

MarineNews



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April 2006

Offshore

ECO Kicks into High Gear

Boatbuilding

W&D Delivers (Again) for Moran

Profile

Damen: Global Boatbuilding

Q&A

Upi Kamal



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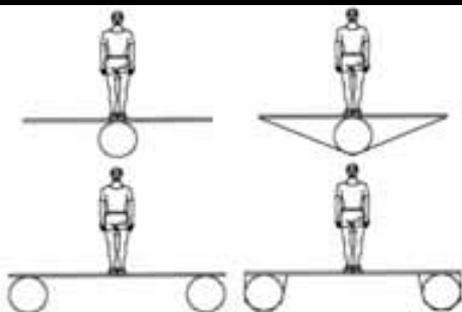
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Crowley Christens First in Series ATB

Crowley Maritime Corporation christened the first of six new 185,000-barrel Articulated Tug-Barge (ATB) tank vessels that the company will take delivery of over the next two and half years. The vessels christened were the 9,280 hp-tug Pacific Reliance and barge 650-1.

At ceremonies held at the Mobile Convention Center on South Water Street, Constance Crowley Peabody, aunt of Tom Crowley Jr., company chairman, president and CEO, christened the Pacific Reliance, while Janet Bishop from ConocoPhillips, christened barge 650-1.

Crowley's Petroleum Services group will charter the VT Halter Marine-built ATB from Crowley's vessel construction and naval architecture subsidiary, Vessel Management Services, and operate it for ConocoPhillips under a three-year agreement. Crowley already has four, 155,000-barrel ATBs operating on the U.S. West Coast.

"We are thrilled to be expanding our ATB fleet with these new, larger, state-of-the-art vessels," said Crowley. "Our existing ATBs have performed extremely well for our petroleum customers and we're confident that this new ATB will provide ConocoPhillips with many years of safe, reliable and efficient transportation for their products."

Crowley and VT Halter Marine jointly designed the ATB tank vessel. The barge 650-1 was built at Halter's shipyard in Pascagoula, Miss., and the Pacific Reliance at its shipyard, in Moss Point, Miss.

Boyd E. King, VT Halter Marine's CEO said "VT Halter Marine's order book is growing thanks to multi-year projects like Crowley's six-unit ATB order. This project highlights VT Halter Marine's ability



to utilize the joint capabilities of its specialized facilities that work in concert to produce a diverse product line of commercial and defense related vessels."

The new ATBs feature the latest systems technology and double-hull construction for maximum safety and reliability. Not only does the unit have the capability of transporting refined products, but it can also carry heated cargoes and easy chemicals, which require special arrangements of vents, stripping systems, pump components and tank coatings above that normally required for product carriers.

All of Crowley's ATBs are built under the ABS SafeHull program for environmental protection. This program puts the vessel design through an exhaustive review to identify structural loads and

strengthen the vessel structure. The 650-Class barges will be 27,000 dwt, 587 x 74 x 40 ft. The fully loaded draft will be 30 ft. There is an electric cargo pump in each of the 14 cargo tanks to assure maximum cargo integrity and segregation flexibility; two anchor windlasses and associated equipment to enable the vessel to accommodate offshore mooring operations; and a vacuum system with three retention tanks to easily handle cargo changes. There is also a dual mode inert gas system and vapor collection system for maximum safety. A layer of inert gas covers products in the tanks to make the atmosphere too lean for combustion. An enhanced mooring system features 1,000-ft. Spectra-type lines on split drums with a high-speed recovery rate of 100 ft. per minute.

The tugs meet all SOLAS and ABS criteria, and have a foam capable fire monitor; twin fuel-efficient diesel engines; a noise reduction package; and other upgrades to increase crew comfort. The communication and navigation equipment is among the most technologically advanced in the industry today.

These six new ATBs will join a fleet of four, 155,000-barrel Crowley ATBs already in service. The Sea Reliance/550-1, Sound Reliance/550-2, Ocean Reliance/550-3 and Coastal Reliance/550-4 have each made over 100 successful voyages. The ATB fleet has moved over 65 million barrels of product with zero spills and only two Lost Time Incidents (LTI) in three and a half years, averaging approximately 20 million barrels moved a year.

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Ribcraft Delivers to United States Navy



Ribcraft completed acceptance trials by the U.S. Navy of two 19 ft. Ribcraft 5.85s in Marblehead, Mass.

The specialized Ribcraft 5.85s will be used as support craft for a missile and torpedo interception testing program off the coast of Hawaii. Over the past two years, Ribcraft has worked with the Navy and select government contractors on the project to customize the RIBs to ensure they met the specific program application. This two year project culminated today with the successful sea trials, inspections, and delivery of the boats.

"As the birthplace of the American Navy, it was great to have the Navy return to its origins in Marblehead for the inspections," said Matthew Velluto, Ribcraft's director of marketing.

Today's trials were a great success. Out ties with the Navy continue to strengthen with each delivery. We are pleased to announce the award of yet another Federal contract from the navy to design and supply the next generation 7M RIB. The first boat is scheduled to be delivered in mid summer."

The Ribcraft 5.85s acceptance trials were a two tiered process with evaluations on land and on water. The water portion was conducted in Marblehead Harbor with each boat put through a rigorous

series of maneuvers to evaluate stability and responsiveness. Additional tests monitored decibel readings for each boat at designated speeds. On land, each boat was inspected to insure contract conformity and all electrical, fuel, and navigational systems were evaluated and inspected to insure compliance with established naval standards. The boats were tested by Navy personnel as well as an independent testing firm contracted by the Navy.

Circle 21 on Reader Service Card

Harvey Gulf Orders More Ships

Harvey Gulf International Marine, Inc., Harvey, La., plans to spend more than \$200 million on new ships. Vessels under construction for the company at Eastern Shipbuilding, Panama City, Fla., include three 280-ft. offshore supply vessels, a 16,500 bhp towing and anchor handling tug and a 265-ft. dive support and well intervention ship. The first of the three 280-ft. offshore supply vessels is expected to be delivered in September.

Ice Class Tugs Delivered by Irving

Nordane Shipping of Svendborg, Denmark took delivery of the first of two Ice Class 1A FS tugs from Irving Shipbuilding Inc of Canada in late January 2006. To



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ensure the lowest possible noise levels and to comply with the stringent Danish Maritime Authority regulations, floating floors are fitted throughout together with double thickness joiner panels and extensive insulation in the engine room.

Two remote-controlled FiFi monitors supplied by FFS capable of a discharge rate of 1,200 cu. m./h each are fitted just aft and above the wheelhouse. The monitors are supplied by a dedicated pump of 2,700 cu. m./h capacity, driven off the front end of the port main engine. A water curtain of 300 cu. m./h is also supplied by the pump, or alternatively foam can also be supplied at 300 cu. m./hr.

Below the waterline, the tug is fitted with a large escort keel forward to provide effective indirect towing capability and enhance course keeping, especially when running astern. The forward end of the skeg has been fitted with an icestop, designed to prevent the hull riding-up onto the ice. The aft end is fitted with two iceknives to divert large pieces away from the propellers.

Stevens Iceflower is the third iceclass vessel delivered by Irving Shipbuilding Inc since September 2005. Measuring 101 x 36.5 ft., the LR-classed Stevens Iceflower is powered by a pair of Caterpillar 3516 BHD diesels, developing 2,500 hp each at 1,600 rpm. Heavy duty 7.8 ft. diameter controllable pitch US255 Z drives were supplied by Rolls-Royce Aquamaster. Trials results were even better than the builder had anticipated. A speed of 14 knots was achieved, together with a maximum bollard pull of 60.4 tons ahead, 56.9 astern.

To provide extra flexibility to help secure niche charters, a Kamewa 45TV bowthruster of 150kW is also fitted. Auxiliary power is provided by two Caterpillar C9 gensets developing 165kW each.

For towing and anchor-handling operations, a set of 200 mm towpins is installed in conjunction with a 150 ton Ridderinkhof aft towing winch, Ridderinkhof tugger winch/capstan, a 75 ton Washington Chain tow-hook and a stern roller. The frequency-controlled aft winch is a single drum type (complete with spooling gear) capable of storing 2,500 ft. of 2 in. wire.

The 150 ton Ridderinkhof electric line handling winch on the raised foredeck is capable of storing 400 ft. of 3.25 Spectra line. This winch is also fitted with heavy duty spooling gear.

Comfortable accommodation for six is provided (all in single cabins). The Captain and Chief Engineer's cabins are located on the main deck, the remainder on the lower deck.

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40m Cat Launched for Bahamas

Rodriguez Cantieri Navali presented a new vessel, dubbed V.Cat40, from its shipyard of Pietra Ligure for the Shipping Company Bahamas Ferries. Completely

built from aluminum, this fast catamaran - part of the City Cat series - has a crew of six and can hold up to 320 passengers on its two decks - 222 on the main deck and 98 on the upper deck. The propulsion system consists of two MTU 16 V 396 TE

74L engines, each producing 2,000 kW at 2,000 rpm combined with two Rolls Royce waterjets, model Kemewa 63 SII.

The cruise speed for this ship is 29.5 knots and the maximum speed is 32 knots.

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MARITIME POSITIONS

Salary Range: \$46,094 - \$62,874

A large organization is engaged in municipal wastewater treatment programs and water quality programs. As part of accomplishing this mission, the organization employs maritime background personnel for the operation and maintenance of a fleet of vessels. The fleet of vessels is used for transporting liquid sludge from treatment plants without facilities for processing. The fleet of vessels is used for inspecting, sampling and cleaning of the NYC harbor and shorelines. The organization is seeking possible candidates in the following titles:

Captain-under direction, takes command on an assigned vessel and its crew and acts as a representative in all matters concerning the vessel and its crew

Mates (Second and Third)-carries out the orders of the Captain; pilots the vessel; directs subordinate personnel; and assumes the duties of the Captain in emergencies

Marine Engineers-Diesel (Chief, First Assistant and Third Assistant)-supervises and directs or assists in the supervision and direction in the operation of the main propulsion equipment and auxiliaries of a diesel-powered vessel

Mariners-performs deck duties on vessel

Marine Oilers-under direction, lubricates and assists in the maintenance and operation of marine propulsion and auxiliary equipment; assists in handling mooring lines; and operates valves.

All candidates must possess the applicable US Coast Guard license and/or must possess a valid certification for titles of interest.

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Whale Watch: Improved Economy and Passenger Comfort

Ivan Reiff learned to love the marine world with his commercial fisherman father in Florida. Like many children of fishermen he went off to school and eventually found himself working for an electronics firm out in southern California. But the sea was, as they say, in his veins.

His marine memories led him to the opposite corner of the country from Florida. Up in Washington State's Puget Sound he found little San Juan Island and around the island he found the orcas and the Western Prince II. The 46-ft. fiberglass boat was a business that took people out to see orcas (killer whales) in their natural habitat. It was a better business than fishing and a better life than San Diego. This far northwest corner of the U.S. remains pristine. Ivan and his wife Jacquelyn bought the boat and the business in 2003.

They have maintained it as an environmentally respectful operation out of concern for the future of the whales and for their customers. They are members of the Northwest Whale Watcher Operators Association and adhere to that group's



guide lines for operating power boats in the vicinity of whales. On their own initiative they began burning bio-diesel in the boat's two-cycle main engines. Now they have gone a step further and replaced the Western Prince's aging engines with a pair of Cummins' new Tier II compliant QSL9 engines from Bellingham's Tri-County Diesel Marine.

These 400 bhp, nine-liter, six-cylinder

engines have evolved from the 6CT8.3 engine to meet the stringent requirements of the U.S. EPA for reduced emissions. The electronically controlled engines are also available at a heavy-duty rating of 326 bhp at 1,800 rpm, or continuous duty rating of 281 bhp at 1,800 rpm. With his balance between running out to find the whales and idling while watching them, Ivan's run times are well within the medi-

um continuous definition of up to 6,000 hours per year usage with up to six out of 12 hours at the fully rated rpm.

While the Cummins QSL9 meets the Tier II emission requirements it also has other significant advantages for a boat like the Western Prince II that routinely takes 30 passengers on natural history tours. By incorporating the latest engine technology the new engines add to passenger comfort while generating bottom line savings. A high-pressure common rail fuel system virtually eliminates start up white smoke and black smoke, improves fuel economy and significantly reduces noise. On sea trials the 46 x 14.5-ft. Western Prince II achieved a top speed of 24 knots at 2100 rpm, which is the maximum on the tachometer for the medium continuous duty rating on these engines at their 400 hp rating.

With the boat's old engines the top speed was only about 17 knots. Ivan expects to cruise at that speed using only 1700 to 1800 rpm with 30 passengers and three crewmembers onboard.

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\$30m Loan Funds Distributed in LA

Louisiana Governor Blanco announced that the \$30m Extended Bridge Loan program for small businesses affected by last year's hurricanes has been depleted in less than three weeks. The program has authorized 326 loans, with loan amounts averaging approximately \$88,000 each. The program was designed to provide cash infusions for businesses awaiting insurance payments or other financial assistance. "Extended Bridge Loans are helping small businesses across South Louisiana rebuild, re-hire and rejuvenate their operations," said Governor Blanco. "Each business that we help sustain adds to South Louisiana's recovery and the overall economic health of the entire state."

