Guard is that marine inspection and credentialing billets have not been good "career" tracks and the programs have not attracted the best and the brightest. Assuming this to be true – perhaps you don't agree – where is the Coast Guard ensuring that credentialing and marine safety have equal footing with other traditional Coast Guard career paths?

As you correctly anticipated, I do not agree with your assertion. On the contrary there is wide spread recognition that the maritime industry is very dynamic, extremely challenging, technologically pushing barriers, and full of opportunity, and a Coast Guard career working with this industry is equally so. Increased opportunities for continuing education, advanced degrees, industry training and ship riding programs further enhance prevention careers. I am very fortunate to work with some of the Coast Guard's best and brightest, and I can assure you that the Commandant and all of our Coast Guard leadership values our prevention professionals, and fully recognize and appreciate what they add to the Coast Guard and our nation.

Offshore deepwater U.S. Gulf: the effort to ramp up safety offshore is being driven on the rigs, platforms and by BSEE. These efforts do not necessarily ad-

dress OSV's. Describe anything you might be doing with that sector to increase safety?

We've been very focused on improving safety on the Outer Continental Shelf (OCS), working closely with the Bureau of Safety and Environmental Enforcement (BSEE) and the industry to address identified safety and environmental gaps, both those that may exist today and those that may be developing. I anticipate publishing the Large OSV rulemaking this year. This rule was mandated by Congress in the 2010 Coast Guard Authorization Act. This will provide for Offshore Supply Vessels (OSVs) greater than 6000 GT. In addition, we are working on revisions to Subchapter N – Outer Continental Shelf activities, and are considering other possible refinements to our existing regulatory structure. Also, we have been improving our CG Marine Inspector (MI) competency with regard to OSV inspections. While some of this work was started pre-Macondo, we have conducted an analysis of the skills that MI's need to adequately perform inspections on OSV's, which can be much more complex than that which I inspected two decades ago, integrating these needs into the MI training curriculum. Teaching MI's about dynamic positioning systems, an example of a commonly used propulsion arrangement, will improve an MI's ability to do an inspection. Updates to MI policy documents such as our Marine Safety Manual to address OSV issues are also underway. We have also worked toward getting better data on mishaps or potential casualties with regard to OSV DP operations. We have published requests for voluntarily reporting of DP incidents to help us better understand the risks associated with DP on OSVs, and hope industry recognizes the benefits increased awareness, and voluntary reporting now, could have on the future.

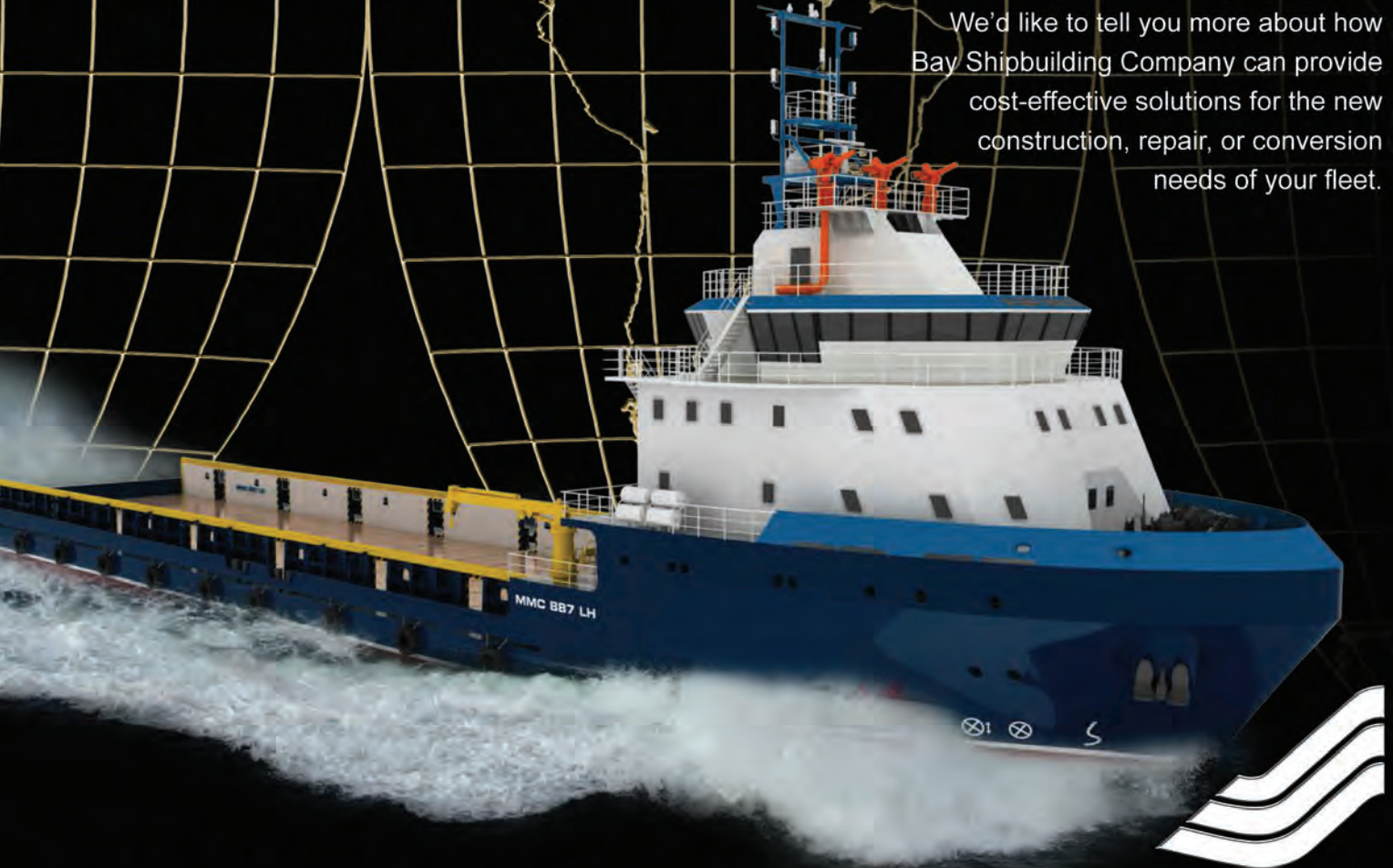
TWIC readers still appear to be the sticking point for real acceptance of the TWIC card by industry. A West Coast Terminal is now using a TWIC reader that they say works. How close are we to defining specifications and reaching the desired goals of the TWIC program?

TSA administers the process to evaluate and qualify TWIC readers through the "Qualified Technologies List (QTL)" process. Now that we have published the NPRM, manufacturers have a better understanding of the timing and scale of the market demand for readers. We expect manufacturers to begin submitting models for testing, and TSA held a public meeting that we attended on April 15th to explain the QTL process. For more information, see: <http://www.tsa.gov/stakeholders/reader-qualified-technology-list-qtl>. The TSA and the Coast Guard continue to work together to find ways to improve TWIC and TWIC readers security benefits and customer service, as well as lower costs.

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Managing Jones Act Personal Injury Litigation

Preparation, Preservation of Resources Sets the Table for a Successful Trial Verdict

By Larry Demarcay



Even the safest, most careful marine operator will, at some point in time, have an accident aboard one of their vessels. And, despite the best of intentions, sometimes employees gets hurt. Once an employee is injured, the likelihood of employee filing a lawsuit because of it, especially on Jones Act tonnage, becomes a real possibility. The effective manage-

ment and outcome of such a case lies in preparing for litigation. An understanding of how personal injury litigation under the Jones Act works will help you position your company for a positive outcome – or in other words, a successful trial verdict.

THE JONES ACT PRIMER

The Jones Act applies to your employees that work aboard and are permanently assigned to your vessels. Injuries to Jones Act covered employees require a different defense strategy than those with land based employees that are covered under state Workers' Compensation insurance. Under the Jones Act, employees are able to sue their employer. Negligence or the unseaworthiness of the vessel must be proven by the employee in order to make a recovery, and damages are not statutory and are determined on a case-by-case basis. As such, preparing a good defense to the claim is of paramount importance.

On the other hand, land based employees are prohibited from suing their employer. The statutory Workers' Compensation system determines how such a claim is evaluated and the claim is paid regardless of the fault of the employer, so a defense to negligence is not important. As negligence is important to a Jones Act claim, the company's response to the incident and the management of the litigation are key components to effectively managing the claim and the resulting litigation. Combining this fault component with the independence, volatility and transience of many offshore employees, it becomes very important to begin working with your potential witnesses right after the accident.

DOING YOUR HOMEWORK

Immediately after the accident occurs is the right time to begin an active defense. It is important to have the crew preserve the documents and equipment that will be relevant to the case. You can count on requests from your legal team for vessel logs, billing logs, time sheets, weather reports, communication logs,

GPS logs, maintenance logs, and the manuals for any equipment involved with the accident. Also, if the accident damaged equipment aboard the vessel, it is a good idea to preserve the equipment for future inspection and analysis, if feasible.

You should also take statements from the crew to preserve their description of the event. Although we recommend having statements taken by an attorney to strengthen the privileges associated with objecting to the release of the statements, many companies have the statements taken by in house claims employees or investigators.

Statements can be written by the witness or recorded. Under either scenario, take the time to interview the witness and get a firm understanding of what he or she has knowledge about, and tailor the statement accordingly. Your goal is a concise statement that clearly spells out the details of the event. If the crew is small enough, take statements from crewmembers that were not involved with the incident stating that they do not have any knowledge about what happened. It is not uncommon for a former crewmember to testify negatively about the company after they are no longer employed, despite having no firsthand involvement or knowledge about the event. An early statement proving that they do not have any knowledge, avoids such a situation.

Once statements are taken, look at the employee's injuries and decide if a background investigation is warranted. If the employee's behavior calls for an investigation, a civil and criminal background check can often turn up helpful information. This background check also provides information that can be used to conduct a deeper investigation. For example, spouses often have information pertinent to the employee's current physical status. Also, a co-owner of a boat with the employee may be glad to tell you what a great time that the two of them had fishing last week while battling eight foot seas. The key is to turn each stone over – you never know what you may find. It is also a good time to conduct a round of surveillance to see if the employee's physical activities dovetail with his activities as reported to his treating physicians.

RESPONSE, DISCOVERY & MOTIONS

Once the employee files the lawsuit, the Complaint and a Summons will be served on the company's agent of service of process as determined by the rules of civil procedure. As the deadlines for responding to the lawsuit begin running on the day that you are served, it is important to

MAKE A CONNECTION

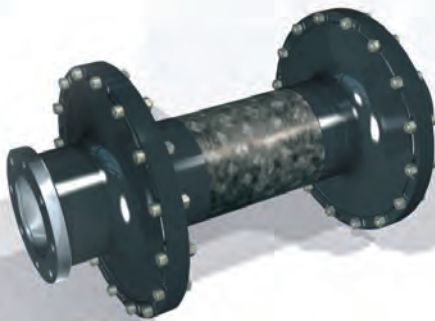
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get the Complaint to your legal team right away.

Once you have been properly served, your legal team must determine the most appropriate response. In the event that the suit was not filed timely, that they named the wrong party, or that they do not have a cause of action, the filing of a motion to dismiss the lawsuit may be appropriate. If not, an answer that denies the plaintiff's allegations and asserts the company's affirmative defenses must be filed prior to the deadline.

In many courts, once the answer is filed, the Court will set up a status conference to select a trial date, discuss any peculiar issues that may be important and formally start the discovery process. In the Federal Court system, one can expect a trial date to be scheduled roughly eight to ten months from the status conference. Once the stage is set, the discovery process begins. Although each case is different, parties usually follow a somewhat predictable pattern of preparing initial disclosures, exchanging written discovery, issuing record subpoenas and document requests to third parties, deposing the plaintiff and fact witnesses, exchanging expert reports, deposing experts, and then taking trial perpetuation depositions, if needed. The discovery phase of the case is where the bulk of the work is done. It is also the phase of the case that requires company resources to assist the legal team in producing the requested documentation and witnesses needed to work up your side of the case and to respond to the other side's discovery requests. The work done during the investigative phase can save you resources during the discovery phase as most of the requested information would have already been compiled and provided to counsel.

Once the discovery phase is complete, the trial preparation phase begins. This phase includes the filing of pre-trial motions, the fine tuning of arguments and the preparation of trial witnesses and exhibits. Often, productive settlement discussions are held during this phase once both sides have a firm grasp of the evidence that will be presented at trial. The motion process may cover a range of motions seeking the dismissal of the plaintiff's case for procedural or substantive reasons, motions to exclude the testimony of experts or motions to exclude the presentation of certain evidence during the trial of the matter. These motions go a long way towards setting the terms of engagement for the trial battle to follow. Work done at this stage can streamline the trial process and keep the jury from hearing prejudicial evidence that is not admissible.

