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Marine News

AUGUST 2012
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"Idle Iron" No More

Fed mandate to declutter GOM spurs salvage activity

Insights
Todd Busch
Crowley Maritime Corp.
page 10

By The Numbers
Inland Preparations
for a Post-Panamax World
page 7

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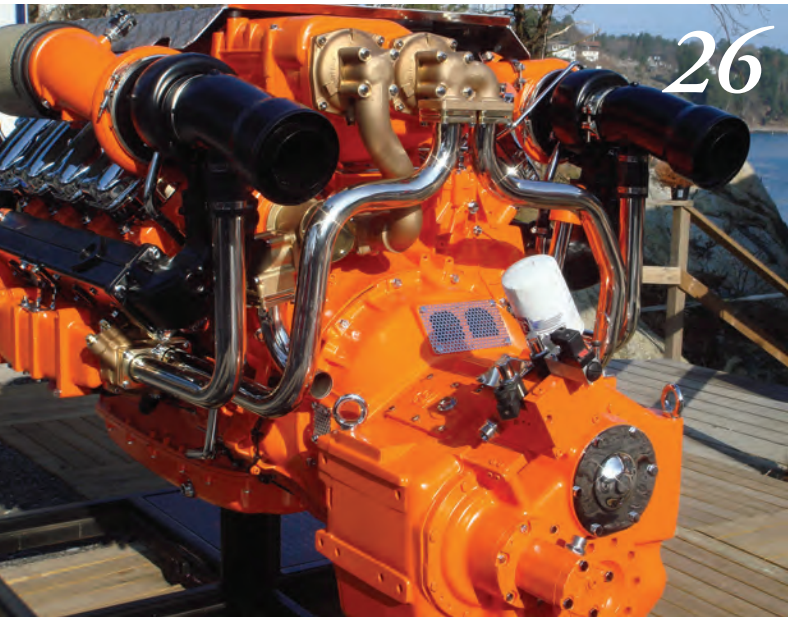
CONTENTS

Figure 1- The Inland Waterway Connection: Linking the Heartland to the Coasts



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EDITOR'S NOTE

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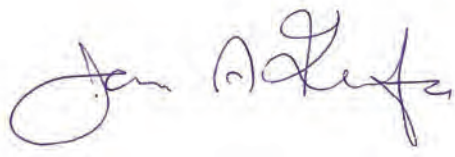
If there is one take-away from an edition of ***MarineNews*** that includes coverage of Salvage, emerging technologies and special purpose vessels, then the adage of "one size does not fit all" is clearly alive and well. After all, our larger demographic of readers effectively represents all but perhaps 400 of the more than 40,000 hulls that comprise the U.S. commercial fleet. Add to that a substantial core audience from the global workboat sector (more than 27 percent of our audited subscribers) and you now understand why this edition casts a wide net over such a diverse set of topics.

Entering my second full year as Editor of ***MarineNews***, and mindful of my background as a bluewater mariner, I constantly marvel at the diversity represented by today's fit-for-purpose vessels and the technology incorporated into those hulls. This is no longer your Grandfather's waterfront and simply referring to smaller platform vessels that ply the world's oceans as "workboats" does them a disservice. As you navigate your way through this edition – we've assembled a robust cross section of these boats and some even more astounding technologies – you will understand why.

As a perfect example of where the worlds of salvage and workboats meet to create a niche business of its own, ***MarineNews*** columnist Susan Buchanan brings us up to speed on offshore oilfield decommissioning and platform-removal services. Two years after the Obama Administration tightened rules for removing and plugging "idle iron" – old unused oil platforms and pipelines in the Gulf of Mexico – part of a federal crackdown following the 2010 BP spill, heavy-lift companies have positioned themselves for that specialized work. Not to be outdone, Jim Shirley, legal counsel to the American Salvage Association, tightly defines the legal issues which govern another one of today's niche activities for workboats: salvage of treasure and artifacts.

Rounding out our comprehensive salvage coverage is a discussion with Todd Busch, SVP and General Manager, Technical Services at Crowley Maritime Corporation. Follow along as Busch describes the Crowley – Titan Salvage business approach to this specialized sector. And, because there is more to Crowley's vast business ventures than just salvage, we have many other things to consider as we approach the beginning of the third quarter of 2012. At the top of that list, perhaps, is the effort to prepare U.S. ports and inland waterways for the coming of the Post-Panamax Vessels. To that end, our popular BY THE NUMBERS feature dissects a recent report issued by the U.S. Army Corps of Engineers which highlights the critical role of inland ports within the nation's complicated intermodal equation. As it turns out, the depth of the water at the port of Savannah (for example) is probably the least of our worries. Find out why on page 7.

If there is more to the workboat and inland markets than meets the eye, it's also obvious that yesterday's technology and vessels will no longer be enough to meet the challenges of what comes next. In ***MarineNews,*** we've got that covered, too.



Joseph Keefe, Editor, keefe@marinelink.com

U.S. Port and Inland Waterways Modernize and Prepare for Post-Panamax Vessels

A recent U.S. Army Corps of Engineers (June 2012) report declares that "the United States is a maritime nation." With that sticky argument out of the way, the report goes on to provide analysis of the challenges and opportunities presented by *post-Panamax* vessels and outlines options on how to address the port and inland waterway infrastructure needs to accommodate those vessels. Developing the domestic network of highways, railways and inland waterways to connect the interior of our country to our ports is part of that equation.