Initiated by Louisiana Economic Development (LED), the program was administered through the Louisiana Public Facilities Authority (LPFA) and private banks. "We anticipated that the urgent need for funds would quickly deplete the available pool. This is another verification of our small businesses' critical need for access to capital," said LED Secretary Michael J. Olivier.

By using community banks to process the loans, the state was able to expedite the timetable for application, authorization and receipt of funds.

"The Louisiana Extended Bridge Loan program accomplished its goal, which was to get cash quickly in the hands of small Louisiana businesses," said James W. Parks, II, president and CEO of LPFA. "The program's success is testimony to what can be accomplished when state government, private banks and an organization such as LPFA join forces. The participating banks did an outstanding job of promptly processing loan applications."

The Extended Bridge Loans are the second phase of a program initiated in October 2005.

That loan pool was also depleted in less than one month. LED expects to re-fund the program as loans are repaid and as the state receives the additional Community Development Block Grant money promised by the federal government and dedicated by the Louisiana Recovery Authority for this purpose.

Horizon Completes \$77m Refinancing

Horizon Offshore, Inc. has entered into a \$77.4 million secured term facility agented by The CIT Group/Equipment Financing, Inc. (the CIT Group). The credit facility has a five year term and bears interest at LIBOR plus 4.5% per annum. The credit facility is payable in

monthly installments of \$0.9 million, plus interest, for the first 24 months beginning March 31, 2006 and \$0.6 million, plus interest, for the next 35 months, with the remaining principal and unpaid interest due at maturity in March 2011.

The proceeds from the facility were

used to repay the outstanding amount under the Company's previous CIT Group facility maturing in March 2006 and outstanding amount under the \$70 million senior secured term loan facility agented by Manchester Securities Corp. maturing in March 2007 and related closing costs

and fees.

Amounts outstanding under the new secured term loan facility are secured by mortgages on most of Horizon's vessels and contains covenants, events of default and cross-default provisions customary in financings of this type.

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McAllister Tractor Tugs Respond to Emergency

On Wednesday, March 15, two restaurants, the historic Bowen's Inn and the Lighthouse Inn caught fire on Solomon's Island in Calvert County Maryland. The Solomon's Volunteer Rescue Squad and Fire Department ("VFD") arrived on scene at the three alarm fire and recognized the need for additional firefighting resources. Winds out of the NW were steady at 30-35 knots with gusts up to 50 knots that quickly fanned the inferno and created satellite fires. At 13:00 McAllister Towing's tugs A.J. McAllister and Emily Anne McAllister were crewed and underway. Mate Tom Marstin of the Emily Anne McAllister, with 23 years of experience as a member of Solomon's VFD, coordinated getting the tugs into position and spraying water. Reports have more than 70 firefighters from 4 counties at the scene; due to limited water hydrants and resources being spread thin, the fight was being lost. The Lighthouse Inn was completely engulfed and eventually collapsed. The A.J. and the Emily Anne showered water at a rate of 11,000 gallons per minute a brought the fire under control within one half hour. The VFD's Incident Commander called a halt to the tugs' efforts so the situation could be assessed. During this time, the Emily Anne eased her way to shore so that Mate Marstin could obtain a radio from the Incident Commander for future instructions. The tugs were then ordered to sweep hot spots along the shore and further assist the VFD in dousing the numerous satellite fires that had arisen from the high powered winds. At 16:00 the tugs were released.

There were no injuries to firefighting personnel or civilians. The damage suffered on Solomon's Island has been estimated near \$5 million. The community and firefighters both acknowledged the tugs' efforts in containing the fire. Both the A.J. McAllister and Emily Anne McAllister are state of the art tugs that were specifically built for liquid natural gas terminals. Each tug is equipped with emergency response equipment that meets or exceeds the FiFi 1 standards of classification by the American Bureau of Shipping. The tugs were built to specifications set by Statoil, British Petroleum and Shell Oil for work at the Cove Point liquid natural gas terminal. The tugs' firefighting equipment include (2) Skum MK-250EL/VR fire monitors with foam injection capability and a 1,100 gallon per minute deluge system. Each tug features Nijhuis HGT1 fire pumps (driven by Detroit Diesel 12V-925TI) capable of pumping 5,800 gallons of water per minute. This equipment is fully automated with controls in the pilot house. Both tugs are classed +A-1 firefighting (FiFi 1), Escort, +A-1 towing and +AMS by the American Bureau of Shipping.

Gems Sensors Acquires PreDyne

Gems Sensors announces the acquisition of Precision Dynamics, Inc. (PreDyne), a manufacturer of custom miniature solenoid valves, manifolds assemblies, and fluidic systems. Gems Sensors will become Gems Sensors & Controls. PreDyne valves and manifold assemblies will continue to be manufactured at the New Britain, CT facility, and PreDyne's sales and engineering staff will join Gems to support the product line.

With Gems current leadership position in level, flow and pressure sensors, this acquisition gives OEMs a major new source for custom miniature solenoid valves. Moreover, this new option brings together the 30 years of valve experience and the depth of Gems product development and manufacturing process. OEMs can now select one company with extensive design and manufacturing capabilities to build complete custom gas and liquid handling systems.

"More and more our OEM customers and the marketplace are asking for custom pre-assembled solutions that integrate sensors and other components of a fluidic system such as valves and manifold assemblies," said Evan Berns, Vice President, Gems Sensors & Controls. "Before the acquisition, both Gems and PreDyne customers had to go through numerous vendors, quality inspections, testing, and even design changes, which put sensitive lead times and cost control at risk. The combination of Gems and PreDyne allows us to fulfill our customers' needs

with complete pre-assembled and tested fluidic systems, designed specifically to their application requirements."

Art Anderson Expands Staff

Doron Zilbershtein has joined Art Anderson Associates as Chief Visionary Officer. Zilbershtein most recently taught MBA students on organizational culture, quality management and leadership. He is a former consultant to many sectors of the maritime industry, including cruise ships, megayachts and defense. As a consultant, he assisted companies throughout the globe with marketing, project management and business development. His employment experience also covers the operational side of the maritime industry, having served as an officer aboard freighters and fast attack vessels as an officer in the Israeli Navy.

He is the immediate past president of the Southeast Section of the Society of Naval Architects and Marine Engineers (SNAME) and is the co-founder and co-chair of the Maritime Quality Culture Forum of the American Society for Quality (ASQ).

Library Gets Metro Digitization Grant

The Stephen B. Luce Library at SUNY Maritime College has received a grant from the New York Metropolitan Library Council (METRO) to digitize a subset of the Sailors' Snug Harbor archival collection. This grant was highly competitive

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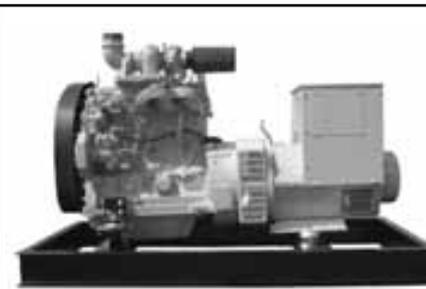
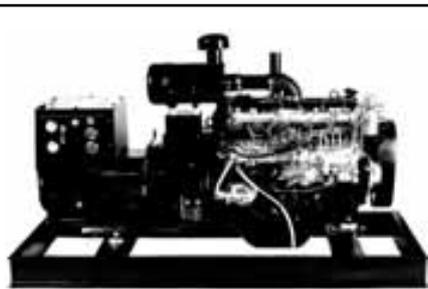
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NEWS

and Luce Library is the only SUNY college library, and one of only eight other leading New York and Westchester County area libraries that received funding. The Sailors' Snug Harbor, a Staten Island-

based institution for retired sailors, was founded in 1801. In 1976, Luce Library acquired the information archives of this institution. The METRO grant funded project, Digitizing the Sailors' Snug Har-

bor Archival Records, involves digitizing approximately 500 pages of documents from the Sailors' Snug Harbor collection and making them available via a searchable web interface.

McDermott Joins UNITECH

UNITECH has named Michael J. McDermott as its chief financial officer. At UNITECH, he will be responsible for all areas of finance and administration and will report directly to Earl W. Stafford, Chairman and CEO. McDermott served in the U.S. Army, reaching the rank of second lieutenant. He received an MBA in finance and investment from George Washington University in Washington, DC, and a bachelor's degree in business administration from the University of Scranton in Pennsylvania.

Boehme Promoted

Motor-Services Hugo Stamp (MSHS) announced the promotion of Juergen Boehme to Vice President of Service. Boehme started with MSHS in 1991 and has served as Service Manager for the past 13 years. Under his direction, MSHS has performed major overhauls on MAN B&W, Deutz, MAK and S.E.M.T. engines, as well as, filtration services for Boll & Kirch equipment. MSHS maintains its headquarters in Fort Lauderdale.

ACL Announces Finance Results

American Commercial Lines Inc. announced that it is increasing its earnings and EBITDA guidance for 2006. ACL is increasing its annual earnings guidance for 2006 from a range of \$1.31-1.51 per share to a range of \$1.70-1.90 per share. The Company is also increasing its annual EBITDA guidance for 2006 from a range of \$135-145 million to a range of \$155-165 million. ACL also announced that it expects earnings for the first quarter of 2006 to range between \$0.25-0.30 per share.

New Travelift Installed at Burger

Continuing with the transformation of Burger Shipyard, another acquisition has been added. A brand new 500-Ton Marine Travelift has been recently installed, just in time to launch the 144 ft. (44m) Mirgab V this spring. Due to the size of the Travelift, it required 20 semi-truck loads to fully deliver the various components to the shipyard. The 2006 Marine Travelift Model 500 C Mobile Boat Hoist is, in fact, the only one in existence in North America, giving Burger the capacity to lift vessels as large as 200 ft.(61m) This 500 C, designed to be upgradeable to a 600 C, is custom-built to move into construction bays for ease in rigging and maneuvering each pick directly to the launch well.

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Upi Kamal

CEO, Fincantieri Marine Systems North America

MN: Please give us some background personal information

Kamal: I am a graduate of the Merchant Marine Engineering Academy in India and sailed merchant ships for 10 years as an engineer before receiving my Chief Engineer's license from the U.K. After immigrating to the United States in 1983, I continued my education at the University of Michigan, studying naval architecture and marine engineering. I went to work for QED in 1986 to work on integrating Isotta Fraschini Motori (IF) diesel engines into the U.S. Navy's Mine Force ships. I advanced to Assistant General Manager of FDGM, Inc. and in 2000, became Vice President of Operations at FDGM. Last year I was appointed as the Chief Executive Officer of Fincantieri Marine Systems, North America, Inc., which has assumed FDGM.

MN: Fincantieri Marine Systems, North America has been recently introduced. Please provide details on how the new company differs from FDGM.

Kamal: All current activities of FDGM will be continued and subsumed by Fincantieri Marine Systems and we expect that this transition will be transparent to our current customers. Our new company, FMS, is part of the vision of Giuseppe Bono, Fincantieri's Chief Executive Officer, to expand our presence and business base in the global maritime market. Drawing on the vast resources of our parent company, and forming strategic partnerships with other U.S. companies, Fincantieri Marine Systems, North America Inc. is uniquely qualified to provide fully engineered and integrated propulsion system and machinery plant solutions to industry. Further, services to existing customers will be enhanced as the additional resources of our parent company are brought to bear.

MN: Specifically, why was it decided to launch the new venture at this time?

Kamal: Mr. Bono believes that the time is right, in view of constrained defense budgets and the desire to get extremely cost effective supply and service in the



future further improving on the already excellent standards we had achieved in the past at FDGM. He further believes, as I do, that we offer a unique combination of products, systems and services required by the marketplace.

MN: What do you believe differentiates your company from the competition?

Kamal: As I said, I believe that we bring a unique combination of goods and services to the marketplace. As a world-class shipyard, building the full gamut of merchant ships and naval vessels, we have proven that we can engineer, integrate, purchase, deliver, install, test and deliver to satisfied customers around the globe. As we are not a large hardware producer, we can make individually tailored choices that are far above standard solutions for our customers. And based on the lessons learned by Fincantieri while building hundreds of ships, we can both integrate machinery plant components as well as optimizing the machinery plants fit to the hull.

MN: There were reportedly some problems associated with the developmental, non-magnetic Isotta Fraschini engines installed in the U.S. Navy's Mine Force ships — what is the current status?

Kamal: The problems to which you refer were simple teething issues stemming from the Navy's traditional quest for upgrades that could be dealt with and quickly resolved thanks to our attention to the Navy's needs and continuous drive for improvements. To help gain some momentum, we funded some necessary improvements to two ships that participated in Operation Iraqi Freedom. We also provided an onboard technician who sailed with the Navy's personnel throughout the mission. These improvements proved more successful than either we or the Navy anticipated - with nearly 100 percent reliability. As a result, we are currently teamed with the Navy to institutionalize these improvements on all of the Mine Countermeasure ships. We are very pleased with the results and believe that any minor issues related to the Isotta Fraschini engines have been successfully iden-

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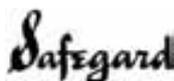
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tified, solved and are now behind us.

MN: Fincantieri Marine Systems has a significant presence in Ingleside Texas, which was on the recent Base Closure

list — what are your plans?

Kamal: We understand from the Navy that the Mine Force ships currently stationed in Ingleside will be transferred to

San Diego, Calif. Accordingly, we are already looking for office and maintenance space there so that we can continue to provide the same outstanding level of maintenance and training that the Navy

enjoys in Ingleside.