IN THE COURTROOM

The trial, if it comes about, is actually a simple event. The parties will have sifted through the evidence and will be prepared to tell their respective stories as to why they are entitled to the relief that they seek. The parties will spend the first

part of the trial questioning and selecting jurors. Once the jurors are selected, each party will be provided with an opportunity to make an opening statement. Once the opening statements are complete, the plaintiff will put on his or her case by calling witnesses and introducing evidence. Once the plaintiff rests his case, the parties will make various oral motions related to the plaintiff's burden of proof. Once those motions are ruled upon, the defendant puts on its case. Once the defendant rests, various oral motions are made. Then, the parties make closing arguments and the case is given to the jury for consideration. Prior to retiring to the jury room to deliberate, the jurors are read "charges" that outline the law that they are to apply during the deliberative process.

Often, after the jury begins to deliberate, both sides seem to believe that reasonable jurors have to see it their way. However, jurors, unlike the litigants, did not have the opportunity to live with the case for the duration of the litigation. They also come to the courthouse with many pre-existing opinions and life experiences that they will use to decide your case. As such, it is often difficult to pinpoint how a jury is going to evaluate your case. During post trial interviews with jurors, we are always interested to see what evidence the jury found to be important and persuasive. Often, the jurors' analysis is totally different than those of the litigants or the judge. This perspective leads to significant uncertainty as to the potential outcome.

Once the jury has reached a decision, the jury is brought into the courtroom and the jury's verdict is read. Once the verdict is read, the jury is released. The Judge will then prepare a judgment based upon the jury's verdict. This written judgment is the event that begins the post-trial motion and appeal phase of the litigation. Although the trial phase is over with the issuance of a judgment, the final resolution of the claim may be far from over if the aggrieved party wants to continue on via motions filed with the trial court, with the hopes of overturning the jury verdict or taking the case to the appellate court system.

BOTTOM LINE: YOURS ...

Clearly, litigation can be a significant drain on corporate resources and creates risk. Beginning the investigative/discovery process as soon as is possible, after an accident, with the presentation of your case to a court in mind, will assist your legal team in putting on a strong case with a clear message as to why the jury should decide the matter in your favor. As with any aspect of business, expending time and resources early in the process can often pay real dividends later. Although it is not possible to avoid uncertainty when litigating a Jones Act personal injury claim, proper planning can help turn the tide in your favor.

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Class NK's subM Strategy: Help is on the Way

Global reach, inland and bulk handling expertise, domestic acquisitions and new U.S. Coast Guard approvals all team up to make ClassNK a logical choice to help solve your emerging subchapter M problems. That's just the beginning.

By Joseph Keefe

America's Inland operators, faced with the coming scrutiny of Coast Guard subchapter M regulations, have also stood largely on the sidelines as service providers announce one subM solution after another. Software providers, consultants and marine surveyors all claim to have the answers to a problem that has not yet arrived because the U.S. Coast Guard's preliminary language has not yet been approved. In the meantime, there is a new kid in town. Out in front of the new regulations, ClassNK has served notice that it will not be business as usual on America's inland waterfront.

The longtime leader among global classification societies in terms of tonnage, ClassNK, also quietly classes an impressive amount of brown water, inland tonnage. This coupled with its recognized leadership in the bulk trades makes Class NK an ideal choice to enter a sector sorely in need of that expertise. Hand in hand with its steady move into other untapped global markets, ClassNK is also quietly positioning itself to serve the U.S. inland operator.

The non-profit service organization today remains 100% dedicated to the maritime industry with more than two-thirds of its global staff qualified as maritime survey-

Images above: Inland/workboats Class NK classed vessels; ClassNK Executive Vice President Dr. Takuya Yoneya (L) receives a copy of the Recognized Organization Agreement from U.S. Coast Guard Rear Admiral Joseph A. Servidio

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ClassNK is led by Chairman and President Noboru Ueda.

ors, naval architects, mechanical engineers, or all three. With quality at the heart of its many missions, Class NK's entire R&D budget – nearly \$60 million in 2012 – goes entirely to maritime related research and is largely used to fund joint research with companies throughout industry. As such, for those still looking to solve the mysteries of subchapter M, the search for a viable source of expertise may have just ended.

AN IMPRESSIVE YEAR: AND POISED FOR ANOTHER

Nearly 1,000 vessels and more than 25 million gross tons joined the ClassNK register in 2012. And, as impressive as that benchmark might seem, ClassNK's expanded U.S. Coast Guard authorization(s), received earlier, this year are arguably more important. A rapidly opening door to the American markets, coupled with the new inland subM rules could set the stage for even bigger things to come.

LOCAL PARTNERSHIPS, STRATEGIES

ClassNK began planning for the new regulations with inland operators in 2009. The acquisition of Maine-based SMSLLC in March is a continuation of that effort. Since 1996, Safety Management Systems, LLC (SMSLLC) has provided consulting services to maritime, transportation and related industries. Now, as part of ClassNK's expanding global operations, SMS LLC eases ClassNK's entry into the world of subchapter M and inland shipping.

ClassNK next turned its attention to further developing the relationships that it has been fostering since opening its New York office in 1962. As well as being the world's largest class society, ClassNK classifies some 35% of the world's bulk carriers and also has an impressive roster of inland and brown water vessels. The global giant remains bullish on the future of America's brown water shipping, especially with the expansion of the Panama Canal looming large in the porthole.

According to ClassNK, one key area of subchapter M implementation is going to be price. And, while safety management ultimately helps reduce costs for operators, implementation presents a cost to owners. To that end, ClassNK runs a lean operation that is focused on providing high quality service. For example, all surveyors are not only trained to conduct ship surveys but also ISM, ISPS, and MLC audits. The addition of subchapter M audits and implementations to that suite of services would therefore be a natural follow-on. Beyond that, ClassNK understands that their mere presence in the market provides owners a greater range of choices and via competition, keeps prices down.

ClassNK's U.S. Coast Guard Authorizations:

International Load Line Certificate
International Tonnage Certificate
SOLAS Cargo Ship Safety Construction Certificate
SOLAS Cargo Ship Safety Equipment Certificate
International Oil Pollution Prevention (MARPOL Annex I) Certificate
International Air Pollution Prevention (MARPOL Annex VI) Certificate
ISM Code (Safety Management Certificate and Document of Compliance)
Document of Compliance for Ships Carrying Dangerous Goods (SOLAS regulation II-2/19)
International Anti-Fouling System Certificate

Brown Water Vessels as a share of total NK Fleet (as of March 31, 2013)

	NK Fleet (Total)	Brown Water	Share (%)
Number of Vessels	8287	1,215	15%
Gross Tons	212,893,155	1,279,205	0.01%

Brown Water Vessels as a Share of Newbuildings (2012)

	Newbuildings (Total)	Brown Water (New)	Share (%)
Number of Vessels	692	159	23%
Gross Tons	20,328,329	123,424	0.1%

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SMS LLC Director of Operations William Mahoney

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Says ClassNK Chairman Noboru Ueda, “If our presence can help reduce the burden of compliance on the industry, than we consider that a success.”

SUBCHAPTER M – MAPPING THE SOLUTION

In advance of the final Subchapter M rule, ClassNK realized that many owners want to get ahead of the curve. The partnership with SMS LLC allows ClassNK to be involved early in the process, providing owners with comprehensive services to assist at every stage of the process.

And, while ClassNK is very focused on subM and the brown water markets, the SMS LLC transaction is also rapidly emerging as a cornerstone for ClassNK’s total push into North America. Leveraging the SMS LLC local connections, ClassNK will eventually perform subchapter M certifications and inspections. SMS LLC, with years of crafting ISM, ISO and management system solutions to blue water clients, will formulate compliance solutions designed specifically for each client. SMS LLC Director of Operations William Mahoney told *MarineNews* in April, “We’ve seen what works and what doesn’t. You have to be able to tailor it to the client.” Alluding to the push by some firms to make software the primary basis for compliance, he added, “Software will not have as a big a role as people think it will. If used judiciously, and if it fits into your IT infrastructure, then it can work. That said, directing clients into a rigid solution doesn’t serve every client well.”

Looking ahead towards implementation of the final rule, Mahoney has advice for those just setting sail. “The SMS method may be especially attractive to smaller outfits that are comfortable leveraging the towing vessel record. On the other hand, the ‘middle market’ may be most drawn to a canned solution – the easy way. But, the solution needs to be sustainable. It is one thing to pass the initial audit and another thing altogether, to maintain it. We appeal to both ends of the spectrum; those who are quite small and those very large companies who can afford the customized solution. Many of these companies are already doing the right things. We believe in leveraging the good that’s already in place.”

Mahoney’s team will defer to ClassNK on technical items and focus on management systems, bringing lessons learned in blue water to inland operators. And, although their clients primarily include tankship and general cargo operators, that’s not to say that they have no brown water roots. The Staten Island Ferry has been a client since 2005. The new relationship will require additional personnel, and like ClassNK’s North American group, SMSLLC will hire additional talent in the near term.

ClassNK will also leverage ‘lessons learned’ from its

considerable international reach. The blue water emphasis, for example, has been on the implementation of the International Safety Management (ISM) code. ClassNK was deeply involved with its development, annually conducts more than 5,000 vessel ISM audits, and arguably offers unmatched experience with safety management. Says ClassNK Chairman and President Ueda, "It's that experience and understanding that we hope to offer to owners and operators on America's rivers."

CLASSNK: FOCUSED ON MARITIME, GROWING IN NORTH AMERICA

As some classification societies expand beyond their traditional roles, ClassNK looks on with interest. Bureau Veritas, for example, has become a massive global organization, and maritime is just one of many business sectors. The merger of DNV and GL promises the beginning of another such organization. Ueda said recently, "Their success and growth outside traditional ship classification is truly impressive. For us at ClassNK, we are solely focused on the maritime industry." He adds that the number of new treaties and regulations entering into force will provide more than enough opportunities for ClassNK to continue its growth in core markets.

It might come as surprise to some domestic operators, but ClassNK has total of nine offices covering most American ports, including the Pacific Coast and Columbia River, Atlantic Coast, St. Lawrence Seaway, the Gulf Coast, the Mississippi River, and Great Lakes. ClassNK surveyors annually carry out more than 1,000 surveys and audits in North America, serving not only the U.S. Coast Guard and U.S. flag interests, but also more than 100 different foreign governments.

Referencing the coming Subchapter M regulations, Ueda added, "This

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is an important step forward for the brown water industry, and we realize this will be a major transition for many owners and operators. We are in the process of developing new updated training programs to ensure our surveyors can effectively translate their extensive experience in ISM/ISPS safety and security management certification to assist the brown water industry when the new Subchapter M regulation comes into effect."

With a subtle nod towards the potential competition posed by other classification societies, Ueda had this to say: "We have steadily added new staff and expanded our service network as our workload in the U.S. has grown, and with the implementation of the new Subchapter M regulation, we will be increasing our staff and expanding our service network to better cover the US river system. We are currently looking into strategic locations for new offices to expedite the TSMS Certifications along the Mississippi

and Columbia River networks, and we expect to have new offices in place well prior to the implementation of the new Subchapter M regulation.

ON THE HORIZON

Like everyone else, ClassNK and SMS LLC will be looking to achieve subM audit and inspection approvals when and if they come. Nevertheless, SMS' Mahoney says, "The final rule has to come first. I would be surprised if that happens in 2013. People have time and they need to take a deep breath." Mahoney adds that he and his colleagues have worked alongside ClassNK in the past, they are familiar with one another, and that the recent acquisition of his firm was a logical manifestation of a longstanding relationship. That relationship could eventually develop into many more in the United States. Making friends and helping them, all along the inland waterways: That's the real plan at ClassNK.



Bollinger-built Margaret Norvell on builder's trials off Grand Isle Louisiana.

Budget Battles Bumping Backlogs?

Patrol And Combat Builders Fret About Budget Cuts But See Bright Spots. So far; so good.

By Susan Buchanan

U.S. companies building patrol and combat craft aren't happy about federal, state and city budget cuts but say they do see positive, demand-side factors. Much of their overseas business depends on the U.S. Foreign Military Sales program. The FMS, which transfers defense equipment and services to other nations, is retrenching now, however. Here at home, states and municipalities have fewer funds, grants and matching grants to pay for patrol vessels, builders say. Nonetheless, patrol and combat boats remain in demand because of terrorism, crime and piracy, along with weak maritime defenses in a number of nations.

BOLLINGER SHIPYARDS: IN THE THICK OF THE BATTLE

Bollinger Shipyards has so far weathered federal budget cuts, delivering five Sentinel Class Fast Response Cutters under a sizable contract with the U.S. Coast Guard. "As

of today, our contract is for 18 units, with a potential for 34 units," Robert Socha, Bollinger's executive vice president for sales and marketing, said last month. The FRC contract is worth as much as \$1.5 billion if all options (34 cutters) are exercised. Bollinger expects to deliver a total of four FRCs to the USCG in 2013.