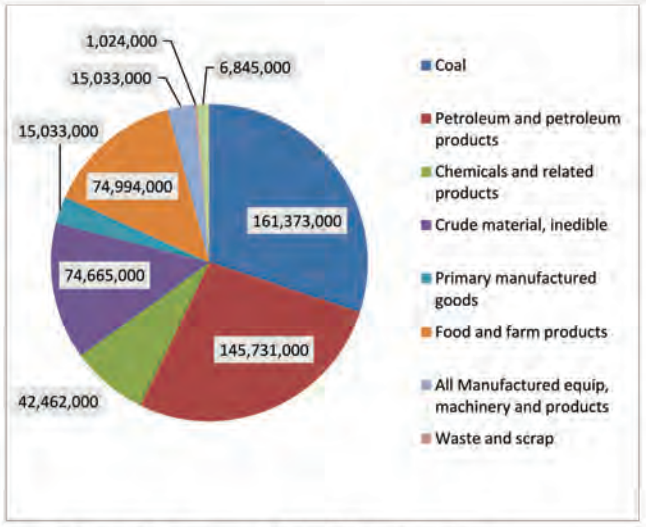
According to the USACE, the U.S. population is expected to increase 32%, or almost 100 million people, in the next 30 years. Per capita income will rise 170% in the same time period. Imports are expected to grow more than fourfold and exports expected to grow more than sevenfold over the same time frame. Despite the fact that 90% of all trade travels by water, U.S. Navy Admiral John Harvey laments, "…many of our citizens have taken our maritime services for granted – we are no longer a 'sea conscious' Nation." He's right.

The need to accommodate *post-Panamax* vessels is very real. According to the report, they already make up 16% of the world's container fleet, but account for 45% of the fleet's capacity. By 2030, they are expected to make up 27% of the world's container fleet, accounting for 62% of its capacity. The expansion of the Panama Canal will eventually double its capacity. Meanwhile, the domestic railroad industry has been investing $6-8 billion a year over the last decade to modernize. Conversely, annual spending on waterside infrastructure has been averaging just $1.5 billion. The Corps currently has 17 studies investigating the opportunity to economically invest in deep draft ports. The challenge will be to fund these investments – especially in times when the USACE budget has been cut by about 5%. The report goes on to say that "justified investments in inland waterway locks and dams will be needed … and … this emphasizes the strategic need to address the revenue challenge within the Inland Waterway Trust Fund (IWTF)." This is no mystery to ***MarineNews*** readers. But, the report goes on to insist, "Constrained Federal funding both for harbor channels and inland waterways can be expected due to overall economic and fiscal conditions and concerns about the deficit." The inland waterways provide 2,000 miles of commercially navigable waters. Operators on this system carry about 15% of the nation's domestic freight. ***Figure 1*** shows how the inland waterways link the heartland of the U.S. to the coast. So far, the biggest role of inland waterways in the export market has been in the global trade for grains and coal. And yet, also according to the report, U.S. producers of these commodities face stiff global competition. Shallow draft river systems handled 523 million short tons of cargo in 2009, while coastal systems handled an additional 168 million short tons. The system moved some 857 million short tons—actually a decrease in activity due to the severe recession during that year. The system typically handles more than a billion tons per year, with cargo spreads as depicted in ***Figure 2***. But, ***Figure 3*** actually shows that traffic on the Mississippi River has been declining over the last decade. To a certain extent, this is a function of aging (and failing) infrastructure on those waters. U.S. government export forecasts indicate grain and coal exports will level off over the next 20 years. A large percentage of those grain exports will eventually transit the Panama Canal.

Figure 1- The Inland Waterway Connection: Linking the Heartland to the Coasts

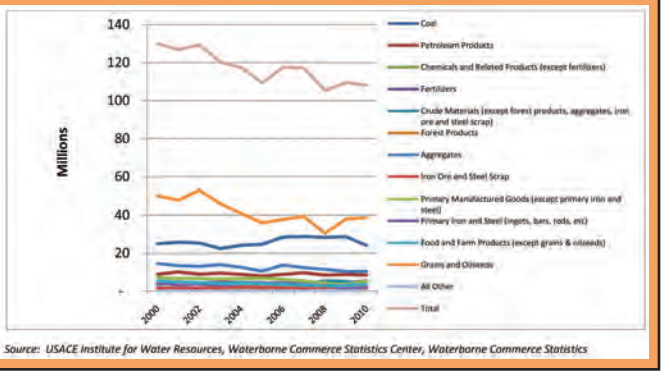
USACE: A Strong Intermodal System is Necessary: The inland waterways complement a web of highways and rail lines to form a national multi-modal freight transport system. As a national freight network, it also allows goods produced far from ocean ports to reach and compete in global markets. And, the USACE says, "Like any other piece of infrastructure, the freight network goes largely unnoticed until it becomes unreliable or is no longer there." We couldn't agree more. The current Midwest drought is an excellent example of this metric in play.

Figure 2- Total 2009 U.S. Internal Traffic by Commodity (short tons)



Source: USACE Institute for Water Resources, Waterborne Commerce Statistics Center

Figure 3- Tonnage (short tons) by Commodity Shipped on the Mississippi River 2000-2010



Source: USACE Institute for Water Resources, Waterborne Commerce Statistics Center, Waterborne Commerce Statistics

U.S. Ports Served by Inland Waterways: Ports served by inland waterways exported 346 million tons in 2010. As an example, the Gulf Intracoastal Waterway (GIWW) and the Lower Mississippi River served ports that accounted for 72% of inland waterborne exports in 2010. Other inland waterways are an indirect part of that equation, as well. The macro view of the ability of inland waterways to support enhanced export opportunities that a global fleet of larger ocean going vessels represent, insists the USACE, are of particular interest.

The USACE, to the extent that Congress funds its missions, supports the safe, reliable, efficient, and environmentally sustainable movement of vessels on 12,000 miles of inland and intracoastal waterways that are the primary artery for half of the nation's grain and oilseed exports, 20% of coal for utility plants, and 22% of domestic petroleum movements. USACE also maintains 191 commercially active lock sites with 238 chambers. And, also according to the report, "… the current inland waterways must be adequately maintained through maintenance dredging and justified major rehabilitation. To that end, the USACE report lays out five options for paying for these necessary infrastructure items.

Option 1: **Business as Usual for Improvements and O&M.** This simply leaves us ill-prepared for what comes next.

Option 2: **Increase Fuel Tax and Appropriations for Waterway Improvements and O&M:** The government follows the traditional model of support for inland waterway improvements but authorizes an increase in the fuel tax. This is only of merit if it provides increases in Federal appropriations to track with the increased IWTF revenues.

Option 3: **Replace the Fuel Tax with a Vessel Use Fee and Increase Appropriations for Waterway Improvements and O&M.** The segment toll, however levied, would be related to the costs of maintaining and operating locks and channels of the waterway segment.