MN: What other initiatives have you taken to expand Fincantieri Marine Systems' business base?

Kamal: We have aggressively marketed the entire line of Fincantieri products and services and this has led to some initial successes. We:

- will provide the Ship Service Diesel Generator and Ride Control System to the Lockheed Martin Flight Zero LCS;
- are currently re-engining one of the U. S. Coast Guard's Inland Construction Tenders, (WLIC) with an option for up to 10;
- recently concluded an agreement with Harvard University to provide a steam turbine for electrical generation.

As you can see, this new business spans a wide range of engineering products and services, and I believe only scratches the surface of our potential future work.

MN: Briefly describe your outlook for the business in 2006 and beyond?

Kamal: I am very optimistic, because I believe that our unique combination of products and services will be well received by the marketplace. I will shy away from specific numbers, but will be pleased to come back and talk with you in 2007 about our success.

MN: What do you consider the top priorities project wise for your company in the upcoming 12 to 24 months?

Kamal: First off, we must expand our team, with more first-rate professionals. Secondly, we must to continue our aggressive marketing campaign to highlight the wide range of solutions and services we can offer to the marketplace. And lastly, we must continue to honor our commitment and provide the same level of outstanding service that we currently offer to our customers.

MN: What do you consider to be the biggest challenges (legislation, technical demand, competition, etc.) to your company's continued success?

Kamal: Well, you've hit on several of them. We don't underestimate the challenges ahead and the only one I would add to your list is expanding our staff with additional quality personnel as we did in the past and are determined to do in the future, true to our tradition.

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New Licensing Requirements Impose Burdens on Mariners

By Jeanne M. Grasso, Blank Rome LLP

On January 13, 2006, the U.S. Coast Guard issued an interim rule (IR) with request for comments titled Validation of Merchant Mariner's Vital Information and Issuance of Coast Guard Merchant Mariner's Licenses and Certificates of Registry. This is a rulemaking with which licensed mariners should be aware as it makes significant changes to the processes for obtaining and renewing licenses and certificates of registry (CORs) for approximately 100,000 mariners. The purpose of the IR is "to strengthen the security of the licensing process by increasing the likelihood that licenses and CORs are only issued to eligible mariners." While the Coast Guard will accept comments on the IR until April 13, 2006, it is critically important to note that the rule went into effect upon publication on January 13, 2006. Hence, all license and COR transactions after that date are subject to these new requirements.

Substantive Changes. The IR amends existing maritime personnel licensing requirements to include new security provisions when mariners apply for original, renewal, and raise of grade licenses, and CORs. The new requirements for licenses and CORs are similar to those that went into effect for applicants for Merchant Mariner's Documents (MMDs) in January 2004. In short, as of January 13, 2006, the IR requires that all applicants for licenses (including all renewals and license upgrades) and CORs appear in person at a Regional Examination Center (REC) each time to have their identity checked and fingerprints taken so that a criminal background check can be performed.

In summary, the key substantive changes made by the IR include

- Revising the definition of "conviction" to include foreign and military convictions, which may be relevant to an applicant's character;
- Defining "dangerous drug" in accordance with the definition contained in the Coast Guard's chemical testing requirements;
- Requiring that applicants for licenses and CORs (including renewals and upgrades) appear at one of the 17 RECs to have their identities confirmed and to be fingerprinted;
- Delineating the acceptable forms of identification, which include U.S. military identification cards; any U.S. driver's

license (until May 11, 2008, after which a driver's license will need to meet certain federal requirements to be acceptable); U.S. passport; official federal government identification; certain port credentials; law enforcement credentials; MMDs; foreign passport; original or certified copy of a birth certificate; and certain state-issued identification cards that meet federal requirements; and

- Requiring a mandatory criminal background check for original applicants and renewals, which was optional before the IR.

Administrative Procedures. The Coast Guard avails itself of the "good cause" exception in the Administrative Procedure Act for finalizing this rule without opportunity for notice and comment, stating that it is "unnecessary, impractical, and contrary to the public interest" because of the overriding interest for port security as stated in the Maritime Transportation Security Act of 2002. Port security concerns and the integrity of the licensing process may provide a valid basis for an expedited rulemaking, but the Coast Guard took three years to bring the rule to this stage. Given that, "no notice and comment" prior to finalizing the rule is unreasonable, particularly when there are other legitimate and less burdensome means of accomplishing the same security objectives.

The Burden to Appear. The IR places a significant burden on thousands of mariners throughout the country as a result of the requirement to appear at one of the RECs (and nowhere else) to have one's identity checked and be fingerprinted for every license and COR transaction, be it an original, a renewal, or an upgrade, irrespective of the elapsed time between transactions. Thus, someone seeking a license upgrade may have to appear in person (again) only one year after renewing his or her license. Even the Coast Guard recognizes that "the likelihood that an individual's fingerprints will change is low," but nonetheless concludes that a mariner must provide fingerprints for every transaction. This, despite the fact that a license and COR, unlike an MMD, are not identification documents. The Coast Guard has established a license/COR transaction burden that exceeds that required for the issuance of a passport.

The RECs are located in 17 locations around the country, predominantly in the

coastal regions. As the Coast Guard recognizes, there are many areas of the country, including the Great Lakes region and Alaska, where significant vessel operations are far removed from an REC. The Coast Guard estimates that roughly 23,000 or 24,000 license transactions per year will be subject to the IR and will incur additional costs because of the new procedures. The Coast Guard also estimates that approximately 40 percent of those mariners will have to travel in excess of 100 miles each way to appear at an REC and stay overnight at least one night. Even more significant, approximately 10 percent of mariners subject to this rule will be required to spend multiple nights away, at a cost estimated to be in excess of \$1,200 per transaction for travel costs alone, not to mention the lost opportunity costs. The rule's impact over the 5-year licensing cycle is estimated at more than \$70 million.

In its discussion on the rationale for proceeding straight to an IR without an opportunity for notice and comment, the Coast Guard does not discuss any alternatives considered in terms of implementing such a significant and burdensome the rule. The Coast Guard should consider, at a minimum, the following issues prior to finalizing the rule.

First, the hardship for every mariner to personally appear at an REC for fingerprinting and an identity check for every license or COR transaction, whether or not it involves a several day journey, should be addressed with a more proximate selection of intake/validation points. Coast Guard District and Sector offices, Marine Safety Units, and other Department of Homeland Security field activities, as well as other federal offices such as the Federal Bureau of Investigation and the Bureau of Customs and Border Protection, should be options in lieu of a personal appearance at an REC. Certain state offices almost surely could also provide these services. Many of these offices already have the capability of providing identity checks and fingerprinting services, as well as a means of ensuring that the correct fingerprints get to the REC.

Alternative intake/validation points are even more important in light of the myriad problems that have plagued the RECs for years, which have resulted in lengthy delays and backlogs in issuing credentials, in part due to staffing shortages and antiquated equipment. Now the Coast Guard

intends to add mandatory personal interaction at the REC with mariners on every license and COR transaction, creating further challenges. RECs should not be further burdened until existing problems are resolved.

Second, if the Coast Guard concludes that an appearance at an REC is absolutely necessary, it should consider whether it is adequate for a mariner to make a personal appearance once, i.e., for an original license or COR, or for the first transaction after the effective date of the IR, as opposed to every time. The Coast Guard must evaluate whether security is really served by multiple appearances at an REC and multiple rounds of fingerprinting after one's identity has already been confirmed and fingerprints recorded.

Third, the Coast Guard should weigh the costs of requiring mariners to appear at an REC for every transaction against the benefits of other equally viable alternatives. The IR does not discuss any alternatives that may have been considered. Here, the costs associated with appearing personally at an REC seem to far outweigh the security value benefits in light of other potentially available options, i.e., identity checks and fingerprinting at more convenient locales.

It is also very likely that many more viable and effective alternatives will be identified during the comment period. While all recognize that the security of our country is critical, common sense and practical judgment must be injected into the licensing process. In reviewing comments submitted on the IR, the Coast Guard should welcome the opportunity to seriously consider alternatives and reconsider whether a personal appearance at an REC will really make our country more secure.

Jeanne M. Grasso is a Partner in the Maritime and White Collar Practice Groups at Blank Rome LLP and focuses her practice on maritime and environmental law, including issues confronting facilities, vessels, and cargo owners on an international, federal, and state level. Her practice commonly includes conducting internal investigations, enforcement defense matters, and compliance counseling on maritime regulatory matters.

Washburn & Doughty:

Another Milestone

By Don Sutherland

Whatever else it was, the Edward J. Moran was a milestone. The second 98-ft. Z-drive tug by Washburn & Doughty, it was the twelfth boat the yard has built for Moran so far. In the next bay, a 92-ft. Z-drive, like Moran's preceding eleven, was taking shape, and at least one more is scheduled. Everyone at the small shipyard in East Boothbay, Maine, had plenty to feel good about on February 28, as the first of a new class for Moran's fleet eased into the Damariscotta river.

Nineteen Z-drive tugs have come out of the yard since 1998, based on Bruce Washburn's design. Counting those already launched plus those now under construction, plus contracts pending, Bruce Doughty sees 25 W&D Z-drive

tugs at work in the next couple years. More than half of them were built for one owner, in three classes so far, according to equipment.

Said Moran president Ted Tregurtha at the launch, "I'm hopeful that this is a tradition we can continue many years into the future."

The happy relationship had its origins in a magazine article, according to Mr. Doughty. "The first Z-drive 92 we built was the Fort Bragg, for Cape Fear Towing in 1998. There had been Z-drive tugs before, but it was only around then that they were being accepted, so you might say we were in the right place at the right time. When we got to the point where we could put out press releases, some of the sales people from Moran happened to see

the announcement and sent Jimmy Coyne up here. He was already in Maine on his vacation, and they encouraged him to come down and check-out that Z-drive tug. And that led to the first six that we built for Moran, for the Norfolk navy contract."

And it wasn't just a question of running a half-dozen tugboats off the assembly line.

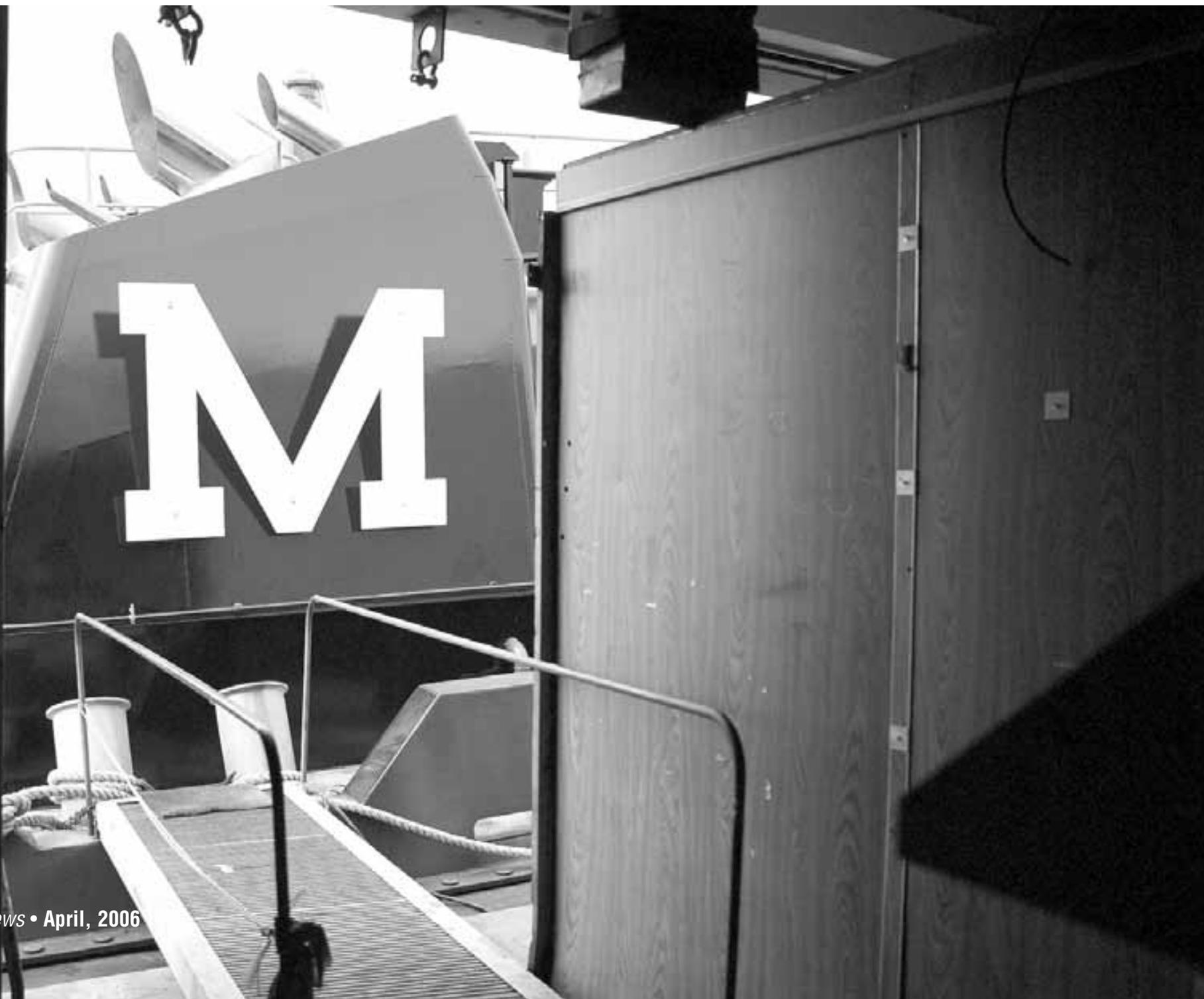
"One of the big things with the Moran tugs," said Bruce Washburn, describing his adaptation of the Fort Bragg design to Navy-specific need, "was they had to be able to dock submarines. This meant coming up alongside the subs, and the Navy gets a little touchy if you make steel contact." Fendering would be required low on the boat, but exactly how low? "They

were quick to tell us what the diameter of the missile boats was and what the diameter of the attack boats was, but when asked where they sit in the water -- they responded that's classified."