"The USCG says they're planning to acquire 58 FRCs to replace the services of the 110-foot Island Class cutter fleet that Bollinger built in the 1980's," Socha said. Defense budget cuts have not yet affected Bollinger's FRC backlog. Socha said 13 FRCs remain, plus any additional awards. The Sentinel-class FRC is a new patrol boat capable of deploying independently to conduct missions that include port, waterways and coastal security; fishery patrols; search and rescue and national defense. With a minimum top speed of 28 knots, the ability to conduct missions on mod-

erate seas up to transit speed for eight hours and survival on very rough seas up to loiter speed for eight hours is a critical part of the FRC mission set. Heavily armed, the FRCs measure 154' LOA, drawing 9' 6" in draft and have a range of 2,950 nautical miles. They can carry a crew of 24. U.S. Coast Guard Commandant Adm. Robert Papp insists that the Sentinel class is a critical asset, but Papp also said recently that getting all of the National Security Cutters built was one of his top priorities.

SWIFTSHIPS: BANKING ON GLOBAL SALES

Swiftships Shipbuilders produces military-grade patrol crafts, with 126 commercial hulls produced since 1947, with swift patrol boats and commercial vessels sales in over 40 countries. Although quite busy at the moment, CEO Shehrazeh Shah also admitted that because of sequestration-induced, federal budget cuts, industry is having a tough time. And, demand from U.S. FMS clients has declined. "The PMS 325 NAVSEA PEO has been affected by furloughs and is too short-staffed now to be effective," he said. PMS 325 is the Support Ships, Boats and Craft Program Office within the Defense Department's group called PEO Ships, which procures mission and support vessels.

"Both old and new ship-building programs are being shifted because of budget cuts," Shah said. "Timelines have been delayed. Swiftships' last three 35m patrol boats, which were part of an original 15 PBs through a letter of authorization approved by the Iraqi Navy, have been delayed. Pressure by the Iraqi Navy to deliver them isn't enough to force the USN to move."

"The impacts of furloughs, budget cuts and volunteer time-offs by Foreign Military Sales within the USN threatens U.S. shipbuilding," Shah said. Demand for patrol boats is still strong, however, because of ongoing piracy, terrorism and inadequate maritime defense in the Middle East.

Separately, Swiftships' 28m Coastal Patrol Craft, part of

a strategic plan by the Obama Administration, brings aid to Egypt and helps that nation create jobs," he said. Swiftships has built most of Egypt's Naval Fleet since 1984 and has supported EN's 25m Patrol Craft Program, and is now building 28m patrol crafts under a \$180 million contract.

Swiftships is the first American shipyard to offer a foreign military partnership – in this case with Egypt under U.S. State Department-approved Camp David funds, Shah said. Under the State Dept.'s "Build, Operate, Transfer" program, Swiftships offered two 28m patrol crafts – PC595 and PC596 – delivered to Egypt in late 2011, along with four PC597-600 hulls as KITS for construction in Egypt. Construction of these vessels is done by the workers in Alexandria, Egypt under the supervision of Swiftships Subject Matter Experts.

Swiftships is under an LOR with the EN for an additional four patrol crafts, Hulls 630 to 633, with the contract expected to be awarded to Swiftships by September 2013. This program allows EN to train its trades craftsmen in Swiftships' main facility in Morgan City to learn American capabilities and quality, while enforcing a positive alliance between the United States and Egypt, Shah said.

In February, Swiftships delivered two 35-meter patrol boats PB-310 and PB-311 to Iraq, the tenth and eleventh vessels in a \$282 million contract. PB-312, the twelfth vessel, left Morgan City in late April and will arrive in Umm Qasr on June 1. Swiftships has benefited from a partnership between the U.S. and the rejuvenated Iraqi maritime defense.

NORTH RIVER: US NAVY HARBOR SECURITY

North River Boats has delivered the first eight of nine, 36' U.S. Navy Force Protection Large Harbor Security Patrol Boats under a contract valued at just over \$3 million. Mike Blocher, director of sales explained, "We're scheduled to deliver the ninth boat in early July," he said.

The Navy harbor security boat FP-L is a high-speed

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Representative U.S. Companies Delivering Patrol & Combat Vessels in 2013

Company	Vessels	Value	Customers	Backlog
All American	Patrol / Dive	\$2.5 million	LAPD	Some – Passenger
Bollinger	FRC's	\$1.5 billion (*)	U.S. Coast Guard	"Some"
Metalcraft	Patrol / Response	\$840,000 each	USCG / USN, others	Proprietary
Metal Shark	Patrol / Intercept	Proprietary	US/FMS/State/Direct	"Healthy"
Moose Boats	Catamaran Dive	\$1.1 million	LAPD	None on this type
North River	Harbor Patrol	\$3 million	U.S. Navy	"Steady"
Ocean Craft	Rigid Hull Inflatable	Proprietary	Proprietary	Proprietary
Silver Ships	Patrol / RHIB	Proprietary	U.S. Navy, Municipal	5 months
Swiftships	Patrol Boats	\$100 million +	FMS, Egypt, Iraq	"Some"
Williard Marine	RIBs	\$100 million +	FMS (various)	Through 2014

Source: Company data / (*) depending on options exercised.

craft designed to protect lives, facilities and equipment, Blocher said. With propulsion is provided by Twin 250 HP Yamaha 4.2L four stroke outboard motors, cruising speed ranges from 27.9 knots to 29.3 knots, based on a full load or a light ship. Maximum speed with a full load is 39.2 knots. Key features include an enclosed cabin; heating and air conditioning; aft deck space for cargo; an overhead canopy for sun protection; a hybrid foam and air fender for hull protection, stability, and flotation if swamped; multiple weapons foundations; adjustable outboard motor crash-rope guards; diver's recovery ladders; a Furuno Navnet electronics package; FLIR Thermal Imaging; a Gentex intercom, VHF and UHF radios; NVIS compatibility and an emergency lighting package.

The company is also scheduled to deliver several patrol or combat vessels to various federal, state and local agencies: These include valor models ranging up to 36' in length;

Liberty models ranging from 38' to 40' in length and multiple Sounder vessels. These boats will be used for law enforcement patrol, fire and rescue and combatant craft.

"We're preparing for an eventual domestic downturn from U.S. budget cuts," Blocher said. "We've noticed reductions in quantities of boats purchased by government agencies. The time from proposal and bid to award has increased considerably. Additionally, you have continued issues within state and municipal funding," Blocher added. "Most of what we see is grant funds that are finally being spent. A lot of the grant funds come with stipulations that the state or county has to match funds, which they may not have in their budget. We've seen some contracts get pulled or delayed because of lack of funding."

"Fortunately, we are a very diverse company. We have a steady backlog of various boats, ranging from recreational to commercial and government," Blocher said. "We have





North River Boats delivered the first eight of nine, 36' U.S. Navy Force Protection Large Harbor Security Patrol Boats.

firm orders and a steady workload through the first half of 2014. We have the ability to increase capacity as needed in a new manufacturing facility that we'll move into by late May." He adds, "This will be the first time in our company's history that all production will be under one roof."

North River will, Blocker said, continue to leverage the firm's growing market share, while also pursuing other venues of potential business. "We've been working on several market areas that we feel will pay dividends for us in the future."

METAL SHARK: DELIVERING HERE, AND ABROAD

Like others in this unique business, Metal Shark works to diversify its customer base while leveraging its considerable backlog. Greg Lambrecht, vice president of Metal Shark Boats, said "we specialize in patrol and combat vessels and deliver throughout the United States and the world. We're delivering a variety of vessels to the U.S. mainland, Virgin Islands, Hawaii and Guam for the U.S. Navy, Coast Guard and Air Force, as well as states and local municipalities. These vessels are also being provided to multiple countries in the following regions--PACOM, EUCOM, CENTCOM, SOUTHCOM and AFRI-COM. A majority of our vessels have optional propulsion packages--ranging from gasoline outboard, diesel shaft drive, diesel outdrive or diesel jet."

"Our foreign contracts are a mixture of direct country sales and FMS through the U.S. government," Lambrecht said. "We currently maintain a healthy backlog, domestically and internationally. While we haven't seen a decrease in sales, our years may be affected if U.S. sequester and future budget forecasts remain unchanged. We have increased our international efforts and sales force to mitigate these risks."



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SILVER SHIPS BUILDS FOR OVERSEAS UNDER FMS

At the end of last year, Silver Ships, Inc. completed construction under a multiple order for Riverine Patrol Boats, awarded through the Navy's FMS for delivery to the Philippines. Scott Clanton, special projects director, told MarineNews, "Currently we have in construction 11M center console patrol boats, going to the country of Yemen through FMS, along with an additional 11M's to the U.S. Air Force," he said. "These FMS contracts yielded about \$6.5 million in sales for Silver Ships and continue to enhance our overseas reach. In 2013, we're building boats for the U.S. Navy and Air Force, as well as oil-recovery crafts for Saudi Arabia. We have approximately five months of backlog for start of construction. With contracts on hand and our projected sales, it looks as if we'll be extremely busy this year."

"Our U.S. government program contracts, being fulfilled at the moment, are Dept. of Defense support crafts," Clanton said. "Silver Ships continues to execute its state, federal and foreign government programs, and has welcomed the FMS as an extension to our commitment to deliver mission-capable platforms." He added, "On any given day in the factory here, you'll find law enforcement boats side by side with U.S. Navy program boats, with a variety of state, federal & DOD and foreign markets mixed in."

Built for the Navy's FMS program,

the company's 40' x 10'8" RPB's features an enclosed center console, bow area, designed for transporting troops and equipment-- in support of maritime green and brown water patrols and providing rapid egress through the bow door. "This is the first of this type of craft built by Silver Ships," Clanton said. "As a manufacturer, our first and foremost concern is that the boat operates safely and as intended and that our servicemen and women can operate and maintain the vessel."

Clanton added, "Looking at how the dynamics of current military events have pulled resources and redirected them, and considering the funding issues impacting us all, money is tight and probably will be for some time," Clanton said.

OCEAN CRAFT PRODUCES AGILE, BLACKED-OUT RIBS

At Ocean Craft Marine, the company's new 9.5 VI-BTD high-performance boats are designed for elite law-enforcement and military mariners. Todd Salus, Ocean Craft vice president, said "we saw unique opportunities to partner with fellow marine industry leaders and to collaborate on constructing a new range of high-performance boats. These boats pair the latest advances in maritime shock-mitigation and communication systems with Ocean Craft's superior concave-chine hull designs. We introduced our new product range, starting with this unique, high-endurance, 9.5 meter,

Silver Ships completed construction for Riverine Patrol Boats, awarded through the Navy's FMS for delivery to the Philippines.



May 2013

rigid hull inflatable boat designed for high-speed vessel interdiction and boarding team delivery.”

Because of the competitive nature of its business and often-classified customer activities, Ocean Craft doesn't release contract specifics on models, customer identities, quantities and contract values.

“The 9.5M VI-BTD, with its blacked-out visual appearance, super-quiet, twin 300HP Mercury Verado supercharged engines, and a shock-mitigated console with a low-profile and oblique-angled leading edge make for an extremely stealthy and agile package on the water,” Salus said. “With four integrated hoisting hard-points, this boat is ready for shipboard launch and recovery, as well as transportation by rotary wing aircraft.”

Ocean Craft partnered with Professional Components Ltd. in Canada, makers of Shockwave Seats, to customize and adapt a three-axis, fully shock-mitigated operator console known as the Integrated Control Environment, Salus said. In addition, the latest 9900 Series fully integrated, wireless crew-communications system was specially adapted by the David Clark Company in Massachusetts, along with an M-Series thermal imaging camera from FLIR Systems, Inc. in Oregon.



The new Ocean Craft 9.5 VI-BTD, a unique high-performance boat were designed for elite law-enforcement and military mariners.

METALCRAFT: HIGH-SPEED PATROL BOATS FOR USCG

At MetalCraft Marine, sales and marketing representative Laurence Bishop said “our first Long Range Interceptor II or LRI II has been delivered to the U.S. Coast Guard and is currently being evaluated on the Guard's National Security Cutter. It is the first of four, with the potential for ten overall. We will be delivering two more by the end of the year.” MetalCraft partnered with Brunswick Government and Commercial Products in this LRI II contract. Each LRI II is valued at \$840,000.

MetalCraft builds high-speed aluminum patrol, fire and rescue boats and is the designer of the Brunswick Line of Sentry Patrol Boats. The high-speed LRI II patrol boat is



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Metal Craft builds the LRI II for the USCG.



Swift is banking on global sales.

35' long, and is powered by twin Cummins Tier III 6.7L diesels and Ultra 305 waterjets with electronic joystick controls, and can reach 42 knots. Engines are JP-5, or alternative bio-fuel optional, and have a 5-minute run-dry feature. All systems are designed for equatorial and arctic conditions. The LRI II has a range of 236 nautical miles. It can carry fifteen crew or passengers in ergonomic suspension seating. The cabin can be fully enclosed and has 360-degree visibility. The vessel is outfitted with a closed cell-foam fendering system that can withstand nine knots of impact.