Option 4: **Maintain the Current Fuel Tax and add a Vessel User Fee to Increase Appropriations for Waterway Improvements and OMR&R120.** No doubt this would be unpopular. But, the money has to come from somewhere and USACE says that revenues from the user fees would continue to be deposited to the IWTF.

Option 5: **Public-Private Partnerships.** The creation of Public-Private Partnerships (PPPs) has been proposed as a solution to supporting infrastructure modernization. But, USACE also cautions that for a PPP to work in the inland waterway context it would require a federal commitment to honor payment commitments made in the PPP contracts. And, that's dicey right now, at best.

As freight carrier modes compete for market share, there is a growing recognition of the need for multi-modal linkages and for infrastructure investments to be coordinated to ensure that they complement each other and ensure best use of the available funds. In March, USACE signed an MOU with the U.S. DOT with the purpose of improving transportation infrastructure investments where shared equities exist. Unfortunately, the lion's share of transportation funding continues to go towards highways and rail. Reading into the report, it is clear that "balance" will ultimately be the key to a national transportation policy. That said; 50-foot drafts at U.S. ports are the least of our problems.

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Todd Busch

SVP and General Manager, Technical Services at Crowley Maritime Corporation

Todd Busch joined Crowley as an ordinary seaman in 1986, earning his masters' license working aboard company tugboats before coming ashore in 1994 as a tug dispatcher. Since then, he has held a variety of positions with increasing responsibility within the firm. Today, the 24-year Crowley veteran is a member of the company's senior leadership team, reporting directly to Crowley CEO Tom Crowley. Based at Crowley's headquarters in Jacksonville, FL, he is responsible for several of the company's business enterprises including the project management organization PMOrg (known as Crowley solutions), as well as subsidiaries Titan Salvage, Jensen Maritime Consultants, and Intrepid Ship Management. Collectively these technical services encompass marine salvage and wreck removal; naval architecture and marine engineering; vessel construction management; ship management; offshore support; vessel chartering; project management and government contract services.

The 2002 recipient of the Thomas B. Crowley trophy – the highest honor a Crowley employee can receive – Busch has additionally represented Crowley in the International Salvage Union (ISU), and served on the executive committee for the past 7 years. In 2009 he was elected to President of the ISU, a position he held until September 2011. Beyond this, he has also served as a director of the Clean Pacific Alliance and the Marine Response Alliance. Todd's views are therefore particularly relevant and he brings *MarineNews* readers up-to-speed on all things "salvage" in this month's version of **INSIGHTS:**

The heightened awareness for the marine environment and the role that salvage has to play in that equation are both important components to a happy ending in marine casualties. Where salvors make best efforts to contain an environmental disaster and the final salvage value does not reflect those efforts, making the salvor whole can be problematic. What's the solution?

The International Salvage Union has promoted the idea of adding a component to Lloyd's Open Form (LOF) to address these types of situations where the environment is threatened, and the response of the salvor has saved damage to the environment. You mentioned a happy ending; this is a win-win for all involved. It protects the environment, saves the responsible party from additional costs related to the environmental damage that could have occurred, and justly rewards the salvor for his efforts.

The new U.S. Coast Guard Fi-Fi rules are in place for responders, Q&I's and salvors. U.S. salvors – particularly in way of ASA – had a hand in guiding that through. Are you happy with the rules? More importantly, do you see the rules fostering positive change in the marine & salvage communities?

The rule changes that resulted from the update to salvage and firefighting requirements under OPA 90 are a definite step in the right direction. The ASA and its members have worked with the US Coast Guard (USCG) throughout the process. The regulations have made the response community better prepared for a casualty occurring in the US. The USCG will need to stay engaged to ensure compliance by all parties. The true test will be when a major casualty takes place.

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Responder immunity is always, and for very good reason, a hot button issue. Just as important as making a salvor whole in a less-than break-even situation, liability for salvors that make tough decisions in environmentally sensitive jobs must be addressed. What's your take on the problem and what can be done to ensure fairness?

This issue has been at debate for a long time. In recent years, we have seen circumstances where a salvor has been put in jail and charged with a criminal offense. The coastal state regulatory bodies need to enact legislation protecting the salvor during his response. The salvor is the first line in stopping and minimizing further damage to the environment and people, and is there to act for the greater good of all stakeholders. They should not be penalized for these efforts.

Salvage, by its very nature, is a very specialized profession; utilizing mission-specific equipment and vessels. As the qualified personnel now in the business begin to retire, where will we get the next generation of salvage masters and marine engineers? Is there a professional training path beyond learning on the job and coming up through the hawse pipe, so to speak?

This has always been an issue, but is becoming more important today and in the future. Salvors have usually come from marine related backgrounds. They have sailed on vessels, been divers, and operated heavy equipment; the good ones are a bit of jack-of-all-trades. Today, fewer people want to go to sea, they do not want to be gone from home for long periods of time, and most do not want to put in the time to gather practical knowledge. It makes it harder for salvage companies, as the available pool of resources is much smaller, and requires greater efforts to secure the next generation. Like most shipping companies, we need to look hard to find people that want to commit to this industry and lifestyle.

Salvage equipment and hulls, by their very nature, are expensive to maintain sand often, can go for long periods with no work or little utilization. For salvors, it can be a difficult financial balance – staying ready and paying the bills. How do you position your equipment to ensure maximum work and yet be ready to respond to a casualty, when necessary?

Titan is different than most salvage companies; we do not keep a large fleet of floating assets. Our model is for highly skilled personnel and specialized salvage equipment that can respond to a casualty anywhere, very quickly. There are tugs, barges, cranes and other floating craft throughout the world, that we can quickly secure for charter to support the salvage efforts. This allows us to focus on emergency response and not worry about keeping the floating assets employed. The assets that you own are usually somewhere other than where you need them. Our parent company, Crowley Maritime Corporation, has a large fleet that we can access if they are positioned correctly, if not, we go to market.

Local and regional salvage companies now think they can compete on the world stage. Increasingly, they bid on jobs that typically would have been bid out to 4-5 companies with the financial wherewithal and proven experience to do the job. Now you may have 10 or more companies bidding on work, and it could cost a half a million dollars or more to do the survey, draw up the plans, do the diving and complete the RFP. At the end of the day, only one company gets the work and the others are out a lot of money. How do you balance the need to participate in the bid process with the knowledge that you might not be the "winner" on a given day?