Evolution of Design

Mr. Washburn traces the origins of the current Z-drive hulls to a conventional tug, W&D's first, the 90-ft. Alice Winslow of 1991, W&D's Hull 39. They didn't build another tug until Fort Bragg, Hull 64. Feedback from the Winslow made its way into the new design. "The Fort Bragg was widened out to a 32-ft. beam. We lengthened the hull about two feet by angling the transom, keeping her drier when running backwards, and faired down to the back end, in order to support

Designed with general shipdocking in mind, the Edward J. Moran is equipped with massive winches, escort keel, and fifi-1 firefighting capability for the LNG trade. (Photo: Don Sutherland.)



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James R. Moran, W&D hull 81, approaching Norfolk one year ago. A member of the Kaye class, the James has two EMD 12-645f7B main engines driving a pair of Ulstein 1650H Z-drives. Bollard pull ahead is given as 139,000 lbs; 135,000 astern. (Photo: Don Sutherland.)

the added weight of the Z-drives."

The Navy tugs requiring the additional cushioning for the subs, "we had to have fenders around the bow, so instead of having a sharp bow down below the water we rounded it off enough so that we could wrap big fenders around. And that's pretty much where the 92-ft. hull has ended up."

The 92-footers may share a common shell, but their owners see them as custom tools optimized for specifics. Moran cites three classes composed of W&D 92-footers: the Marci, the Diane, and the Kaye.

The Marci class boats were the Navy tugs, requiring something the Winslow tug in 1991 hadn't: the need to pump 3000 gallons of water per minute. The same issues arose with the Diane class, a similar boat with more horsepower and weight. The Kaye class have 6000 GPM pumps, and capacity for about 5000 gallons less fuel. The Marcis have accommodations

for six men, Diane and Kaye for eight.

"After the Navy boats, the design continued to evolve to suit commercial applications. Since "getting in under the flair of the ship wasn't quite as critical as it is with an aircraft carrier or helicopter carrier," stated Mr. Washburn, "additional modifications were made to later boats, such as raising the pilot house and chamfering the deckhouse to enhance visibility to the deck and bits."

The tugs Moran built for LNG work needed further refinements. The boats required powerful firefighting systems, noted Mr. Washburn, "so we ended up having to accommodate two more 900 hp engines below decks, and all the 12- and 14-inch piping that's associated with plumbing them up. What we had to do was take out all the accommodations that were below the deck. We built a bigger deckhouse, to get the accommodations all up

on the main deck. To get everything in we had to cut the fuel capacity down some."

While Moran was outfitting tugs with an eye toward specific contracts, others were ordering 92-footers from W&D as well. "We built boats for Boston Towing [Liberty and Freedom] which in essence are pretty much the same layout as the Diane, although with Caterpillar power instead of EMD. But the deckhouse layouts were all the same. We've built two tugs for Tampa Towing that are the same basic boat as the Boston boat, but they upped the horsepower. Washburn & Doughty also delivered the 5,000 hp tug Rainbow to Providence Steamship Company of Providence, Rhode Island at the end of 2004."

The W&D 98

The first 98-footer was delivered last December, to Crescent Towing as the

Bulldog, so the builder alludes to the Bulldog class. The first Moran 98-footer is the Edward J. Moran, so the owner alludes to the Edward class. Both names could recur in future discussions of the W&D 98-footer. "What you saw launched yesterday," said Mr. Doughty in his office on March 1, "was tailor-made for the LNG terminals. She has great power, the ability conduct indirect mode escorting, huge bollard pull. The Bulldog did 180,000 pounds on the ahead bollard pull."

"For the Bulldog," said Bruce Washburn, "we had the very successful 92-ft. hull to start with, so we looked at that and tried to decide what would we like to change as far as the application it had to do, which happened to be a lot of escorting. We had to decide what some of the characteristics were that we really wanted to carry over onto the boat. It became a balancing act."



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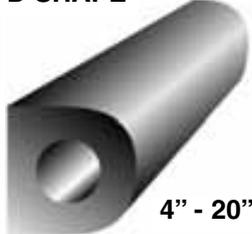


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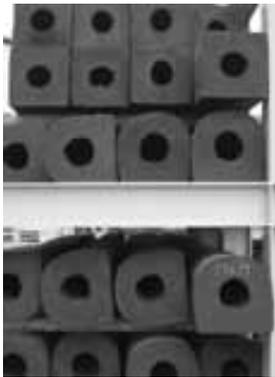


4" - 20"

SQUARE
SHAPE

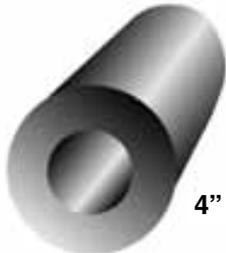


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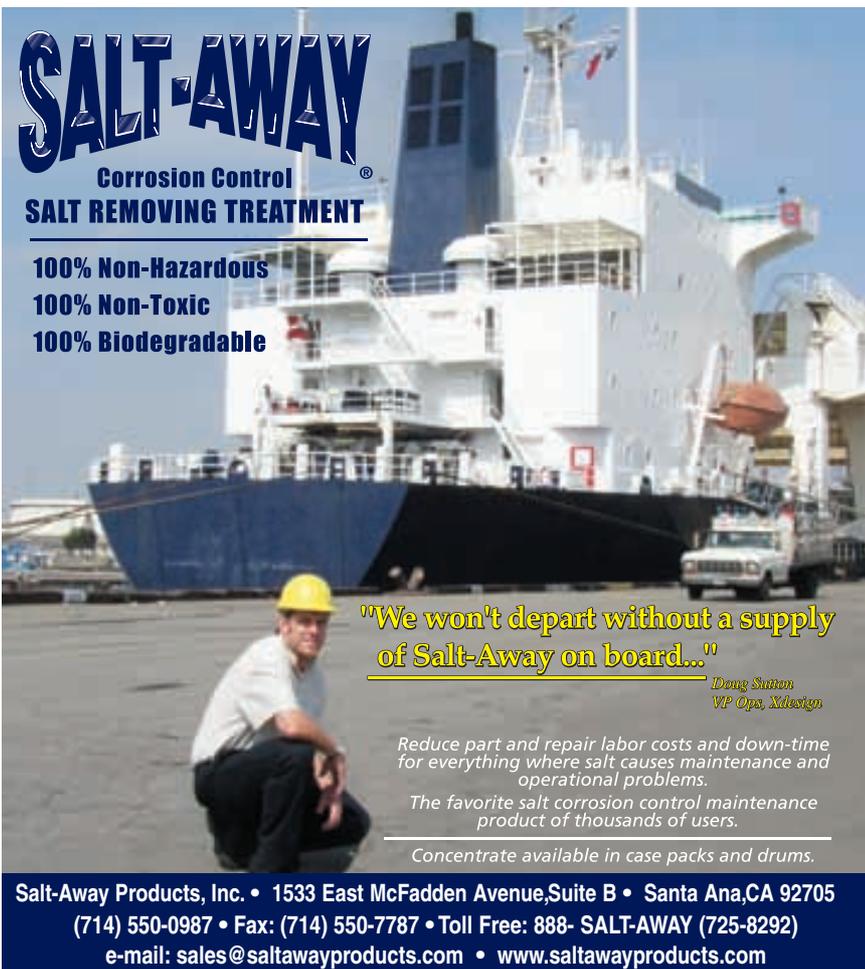
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"These boats should be able to provide a steering force for an LNG tanker of as much as eighty tons while the ship's moving ahead at eight knots, which in essence means the tug is getting dragged more or less sideways through the water at eight knots. That required a significant increase in the beam of the boat, and a different resistance in the water."

Said Bruce Doughty, "They've been building escort tugs for some time, so the escort keel is not an innovation. But Bulldog's is a refinement. It's taking things that people have learned over the years and going maybe a step further for a little more efficiency. We went to Gloston Associates on the west coast. They've done a lot of research and have developed their own program for predicting steering forces and so forth, and we hired them as consultants. The gas company itself had Greg Brooks, who's watched a lot of tank-testing and so forth; and his ideas were incorporated, along with some of our own input."

Balancing Act

At the fulcrum of the balancing act of the new boat's design was Moran's varied uses for the tugs. There would be plenty of escort, but plenty of normal shipdocking as well. They're not mutually exclusive as design requirements go, though some of their specifics are opposing.

"Moran having the experience with the 92-footer," said Mr. Washburn, "and Crescent having worked alongside the 92-footers down in Savannah, they didn't want to sacrifice too much of the turning and handling characteristics of those boats. So we carried the keel back a little further than you would on a normal, pure escort boat, to add a little more drag. It seems to make a boat that tracks pretty well, a good combination of steering and straight-line running characteristics, which is what we were striving for."

Said Mr. Doughty, "from the feedback we're getting for the Bulldog we've hit it pretty good. And they're comparing her to tugs that are built just for shipdocking." Mr. Doughty notes that the 98-footer could also be delivered without the escort keel, should it be so desired.

The word "partnership" is used loosely in corporate relations, though in the case of Washburn & Doughty and Moran, there's an acknowledgment of successful interdependency. "We probably wouldn't have won the navy contract," said Ted Tregurtha at the launch, "except you came through." The "you" was the workers of the company — described by Moran chairman Paul Tregurtha as "real boat builders."

"One of the things that kind of sets our crew apart," said Mr. Doughty in his office on March 1, "is that they are setting the pace and taking things on without



It takes a big propeller to move a tug against an LNG tanker underway. The pair on the Edward J. Moran are attached to Rolls Royce US 255 Z-drives, driven by two EMD 12-710-G7B main engines, bollard pull given as 176,760 lbs. ahead, 170,000 astern. (Photo: Don Sutherland.)

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being asked. Like yesterday, setting that pilot house. I hadn't set that as a goal. I figured these guys have been through hell. Two weeks is all they had to get that boat packed — the two coldest damn weeks we've had the entire winter. I thought they'd want to take it easy yesterday, but they wanted to get that pilot house on."

Crafted for the Job

There's no evidence that Mr. Doughty set-out to preside over the northeast's most successful tug-building operation, but working-out that way probably wouldn't surprise those who knew him. Two skills required would be hands-on savvy of how to work boats, and hands-on administering of them as well. Starting with an early partnership in a lobster boat with his father, Mr. Doughty was appar-

ently on course from a young age.

"My brother and I had owned some trawlers, it got to be time that one of us did something else, so I went back to sea," Mr. Doughty recalls. "I went to sea for several years. Marine engineer. Graduated from Maine Maritime."

Coming ashore, Mr. Doughty took what he describes as "a good job" with Bath Iron Works. "I went in there as a machinery and piping estimator, new construction, and you could look the entire length of the shipyard and there was not a thing on the ways. The last of the Sea Witch containerships was in the water, and all of their building bays were empty. So we bid everything. Anything that was made out of steel, we bid it. We bid on tunnel sections for the Chesapeake Bay Bridge Tunnel."

BIW began offering in-house design services, Mr. Doughty recalls, and some roll on-roll off business came in. "We wanted to do the superstructure--and so I transferred over to the machinery, piping and design group, and from there to the planning and scheduling group, and then back to estimating."

Mr. Doughty and Mr. Washburn, then designing for BIW, chanced to discuss a yet-unbuilt design Mr. Washburn had drawn-up. With a third partner, Carl Pianka, "we pooled some money," said Mr. Washburn, "bought some steel, and rented a facility that was about three miles from the water — we learned a lot since then. I think it was on Valentine's day we incorporated, in 1977. We started building a 69-ft. dragger on speculation"

The yard moved to the water at Wool-

wich, until 1984 when negotiations with Edward T. Gamage in East Boothbay worked out. "That was right at the height of the condo fever," said Mr. Doughty. "Every bit of waterfront was getting bought-up by people who had ideas of building condos, and Eddie really had in his heart that this had always been a shipyard, and I guess he found a couple of guys young enough and stupid enough to keep it that way."

Maybe not so stupid. As Paul Tregurtha put it on February 28, "'Right now we've had a pretty good run and our customers keep demanding more power. As long as our customer demand keeps up we plan to keep coming back to East Boothbay."

Said Mr. Doughty, looking over it all, from that first dragger forward, "We bought ourselves a job."



Clockwise, from Top Left: Freedom, W&D's hull no. 77, shown a couple months after delivery to Boston Towing in 2003, struts its stuff past a couple Boston landmarks. Being a Z-drive, the first of two delivered to BT, the tug couldn't resist strutting in reverse. (Photo: Don Sutherland.)