Bishop said "our second build for the USCG is a 44' Response Boat, with the first of two to be completed by the end of June." Those vessels will head to Tunisia. Each 44' response boat costs \$860,000 each. As for government budget cuts, Bishop said "we have yet to experience exactly how sequestering will affect our orders."

PORT POLICE NEED PATROL CRAFT, TOO

All American Marine recently delivered a 65' patrol and dive boat to the Los Angeles Port Police," Joe Hudspeth, vice president of business development told MarineNews that the 65' hydrofoil-assisted patrol catamaran is valued at \$2.5 million. "Our current contracts are from the private sector," he said. "But our current backlog contains orders for passenger vessels and we've been talking to potential cus-

tomers about new patrol vessels. So we remain optimistic."

WILLARD MARINE SENDS RIBS OVERSEAS, TOO

Also involved with foreign markets, Willard Marine, Inc. in Anaheim, Ca. plans to deliver a series of vessels under the FMS Navy program through 2013, including 7-meter Rigid Inflatable Boats, 9-meter RIBs and 11-meter RIBs to the Philippines, Lebanon and Ukraine. Boats for the Philippines are already in country and Willard has sent training personnel there. Vessels will be delivered to Lebanon early this summer and to Ukraine in the fourth quarter, according to C.J. Lozano, Willard's director of government products. The company is also chasing direct sales with other countries. Willard has a backlog through 2014.

OUTLOOK: DIVERSITY IS KEY TO LONGEVITY

Since government budgets are unlikely to fatten up anytime soon, diversity is the best way to stay afloat in the current climate, combat and patrol boat manufacturers said last month. And there are a raft of builders involved. Hedging bets by catering to a combination of government and private customers – both domestic and overseas – with a varied product line will be the ticket to survival in an iffy market. In the nation's boatyards, the dance between what is possible, affordable and what is absolutely required; continues. In the meantime, big backlogs keep builders busy – for now.

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Unique Propulsion for Unique Workboat Applications

Customized application for multi-missioned workboats recognizes that all workboats have more than one job.

By Joseph Keefe

In an increasingly expensive market for workboats, any advantage that can be leveraged to save time, money, fuel and deck space on the job is a precious commodity. One way to do just that, perhaps taking a page from the U.S. Coast Guard's playbook, is to consolidate multiple missions onto fewer vessels. And, the gold standard in equipment to make that happen may well be packaged in NAMJet's advanced marine propulsion systems. For more than 25 years, NAMJet products have provided thrust, durability, and speed for a wide variety of commercial, military and workboat applications. A common misconception among industry professionals is that thrust and speed must be sacrificed to move heavier loads, a notion disproven by TRAKTOR

Jet's high-thrust, large-displacement systems. The NAMJet TRAKTOR Jet line of high-thrust marine jets is designed to withstand brutal workboat conditions while remaining fully customizable to meet the standards of the world's most demanding operators, in vastly diverse markets and conditions. This month, we outline the output of two Norwegian builders, why they chose the NAMJet solution and how that is important. Neither firm is affiliated with the other, but it is no secret that Norway's oil & gas community loves marine jets. The region's large, untapped offshore oil and gas resources cry out for a workboat solution that provides both great thrust and Bollard pull attributes that make them perfect for the Norwegian environment.

NORWAY'S MARITIME PARTNER AS OPTS FOR NAMJET

Maritime Partner ASA's MP 1111 FRDC TWJ (Fast Rescue Daughter Craft - Traktor Water Jet) is designed, built and equipped to comply with MSA's regulations for the Norwegian Maritime Directorate's requirements for Fast Rescue Craft for Offshore units. The builder is a globally recognized designer and supplier of workboats, fast rescue boats, patrol boats and daughter craft in the range from 5-25 meters. A long time customer of NAMJet, Maritime Partner can offer a boat which few can match, primarily on the strength and versatility of the NAMJet propulsion system.

The hull is built of marine aluminum, fully planning with a deep V-bottom construction, suitable for high speeds. The superstructure is made either by marine aluminum or GRP sandwich construction, providing shelter and seating for six persons and one stretcher. MP 1111 FRDC TWJ is built to give maximum safety for the crew and is self righting. The hull is filled with special foam with closed cells, and this makes the boat unsinkable. The strength of the hull and superstructure is sufficient to withstand all normal forces encountered under normal use offshore at maximum boat speed. The superstructure can be customized to carry up to 35 persons.

Significantly, the MP 111 FRDC is also built for towing loads of up to 8,000 kg. Typically, a utility boat has to pull a long boom – sometimes 11 meters long. Combining the speed necessary for a fast rescue craft with the bollard pull of a utility boat might be a tricky proposition, were it not for the vessel's twin NAMJet Traktorjet 431 waterjet pack.

The craft is equipped with a lifting arrangement provided by Maritime Partners with an approved release hook for safe launch and recovery from the

mother vessel/oil rig. And, because the vessel performs two tasks – fast rescue standby and real workhorse tasks - the space savings on deck is impressive.

WESTPLAST AS SELECTS NAMJET PROPULSION FOR SEISMIC VESSEL

Separately, Norwegian shipbuilder

Westplast AS has also chosen Arkansas-based NAMJet to provide propulsion solutions for its newest seismic survey vessel, the WP950. Designed as a global support platform for oil and gas industry seismographic research, the WP950 – like many workboats – also has a multi-missioned role

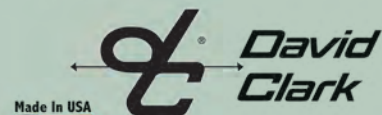


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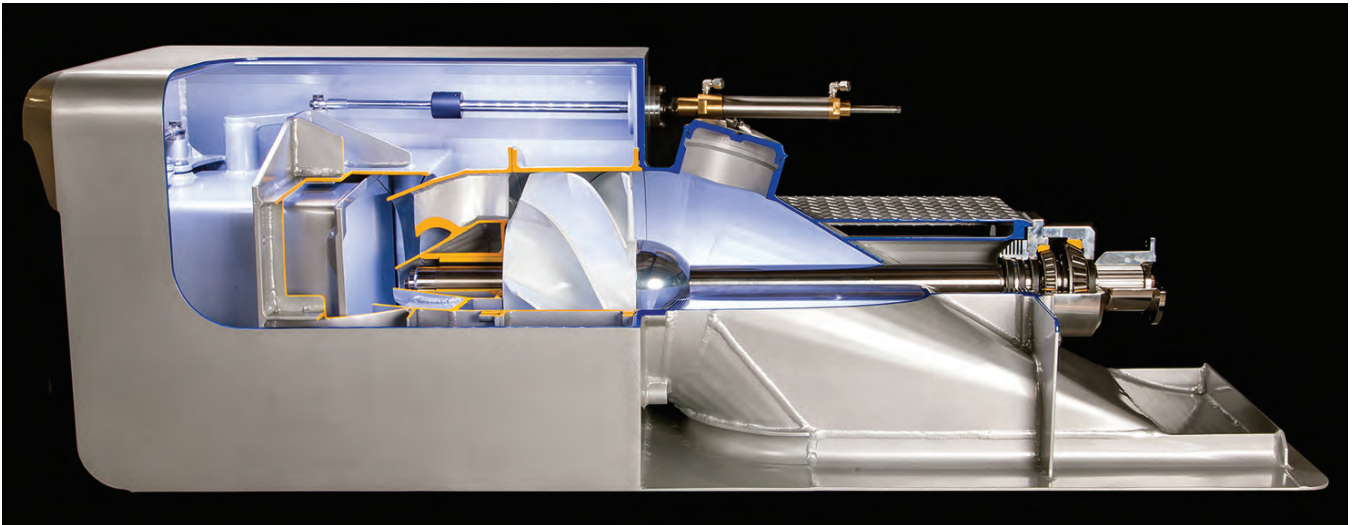


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and will be used for streamer cable replacements. The boat is powered by twin 295-horsepower (hp) Yanmar diesels paired to twin TRAKTOR Jet TJ 381 (15-inch) waterjets capable of propelling the 31-foot, 15,653-pound (7100 kg) craft to top speeds of 28 knots. In addition to its impressive speed, the vessel's TRAKTOR Jet propulsion system also provides 6,393 pounds (2,900 kg) of Bollard Pull.

When the initial design of the vessel began in September of 2011, the builder realized that Westplast's unique hull design and performance characteristics would require sev-

eral custom modifications to NAMJet's TJ 381 propulsion platform. "The hull design required us to shorten the TJ 381s by six inches," said NAMJet General Manager Jim Ducker. "We also custom-designed a water pickup system, intake knife system, and shaft tube protection system. Finally, we added a grease-lubricated bearing pack that allows the system to be run even if it's out of the water." The Westplast has to be deployed at speeds of as much as five knots; hence the ability of the vessel to get away from the mothership quickly and safely is critical. To do this,

Technical data – MP 1111 FRDC

Overall length: 11.99 meters	Draft: 0.70 meters	Max speed (3 p): 34 - 36 knots
Length hull: 10.46 meters	Weight empty: 7700 kg	Engine: Yanmar 4LY3-STP 440 HP
Breadth extreme: 3.5 meters	Davit Load (10 p): 8525 kg	Alternative: Volvo Penta D6-435
Breadth hull: 2.29 meters	Approved lifting: 12000 kg	Propulsion: TWJ HH431



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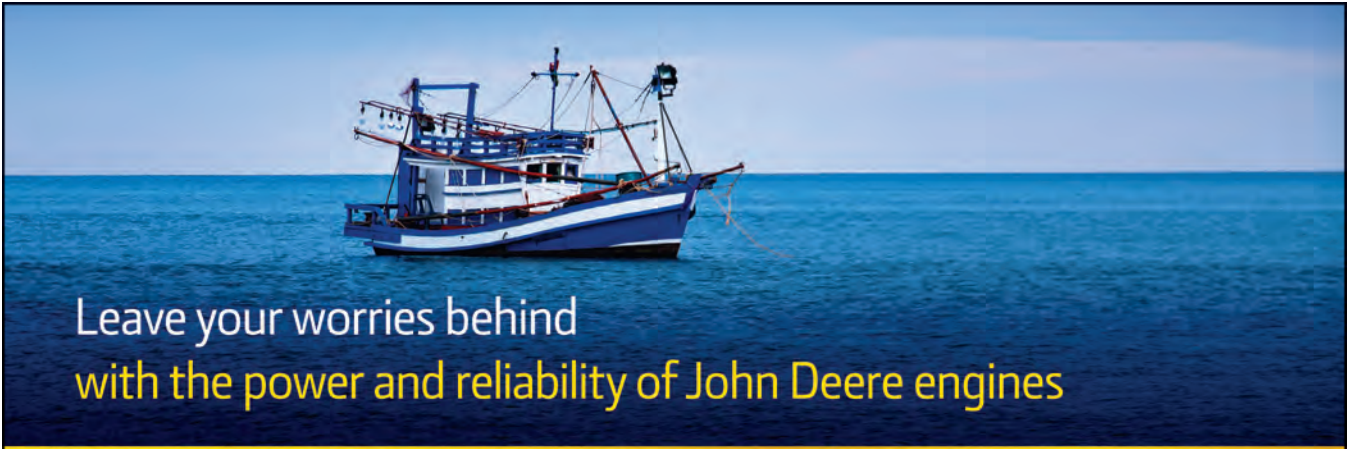


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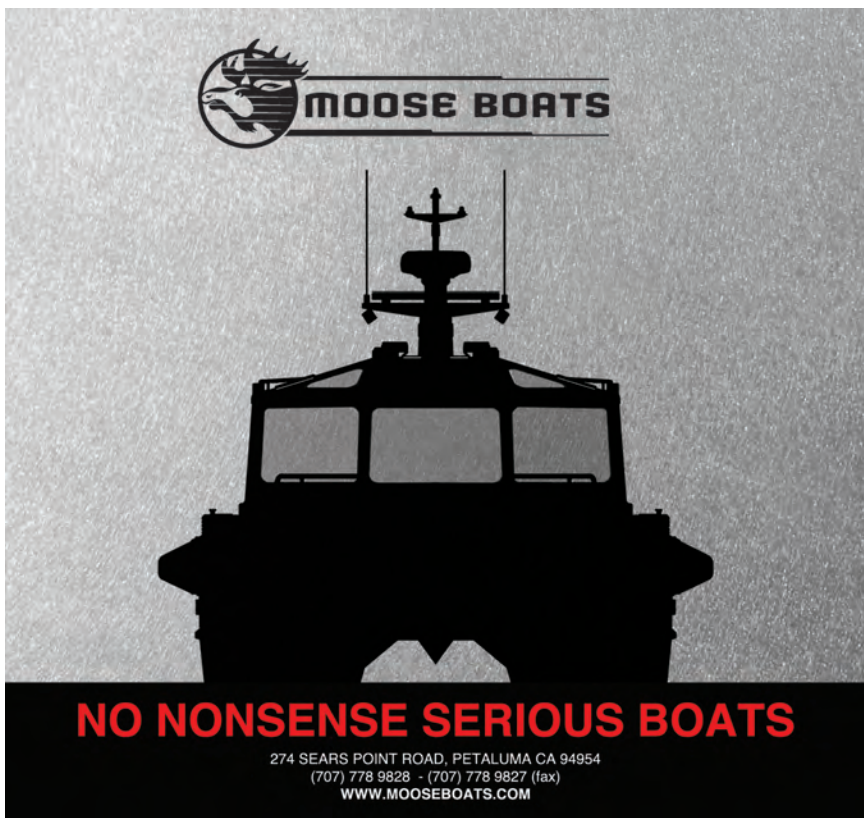
the support vessel must be capable of dry running its jets. This is not possible with traditional, water lubricated bearings. This allows boat to get away from streamers and the mother hull quickly and without fouling.