The salvage industry has become very competitive in recent years. Many companies that have traditionally worked within a localized region now are offering services globally. This has driven the revenues for the responses much lower, often at near breakeven, and made commercial contract responses much more frequent. This has put pressure on jobs that may have traditionally been an LOF, and it has increased the liability to salvors. The responsible parties are enjoying this, as it makes their costs lower and often transfers risk to the salvor for very little reward. Titan only performs emergency response, salvage and wreck removal, so we are committed to the industry. We are also as innovative in our commercial offerings, as we are with our technical solutions.

Large salvage jobs are increasingly being awarded to one firm that ultimately sub-contracts to one or more others to ensure adequate coverage. If and when you do this sort of thing at Titan, what's your vetting process for those you would entrust with a piece of an overall job that you have been awarded?

Titan has relationships with most of the companies that provide services supporting our needs. We work with those companies building trust and cooperation. If we bring in

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somebody new, that we have not worked with before, we spend a lot of time managing and supervising them to ensure they provide the quality and safety we require. This is a fairly small industry, so most of the primary companies are known and have a reputation and experience to draw from.

Arctic operations are getting a lot of attention these days. Is Titan positioned to respond as tourism, energy exploration and shipping increase their local footprint in waters that were previously icebound? What's the business equation to that quandary?

Titan has performed services in the Arctic, and is well positioned for a response to this region. Additionally, Crowley has been working in the arctic for over 50 years, and has a lot of experience supporting the oil and gas, and mining industries during the exploration, production and decommissioning phases. Together, Titan and Crowley are well positioned for the growth expected in the arctic region. Jensen, our naval architecture and marine engineering company, does a lot of work in support of companies working in the Arctic. We have response equipment, as well as floating assets, positioned throughout Alaska. We have also worked in the Canadian Arctic and are currently working in the Russian arctic.

What's the most pressing issue for salvors today – on a local, North American level? Globally? How about for your business? As part of a much larger, dynamic marine organization, are Titan's concerns the same as say – one of you competitors?

Titan Salvage is a wholly owned Crowley company, as is Jensen Maritime. Crowley supports most all aspects related to marine project solutions, transportation and logistics. These businesses' have different risks associated with them, but are synergistic to one another. This allows us to provide a wide range of solutions to our customers. Each Crowley unit has a business plan, which takes into account the risk vs. reward, and executes the plan accordingly. The diversity of the business units helps make Crowley the unique company that it is. Being a part of Crowley allows Titan to have the financial strength and staying power, to respond globally and simultaneously to multiple salvage and wreck removal projects, including those that are the largest and most complex.

Fluoron's Maritime Application Rope Savers (MARS)

Bridging the gap between high-tech synthetic mooring lines and worn or corroded deck and dock equipment.

As the marine industry moves from steel cable to synthetic materials for mooring purposes, the logical move also creates new headaches for operators. There are two main reasons for line failure. These include (a.) External Chafing (line interface with surfaces of non-smooth equipment) and (b.) Internal Chafing generated by synthetic core fibers rubbing together and friction generated by the line fibers sliding over one another. Core fibers then melt together, reducing the safety standards and design specifications, sometimes within days of the installation of the new synthetic lines.

Damaged fairlead rollers develop sharp edges from chipping paint, and frozen (corroded) rollers sometimes do not rotate as designed. Synthetic lines slide over the rusted rollers generating heat causing the core material to melt. Until now, on board, preventative maintenance consisted of largely home-grown remedies and temporary fixes. Regular and never-ending maintenance is expensive and ineffective. Meanwhile, tugboats mistakenly use old fire hoses as a sheath to protect the lines and towing hawsers. All vessels interface with dock-based mooring bollards which are often in much poorer condition than that maintained on board. Each time a boat docks, lines are exposed to failure.

Synthetic lines float and they are lighter, safer, strong, and can go deeper into the water than steel cable. As boat operators recognize these advantages and move towards the synthetic materials, Fluoron's cover material (MARS) can be applied to docking equipment and deck fixtures that interface with the Synthetic Lines. MARS is manufactured to fit applications such as Fairlead Rollers, H-Bits, Side Bits, Bull Nose and many other applications found on deck. Capable of holding up against the extreme loads generated by line tension and providing a corrosion and compression resistant, long wearing surface, MARS applications dramatically increase the life of the synthetic mooring lines.

MARS is constructed of tough plastic material, with molecular weight of 3-6 million (compared to pipe grade high-density polyethylene with a molecular weight of 60,000), and demonstrates extreme wear resistance. Fluoron, Inc., the same company with a patent on heat shrinkable covers, has now developed solutions for marine corrosion and rope chafing. Fluoron offers three installation options: (a.) Ship damaged deck equipment to Fluoron and it is returned with a MARS cover; (b.) A custom-fit MARS cover (to your dimensions) with installation instructions can be sent; or (c.) Fluoron technicians can come to your vessel / facility for guaranteed installation. Using Fluoron's (Patent Pending) Maritime Application Rope Savers, the problem of line failure and chafing can be all but eliminated.

Actions Speak Louder Than Words

By Thomas Allegretti, President & CEO of the American Waterways Operators (AWO)

On June 27, I testified on behalf of the American Maritime Partnership (AMP) before the House Coast Guard and Maritime Transportation Subcommittee at a hearing that questioned the Administration's skirting of the Jones Act during last summer's Strategic Petroleum Reserve (SPR) drawdown. Members of Congress were keenly interested in understanding how the Administration authorized waivers for foreign flag ships to carry U.S. oil between U.S. destinations when American vessels crewed by American mariners were available to carry these cargoes – a clear Jones Act violation – and what measures need to be taken to avoid a repeat of this unacceptable situation in the event of a future drawdown.

In my testimony, I made it clear that the Jones Act is the law of the land for good reason. It supports U.S. homeland security, national security and economic security. It helps ensure a robust domestic maritime transportation industry, critical to the efficient flow of essential commerce. And, perhaps most importantly in this still troubled economy, it helps preserve quality-wage jobs that support U.S. mariners and their families in communities all across the country.