Despite icy winds, the pilot house of the just-launched Edward J. Moran was set in place in less than an hour. (Photo: Don Sutherland.)

The next 92-footer for Moran will be the April Moran, the fourth in Moran's Kaye class. (Photo: Don Sutherland.)

Gamma Lee T. Moran, the second member of the Diane class, W&D's hull 74 delivered in 2002, conducts the QM2 on her maiden entry to New York two years ago. (Photo: Don Sutherland.)



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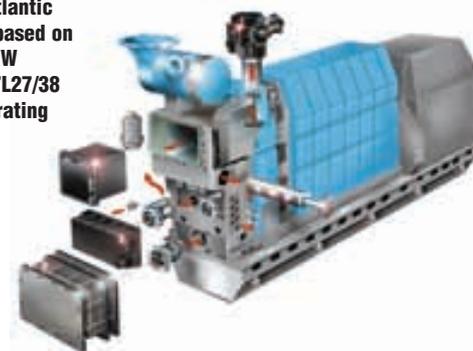


MAN B&W Diesel received a contract for the genset re-powering of QGP's (Queiroz Galvão Perfurações S. A., Rio de Janeiro semi submersible drilling vessel, Atlantic Star, including the replacement of the electrical power plants' original diesel generators. The new power source will be based on four MAN B&W Diesel type 7L27/38 Holeby Generating Sets. The genset engines, which are scheduled to be supplied from Denmark this month, will be delivered with common base frames matched for the American, National Oilwell Baylor, alternators. The total engine output from the four gensets is specified to 9,240 kW (4 x 2 310 kW), corresponding to an electrical output of 8,780 kWe.

The consulting design company for the project is Projemar SA, Brazil, and the extensive refurbishment job is to be carried out by Maua Jurong S/A. After completion, Atlantic Star is scheduled to work the waters off the Brazilian Atlantic coast. Atlantic Star is a Pentagone 90 design by Instituto Frances del Petroleo (I.F.P.) and Forex Neptune. The vessel is equipped to operate in water depths up to 1,968 ft. (600 m) and with a drilling depth capacity of up to 25,000 ft. (7,620 m). Atlantic Star is classed by ABS - A1 column stabilized drilling unit. It was built in 1976 by C.F.E.M. Register Port is Nassau, Bahamas.

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Harvey Viking	10000	115" X 32' X 17'	YES	N/A	N/A
Harvey Warrior	10000	115" X 32' X 17'	YES	N/A	N/A
Harvey Trojan	13500	126" X 37' X 17'	YES	3rd QTR 06	200 TONS
Harvey Titan - DP 1	13500	135" X 36' X 16'	YES	YES	200 TONS
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New Construction	202' X 52'	280'X60'X19.5'	11,000 BBLS	12,000 CU. FT.	2,500 BBLS
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(Photo: USCG)

By David Myers

Communication technology for the maritime industry has grown exponentially in recent years. Long gone are the days when a crew member aboard an offshore oilrig or an ocean going vessel would have to wait until he got to shore to talk with his family. With satellite broadband communications the industry is entering an era where valuable hours are saved by employing real-time voice and data applications for everything from engine monitoring to, to cargo tracking, to distance learning. These changes not only improve responsiveness and productivity, but also can improve the quality of life for those who spend most of their time in an offshore environment.

The advent of advanced satellite communications capabilities has provided maritime crewmembers with telephone, video and Internet services on their ships and other sea vessels. Today a ship at sea can benefit from the same type of always-on broadband communications as the corporate office back on shore. Cargo manifests and production reports can be faxed, e-mailed or delivered through real-time

systems through a modern satellite communications service. However, as new customs and homeland security laws come into effect, and as crew turnover rates continue to grow, the industry is seeing an increased demand for even higher-bandwidth applications.

Basic voice, fax and even limited Internet communications have been available for some time from Mobile Satellite Service (MSS) providers such as INMARSAT, Globalstar and Iridium. However, the services' per minute charges and slower "burstable" data rates - ranging from 16Kbps to 128Kbps - are becoming less appealing for emerging real-time applications when compared with the higher-end Very Small Aperture Terminal (VSAT)-based services.

VSAT allows a vessel to take advantage of more advanced IP-based communications, Enterprise Resource Planning (ERP) systems, real-time monitoring and video conferencing and surveillance. In addition, using VSAT-based services prepares the vessel for future applications such as video training or telemedicine. VSAT services provide true always-on

broadband with near carrier class quality. Select providers even offer Committed Information Rates (CIR) and advanced Quality of Service (QoS) techniques to ensure that real-time applications will perform over the satellite link.

Though VSAT services are more complex and require larger antenna systems, their enterprise grade service and flat-rate pricing offers an unsurpassed benefit for high-bandwidth vessels. These broadband services can offer sustained CIRs - the rate at which the network supports data transfer under normal operations - in excess of 1Mbps, in both upstream and downstream directions making VSAT a necessity for organizations looking to extend their corporate networks and mission-critical applications out to individual vessels.

Larger deep-water vessels have a variety of needs for higher-bandwidth services. Ship captains are trying to find ways to minimize time in port to escalate competition in the shipping industry. Aside from crew and vessel safety, getting back to sea with a revenue generating cargo is often the top priority. In order to

meet this business necessity, many maritime enterprises find themselves turning to their IT departments to help them improve their efficiency through better communications.

Emerging legislation requiring vessels to transmit detailed cargo manifests and other customs declarations - prior to coming within 100 miles of port - is presenting challenges to the entire global maritime industry. Customs officials from Europe to the United States - indeed, all over the world - want to verify the origin of cargo containers to ensure the status of hazardous cargo such as liquefied petroleum gas or explosive fertilizers, prior to entering a busy and populated port. A valid concern considering the September 11 attacks in the United States and the recent subway bombings in London. Sending this "digital paperwork" that is required to comply with these new regulations can take hours to transmit over a radiophone or slow data rate-based services. And that's without taking into consideration a lost connection, which would mean the entire process had to be restarted.

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In order to better comply with these new customs and homeland security regulations, vessels can be equipped, not only with a broadband VSAT connection, but an onboard Radio Frequency Identification (RFID) system as well, to track cargo containers, report temperatures and ensure key hatches and doors are secure. This information, which is collected and stored on an onboard server, can be transmitted in real-time over a satellite link to a control center, or even to a secure Web portal for shipping company or customs personnel to monitor. RFID continues to improve and become more affordable, making this an attractive solution for deep-water vessels.

In addition to RFID, many companies are beginning to employ next-generation tracking and telemetry systems. These systems facilitate quick dock turn-around times and help to maintain optimal vessel performance. For example, if a ship's generator is running hot and experiencing excessive vibration, this information can be forwarded in real-time over the satellite link to a fleet control center so that repair crews and spare parts can be standing by at the vessel's next port of call. These new Machine 2 Machine (M2M) monitoring systems can save days of downtime ordinarily spent awaiting parts

or technicians to repair systems. Moreover, they can provide a ship captain with the ability to predict failures and to react to them before they even happen, avoiding costly and dangerous system failures at sea.

While VSAT-based services offer an array of benefits to the enterprise and to the vessel, they also offer a variety of benefits to the crews onboard. Many organizations are finding personnel training and retention to be an ever-increasing challenge.

Employers must often invest innumerable dollars and hours in cold-water survival, hazardous materials, and other specialized training so that crews can be certified for offshore work.

While traditional classroom training is expensive and keeps crewmen onshore rather than onboard, high-bandwidth VSAT systems allow crew members to benefit from training while at sea through real-time videoconference sessions and interactive distance learning programs. Not only does this technology allow for training, but also it enables a shipping company CEO to talk to every employee in the company simultaneously, whether they are in the corporate office or hundreds of miles out to sea.

Of course, training onboard crews is

often not enough to retain key personnel. As crews can spend weeks, and even months, at sea without any shore leave, having a "communications lifeline" back to civilization is an important contributor to crew morale. Vessels equipped with broadband VSAT systems can offer crew phones, calling-card programs, television, Internet kiosks or WiFi "hotspots," which provide shipboard workers with the ability to use their own laptop or wireless PDA as if they were back on land. The fleets that can offer their crews a better life onboard, with more of the comforts of home, can lower costs by significantly reducing employee turnover.

The advent of satellite-enabled technologies such as M2M and RFID, IP Telephony, wireless Internet and real-time video technology have made this an exhilarating time in the maritime communications industry.

These technologies ensure that maritime operators have more choices in satellite communications than ever before while modern VSAT systems have opened the doors for improved business applications and crew morale services. While older solutions still exist, it is these newer technologies that will combine to usher in a new era in maritime efficiency and communications.



David Myers is vice president of marketing & product management for CapRock Communications. CapRock provides premium satellite communication services to remote and harsh locations for industries like energy, maritime, mining, and construction, as well as the government and military. Myers has 15 years of experience in the satellite and industrial computing markets, and holds an MBA in Technology Marketing and a Master of Science in Telecommunications.



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Company Profile:

Damen Shipyards Group

The Damen Shipyards Group has developed from a single company, Damen Shipyards, which was formed in 1927. In 1969 the concept of construction of tugs, workboats and other commercial craft to standard designs, according to modular building principles, was introduced. This "modular design and building concept" brought international recognition and resulted in development of the Group to its present position.

Damen Shipyards Group comprises of a group of companies, 22 based in the Netherlands and 12 abroad. The Group serves a global market in construction and repair of a very wide range of ships. It also offers a broad selection of other maritime services.

On average approximately 120 vessels of all size and sorts are built per year. More than 3,000 vessels have been delivered in the last 30 years to over 110 countries. Annual turnover of the company is approximately \$ 1.2 billion with 25 percent of the turnover is coming from Holland, and 75 percent exported worldwide. MarineNews conducted an interview with Sander van Oord, Sales Director Americas for Damen Shipyards Group.

MN: How would you best describe your management philosophy?

Damen: Damen's objective has always been to build the highest quality product and most competitive pricing, while maintaining a view on long term relationships with our clients through excellent after sales service. Although this philosophy could be applicable for any serious ship-

yard, the distinction between Damen and any other lies in the execution thereof.

Since 1969, Damen has focused on standardization of the designs and various series of vessels being built in order to assure the quality of the product, performance, low cost and short delivery times. Standardization of our design ranges has allowed us to work beyond building a prototype on every new order, but continue a process of quality improvement and price reduction independent of specific orders and even our appreciated individual client.

It is our wide clientele base, the market development, the economies of scale (purchasing and sales) and the world wide operation of Damen that allow continuing this process.

MN: What do you consider to be the three of the most significant changes that have occurred within the maritime industry in the last five years?

Damen: The most significant changes to the Maritime Industry in the last couple of in my consideration and point of view would have to be:

Global Market versus Local Demand

The maritime industry is increasingly becoming more international/global. As an extreme example of this development. Thirty years ago we would build a vessel in Holland with Dutch suppliers for a Dutch Customer, who would operate the vessel in Dutch waters. Nowadays, we build a vessel in Singapore for a Latin American end-user, with worldwide sup-



Damen's current and past building locations.

pliers, under Dutch Logistics and Romanian Engineering, while the lease financing is structured through Cyprus under a Dutch Credit Insurance. This change is generated by two seemingly contradictory developments:

1. The availability of a suppliers global market, not just for purchasing materials and equipment but also for financing possibilities and construction / building capacity requires us to widen our view beyond our own know suppliers and existing production facilities.

Subcontracting of construction and outfitting and the purchasing of materials in order to combine the required quality standard and delivery capacity at best competitive price, has focused our search on the international market. Global labor rates, shipment costs, specific expertise not only result in different evaluations of optimum for different countries it also changes in time and thus managing the global logistics and purchase volume is an ongoing challenge to assure staying one step ahead of the competition.

In this view, ideally, the possibility of combining logistics, financing and production capability is virtually independent of geography.

2. On the other hand, we see an increasing demand for local construction, mostly politically motivated and for government entities although in some cases also commercially motivated due to import restrictions (i.e. Brazil). The Jones Act is probably the clearest and longest lasting example hereof.

The transfer of know-how (Venezuela), creation of a local maritime industry (Dominican Republic) and (in)direct investment in the local economy are motivations for the political decisions,

although from a total cost point of view importing the assets from abroad would have been cheaper.

Damen currently has approximately 30 vessels under construction in 12 countries through our Damen Technical Cooperation (DTC) department.

In this case geography is a customer required factor, equal or maybe even more important than the customer's requirements of vessels characteristics.

The management of the combination of geo-strategic logistics and local assembly is a development that has increasingly become dominant within our business, not just for specific contracts, but also for strategic stock production of high quality products at lowest competitive pricing, while maintaining short delivery times.

We have captured this development under the slogan "Think Global, Act local" on which topic we will give a presentation during the ITS (International Tug and Salvage) Convention in the Netherlands.

Shorter Delivery times

About five years ago we started not only maintaining a stock of hulls of the best selling standardized vessels but also finishing vessels completely and keeping them on stock for immediate delivery.

This has resulted in an extremely capital intensive but very resulting marketing strategy. Assuming the product is marketable advantages are:

3. Production can be shifted to more competitive wage countries. Although construction time may be longer due to more complex logistic and available facilities a large part of that longer construction time is regained as vessel has not been contracted and thus longer construction time does not affect customer. We call this our production line stock.

4. Production can be done in the



Stan Tug 2608.