The boat's initial success spurred an order for three additional boats, the first of which will be delivered in mid-January of 2013, with additional vessels following suit in February and March. Plans are also in the works for another nine vessels to be completed in 2013 and 2014. "NAMJet's custom manufacturing capacity and design flexibility made them the ideal propulsion solution for the WP950," said Hallgeir Skorpen, Westplast's Managing Director. "The boat has met with fantastic success thus far, and we look forward to great things from our partnership."

THE NAMJET ADVANTAGE

According to NAMJet's General Manager Jim Ducker and VP of Sales Jason Hill, the advantages of the NAMJet solution over some bigger, perhaps better known names are many, but can be primarily distilled down to five principal areas:

Combining high speed capabilities with 9,500 pounds of bollard pull isn't rocket science, but it could save you a lot of money. It also exemplifies the advantages of a versatile, customizable propulsion system that transforms one vessel into a multi-missioned workhorse. The fact that this solution is so popular in the oil fields of offshore Norway – where oil industry innovation typically begins before being exported to the rest of the world – shouldn't be surprising. In this case, however, a U.S.-based propulsion provider is exporting the solution in the other direction. That's not surprising, either. That's NAMJet.





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Custom Solutions for Custom Vessels: NAMJet's product can pack two jets into one skid; a "Twin Pack." Sliding easily into the notch, it is not only easy to install, it easily accommodates the unique hull of multiple workboat platforms.

Versatility – Superior Pulling Power and High Speeds: NAMJet, as shown in both workboat application illustrated above, offers two key components: bollard pull and speed. Combining the versatility of two missions into one platform, NAMJet is able to pull in slow speed mode, with no cavitation, providing superior pulling power.

Safety, Anti-Fouling, Shallow Draft Operations, and warrantee, too: The NAMJet foils fouling in part because there are no propellers to get wrapped up in mooring lines, but also because of its unique cutter system on the jet grill that prevents fouling and the pulling of boat under if jets get tangled in streamer lines. NAMJet designs the clearance between the wear ring and impellor to be as much as 3x the distance as commonly found in larger competitors; hence there is less chance of damage from debris. And, because of this, Namjet recently changed their warrantee from one to two year.

Economy & Fuel Efficiency: NAMJet doesn't try to compete in the ultra-high speed markets (35+ KT). Because of that, and at speeds of 30 KT and below, it is more efficient, more versatile and more economical to run. And, since NAMJet runs at fewer RPM's, it suffers less wear and tear.

Space Savings: one hull, deployable from mothership, to do two or more jobs. Savings in building costs, space on deck and potential cargo carrying capacity and deadweight.

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Honda's Flagship BF250 Engine

Innovative four stroke engine is Honda's most powerful and now its flagship entry in the crowded outboard propulsion markets.

By Joseph Keefe

The new BF250 horsepower (hp) four-stroke engine, the most powerful outboard ever to join the Honda Marine lineup, is also the company's flagship model. Incorporating a number of advanced technological innovations that contribute to the engine's high fuel economy and superior performance, the 3.6-liter engine is additionally equipped with an all-new gear case, the world's first marine direct air dual circuit induction system of its type (providing for cooler, denser air for better combustion than conventional under-cowl induction systems) and has a full-throttle rpm range of 5,300-6,300.

The Honda BF250 marine outboard engine incorporates a host of Honda-exclusive technologies that provide increased value and benefit to consumers and workboat customers alike. Satisfying their primary pleasure and consumer market audience first, the styling concept of the new Honda BF250 incorporates a sleeker and slimmer aesthetic

design. Included in this configuration are technological advanced features that Honda portrays as the engine's "best-in-class" fuel economy, power and charging performance. According to Alan Simmons, national manager at Honda Marine, "The introduction of this flagship engine also further strengthens our relationship with both consumers and boat-builder partners."

DUAL PURPOSE MARKET PENETRATION

Steve Drenkard, assistant manager, marketing, Honda Marine, wouldn't discuss specific sales data but he told *MarineNews* in April that since its October 2011 introduction, "The BF250 had sold well and has been a great new power option for customers globally." And, although Honda is perhaps best known for its marine products in the pleasure niche, the B250 is robust enough to stand the test of a commercial operation. Drenkard added, "The

Twin Honda BF250 engines in action; Inset: Honda Airflow Diagram.



BF250 is most certainly versatile for both commercial and recreational applications, and we have enjoyed success in both segments with the new outboard. We do have a strong history of providing our outboards for military applications such as the U.S. Coast Guard's Homeland Security initiative, so we will continue to maintain our relationships within the market. That being said, Honda Marine strongly values our recreational customer and always works to provide the best boating experience we can to those customers – through low cost of ownership, great performance and ease of operation.” Arguably, those three metrics transcend all lines of business.

Honda outboards have long been shown to be a good fit for military and law enforcement applications with years of proven service. Many government agencies choose Honda Marine products for their low operational costs and long term reliability, helping keep budgets in line. The latest BF250, for example, is seeing service on new and repowered military and law enforcement patrol boats. Because of that, the B250 must satisfy a myriad of requirements across a wide range of applications, said Drenkard. “Just like all Honda products, our outboards are built to last. Commercial operators are extremely tough on their equipment and view their outboards as work tools. In relation, reliability and low operational costs often are most important to these users. If their outboard is out of service, they're losing money.”

VTEC AND BLAST: HONDA'S B250 ONE-TWO PUNCH

VTEC, or Variable Valve Timing and Lift Electronic Control, is a Honda engine exclusive, used in both Honda Marine engine and Honda Automotive engine applications. First debuted in the high-performance Acura NSX sports car, VTEC provides power when needed by providing a broader, flatter torque curve and smooth power delivery throughout the engine's operating range. This is achieved by using mild cam lobes to operate intake valves at low rpm, then engaging a high-output lobe for higher rpm operation. The result is a great combination of power, torque and fuel economy. VTEC gives the captain the benefit of a larger displacement engine by providing excellent mid-range punch while providing fuel economy figures of a smaller displacement engine at cruising and trolling speeds. Drenkard added, “With VTEC, commercial operators get the best of both worlds.”

BLAST, or Boosted Low Speed Torque, uses a unique Honda spark advance system to provide more horsepower when it is needed most. When the throttle is advanced quickly, BLAST activates to open up the throttle body, change the air-fuel ratio to a richer setting and aggres-

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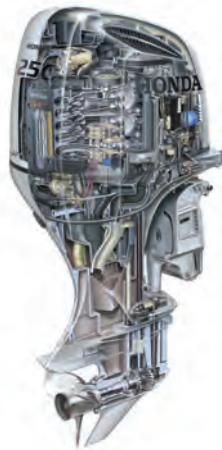
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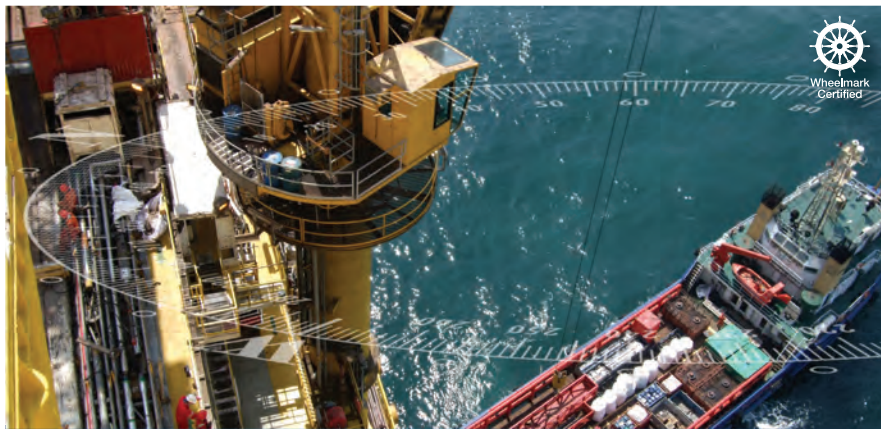
Cutaway view of Honda's BF250 engine

sively advance the ignition timing. According to Honda, this allows the engine to produce more torque to improve acceleration (hole shot) at low speeds. For law enforcement, military and patrol operations, the combination of VTEC and BLAST, therefore, represents an enormous advantage.

HAND IN HAND: FUEL ECONOMY AND THE ENVIRONMENT

All Honda outboards boast environmental performance that includes meeting the rigorous California CARB Three-Star Standard. The Three-Star label identifies engines as Ultra Low Emission if they meet CARB's 2008 exhaust emission standards. Engines meeting this standard produce 65 percent fewer emissions than One Star (Low Emission) engines. Along with that – and just as important – the new Honda Marine BF250 outboard engine produces enviable best fuel economy.

According to Steve Drenkard, *Lean Burn Control* is the key. Automatically adjusting the air/fuel mix according to speed and load while maximizing power throughout the acceleration range – providing as much as 20 percent greater fuel economy in cruise mode (2,000 to 4,500 rpm) – Lean Burn Control has been enhanced to improve fuel efficiency even further in specific cruising ranges, resulting in best-in-class fuel economy – as much as 30 percent better than competitive models, depending on specific running conditions. The air/fuel ratio control is performed by the Electronic Control Unit (ECU), based on the feedback from the O2 sensor, allowing more accurate control in the lean-burn range. Finally, the gear case of the BF250 engine incorporates an advanced design that minimizes water resistance, and by extension, reduces the overall drag coefficient by five percent (even without the use of the larger, optional propeller).



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Because the BF250 engine mounts on industry-standard 26" centers, re-powering twin BF250s is convenient. Having a 26" industry-standard engine mount is an advantage in several ways. In terms of repowering, older boats traditionally utilized the standard 26" distance, making it an easy fit to repower with Honda engines that utilize the same standard. By extension, having to modify a transom to accommodate a different distance is costly. Having ample room between the two outboards allows for easier access for maintenance, and this distance provides tighter turning capability.

**THE MODERN OUTBOARD:
NOT JUST FOR FUN ANYMORE**

Honda Marine, a division of American Honda Motor Co., Inc., markets a complete range of outboard marine engines. Its entire product line is powered exclusively by four-stroke engines designed for high fuel efficiency, quiet operation and low emissions. With a full-throttle rpm range of 5,300-6,300, the Honda BF250 is a high-performance 3.6-liter engine that incorporates an all-new gear case and advancements from Honda's automotive and marine outboard engine lines. Honda's Steve Drenkard declined to discuss the next big move for Honda Marine, but in terms of its commercial sector plans, he said, "We can't discuss future product plans, but we can confirm we will continue to refine our products and develop new ones to meet the unique needs of the workboat operator."

If the B250 engine is any indication of what is to come next, then Honda's role as a force in the workboat markets is anything but at full throttle. And, that's because this engine manufacturer, known best as a pleasure market product provider, has arrived on the commercial and military waterfronts. Indeed, it has been there all along.

Honda B250 Engine Specifications

Type	Four-Stroke 60° V-6	Trim Range	-4° to +16°
Displacement	3583 cc (219 cubic in)	Tilt Range	72°
Bore & Stroke	89 x 96 mm	Gear Ratio	2:00:1 (24/12)
Full Throttle HP Range	5300 - 6300 RPM	Gear Shift	F-N-R
HP Rating at Propshaft	250 hp @ 5800 rpm	Propeller	up to 16" diameter
Induction Scavenging	SOHC VTEC®	Overall Length	920 mm / 36.22 in
Valves Per Cylinder	4	Overall Width	625 mm / 24.60 in
Fuel Delivery	Programmed Fuel Injection	Recommended Transom Height(s)	(L) 508 mm / 20.0 in
Fuel	86 Octane		(X) 635 mm / 25.0 in
Ignition System	Computer Programmed		(XX) 762 mm / 30.0 in
Starting System	Electric		
Lubrication	Wet Sump	Dry Weight	(L) 272 kg / 600 lbs
Cooling System	Water Cooled		(X) 278 kg / 613 lbs
Alternator	90 Amps		(XX) 282 kg / 622 lbs



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Pumps and Piping: A Curious Turn to the Right

Owners and shipyards come to the realization that alternative composition piping and pumps represent the way forward.