The most troubling aspect of the 2011 SPR drawdown was that in spite of public statements supporting the Jones Act, the Administration's actions simply did not match what it was saying and in fact ran counter to those expressions of support. The use of foreign flag vessels in 99 percent of the SPR shipments denied opportunities to American companies and American workers. With unemployment hovering over nine percent at the time of the drawdown, the Administration missed a chance to provide the opportunity for additional work and potential job creation in an important sector to the national economy. Indeed, it outsourced American jobs.

What keeps me awake at night, however, is the likelihood that this scenario could repeat itself. This would amount to the hollowing out of the Jones Act and should be cause for alarm for anyone concerned about the future of the U.S. maritime industry.

The departments and agencies within the federal government responsible for Jones Act implementation – the U.S. Maritime Administration (MARAD), which determines if U.S. vessels are available; U.S. Customs and Border Protection (CBP), which has the legal authority to grant Jones Act waivers; and the Department of Homeland Security (DHS), which signs the waivers, appear to have ceded control to the Department of Energy (DOE), which initially issued a broad waiver of the Jones Act to move the SPR oil. Immediately after the drawdown was announced, DOE was reminded by MARAD that it was required to "make full use of American vessels." MARAD also provided DOE with a list of U.S. flag vessels that could be available to move the cargo. Less than 48 hours after issuing the blanket waiver, the Administration rescinded it.

Unfortunately, DOE's subsequent actions resulted in a de facto blanket waiver of the Jones Act in place of an explicit one. While the Notice of Sale for the SPR oil required that it be moved in self-propelled tankers of at least 300,000 barrels or barges of at least 40,000 barrels, there is evidence that DOE communicated to potential purchasers in advance that Jones Act waivers would be issued upon request for shipments of 500,000 barrels or more. It is not a coincidence that well over half of the Jones Act waiver requests were for exactly a 500,000 barrel lot size and all of the requests were in amounts of at least 500,000 barrels. The result of this arbitrary, unwritten rule was the exclusion of nearly all American vessels from even being eligible to carry the SPR oil, with nearly four dozen Jones Act waivers and only one lifting by a U.S. flag vessel.

Another disturbing aspect of the 2011 drawdown was the way in which vessel availability was determined. MARAD maintained a list of U.S. flag vessels available to move SPR oil and all vessels on that list exceeded the minimum vessel requirements listed in DOE's Notice of Sale. There did not appear to be operational roadblocks to using U.S. vessels. And yet, MARAD routinely found that no American vessels were available and approved the Jones Act waivers. The only possible explanation is that MARAD was determining availability based on DOE's promotion of a 500,000 barrel minimum vessel size. This troubling chain of events at best indicates conflict and miscommunication within the Administration. At its worst, it is a deliberate exclusion of American vessels that could well be repeated in a future drawdown to the further detriment of our national interests.

THE AMERICAN WATERWAYS OPERATORS

To its great credit, Congress acted strongly and passed legislation that prohibits the expenditure of federal funds for the granting of Jones Act waivers until DHS takes adequate measures to ensure the use of U.S. flag vessels. Further, no waivers may be granted until the Department of Transportation (DOT) has determined whether U.S. flag vessels with single or collective capacity are capable of assisting with an SPR move. DHS and DOT are also required by statute to consult with the industry on vessel availability. Industry has also been very active in efforts to ensure that the Administration has accurate information about the availability of U.S. vessels.

While publicly the Administration acknowledges that the Jones Act is a "well-established element of U.S. law," it is also clear that it does not see the exclusionary procedures it used in 2011 as outside of that law. That is an extraordinarily dangerous way of thinking, and calls to mind the adage that "actions speak louder than words." The U.S. domestic fleet – American mariners and American vessels – was in 2011, and is today, ready, willing and extraordinarily capable to assist with the movement of SPR oil. As the Administration prepares for the possibility of a future drawdown, our industry's message is simple and clear: In accordance with the law, American vessels should be used first, and to the full extent of their availability, before any Jones Act waivers are granted. Anything less is inconsistent with the Administration's declarations of support for the Jones Act, and harmful to the future of the U.S. maritime industry.

Love on the Rocks

By Richard J. Paine, Sr.

Ain't love grand? There's the courtship phase: the wine, the roses, the proposal; the blood tests come back approved by the credit committee . . . finally the borrower and the lender fund the deal and tie the knot forever, walking off into the sunset in vessel finance ecstasy. Or, so the happy ending should go. But for some, there will be a time when the relationship with their vessel's lender hits the proverbial rocks. The relationship might, in certain circumstances be salvageable, but in others, it will end in an abandoned ship . . . foreclosure.

More often than not, this breakup is usually caused by the borrower's failure to pay as agreed due to any number of financial or other misfortunes that may have befallen him (or her). Certainly some may be blamed on the economic downturn of the past few years, underutilization or falling day rates, but others may be self-inflicted by poor management, insufficient insurance, flag issues or the borrower's lack of business or financial experience. In any case, when your lender or their legal representative comes knocking, you'll be asking "where is the love?"

The Maritime Prenuptial Agreement

A Preferred Ship Mortgage is the method by which a lender perfects their interest in a vessel. The loan on your vessel is such a mortgage. It is a statutory document created under the federal Ship Mortgage Act. When the lender elects to foreclose, usually after all other remedies have been exhausted, it does so under U.S. maritime law. The law assigns preferences to the various liens that may exist on the vessel. Certain liens by employees, mechanics, salvors and other parties may take precedence over the lender's interest. In the end, like divorce, some get some, some get none.

It would be very rare for a lender to begin foreclosure proceedings for a missed payment, or even two or three. It is in the lender's best interest to help you to work out a method to repay your arrears and get back on some track to satisfy the terms and conditions of your loan. At the end of the day, the lender does not want to own your boat.

Irreconcilable Differences?