Stan Patrol 1505.

most cost effective way and not solely for fastest delivery time.

5. (Global) Production is planned efficiently according to available production capacity in combination with estimated market demand.

6. Vessel can be sold in an "as is, where is" modus, instead of having to build according and under customers inspection, which generates discussion, paperwork (i.e. progress reports), interpretation of the agreed and/or modifications as time goes by.

7. Ease of Administration. For the yard as well as the customer, purchasing an existing vessel is faster and easier than having to go through the construction process together. In example. We recently sold a tug to a customer in Colombia. Vessel was readily available and only required minor modifications. After contracting the vessel was delivered in four weeks.

The availability of on-stock hulls and complete vessels has changed the way customers view our business and service and created a new-building alternative for the second hand market.

Life Cycle view

More than ever we do find that customers focus on the long time costs of their capital acquisition. No longer is the purchase price the dominating factor, but the total cost during life cycle. This development started some years ago, where customer's engine choice would be based on i.e. the Time between Overhaul (TBO). With increasing fuel prices, fuel consumption has become a relevant issue. Finally this has resulted in customers wanting an estimation of the full costs of operation and maintenance for their future vessel(s).

In that trend we see a development where especially government bodies outsource the full maintenance of the vessel to the original manufacturer through a maintenance contract. These contracts usually foresee maintaining a certain Class registry over a defined period and sub-contract all but first line (daily) maintenance

to the construction yard.

Especially in capital-deficient countries these full packages are very attractive as they provide not only in the assets but also in the life time support, through spare parts supplies and technical assistance. Furthermore, contracting the assets with a services package provides financial institutions the assurance of customers operation making long term financing possible.

MN: How has the industry changed from when you began your career?

Damen: The industry has become more complex and demanding. No longer can one just sell a vessel and be done with. The sale of a vessel has become integrated with financing, delivery date for customer's compliance of his obligations, after sales support, local legislation, spare parts supply, maintenance contracts, sale of second hand vessels from the existing fleet, training etc.

This requires a different approach and understanding of the market and our customers needs, beyond just the straight forward sale of capital products.

MN: What would you say (so far) has been the pinnacle of your career?

Damen: Although every contract has its specific attractions and difficulties, two contracts come to mind which I am specifically proud of.

In 2002 we contracted two Damen Stan Tug 2608 and our Damen Stan Patrol 1505 with the Dominican Republic Government to be used by the Marina de Guerra (Navy). Besides being a relatively large contract for our standards, the most interesting and challenging part lay in the fact that the vessels were to be built locally at a yard in Las Calderas (about an hour west of Santo Domingo). Part of the contract therefore contemplated the construction of a large workshop for the assembly of the hulls and outfitting of the vessels as the tugs were steel construction and the patrol vessels aluminum.

As this contract was the first time Anabalca undertook new construction of this magnitude and high standard, the fulfillment of the contract was a great learning experience and challenge to management at Damen and Anabalca. Damen was awarded the (Dutch Government) Latin America Export Award 2003 based on the achievements on this contract, amongst others.

In April 2004, we contracted a series of three Damen Stan Patrol 4207's for the Ministry of National Security in Jamaica for its Coast Guard. This was another package deal that not only envisaged the delivery of vessels but also focused on rehabilitation of an existing vessel, training in Holland and Jamaica and Technical cooperation in order to come to timely institutional readiness to receive the vessels and sustainable operate them. Today the first two vessels are in operation, while the third is expected to be delivered mid 2006.

MN: What investments are Damen making today that are intended for the long-term health of the company?

Damen: "Investments" being made today to assure the companies long-term health are production (capacity) related and human (capacity) related.

Production (Capacity) Investments:

Not counting the continuous investments made in new and better equipment for our world wide production facilities, mayor current investments include:

- Expansion and improvement of the production capacity in China in order to increase annual output of complete vessels and to improve the quality standards.
- Development of the Damen Shipyards Galatz (Romania) Tug and Workboats division and the construction of a dedicated workshop to allow construction and finalization of complete tugs in a con-

trolled environment, thus improving the quality of works.

- Finalization of the aluminum construction workshop at Damex - Cuba and upgrade of the slipway to allow larger vessels to dock, also for maintenance.
- Increase of the head office capacity in order to accommodate approximately additional 25 percent more employees for centralization and synergy purposes. See the next item for details.

Human Resources

- Ongoing centralization at the head office of Sales and Product groups in order to optimize synergy effects and short communication lines (hence the requirement for more office capacity)
- Continuous investment in trainees for a large variety of functions, giving them time to get to know the company and different departments before stationing them in a location of their interest for a longer period.

MN: What is your annual R & D expenditure? Can you go into detail regarding the focus of current major R & D projects?

Damen: Most Research and Development at Damen is contract driven and therefore focused on the required solutions for a specific situation. The Damen Group has two main R&D departments:

- One at Damen Shipyards Gorinchem (annual budget \$1.8M) that mostly makes contractual predictions of Bollard pulls, speed, noise and vibration levels etc. etc. but also are very experienced in Finite Element (FEM) calculations for construction strengths and construction optimization based on fatigue for High Speed craft.
- Royal Schelde has its own R&TS (Research & Technical Support) department specialized in and focused on Naval craft and therefore study crash and explo-



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sion related design features as well as reduction of military signature. Furthermore, ongoing research is done to increase building efficiency, resulting in reduction of delivery time, while improving the maintainability of the vessels.

Both departments also have some current R&D projects that are not strictly contract driven but more motivated in a broader expectancy of market development.

Although we will not go into detail on the latest, we would like to mention some past achievements:

- In 1995 Damen started with a research program, called the "Enlarged Ship Concept" focused on optimizing Patrol craft seagoing behavior. The basic thought behind the idea is enlarging ships length without increase of displacement thus reducing ships resistance and slamming effects. The Damen Stan Patrol

4100 (delivered to Dutch Coast Guard in the Caribbean) was the effective result. Further optimization resulted in the current line of Damen Spa 4207 (a.o. UK, Dutch Coast Guard, Jamaica).

In line with this research program we are currently developing a new series of vessels that have even better seagoing characteristics and have also used this concept in our Crew Supply range. First vessels are under construction and will be delivered in 2006.

- Damen participates in the FAST project in conjunction with i.e. the US Coast Guard, MARIN etc.

MN: How does the continued trend of new ship construction evolving in the Far East, particularly China, affect your business?

Damen: The ongoing development of new shipbuilding areas has always been a great challenge and opportunity for Damen. Ever since Damen first started subcontracting hulls and later full construction in more competitive wage countries, in comparison to Holland, this has been an ongoing process of finding new places for even more competitive construction. In such manner we started off going to Poland in the late 80's / early

90's, later to the former East-blok countries Russia, Joegoslavia in the mid 90's and recently Romania (2000), China (1999), Ukraine (2001) and South East Asia (2003).

The constant search for new subcontracting yards for partial and/or full construction of our product series is a balancing effort between low prices, quality control and delivery security for which we have specialized people in our Contracting and Yard Support (CYS) department

Damen Shipyards Group currently has two shipyards in China. Damen Shipyards Changde was purchased in (2000) and a joint venture with Damen Shipyards Yichang (for the construction of Cargo Vessels) was formed in 1998. We find that the Chinese shipbuilding Industry is a highly competitive market, especially in the production of series of vessels. At Damen Shipyards Changde we produce the Damen ASD (Azimuth Stern Drive) 2411 and 3111 besides the conventional Damen Stan Tug 1606 and 2208. Damen Ychang nowadays focuses on the Damen CF (Combi Feeder) 10500 of which we have four under construction.

Furthermore, Damen is currently building a wide range of vessels in South East Asia, where we hope to come to a close cooperation with the local yard shortly.

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Main focus at this yard is on the Damen ASD 2411, 2810 and the newly developed Damen ATD (Azimuth Tractor Drive) 2412. Besides the construction of these vessels on stock production, we also have a line of vessels under construction for specific orders line the SAR 4100 and two Salvage tugs.

We have found the Asian Shipbuilding market interesting both from a stock-production facility standpoint as from strategic local production view.

MN: What do you consider the top priorities - project wise - for your company in the coming 12 to 24 months?

Damen: Without disclosing details on our projects, we can inform that our main focus for the coming 12 - 36 months for the Americas will be on:

- Developing contracts for our Damen Fast Ferry division
- Consolidating and widening our market share in the Patrol vessels segment
- Establishing a wider base of local construction. Both for specific orders and for our stock production of standard vessels that traditionally sell well in our region. With this intention we will intensify our relationships with local yards based on the strategically alliances already established.

MN: Briefly describe your outlook for the business in 2006 and beyond?

Damen: We expect 2006 to be very similar to 2005 which was a very good year in the shipbuilding business. orderbook has never been this big and we deem that this will not change in 2006 for the years after. In general a slight decline in order intake is expected for the shipbuilding industry, but if this will affect our niche of the market is to be seen.

I expect that with our marketing and services philosophy, we will see a continuation of business at a very high level.

MN: What markets, by vessel niche, do you see as being lucrative in the coming years? Which segments do you see on the decline?

Damen: We deem the following markets to be interesting and lucrative for the coming years for the given reasons:

- Tugs and workboats / Fast Crew Supply / Platform Supply: Due to the high oil prices we see a lot of development of (petroleum) ports, increase of vessels size and increase in vessel requirements from other energy related ports (coal, LNG etc.). The growth of world economy and the new generation Container vessels will require higher capacity tugs to operate in even more confined spaces.
- (Offshore) Patrol Craft: The higher consciousness of (drug related) terrorism

motivates governments to increase their defense and security capability thus requiring new seaborne assets. Damen has developed a very successful line of commercial Patrol craft, capable of doing exactly those para-civil / Coast Guard duties.

• Fast Ferries: Increased congestion, higher workloads and limited time drive people towards seeking time gain in trans-

port. Inter-modal transportation including fast ferry services will probably become an interesting market in coming years.

• Maintenance Dredging: With the increase of the general size of (capital) dredging vessels for huge projects, we find that the increased (de)mobilization costs make extending the timeframe between capital dredging for port maintenance through regular maintenance dredg-

ing interesting. We therefore see a market in small, versatile and multipurpose maintenance dredgers.

• Local Construction: As mentioned previously, we have good hopes for our local construction department (DTC) as further nationalization in Latin America will emphasize on national added value, instead of sole imports.

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Chouest Building Program Shifts into High Gear

By Larry Pearson

With the drilling malaise over in the Gulf of Mexico, Edison Chouest Offshore (ECO), Galliano, La., is shifting its building program into high gear. ECO not only owns and operates its own fleet of offshore services vessels, it also builds most

of them in its two shipyards in southern Louisiana. The ECO fleet in the Gulf long ago passed the 100 mark and the pace of building is escalating now that the daily rates for these vessels and the overall fleet utilization are at near record levels.

Supply Boats

For the last four years ECO has been building the largest supply boats working in the Gulf of Mexico from both a size and deadweight standpoints. Eight of the 280-ft. long supply boats have been delivered and are working in the Gulf of Mexico for Shell, BP and other major oil companies. Chouest has indicated it will build another 10 of these vessels, all slated for delivery in the next 24 months. "We will continue to take the financial risks necessary if the shipyards continue to produce vessels of such outstanding quality," said Gary Chouest, president of ECO.

The ninth vessel Dante was delivered in February by the Larose, La. shipyard and the tenth, Allie Chouest joined the fleet in March from the Houma shipyard.

With a width of 60 ft. and a hull depth of 24 ft., these boats will offer huge liquid, dry bulk and cargo capacities and the ability to work in the deepest part of the Gulf in sea states that would keep other vessels in port. "These vessels have super liquid and dry cargo capacities to serve multiple platforms on a single trip," said Roger White, senior VP of ECO.

Deadweight tonnage is 4,800 tons more than twice that of a typical GOM supply boat. Among the outstanding holding capacities are 15,415 barrels of liquid mud and a clear rear deck area of over 10,000 sq. ft. with a capacity of 2,700 long tons of cargo.

Propulsion power is via a pair of Caterpillar 3608 engines, rated at 3,600 hp each. The engines each drive a duplex gear that outputs to a shaft driven propeller and a 1.2 MW shaft generator.

Three Caterpillar 3508 engines drive a pair of gensets and the drop down bowthruster. The two gensets provide ships power including two thrusters driven by electric motors, one in the bow and

one in the stern.

In addition to huge amounts of water, fuel oil and liquid mud the 280-series can haul more than 87,000 gallons of methanol, that is injected in deep water flow lines to keep the oil flowing in super cold deepwater environments.

The vessels also feature DP-2 capabilities and an advanced pilothouse supplied by ECO affiliate Marine Technologies.

AHTS

Vessels that can set suction piles and other deep water infrastructure are in great demand in the Gulf. ECO is building three such vessels with options for three more. These new vessels will feature a new propriority hull design that is 280 ft. long with 16,000 hp class DP2, 200 MT bollard pull with a deadweight tonnage capacity of 4,236 long tons. The new vessels will be equipped with a 500 MT three-drum winch with wire capacity of 27, 0345 ft. of 4.25-in. wire and secondary winches with capacity of 33,160 ft. on five-in. diameter rope.

The first two of these vessels will be delivered are scheduled for delivery the first and third quarters of 2007.

In the second quarter of 2008, ECO will take delivery of a new generation 348-ft. AHTS.