By Joseph Keefe

You cannot put a vessel to work without pumps, valves and piping. Too often, product selection is left to the discretion of those who view these items as inconsequential decisions, driven primarily by not much more than initial cost. That mindset, in an atmosphere of cost-cutting, the quest for fuel economy and reduction in total lifecycle costs, is changing – albeit ever so slowly. Led in part by success in the military and naval sector, workboat operators are now taking a hard look at both plastic and glass reinforced epoxy (GRE) piping, as well as pumps and valves built with alternative composite materials. The reasons to change from the traditional metallic approach are compelling, the downstream advantages countless. As you follow along, it is easy to see why.

GLASS REINFORCED PIPING (GRE)

Glass Reinforced Epoxy (GRE) materials have been found to be a viable alternative to carbon steel pipes, especially for use in corrosive, aggressive and normal duty areas. Increasingly, boat operators are insisting on GRE piping to achieve the same or better performance as CuNi piping (shock, fire, repair), reduce manpower (installation and service) and to control and/or reduce ship acquisition costs. Beyond this, and just as importantly, weight savings during construction and the elimination of corrosion worries make the use of GRE a smart move for most operators, in the right application.

GRE piping is suitable for a wide range of applications, including:

Ballast water	Disposal	Drilling mud
Produced Water	Sanitary/Sewage	Caissons
Deluge (dry)	Fresh Water	Fire mains
Column piping	Cooling water	Drains
Potable water	Saltwater	Vent lines

JA Moody Company, a firm that originated in the 1950's as a fluid power distributor, represents and distributes Bondstrand brand GRE piping in addition to a wide variety of fluid control products to the Marine Industry. In April, JA Moody Technical Sales representative Scott Beardsley led *MarineNews* through the merits of this product. As it turns out – depending on what you are looking to use it for – the advantages are many.

Case History Data – Bondstrand has been installed in a myriad of marine applications:

Anti-Air Warfare Destroyers	Astute class submarine	semi-submersible rigs
Queen Elizabeth Aircraft Carrier	Six LNG carriers (ER piping)	crude oil carrier FSO P-47
FPSO AKPO	RO/RO seawater systems	Universe class jackup rig
Product/Chemical Tankers	MOD Auxiliary Oilers	Aluminium car-passenger ferry

The ideal application for GRE piping can involve long, straight runs of ballast systems, typically installed in double bottoms on ATB vessels. The immediate, low hanging fruit in terms of tangible benefit is in weight savings. Initially more expensive, the piping is also easier to install; hence the manpower required more than eclipses the small price differential. With filament wound into the pipe runs to prevent conductivity, GRE is durable, noncorrosive and represents a clear advantage in lifecycle costs. Approvals for this product include DNV, Lloyds, API, ABS, BV and GRE piping also passes most Milspec tests, including shock, mechanical and fire performance criteria. Specific advantages of the GRE system from Bondstrand include:

- **Lower system lifecycle cost (LCC):** a combination of all metrics;
- **Weight savings:** Up to 75% reduction for >10" over CuNi pipe.
- **Installation:** Bondstrand can be installed much faster than steel or alloy systems. Pipes are easy to install, maintenance personnel can be quickly trained to cut and complete a joint. No hot work is required. Installation cost savings: as much as \$900 per linear foot.
- **Corrosion resistance:** No galvanic component and good service history. Cathodic protection is not required. Bondstrand GRE does not rust or scale.
- **Fouling resistance:** Similar in performance to CuNi pipe and smooth inner surface lessens fouling under high flow conditions. Smooth internal surface reduces friction losses, allowing for down-



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sizing the piping system, reduced pumping cost.

- **Cost:** Royal Navy LPD acquisition cost of was actually roughly one-half that projected for CuNi pipe

Bondstrand Glassfiber Reinforced Epoxy (GRE) and phenolic piping is available in diameters up to 1,000 mm (40 inches), pressure classes up to 398 bar (5,750 psi) and standard lengths up to 12 meters. (40 feet).

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products to the marine industries. Simply described, Simsite is a patented, graphite combination-fiber reinforced composite with phenolic resin. Offered exclusively by Sims, it features a unique design that is reinforced for higher strength and flexibility. As a heavy-duty structural composite, its characteristics can be changed to accommodate the required structural strength of the parts being manufactured. Among the products produced using this material include pumps, impellers and rings, pump casings and diffusers, backplates, guide bearings, sleeves, bushings, mechanical seals, ball valves and hush heaters.

Sims sells only to owners and end users. According to John Kozel, President of Sims Pump Valve Company, Inc., that's because his valves aren't the cheapest on the market. Some yards are reluctant to use something in a bid that might tip the total price in favor of someone else. The vast majority of the work and products produced by Sims is custom designed work, fit for purpose.

Owners and operators come to Sims for the same reason someone might purchase GRE piping: economy, weight savings, lifecycle improvements and the elimination of corrosion from the equation – just to name a few advantages.

Sims Pumps never corrode in salt, waste or chlorinated water, John Kozel said, and they are an excellent fit for many acid or alkaline solutions. All Sims Products are manufactured (machined) from Simsite, 100 percent machined solid blocks into their form, which gives them superior mechanical and hydraulic properties. They are 100 percent manufactured in the United States and last many times the life of their metallic counterparts.

Custom engineered for the customer's applications, Sims does not, like other pump companies, offer only standard lines of pumps. And since Sims machines their pumps instead of casting or molding them, Sims can design their pumps specifically for the desired operating performance, which results in much higher efficiencies and a much longer life for the pump. In a marine world where wasted energy, space, weight and corrosion can no longer be tolerated, the premium price of a Sims pump will likely pay for itself many times over during the life of the unit. Beyond this, Sims replaces individual impellers and casing rings (mouth rings) for any centrifugal pump, improving longevity, efficiency and performance. The advantages of a composite Sims pump are many:

Lightweight / energy-efficient:

The pumps are well balanced and remain that way for their lifetime. This means less vibration and shaft deflection, resulting in a much longer life for the entire rotating element. Each pump is custom built for the best efficiency point.

Less start-up load / self-lubricating:

The pumps have the ability to take dry starts due to the

Bondstrand GRE vs. Extra Strong Carbon Steel: Weight Savings (80.4 tons) is Easy to Calculate:

		ES Carbon Steel			BONDSTRAND	
Line	Size	Ft. of Pipe	Lbs./Ft.	Total Weight	Lbs./Ft.	Total Weight
1	20"	1075	104	111800	29	31175
2	14"	190	72	13680	13	2470
3	12"	1260	65.5	82530	11	13860
4	6"	2	28.5	57	3.1	6.2
5	2.5"	35	7.5	262.5	0.8	28
		Total(s)		208329.5	Total(s)	47539.2

self-lubricating qualities of the Simsite material. Simsite can be lubricated with water, saltwater, river water, oil, grease and even some chemicals.

Cavitation resistance:

Utilizing Simsite, through the re-design of impellers and pumps, produces a substantially more cavitation resistant pump.

Lightweight:


Simsite is significantly lighter than metallic materials; one-sixth the weight of bronze and stainless steel; and one-third the weight of titanium. The lighter mass means a substantial reduction in start-up load and increased energy savings, shaft movement and shaft deflection, resulting in a much longer life for the bearings, mechanical seals, casing, wear rings and sleeves.

Corrosion resistance:

The graphite used in Simsite is non-conductive, which means that Simsite will not support electrolysis or galvanic corrosion. It also means that the more Simsite used in the pump, the longer the pump will last. The U.S. Navy itself has described Sims pumps as, "The only pump that is impervious to saltwater corrosion."


Approvals: Simsite rings, wear rings, bearings, sleeves and bushings approved by the United States Navy for surface Ships since 1994, the German Navy since 1998. Additionally, Sims enjoys approvals from ABS, Lloyds, DNV and Germanischer Lloyd.

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Today, Simsite pumps and pump products have been provided aboard most U.S. Navy vessels, with good penetration into the blue water commercial sector, including more than 30 cruise lines. Energy accounts include Amoco, Exxon and Getty and in the brown water workboat category, Sims counts among its clients the

Staten Island Ferry.

Sims' president Kozel is passionate about his product, and with good reason. He explained, "Our primary business entry points include upgrades, replacements and 'Cadillac' systems – where people want and expect the very best. Sure, we can do production work, but longer lifecycles, light-

weight composition and efficiency demand 'design for purpose construction,' even when it involves only a few pumps at one time." Beyond this, he added, "Users don't need to carry as many spares because the equipment rarely fails, never corrodes and runs smoother and more efficiently."

W&O ENTERS THE FRAY: SEACOR PLASTIC PIPING IS COAST GUARD APPROVED

W&O Supply – not to be outdone in the discussion and already known for being a global supplier of marine pipe, valves and fittings, as well as valve actuation and engineered solutions – has been selected by Georg Fischer Piping Systems as its Preferred Distributor in North America for its SeaCor Engineered Plastic Piping System. SeaCor is a USCG approved plastic piping system that meets IMO A753 (18) part five, low flame spread and IMO A753 (18) part two, low smoke and toxicity. Like other owners who choose GRE piping or a SIMS composite valve to achieve some of the same efficiencies, operators can now lighten their piping systems by using plastic in places where they wanted to in the past, but couldn't because it wasn't allowed.


The newly approved plastic piping system can be installed in concealed spaces and eliminates the need to meet the additional requirements of 46 CFR 56.60-25 (a) (2), which requires smoke detectors for plastic pipes in these spaces. SeaCor piping is lightweight, easy to install and maintain, has ABS approval, and like SIMS composite valves, is manufactured entirely in the United States.

For W&O, the piping deal is a logical move. As a company that in part made its reputation by being a reliable valve provider and solutions firm, the piping that joins those valves is a natural place to go.

SeaCor Piping System is available in sizes from .5-12 inches with a complete selection of approved fittings. The

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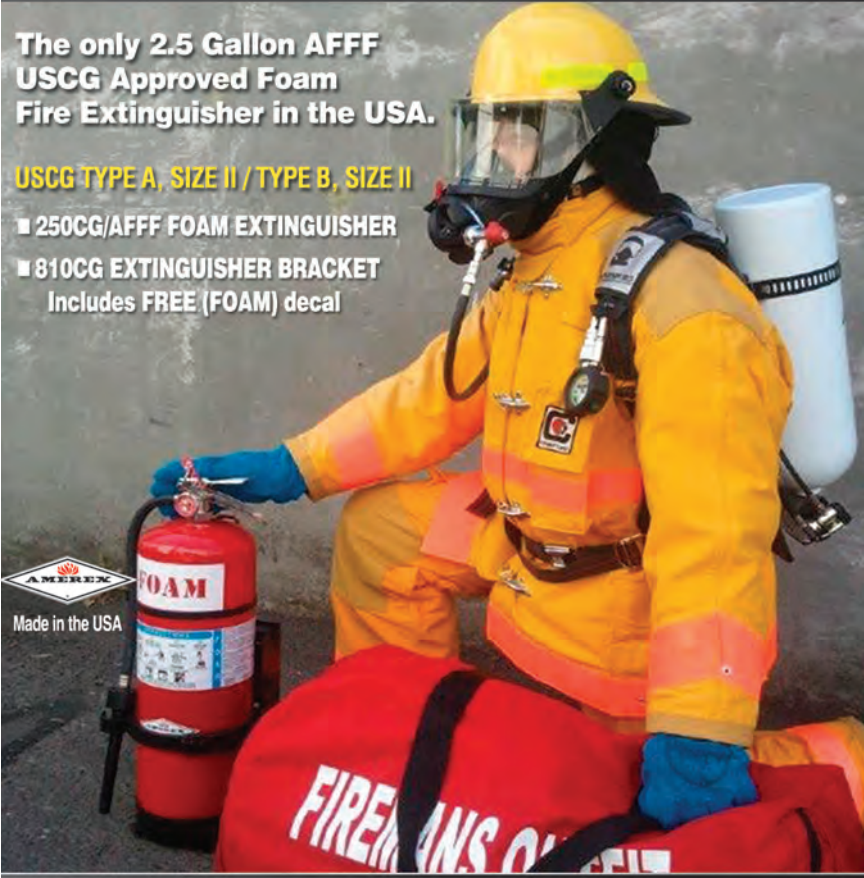
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SeaDrain Plus Piping System is available in sizes from 1.5-6 inches with a wide range of Drain, Waste and VENT (DWV) approved fittings. Primary applications for this unique piping include gray and black water systems and sewage transfer; encompassing all hot and cold running water systems throughout the vessel. Like GRE – used for other applications – a 40-70 percent weight savings can be achieved by replacing traditional metal piping with SeaCor.

Other advantages include the increased efficiency due to a lower coefficient of friction in plastic pipe than in metallic pipe. This allows the possibility to achieve desired flow rate using a smaller diameter pipe, resulting in less initial cost for pipe, valves, fitting and pumps, while still maintaining the same or lower friction losses. In terms of material costs, SeaCor is competitive with copper and stainless steel systems. Steel and galvanized pipe have a lower initial material cost, but the advantage is lost on installation and welding time.