After a period of time specified in your loan documents has elapsed, expect a registered letter from your lender's legal department notifying you of their intention to foreclose. You may be offered a temporary forbearance agreement wherein you and your lender agree to postpone, reduce or suspend payment due on your loan for a given period of time. During this period, your lender retains all legal remedies including its right to foreclose if the loan remains delinquent, but if the borrower complies with the terms of the agreement, and is able to bring their payments up to date, the problem goes away. Marriage saved. Interest and any other prescribed charges will continue to have accrued during the term of the forbearance agreement and may be added back into the loan.

Failure to return to "paid as agreed" status may result in an incurable default. The conditions in which an incurable default exists are specified in the mortgage or loan agreement specific to the vessel. If that point has been reached, the lender may choose to enforce their lien in federal court.

Physical Arrest

Physical arrest of the vessel can be voluntary or involuntary. If it is the latter, the vessel if in the U.S., is seized by a U.S. Marshall who boards the boat and physically takes charge of it. A "Notice of Arrest" is posted on the vessel and published in an appropriate newspaper. Similar avenues are available to lenders whose vessels are located out of U.S. jurisdiction. Voluntary repossession does away with some of the drama, yet the results may end up the same.

Legal Separation

Once in possession of the court, the U.S. Marshall or other acceptable legal custodian assumes responsibility for the safety, security and well-being of the vessel. The borrower is no longer in possession of the vessel and loses all control during the ensuing litigation. In certain cases, the vessel may be released back to the borrower if an acceptable bond or other surety is accepted by the

court. If it remains in custody, all costs, including lender-procured Port Risk insurance, demurrage, security, maintenance, etc. continue to accrue against the vessel.

If bonding fails, the court may order an interlocutory sale prior to the completion of litigation or rendering of a judgment. The sale may be instigated by deterioration of the vessel or custodial costs inappropriate to the value of the vessel. If such a sale does not occur, then the vessel, unless other remedies are made, will be sold at a Marshall's auction to satisfy a court-issued judgment.

When a lien is executed by the filing of an admiralty action in federal court by lien claimants and are proven to be entitled to compensation, the vessel may be sold, usually at public auction. In order of priority, claimants will be paid from the proceeds. If the value of a lien is not satisfied by the proceeds, a judgment may be sought and rendered for the balance of the amount owed. If a balance remains after the sale and all claimants have been satisfied, that remaining balance may be paid to the original borrower.

Divorce: potentially costly; always painful

There is much more that you should know when you are faced with the prospect of incurably defaulting on your Preferred Ships Mortgage. It can be a lengthy process with considerable financial repercussions for you and your business.

Foreclosure, like some divorces can be a very costly exercise. It is best placed in the hands of an experienced admiralty lawyer. Seek competent guidance from a legal and financial counsel before you, your vessel and your lender meet up on the rocks.

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

5 'Gotchas' of Marine Insurance

By Randall Carnahan

"Gotchas" are pitfalls, catches, bait and land mines – a kicker, snare or snag. They are surprises and, in the world of insurance, surprises are rarely a good thing. 'Gotchas' can be caused by different things. It may be the age of the coverage forms; it may be case law has moved on beyond the policy's intent. Or, it may be there is a 'disconnect' between policy wording and current business practices.

Sometimes, these things occur simply because some insurance contracts are impenetrable. Insurance policies are a distinctly difficult set of documents to understand. In the world of policy language, I have always found Ocean Marine insurance forms to be more entertaining than the general class. Enlivened by terms like "Assailing Thieves" and "Barratry", they still have a bit of salt and you can almost imagine Jack Aubrey clomping about the quarterdeck.

Even the Marine forms, however, can make your eyes roll back in your head. Crafted to be precise, they are sometimes so dense they end up in some cases being unreadable. The precision and clarity originally intended by its authors instead results in just the opposite.

And sometimes, it is just the nature of the beast. The freedom we enjoy in Marine insurance to manuscript forms, for each Company to create its own forms – this freedom creates complexity and 'Gotchas' can result.

Whatever the reason, 'Gotchas,' large and small, do exist. While Risk Managers, their Brokers and Average Adjustors that live in the Marine insurance world may know about them, it may be that the typical Business owner – or even their Agent if they are not specialists – will be unaware of them.

Garden Variety Gotchas

For example, one of my favorite Gotchas is in the A.I. Builders Risk form. A standard activity of Boat Builders, of course, is to sea trial their boats. And, in the course of the trials, they will need to man the vessel. A Boat Builder may be excused if they believe that, having bought the requisite Builders Risk insurance policy, the exposures customary to the trade will have been addressed – including Crew. The Builders Risk coverage forms do cover the sea trials, but liability for injury or death of employees is excluded. The form should be re-titled "Builders Risk Form Without Crew Coverage". Now, we're all on the same page.

The Brown Water forms have their share of 'Gotchas,' as well. The Institute Tug Form, for example, contains the Watchman Clause, which reads:

WATCHMAN

It is agreed that when this Vessel is tied up or moored, it shall be at all times in charge of a watchman in the employ of the Assured, whose duty it shall be to make careful examination of the Vessel throughout at reasonable intervals, including inspection of the bilges.

This is a case where the coverage form has been passed by business practice and technology. Watchmen have been replaced in many cases by inexpensive monitoring devices that have bilge alarms, low battery alerts, GPS tracking and infrared motion detectors - and will send you a text message alert if anyone of them is triggered. Yet, the Watchman Clause is there on lines 141-142 of the Tug form and violation of its terms may void coverage. Now, many Owners may stage their equipment at different facilities such as ABC Shipyard – and they have Watchmen. However, the clause stipulates a Watchman "in the employ of the Assured." If we are paying wharfage to the Yard, are they and their Watchmen in our employ?

Another coverage conundrum is presented when trying to marry the standard Towboat Hull forms with the standard Protection & Indemnity (P&I) forms. The Taylor and Institute Tug Form excludes claims for loss of life and personal injury, and the P&I forms – where loss of life coverage is found, exclude "claims arising out of or

"Each of these 'Gotchas' have policy solutions. Endorsements added, clauses deleted, a word or two crossed out; all of which unfortunately increases the policy's complexity. But the larger solution may just be one of education and information."

having relation to the towage of any other vessel or craft." Knitting these coverages together to properly insure the Tower's exposures can be a challenge for the uninitiated.