It will also be of the 16,000 hp class with a 600 MT four-drum winch and greater wire and rope capacities. It will boast a deadweight tonnage of 5, 111, second in the fleet to the anchor handler Laney Chouest that has 6,265 deadweight tons.

"All of these new generation anchor handlers have been designed to meet the challenge of increased requirements for the installation and recovery deepwater mooring systems," said ECO President Gary Chouest.

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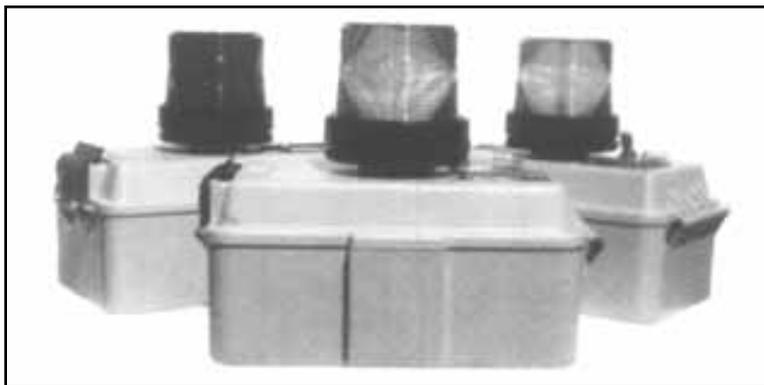


The Dionne Chouest, a 280-ft. supply boat on sea trials last year.

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Well Intervention

ECO has joined forces with a Norwegian company in the building of three UT737L class vessels for well intervention and similar operations. The joint venture is called Offshore Shipholding LP. The first vessel delivered was called the Island Frontier and Island Scout has also joined the fleet.

The 347.7 ft. vessels use four Bergen main propulsion engines and two 1190 kW gensets, also powered by Bergen.

A work ROV and an observation ROV are a part of the equipment and the vessel is classified DP3. The vessel each feature a moon pool and a National Oilwell tower system sits over the moonpool and is especially designed for handling a seven-inch sub sea lubricator.

In addition to well intervention, the vessels can be used for sub sea support and for inspection and maintenance.

Crew/Supply Boats

These fast, all-aluminum vessels represent a departure from the norm for Chouest. None are built by the two Chouest shipyards. For the past few years, all have been built by Breaux Brothers Enterprises, Loreauville, La. and all are 160-ft. long vessels with a 30-ft. beam.

In the past few months, Chouest has taken delivery of two such vessels and recently signed a contract with Breaux Brothers Enterprises for nine more over the next two years.

As is the case with about all Chouest vessels, main

power is Caterpillar in this case a quartet of Caterpillar 3512 HD rated at 6,700 hp total output. A pair of Thrustmaster 200 HP tunnel thrusters are onboard as well as two 80 kW gensets. Top speed is 26 knots. The vessels have a clear deck cargo area of 98 x 26 ft. for a total area of 2,548 sq. ft. Deck cargo capacity is 285 long tons and deadweight tonnage is 370 long tons.

Fuel oil capacity is 23,655 gallons that can be discharged at 240 gpm at 140 ft. Ballast water capacity is 36,293 gallons. The vessel also has tankage for 900 gallons of potable water. These vessels are classified under ABS High Speed Regulations and are ABS Loadlined as well as USCG certified.

Liftboats

Long an industry leader in the building of supply boats ECO will enter the growing liftboat market with a contract recently signed with Bollinger Shipyards, Lockport, La. for the construction of two 245-ft. class liftboats.

The Bollinger design is ABS classed and USCG certified Subchapter L meeting SOLAS/MARPOL requirements. The two vessels will be equipped with three 245-ft. legs enabling it to work in 180-ft. deep water

Liftboats are basically workspaces with heavy lift cranes as well as accommodations for workers. These vessels will have a bow mounted primary crane with 110-ft. lattice boom rated at 175 tons, a 50-ton telescoping crane and a 25-ton box boom crane.

To be built at Bollinger's Lockport facility, the liftboats are scheduled for first quarter 2007 and second quarter

2007 delivery.

"Other" Vessels

One of the most interesting aspects of ECO is the "special" vessels they build. For example, at the end of last year, the company built a 348-ft. survey support ship for Northrop Grumman. Called the Sea Venture, the vessel is home ported in Port Hueneme, Calif. and will be used "to support advanced development and testing of new and improved materials, equipment, systems and techniques directed toward maritime applications."

ECO has long been involved in the Navy's Deep Submergence Recovery Vehicles program and has built several ships to support those deep diving vessels as well as building and crewing the polar research ships Nathaniel B. Palmer and Laurence M. Gould, that spends most of their time at the South Pole.

Other activities

Not all of the Chouest building activity is centered on ships. At the center of the company's activities at Port Fourchon, La. is C-Port and C-Port 2, what Gary Chouest calls his version of Walmart. It is literally a one-stop shop for all of ECO's deepwater operations. C-Port features nine covered slips under contract to various operators for loading and unloading supplies. C-Port opened in 1997 with 62 offshore vessels calling the facility home, serviced by a staff of 75 Chouest employees.

Like a lot of good ideas, C-Port became an instant success and was soon bursting at the seams. ECO then built C-Port 2 with another nine slips opening in three phases starting in 1999. More recently ECO signed a contract to build a 122,000 square ft. storage and preservation facility in Houma, La., for British Petroleum to support its deepwater operations. The facility will be operational in late 2006. ECO is a bell weather indicator as to the health of the offshore oil supply industry especially in the Gulf of Mexico. With this flurry of activity, Chouest seems to be signaling the industry is in for a period of sustained growth.



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Stern view of the new crew/supply boat Fast Tempo, emphasizing the rear cargo deck and the growing importance of the cargo carrying ability of these speedy vessels.

OTC: Spotlight on New Tech

The 2006 Offshore Technology Conference (OTC) recognizes 13 innovative technologies with the Spotlight on New Technology award. The winning technologies will be honored at the Spotlight on New Technology presentation on May 1 at 4:00 p.m. during OTC '06 at the Reliant Center at Reliant Park in Houston.

Subsea MultiBooster



The MultiBooster subsea multi-phase pump system designed to deliver improved oil recovery and facilitates longer step-out distances between subsea assets and host facilities by lowering pressure at the reservoir and increasing pressure in the production line. Under development since 1998, the system utilizes twin-screw internals and Aker Kvaerner's pressure-volume regulator to provide a flexible and robust subsea solution.

This design provides several key benefits when handling multi-phase flow, including a wide performance envelope, low shear fluid handling, stable speed-controlled operation, and efficient slug dampening. The pump operates efficiently within a Gas Void Fraction (GVF) range of 0-95 percent and can maintain pressure up to 98% GVF. The pump can also operate at 100% GVF for a limited period, which aids start-up and prevents the need to prime the pump during such a scenario. With rotational speeds of typically less than 2,000 rpm there is little risk of generating emulsions, and the pump can handle very heavy and viscous fluids in excess of 1,000 centistokes. The modular design of the pump system allows for easier subsea installation and retrieval.

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Subsea Separator

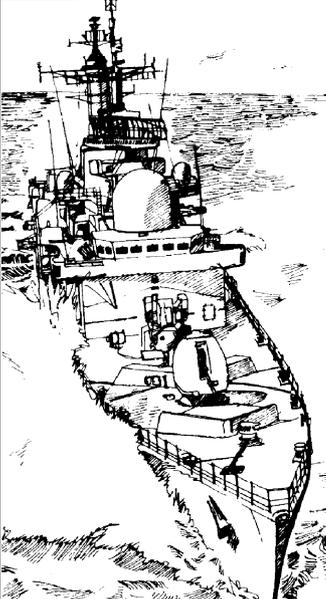
CDS Engineering and FMC Technologies have developed a topsides-proven, cyclonic separator that is compact, highly efficient, and integrates a solids handling system. This separator plays an integral

function of a subsea processing system ordered from FMC by Statoil for the Tordis field in the Norwegian sector of the North Sea. This facility is to be installed in phases starting this summer and will be completed and operational in 2007.

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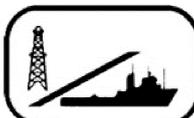
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Subsea Electric Actuator System

FMC Technologies' Electric actuator technology is a new technology for actuation of subsea valves. The technology offers precise position control and can be applied subsea without hydraulic umbilical, providing a huge cost saving potential. Basing the system on local energy storage with rechargeable batteries enables cost efficient retrofit scenarios



like the Statoil's Norne system in the North Sea, where manual and hydraulically operated valves and chokes will be electrically operated. This modification gives better response times for the chokes, enables free routing of existing and new infield wells and it liberates hydraulic lines in an existing umbilical. The lines in the umbilical will now be used for chemical injection fluids, so the need for a new umbilical for the new wells was eliminated and CAPEX for the field extension was reduced significantly.

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Pressure Drilling System

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(continued on page 47)

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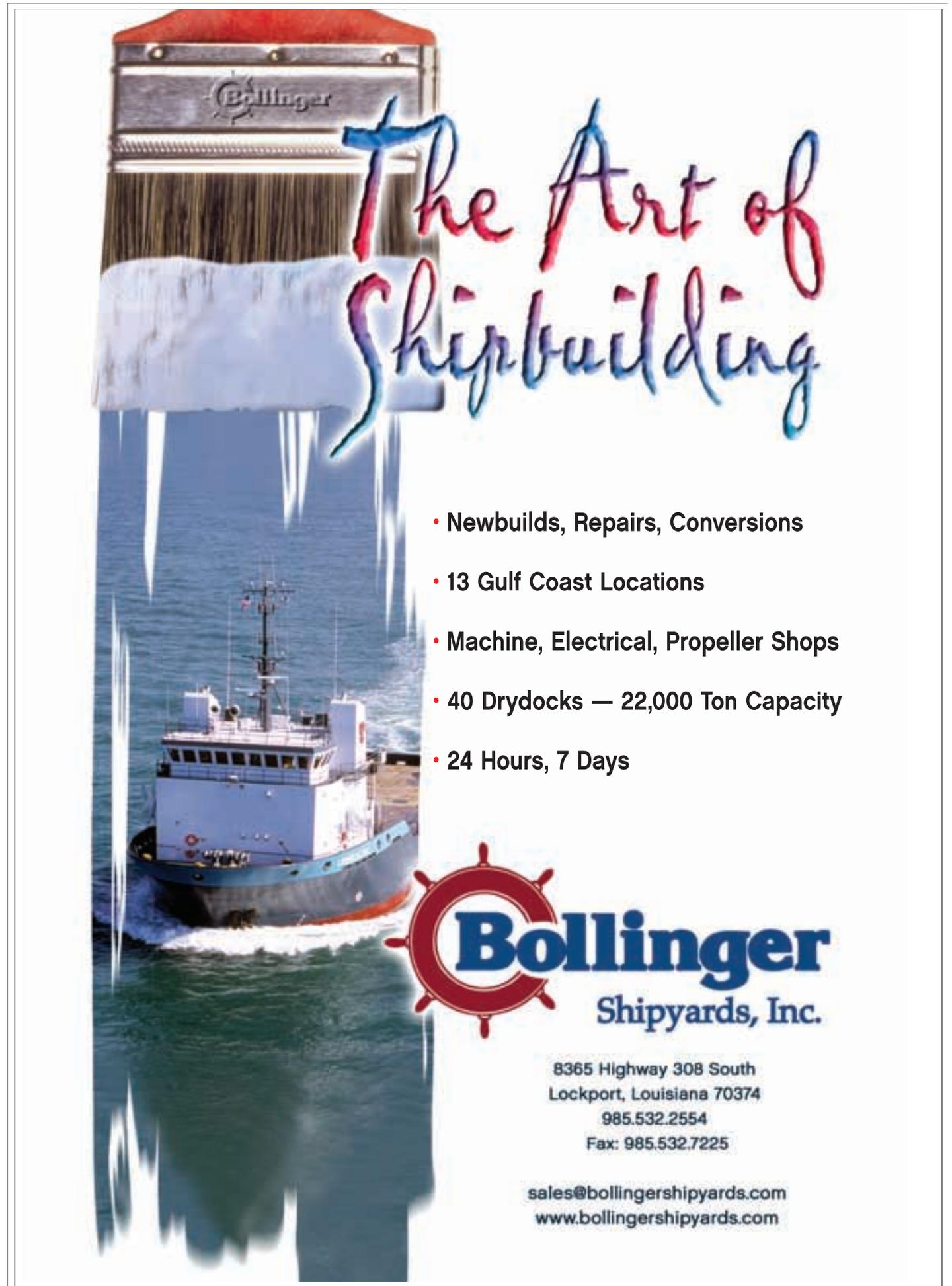
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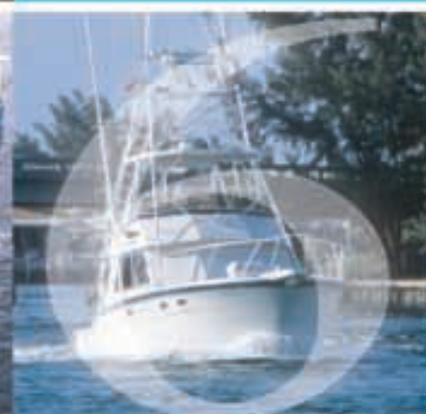
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JonRie InterTech is in the business of designing, building and servicing Marine Deck Equipment and that is are only business. JonRie's product line includes Marine Capstans, Tug Assist winches, Escort Tug winches, Towing winches, Mooring winches, Spud winches, Anchor winches, Hydraulic power units and controls systems for the marine industry. JonRie also conducts all sorts of testing and system troubleshooting.