BOATBUILDING'S POTENTIALLY POWERFUL TRIPLE PLAY

Imagine the possibilities: Your next workboat incorporates the latest in propulsion technology, redundant DP equipment and yes, the weight savings and lifecycle reduction in costs associated with GRE piping, SIMS composite pumps (that run smoother and require far energy) and impellers and SeaCor (smaller diameter) plastic piping. Your boat now carries more payload, stocks less in the way of equipment spares, corrosion issues have been halved and your bottom line benefits significantly from lower acquisition and installation costs. What's not to like? These aren't mere possibilities for the future. They are here now. Owners and operators looking to have the most efficient workboat possible and the advantage of running green can have both. In the end, some parts of that equation might cost less than you might think.

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VT Halter Marine Christens T-AGS 60 CLASS Oceanographic Survey Ship



VT Halter Marine held a christening ceremony for USNS MAURY (T-AGS 66) at its Halter Moss Point facility in late March. VT Halter Marine is a designer and builder of specialized oceanographic ships for the U.S. Navy and has experience in building the previous six ships of the T-AGS 60 Class. In December 2009, VT Halter Marine was awarded a contract of approximately \$87 million to build an enhanced version of the T-AGS 60 Class oceanographic survey ship for the U.S. Navy. Construc-

tion of T-AGS 66 began in September 2010; the keel laying ceremony was held in February 2011, and delivery is expected in January 2014. The vessel has an additional 24 feet in length to the previous design which will accommodate a moon pool for deployment and retrieval of autonomous underwater vehicles. Designed to perform acoustic, biological, physical, and geophysical surveys, T-AGS 66 will provide the U.S. military with essential information on the ocean environment.

The ship's sponsor is the Honorable Lisa P. Jackson, former Administrator of the Environmental Protection Agency (EPA), who as Administrator focused much of her efforts on the BP oil spill that ravaged the Gulf Coast area. T-AGS 66 is named in honor of Cmdr. Matthew Fontaine Maury, nicknamed "Pathfinder of the Seas," and also known as the "Father of Modern Oceanography." The vessel is 353 feet in length with an overall beam of 58 feet, and will be operating under the Military Sealift Command.

Ship docking tugs now take the Z-drive for granted, but it has found only limited acceptance for river towboats. That is about to change with a new boat being built for The Carline Companies at Raymond and Associates in Bayou LaBatre. When the big tows of up to forty 195 by 35-foot barges come down river, it is the fleeting tugs job to take selected barges off the tow and park them in the riverside fleet. A fleet is a string of barges moored along the river for which smaller towboats provide switching and shifting duties. Later they will take the barges to nearby docks or ships moored in mid-stream for off loading. This is a job that requires a power and agility in the towboat that moves these barges around. It is a high demand job in which time and timing are all important. When Carlines new 68 X 34-foot boat, M/V USS Cairo, goes to work at the fleet in September 2013 it will herald a new era that will, as did the early z-drive harbor tugs, create a whole new set of performance standards. Designed by the naval architect firm of Townsend Marine Designs in South Portland, Maine there are more than the Z-drives to catch the attention of the industry. The octagonal wheelhouse, with its 360-degree windows, is also reminiscent of a harbor tug. The wheelhouse sits atop a deck cabin with sloped sidewalls to provide optimum visibility to the working deck fore and aft. Unlike other fleet boats, the new vessel will have push knees both fore and aft. On deck there will be two Win-Tech 65-ton winches for face wires and a single Win-Tech Capstan. A Palfinger PK-

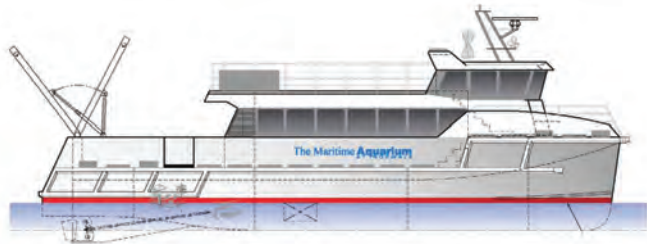
A New Era in Fleeting



12000 crane will be mounted forward on the first deck level. Main propulsion will be provided by a pair of Tier III compliant Cummins QSK19-M engines each delivering 750 HP through Twin Disc HPTO366 gears to the Z-drives. These drives will be Thrustmaster 750 Azimuth Thruster- TH750 MZ. A pair of Cummins QSB-7-powered 150 kW generators will provide auxiliary power. In anticipation of the new Subchapter M regulations for inland towboats, Carline and their design team have worked to approximate the, as yet unconfirmed, guidelines. As with most fleet towboats this will be a day boat with a galley but no need for overnight accommodation. Tankage will include 16,000 gallons of fuel, 3,000 gallons of water and 400 gallons of lube oil. The M/V USS Cairo's z-drive propulsion system is the first of its kind on a dedicated fleet boat working on the Mississippi River.

Derecktor Shipyard to Build Research CAT

Robert E. Derecktor has been selected to build a new 19.2-meter catamaran research and classroom vessel for The Maritime Aquarium at Norwalk (CT). The Maritime Aquarium has been providing student and public research voyages in the protected waters of Long Island Sound since 1988. The new Incat Crowther-designed all-



aluminum vessel will carry up to 65 students with a crew of 5. The safety of the students is of paramount importance to the vessel's design and construction. The vessel will be fully

ADA compliant and meet all current USCG Subchapter T requirements. Engineering will start immediately and delivery is anticipated in May 2014.

FMT Industries Orders Four (4) Additional 30,000 Barrel Tank Barges



FMT Industries—one of several companies within the Florida Marine Group (Florida Marine)—has ordered four (4) additional 297'6" x 54' x 12', 30,000 barrel tank barges from the TY Offshore group. With this new order and options for additional barges, TY Offshore will build up to 34 barges for FMT Industries. TY Offshore has already delivered six (6) tank barges of the same class. The barges are being built at TY Offshore's Gulfport, Mississippi facility.

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Meltz



Pickavance



Keenan



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Obituary - Louis S. Meltz

American Maritime Safety (AMS) President Louis Meltz passed away on April 2, 2013 after a several-month battle with cancer. Louis loved the U.S. maritime industry and the people in it. His highest praise was to describe a man or woman as loyal, and there were many whom he described in this fashion. Undoubtedly they were inspired by Louis' own dedicated friendship. AMS will hold a memorial service for Louis Meltz in conjunction with this year's annual meeting.

RADM Pickavance Joins San Jacinto Maritime Program

Rear Adm. William W. Pickavance, Jr. joined San Jacinto College as a consultant to the maritime program. Pickavance previously served as an officer in the U.S. Merchant Marine and the U.S. Navy. He will assist with the development of San Jacinto College's new maritime facility along the Port of Houston.

Keenan Joins TITAN Salvage

Patrick Keenan joined the TITAN Salvage team as director of operations, bringing more than 20 years of experience in naval architecture, marine engineering, salvage and marine pollution abatement. Keenan will report to Managing Director Rich Habib and will be based in Pompano Beach, Fla.

Vigor Promotes Nichols, Fosheim

Vigor Industrial promoted Bryan

Nichols and Grant Fosheim. Nichols joined Vigor Industrial in 2011 as a sales representative and will now serve as Manager of Vigor's Sales and Marketing division. Fosheim joined Vigor's marketing department in 2011 as a marketing assistant and will now serve as Sales and Marketing Associate.

Propeller Club Honors Cummings

Representative Elijah Cummings was honored by more than 300 guests at the Propeller Club's annual Salute to Congress Dinner, held on May 7 at the Army Navy Country Club in Arlington, Va.

Forbes Receives SCA Leadership Award

The Shipbuilders Council of America (SCA) presented its inaugural "SCA Maritime Leadership Award" to shipbuilding and repair advocate, Congressman J. Randy Forbes (R) from Virginia's Fourth District. The award was presented April 11 during SCA's annual general membership dinner at the Ritz Carlton, Pentagon City. The SCA Maritime Leadership Award was established in 2013.

Hines Joins K&L Gates

K&L Gates LLP welcomed Julius H. "Sam" Hines as partner in the commercial disputes practice. Hines arrived from Womble Carlyle Sandridge & Rice, LLP, where he was a

leader of the firm's admiralty and maritime practice group.

ARTCO Turns to Class NK

Safety Management Systems LLC won a contract from American River Transportation Company (ARTCO) to assist the company in establishing a Towing Safety Management System in accordance with pending U.S. Coast Guard Subchapter M regulations. ARTCO, a wholly owned subsidiary of Archer Daniels Midland Company (ADM), is one of the largest U.S. inland shipping companies, operating a fleet of more than 2,000 barges and upwards of 80 towing vessels on the Mississippi, Illinois and Western Rivers. SMSLLC was recently acquired by ClassNK, the world's largest ship classification society and provider of maritime safety certifications.

ValvTechnologies Names Bodine Marketing Director

ValvTechnologies, Inc. named Julie Bodine as Director of Global Marketing. Bodine's principle responsibilities include marketing, communications, branding and public relations. Most recently, she served as the Director of Marketing for Sererra Consulting Group.

Maritime Academy Hosts "K-12" Symposium

The first "K-12 Maritime Education Great Lakes and Inland Waterways Symposium" was held April



Hines



Mahoney



Bodine



Sulzer



Stephaich



Watson

26, 2013, at the Maritime Academy of Toledo. The symposium was the suggestion of Dr. Arthur Sulzer, who was recently appointed by President Obama to the Advisory Board of the Saint Lawrence Seaway Development Corporation and who is also a strong supporter of maritime education initiatives. Sulzer, with the support of other maritime professionals, said that the event was an excellent opportunity to gather and discuss K-12 maritime education programs and their growth in the Great Lakes Region and Inland Waterway Communities.

Campbell's Stephaich Testifies

Peter Stephaich, Chairman of Campbell Transportation Company in Pittsburgh and Executive Committee member of Waterways Council, Inc. (WCI), testified last month before the House Transportation & Infrastructure Committee's Water Resources and Environment Subcommittee on "Foundations for a New Water Resources Development Act (WRDA)." Stephaich addressed the importance of water resources development legislation, the current broken model for modernizing the nation's locks and dams, and the need for adoption of the Capital Development Plan (CDP), which is H.R. 1149.

DOT Funds for Small U.S. Shipyards

The U.S. Maritime Administration (MarAd) said that qualified small

shipyards may apply for a share of \$9.45m in federal funding to help enhance their efficiency and competitiveness. The grants are available for capital and related improvement projects that foster efficiency and competitive operations; quality ship construction, repair and reconfiguration and employee training. Grants are limited to no more than 75% of the estimated improvement costs. Application packages must be received by 5:00 p.m. EST. on May 28, 2013. Additional information is available in the Federal Register at <https://federalregister.gov/a/2013-08486> or by contacting David M. Heller, Director, Office of Shipyards and Marine Engineering, Maritime Administration at David.Heller@dot.gov or via telephone: (202) 366-5737.

BSEE Completes Final Rule for Offshore Safety

Bureau of Safety and Environmental Enforcement's (BSEE) Director Jim Watson announced in April another step in a series of efforts to further identify, address and manage operational safety hazards and impacts, with the goal of enhancing both human safety and environmental protection on the U.S. Outer Continental Shelf. The Safety and Environmental Management Systems (SEMS) II final rule enhances the original SEMS rule and is the latest step in an ongoing effort by BSEE to emphasize that the

offshore industry must make safety its number one priority.

U.S.-Flag Lakers' Float Down 7%

U.S.-flag Great Lakes freighters (lakers) carried 2.2 million tons of dry-bulk cargo in March, a decrease of 7% compared to 2012. However, the fleet's March float was marginally ahead of the month's five-year average. Iron ore shipments rose slightly – 25,000 tons – compared to a year ago, but loadings of coal declined by more than 60%. The fleet's limestone trade nearly doubled. Through the first quarter, U.S.-flag lakers have hauled 5.2 million tons of cargo, a decrease of nearly 19% compared to the same point in 2012. Iron ore cargos are down by 13.4%, coal loadings down by more than 50%, but limestone is 61% ahead of last year's pace.

Bollinger Delivers Fifth FRC

Bollinger Shipyards delivered the 154 foot Margaret Norvell, the fifth Fast Response Cutter (FRC) to the United States Coast Guard Sentinel-class FRC program. To build the FRC, Bollinger used a parent craft design based on the Damen Stan Patrol Boat 4708. It has a flank speed of 28 knots, command, control, communications and computer technology and a stern launch system for the vessels 26 foot cutter boat. The Coast Guard took delivery March 21, 2013 in Key West, Florida and is scheduled

PEOPLE & COMPANY NEWS



Great Lakes Cement Carrier



Margaret Norvell



Servidio



Desimone

to commission the vessel in New Orleans, Louisiana in June, 2013.