A fourth Gotcha resides in the Equipment Floaters carried by Marine Contractors, among others. Floaters are meant to cover our Equipment and Tools that move from site to site and barge to barge as needed and are as close to providing "All Risk" coverage as we are going to get these days. Covered Equipment can range from employee's hand tools to $800,000 crawler cranes working off a deck barge. So, you can imagine the surprise when the policy contains an exclusion for Waterborne Equipment.

Our fifth 'Gotcha' relates to fiberglass production boat builders. Builders will buy Property and Business Interruption insurance to protect their assets. And they may well insure their Boat Molds on the same premise. Indeed it can be argued that the Molds are the more valuable asset in terms of revenue stream. Buildings are relatively easy to replace in the current market. Molds, though, are crafted to very close tolerances, and for each production line or model there will be multiple molds to be replaced for the hull, deck, hatches and rudders. It is common to insure the Molds under the Marine policy with its more flexible terms of coverage. The 'Gotcha' is that the Business Interruption coverage on the Property policy will not extend to the Molds insured on the Marine policy.

Gotcha Fix

Each of these 'Gotchas' have policy solutions. Endorsements added, clauses deleted, a word or two crossed out; all of which unfortunately increases the policy's complexity. But the larger solution may just be one of education and information. By shining a light on these aspects of Marine insurance, they move from "Gotcha" status to the known, and then can be dealt with. Rely on experienced Marine insurance brokers: a Marine specialist will identify the Gotchas in the standard coverage forms and discuss with you how they will be addressed. They will then work with underwriters to craft a policy that roots out the 'Gotchas' and provide coverage that fits your business needs.

In the meantime, are there other 'Gotchas' out there? You bet. These five examples are by no means the only 'Gotchas' lurking out there. Perhaps you have been bitten by one or know someone that was. If you would like to share your experience please let me know. We can start cataloguing them, make them available and shine a light on them.

Salvage & Recovery:
Treasure and Artifacts

By Jim Shirley

The recent dispute between Odyssey Marine Exploration and the Kingdom of Spain over the treasure and artifacts Odyssey recovered from the *Nuestra Senora de las Mercedes* has recently been given considerable coverage in the popular press as well as in the maritime press. This has probably reinforced the belief of some people that marine salvage, by definition, is the recovery of sunken treasure. Actually, of course, that is only a small component of marine salvage. It has nonetheless been a growing component over the past three or four decades thanks to increased capabilities in deep ocean search and recovery as a result of improved technology and substantial investment being directed at such endeavors.

The law of salvage applies to treasure and artifact salvage just as it does to traditional salvage of ships and cargoes. The threshold requirements for both are that the subject property be exposed to a marine peril from which it is successfully rescued by someone not obligated to do so. The 1989 Salvage Convention does not distinguish treasure or artifact salvage (hereinafter referred to together or separately as "treasure salvage") although it does permit signatory states to reserve the right not to apply the convention to maritime cultural property of prehistoric, archaeological, or historic interest. Still, there are nuances based upon national law or judicial precedent applicable in treasure salvage cases that are rarely if ever applied in traditional salvage cases. These may vary among nations. In the United States there may even be variations among the judicial districts or appellate circuits.

Law of Salvage or Law of Finds

One such distinction is the American law of finds, pursuant to which the salvor is presumed to be the owner by right of property he recovers that has been abandoned. That is, the salvor has full title to that property. However, if a putative owner satisfies the court that the property was not truly abandoned, thereby rebutting the presumption of abandonment, the salvor will be entitled only to a lien against the property for the amount of his salvage award. This distinction was drawn in the case of the 1857 sinking of the *S.S. Central America.* She and her cargo rested on the sea floor 8000 feet deep 200 miles off the coast of South Carolina for 130 years before a salvor began recovery of her cargo of gold. However, when three tons of her gold cargo were delivered into the court's custody, a number of insurers stepped forward and claimed ownership based upon their rights of subrogation for having paid claims for the loss 130 years earlier. For the most part, they lacked subrogation receipts and had to rely largely on old newspaper accounts to prove they had paid the claims. Some of the insurers were no longer in business and their claims were filed by successors in interest. The insurers also could not show they had been actively searching for and trying to recover the treasure they claimed not to have abandoned. These are the constituent

facts that a court may typically look at in order to determine "abandonment."

The district court found for the salvor (finder) on these facts, but in a 2 to 1 decision, the court of appeals found for the insurers because there had been no affirmative act or declaration of abandonment of title to the property. The appellate court nonetheless took into account the underlying facts and circumstances and in its remand of the case to the district court it did so with an admonition that the salvage award should be substantial. The district court awarded the salvor 90% of the portion of the gold that had been insured, and that award was sustained by the court of appeals.

The requirement that there be an affirmation of abandonment of the recovered property for it to be treated as a "find" may not apply in all other circuits, and the 2 to 1 decision in the ***Central America*** case suggests there may be persuasive arguments why it should not. Irrespective, the holding of "salvage" rather than "find" can have a number of ramifications. Among those may be the salvor's loss of control over the recovered property and, in the case of treasure, loss of control over the marketing of the treasure to maximize return on his investment in the search and recovery. In the ***Central America*** case, the court made the award in specie, and the parties settled on the percentages to take into account that portion of the treasure that had not been insured and therefore could not be claimed by the insurers who were the only parties claiming title to any of the treasure. This settlement gave the salvor approximately 92-1/2% of the total treasure recovered to market as they saw fit, largely ameliorating the risk referred to above.

Constructive In Rem Jurisdiction

There are several aspects of jurisdiction that are unique to salvage in general, and perhaps particularly to treasure salvage. A court cannot enforce any ruling it makes against property (in rem) or persons (in personam) not within its jurisdiction. In traditional salvage cases, the owners of salved property may post security by way of a bond or other means that will be satisfactory to the salvor as a substitute for the vessel and cargo, insuring payment of the salvor's eventual award. The vessel and cargo may then continue on their mission of trade. That would work as well in treasure salvage cases after the property is recovered, but would not protect the salvor during the period of days, months, or years he must spend recovering the treasure. In the United States, this protection is provided by the court exercising constructive in rem jurisdiction over the wreck site. This process is begun by the salvor bringing into the court's jurisdiction some portion of the vessel or something from it (a lump of bunker coal sufficed in the ***Central America*** case) when he files his claim against the vessel and the cargo. On the basis of its constructive in rem jurisdiction, the court will designate the salvor as "salvor in possession" and enjoin all others from encroaching on his operations on site, whether or not he is present on site, so long as his work at the site is deemed continuous and systematic. Of course, this order of the court is not enforced by gunboats at the site, and can only be enforced against persons who are themselves before the court or other courts that will give full faith and credit to the court's order.