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Circle 101

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Circle 102



Dynamold

Dynamold is a manufacturer of pre-catalyzed- filmed epoxy chocking material for engine and component installation. The pre-catalyzed DMS-4-828 filmed epoxy chock material's is designed to be less strenuous and cleaner than conventional epoxy chocking methods; thus reducing labor costs, effort, installation time, as well as reducing cleanup and operator mixing errors.

Circle 103



Netwave

NetWave Systems introduced its NW-4000 series of Compact Voyage Data Recorders. This VDR concept was developed in a co-maker ship between several manufacturers, making use of so Digital Signal Processors, within networked microprocessor architecture.

Circle 104

Harbor Offshore

The Port Security Barrier is developed by Navy Facilities Engineering and Service Center and employed into service. It provides a visual deterrance in addition to physical protection against boat attacks, and is composed of units ranging from 30 to 50 ft. segmented construction consisting of HDPE or steel pontoons, trusses, high capacity.



Circle 105

Kwant Controls

Kwant Controls (formerly Stork-Kwant B.V.; new name effective 1-11-2005) designs and manufactures nautical instruments for over 65 years. The range of products consists of: Control Units, Telgraph Systems, RSCU-Units, Electric Shaft Systems, various types of Indicators joy sticks etc.



Circle 106

Daytronic

Daytronic has been in the business of solving unique, challenging measurement and control problems. A recognized leader in sensor-based signal conditioning, Daytronic is positioned to serve the needs of a fast-changing digital world using the proven capabilities of analog measurement technology.



Circle 107



Wärtsilä

Wärtsilä is a supplier of marine engines and propulsion systems for all types of vessels and off-shore applications. As The Ship Power Supplier Wärtsilä is committed to serving the marine market with reliable, cost effective and environmentally sound marine power systems.

Circle 108



Mekanord

Mekanord specializes in equipment for Controllable Pitch Propulsion, which is advantageous in tugs, workboats, ferries and other vessels with varying work conditions. Their program includes C.P. gearbox, C.P. propeller and remote control system.

Circle 109



Side Power

Side-Power Thruster Systems manufactures joystick, remote or touch-controlled side thrusters for personal boat use, giving the driver control and allowing for maneuvering in and out of tight spots. Standard features include overheat protection and self-locking high pressure contacts, and easily installs from the front side.

Circle 110



KBR

KBR provides maritime services that can help you sail smoothly. Whether you are constructing plant and equipment, operating it repairing it or protecting it, KBR's life cycle focus ensures that you always have access to trusted support.

Circle 111



Kongsberg

Kongsberg Mesotech Ltd. is recognized as a leader in the manufacturing of underwater surveillance sonar systems. The company's detection sonars are deployed with the US Coast Guard in their IAS (Integrated Anti-swimmer) systems.

Circle 112



Kaeser

Manufactured by Kaeser Compressors, SmartPipe is made from smooth, calibrated aluminum with a low friction coefficient, eliminating risk of rust and corrosion. Full bore fittings minimize pressure drop and leak-free connectors prevent compressed air loss. Available in multiple sizes.

Circle 113



MAN B&W

The L16/24 engine has a 450-990 kW power range and operates at 1200 rpm, but uses the same fuel as the vessel's propulsion engines, reducing overall cost. Each complete cylinder assembly can be removed as a unit for maintenance or replacement, and mounts reduce vibration.

Circle 114



Omnithruster

For 25 years Omnithruster has been a world leader in the development of waterjet maneuvering systems. Its unique patented designs, which provide diverse maneuverability and auxiliary propulsion, have been the installation choice on vessels worldwide.

Circle 115



Imtra

Imtra Corporation's low-wattage/high-brightness LED spotlight, manufactured specifically for marine applications, harnesses three Luxeon 1W PowerLEDs to produce illumination equivalent to that of a typical 20-watt halogen bulb, but with consumption of just 6 watts and an estimated life of 50,000 hours.

Circle 116



CCWS

Designed by Coffin World Water Systems (CWWS), ULTRA-SEP Bilge Water Separators were the first systems in the world certified by the USCG to the standard of the IMO's new resolution MEPC.107.(49). USCG certificates of approval issued to all eight available ULTRA-SEP models.

Circle 117



Voith

For 75 years, Voith has been designing systems that are safe for man and environment. Voith offers tailor-made drive systems for a wide range of applications- for harbor assistance and escorting duties, ferries or naval applications up to special marine craft.

Circle 118



Comnav

Designed to work with the ComNav ComPilot Advanced Autopilot System, the 203 has a backlit graphical display so system information is easy to read. The watertight case has sealed openings and is made from high-impact material that is resistant to most chemicals so the unit can withstand the harsh marine environment.

Circle 119



Shell

Shell Alexia LS is cylinder oil with a lower Base Number (BN), ensuring lubrication of modern low speed engines when burning Low Sulphur Fuel Oil. Its low BN means that the correct surface properties of cylinder liners are maintained and excessive piston deposits are avoided. Shell Alexia LS has good detergency and dispersancy.

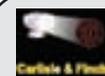
Circle 120



Nautamatic Marine

Manufactured by Nautamatic Marine Systems., the Gladiator Autopilot is designed for boats with hydraulic steering. The Gladiator features Shadow Drive, giving the operator helm control without having to press a button, and has no rudder feedback transducers. The autopilot holds in reverse and the system comes 24/7 customer service.

Circle 121



Carlisle & Finch

C&F uses the same precision optics as supplied to the U.S. Navy and Coast Guard, but incorporated within two Yacht Designs: Streamlined and Classic. A Precision-Optic reflector provides a deeper dish"parabola, which collects more light and the ability to focus the beam to a 1-degree, rather than 2-3 degrees.

Circle 122



Furuno

Furuno's dual-frequency searchlight sonar CH-300 is designed for a wide range of vessels. It incorporates both a low and a high frequency (60/153 or 85/215 kHz) transducer in one soundome. The high frequencies give a detailed search near and all around the vessel.

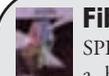
Circle 123



ASA/Jensen

ASA/Jensen Marine's Voyager Observation System can be utilized as a way to keep watch over the engine room or sleeping quarters. Using the system to for potential fire hazards is becoming a way to stay informed of the boat's inner workings. As another option, the observation system can also be used as a security system.

Circle 124



Fiber Sensys

SPIDeR's cable consists of a backbone-insensitive to vibration-and up to 50 individual sensor cable strands. Each strand is attached either to a perimeter fence or buried in soft soil nearby. If an intruder disturbs one of these zones, the APU detects a change in the pattern of conducted light from the corresponding sensor cable strand, resulting in an alarm.

Circle 125

(continued from page 42)

AMPS automatically modulates the choke, making micro-adjustments as necessary, to compensate for changes in the annular friction pressure as annular flow rates increase or decrease.

The PowerAMPS System provides better control of the well and achieves more precise wellbore pressure management, containment and diversion of mud returns with fewer interruptions to the drilling process.

Circle 48 on Reader Service Card

ProPure - The CTour Process

The CTour Process enhances the traditional hydrocyclone process by injection of a solvent, i.e condensate or Natural Gas Liquid (NGL), into the water stream upstream the hydrocyclone. The principle of The CTour Process is rooted on solvent extraction using a hydrocarbon (condensate) as solvent. The condensate, which is collected from the production stream, is used to extract dissolved and dispersed hydrocarbon contaminants from produced water.

Circle 49 on Reader Service Card

Logging While Drilling Service

The EcoScope multifunction LWD service features pulsed-neutron technology, enabling simultaneous formation evaluation and drilling-related measurements without chemical sources such as americium-beryllium. In addition to a patented pulsed-neutron generator that produces neutrons on demand, tool design includes a single, short collar that delivers a suite of drilling and improved formation evaluation measurements taken at the same depth at the same time. The collected data is used for drilling optimization, formation evaluation and well placement.

Circle 50 on Reader Service Card

Wireline Sampling Tool

The long-promised delivery of zero filtrate contamination during sampling of formation fluids is here. The Quicksilver Probe captures quality representative samples rapidly, a significant benefit, particularly in deep water. An innovative technique, the focused sampling method separates drilling mud filtrate at an early stage of the sampling process.

Circle 51 on Reader Service Card

UniTong

The world's first multi power tong concentrically parked around the drillstring covering the entire operation regarding connections/disconnections of tubular from 2 3/8" to 20", handling of power slips and master bushing. The tongs combine spinner and torque tong in one.

Circle 52 on Reader Service Card

PowerStroke Milling System

The Weatherford PowerStroke milling system is the only system of its kind in the market. Formation subsidence, combined with shifting, causes severe deformation in casing wellbores. Mechanical failures created by extreme dogleg offsets in short distances cause casing to shift so severely that production is restricted or lost altogether. This unique milling system offers an innovative, cost-saving solution for straightening or aligning shifted casing sections in a single run.

Circle 53 on Reader Service Card

Slimhole Reservoir Drilling, Evaluation

The Slimhole Reservoir Drilling and Formation Evaluation Solution from Hal-

iburton's Sperry Drilling Services provides operators with the assurance that wireline-equivalent data (both in terms of sensor type and data quality), including formation pressures, can be acquired and delivered more quickly, while also ensuring the interval is drilled in the shortest time possible. Sperry's Slimhole Reservoir Drilling and Evaluation Solution, which includes the 4.75-in. GeoTap slim-hole formation pressure tester and GeoPilot 5200 Series rotary steerable system, now gives operators the first comprehensive slimhole drilling and formation evaluation solution. The introduction of the 4.75 in. GeoTap tester completes Sperry's Stellar slimhole LWD package and provides accurate formation pressure testing while drilling, eliminating the need for expensive pipe-conveyed wireline logging operations in high-angle wells. The service can conduct multiple tests at any point in the open hole interval, utilizing a multi-stage extending probe with a filter cake-penetrating snorkel feature. Utilizing the Geo-Span downlinking system for tool control, the GeoTap tester can be commanded to take multiple drawdowns at a single point to ensure accurate pressure measurements.

Circle 47 on Reader Service Card

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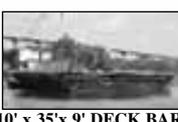
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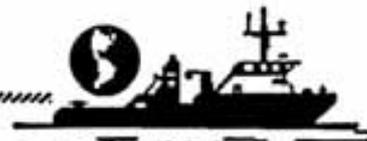


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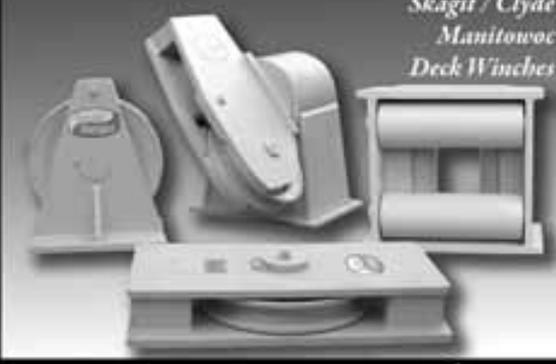
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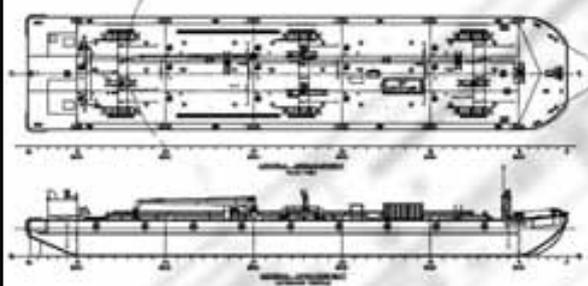
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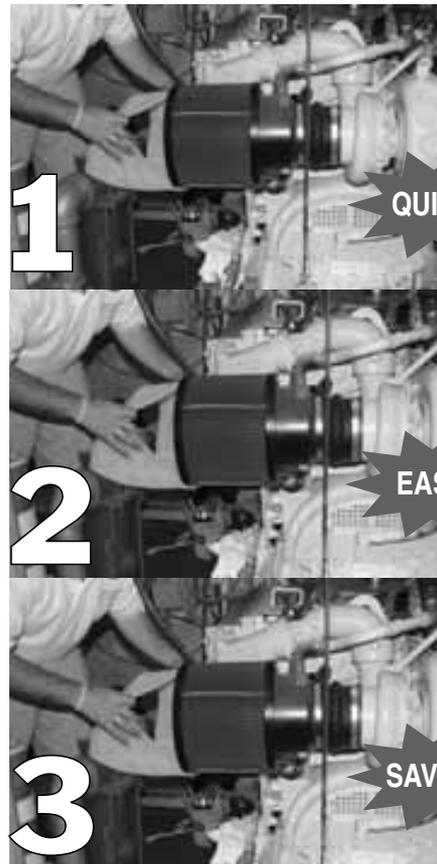
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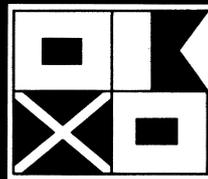
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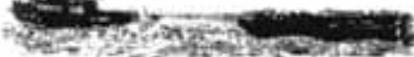


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Rodney Flowers, President
Custom Steel Boats, Inc.
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