Coast Guard Accepts BWTS as AMS

The U.S. Coast Guard announced the acceptance of nine ballast water treatment systems as Alternate Management Systems (AMS) in compliance with the service's March 2012 final rule for Standards for Living Organisms in Ships' Ballast Water Discharged (SLOBWD) in U.S. waters. AMS acceptance by the Coast Guard is a temporary designation given to a ballast water treatment system approved by a foreign administration. Vessel operators may use an AMS to manage their ballast water discharges in lieu of ballast water exchange while the treatment system undergoes approval testing to Coast Guard standards. An AMS may be used to meet the Coast Guard ballast water treat-

ment requirements for up to five years after the ship's ballast water discharge standard compliance date specified in the final rule. This five-year timeframe allows for the completion of required land-based and shipboard testing.

Port of LA to Fund Engine Replacements

The Port of Los Angeles has made additional funding available for its Marina Engine Exchange Program, incentivizing boat owners to replace their older, high-polluting outboard motors with California Air Resources Board (CARB)-certified, "three star"/ultra-low emission-rated engines (up to 10 horsepower). The Port is offering boat owners 75% of the total cost (up to \$2,000) to replace old outboard motors with new motors, which includes purchase price, labor for replacement, and recycling of the old motor. The deadline to apply

is July 31, 2013 – or until available funds have been distributed.

XL Group Launches Yacht Coverage

To help yachts weather fair and foul seas, XL Group's North America Marine insurance business unveiled ShipShape, a suite of recreational marine coverages tailored to the particular needs of yacht owners. XL Group provides insurance for large marine risks across the globe, and will now extend its marine underwriting expertise with this new coverage and a team of underwriters with experience in the recreational marine industry.

VETUS Joins Yanmar Group

VETUS joined the Yanmar Group as of January 1, 2013. VETUS is a well-known player in the international market for its in-house engineered boat equipment systems.

"They convinced us to go with water jet propulsion and incorporate dynamic positioning into the vessel control system, both of which have proven to be wise decisions. The vessel is fast, highly-maneuverable, and has proven to be a very versatile and stable platform for mooring operations, fisheries studies, and general survey work. After four years of successful operations, the RACHEL CARSON has far exceeded our expectations."

*~ Bruce Cornwall, Marine Superintendent
University of Maryland Center for Environmental Science*



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Wärtsilä's 34DF Receives EPA Certificate

Wärtsilä obtained certification of emission standard compliance from the Environmental Protection Agency (EPA) for its Wärtsilä 34DF dual-fuel engines. The Wärtsilä marine engine technology offers operators and owners the option of using either diesel or gas as fuel. The Wärtsilä dual-fuel engine capability enables ships to be operated on either conventional liquid marine fuels or LNG.



www.wartsila.com

Honda Marine Launches BF2.3 Outboard

Replacing the existing Honda BF2 model, the Honda BF2.3 portable outboard four-stroke engine incorporates a host of Honda-exclusive technologies. The improved engine optimizes performance, saves fuel and reduces emissions. At 29.5 pounds, the Honda Marine BF2.3 is the lightest four-stroke outboard motor in America. The single-cylinder, 57.2 cc engine incorporates shallow water drive, twist grip throttle, front-mount carrying handle and four-front corrosion protection.



www.marine.honda.com

Repowering with Mitsubishi Saves \$225,000 Annually

Maintenance costs and fuel consumption benefits, coupled with a better mechanical, non-electronic design that met tier requirements were the deciding factors when Vulcan decided to repower the Captain Ted with a Mitsubishi engine. The vessel has experienced improved fuel economy by 10 gph, which by running 6,000 hours on an annual basis, improved bottom line numbers by a minimum of \$225,000.



www.mackboring.com

BC Ferries Order Wesmar Thruster

Wesmar (Western Marine Electronics, Inc.) ordered a dual prop, counter rotating, bow thruster for the T-Class Passenger/Car ferry M/V Tachek from British Columbia Ferry Services, Inc. (BC Ferries). The Wesmar Model V2-24, 150 HP AC system will enhance the 162-foot ferry's maneuvering and docking capabilities. The M/V Tachek, built in 1969, is undergoing an upgrade project estimated to extend her operating life and save fuel.



www.wesmar.com



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Marty Lorkowski, Global Marketing Manager, Industrial
 Scott Safety
 4320 Goldmine Road
 Monroe, NC 28110 USA
 Phone: 704.207.2627
 Fax: 704.291.8420

scottsafety.com

Hyde Guardian BWT System earns USCG AMT Approval

Calgon Carbon Corporation's Hyde Guardian Ballast Water Treatment System (BWTS), manufactured by its subsidiary, Hyde Marine, Inc., is among the first BWTS to earn Alternate Management System (AMS) approval from the United States Coast Guard. AMS approval is an interim measure that allows BWTS to be used on vessels for five years after the vessel is required to comply with Ballast Water Discharge Standards.



www.calgoncarbon.com

Gouging System Increases Speed

The Arcair-Matic N7500, an automatic gouging system that offers five times greater productivity, accuracy and 10 times faster clean-up compared to manual carbon arc gouging. Slag removes easily, and the bottom of the gouge exhibits minimal carbon deposits. The N7500 finds applications in the pipe, pressure vessel, wind tower, ship, rail, bridge, girder, and steel industries. It can be used on almost all metals.



www.victortechnologies.com

XINTEX Methane Gas Detector

Fireboy-Xintex Inc. offers a Methane Gas Detection System, designed for vehicles using CNG (compressed natural gas) and LNG (liquefied natural gas). The methane level is constantly monitored with both a visual and an audible alarm, sounded prior to too-high methane levels.



www.fireboy-xintex.com

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www.comnav.com

SURVICE Announces Patent for ARGUS

The U.S. Patent and Trademark Office has issued a patent for the ARGUS (Autonomous Remote Global Underwater Surveillance) system, which automates the acquisition and processing of depth, environmental and meteorological data for government, commercial, academic and other organizations. The autonomous onboard system continuously processes and transmits GPS position and single-beam sonar data from a growing network of mobile marine platforms to supplement outdated nautical charts.



www.argus.survice.com

Scanstrut Launches Rokk Range Mounts

Scanstrut Ltd, launched a new range of adaptable, multi-position mounts for installing chart-plotters onboard smaller watercraft. Designed to keep electronics safe and visible, there are three models in the Rokk Range: Adjustable Deck Mount, Adjustable Rail Mount and Rail Mount.



www.scanstrut.com

Southco's Marine Bumper Accessories

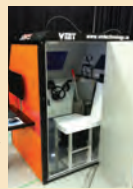
Southco, Inc. added an optional rubber bumper accessory to the C2 Lever Latch and C5 Sealed Lever Latch product lines that provides consistent compression and reduces wear, vibration and noise. The bumper delivers high mechanical performance and compensates for misalignment. The sealed C5 protects against water and dust, and locking options on both models provide added security.



www.southco.com

VMT Releases Latest Lifeboat Training Simulator

Virtual Marine Technology (VMT) released SurvivalQuest Lifeboat Simulator System, an enclosed cabin, full mission simulator system which uses lifeboat-specific helm controls and virtual environments to allow practice of emergency lifeboat launches too dangerous to complete using conventional training and drills.



www.vmtechnology.ca

WSS and the Nalffleet Potable Water Test Kit

The Maritime Labor Convention (MLC 2006) will set out regulations specifying the need to maintain high quality drinking water standards onboard vessels. Wilhelmsen Ships Service (WSS) launched the Nalffleet Potable Water Test Kit. The basic Nalffleet Potable Water Kit includes test equipment for E Coli and Coliform bacteria, chlorine and pH, and an incubator and UV Lamp for detection of E Coli bacteria, ensuring consistent results.



www.wilhelmsen.com/shippervice

Emuge-Franken TOP-Cut

Emuge introduced High Performance TOP-Cut Roughing and Finishing End Mills. With one Emuge-Franken TOP-Cut carbide end mill, both roughing and finishing operations can be performed, significantly reducing vibration, the number of tools and changes.



www.emuge.com

Explore Marine Colors with ECDIS Reliability

Moxa's MD-119 marine display is now available in a variety of customizable models. The MD-119 Series is fully compliant with the industrial marine standards IEC 60945 4th, IEC 61174, DNV, and IACS-E10. With a 19-inch screen, 4:3 aspect ratio, and full HD (1280 x 1024) resolution, the MD-119 series brings full range dimming and wide angle viewing together with optical bonding, touch screens, and ECDIS solutions to offer highly serviceable configurations for any need.



www.moxa.com

Norton Abrasives Update Catalog

Norton Abrasives updated its Welding and Metal Fabrication Market Catalog. The 180-page catalog reflects the latest changes to the Norton and Merit product lines. New product and technology additions in the updated catalog include zirconia grain technology product portfolio for the Norton BlueFire depressed center wheels, portable cups, cut-off wheels, flap discs, fiber discs, belts and quick-change cloth discs. Patent-pending surface conditioning discs and belts for stripping (Rapid-Strip), blending (Rapid Blend) and finishing (RapidPrep), designed to reduce steps in the finishing process, have been added to the catalog.



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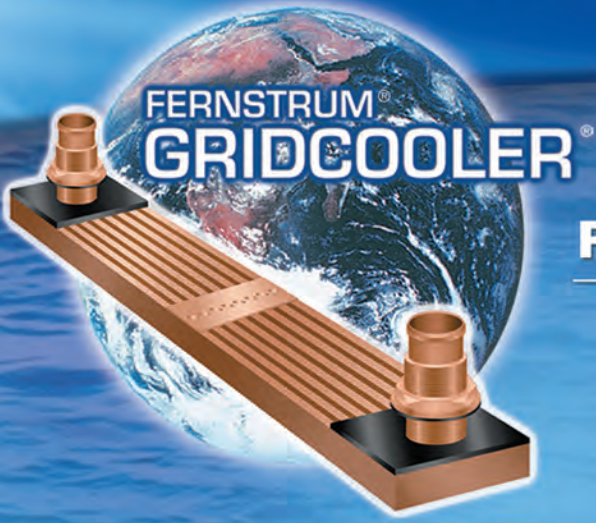
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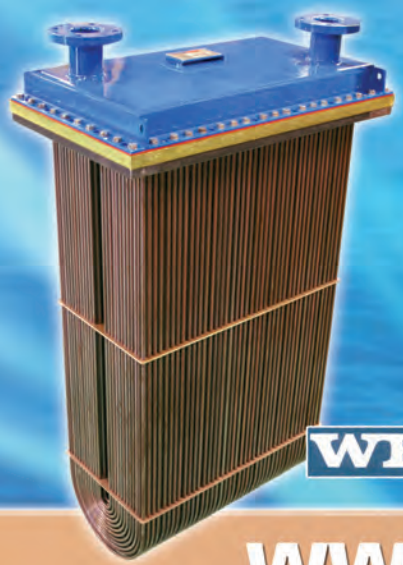
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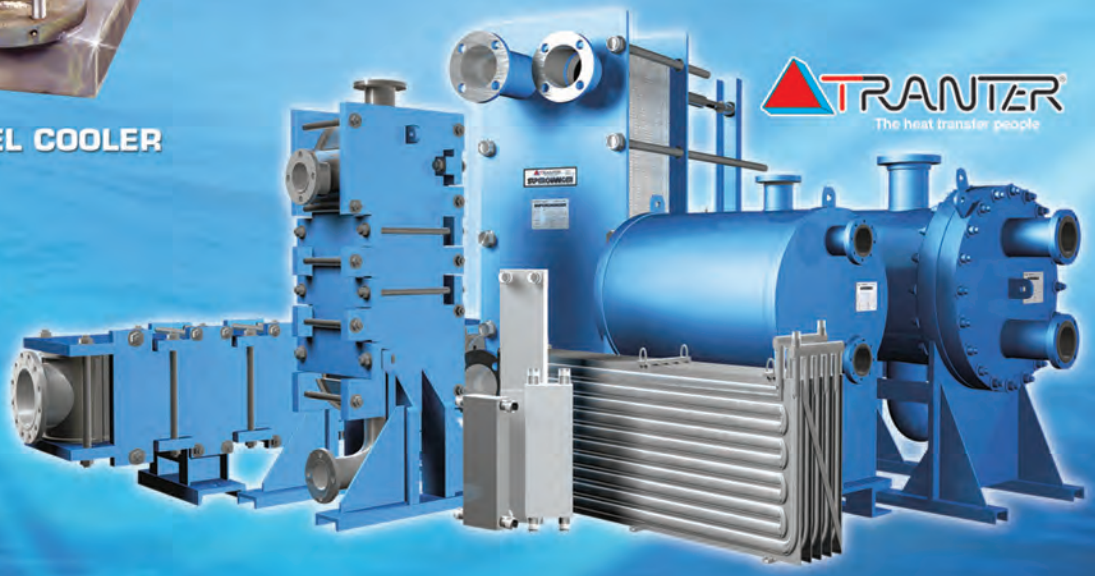
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