Only after the recovered property has been deposited in the court's registry can the court make an award of the property to the salvor as a "find" or determine the salvage award to which he is entitled. The court's constructive in rem jurisdiction does not enable it to make any award of the

unrecovered treasure or other property because that property is not before it. However, the court's injunction will protect the salvor from losing some portion of his trove to others whether or not he is on site, so long as he acts sufficiently to maintain his status of "first salvor" or "salvor in possession." That is, although the court cannot make an award of or against the unrecovered treasure, by means of its constructive in rem jurisdiction it does maintain some control over that property sufficient to protect the "first salvor" from recovery actions by interlopers. The primary justification for the court exercising this extra-territorial jurisdiction in international waters is that it is necessary to preserve wrecks of historical significance from plunderers, protect the rights of the first salvor, and to encourage salvage operations that will return lost property to economic usefulness.

Treaties and Legislation

This column addressed the euphemistically named "UNESCO Convention on the Protection of Underwater Cultural Heritage" in the August 2011 issue of this magazine. The primary thrust of that article was, however, directed at the ambiguities in the language of the treaty and its unintended consequences with respect to its impact on traditional salvage operations. Unfortunately, there will be unintended consequences on treasure salvage as well. They will likely be less devastating because they will simply discourage investment in recovery operations, thereby satisfying one of the treaty's stated purposes. That may prevent indefinitely many recovery efforts, resulting in many sunken vessels and their contents eventually giving way fully to the environmental perils of the sea. The problem is, one will never know what has been lost to mankind because of this. For this column, it is enough to say that most countries, including the United States, already have laws protecting vessels and sunken treasure and artifacts lying within their territorial waters. The UNESCO Convention just takes that "protection" into international waters for signatory nations.

The signature legislation on this subject in the United States is the

"Abandoned Shipwreck Act of 1987" (ASA). Pursuant to that statute, the United States claims title to any abandoned shipwreck that is embedded in the submerged lands of a state or in corralline formations on the submerged lands of a state, and in some other circumstances. Such title is then transferred to the state unless the property is found on the public lands of the United States, in which case the United States retains title. Importantly, the finder of an abandoned shipwreck to which the ASA applies cannot seek a declaration of ownership under the law of finds or a salvage award under the law of salvage. In its 25 year history there have been a number of court cases in which states or the federal government invoked the ASA, and generally courts have strictly interpreted the statutory language. We cannot in retrospect over the past 25 years tell how many searches and recoveries, or how valuable they might have been, have simply not been undertaken because of the ASA. Surely the ASA, like the UNESCO treaty, is not furthering the goal of treasure salvage law to encourage salvage operations that will return lost property to economic use.

Conclusion

Science and technology have opened up the world of treasure salvage to persons willing to take the economic and physical risks involved in searching for and recovering abandoned shipwrecks and sunken treasure. The law has developed through the courts to encourage this process. Meanwhile, treaties and legislation have been adopted that will discourage this good conduct, possibly leaving great wealth and knowledge that could be gleaned from recovered shipwrecks, treasure, and artifacts to become completely lost to the ages.

Photo: PPM News Service

SCANIA
Extends High-Speed Marine Engine Range

New High-Speed SCANIA Marine Engine Range with Outputs from 294 to 735 kW (400 to 1,000 hp)

Edited by Joseph Keefe

SCANIA is a tradition rich, 120-year old Swedish industrial company which traces its marine roots all the way back to 1902, when it produced its first engines for marine applications. Today, it is a company comprised of 37,500 employees and boasting an annual turnover of 87.7 billions SEK (13 billion US$).

The firm emanates from two companies, the first of which (VABIS) was established in 1891 and eventually produced bicycles, railway coaches and horse buggies. Later, its output included motor cars and trucks. The second enterprise (Maskinsfabriks Aktiebolaget Scania) produced boxcars for the Swedish State Railway in addition to rolled steel products. Production of motor cars began in 1901, and of trucks in 1903. Eventually, both firms merged in 1911 into Scania-Vabis, and since 1989, operates under the name of SCANIA. Although represented globally in about 100 countries, research and development is based in Sweden, whereas production is located in Europe and South America. All of it is rich in maritime tradition. And, that still holds true today.

SCANIA - Marine Engines

Scania's engines for marine applications date all the way back to 1902; where they were initially known for their reliability and low fuel consumption. SCANIA began testing with diesel engines in 1927, with series production of their own diesel engines starting in 1936. The initial entry was a 6-cylinder pre-chamber diesel engine with seven main bearings and an output of 120 HP (88,8 kW). Those engines were primarily installed on inland navigation vessels, coasters, seagoing ships, passenger and port authority ships, lifeboats and trawlers, too. Today's product range at SCANIA with the 13-litre engine at 323 kW and ends with the 16-litre engine with 736 kW (1.000 HP). The speed range of both the engines is between 1,500 and 2,300 rpm. For Yanmar, SCANIA also produces engines with outputs of up to 660 kW, primarily

ABOVE: Lifeboat GAD RAUSING: length 20m, max speed 31 kn, two waterjet drives of Rolls Royce and two main drives DI16-Scania Engines.

intended for pleasure craft. One thing that hasn't changed over the years is SCANIA's engine philosophy that is characterized by time-honored fundamentals that include a high percentage of common parts between the two series, high reliability, longevity, low fuel consumption and – of course – featuring low emissions.

The amount of common parts – or the so-called SCANIA module concept – includes, but is not limited to, pistons, cylinder liners, cylinder heads, gaskets, filters and unit-pump elements at the injection technology. The engines fulfill all existing worldwide current emission legislations. Each product intended for a marine application, passes a series of stringent tests which can run from 4 hours to 2 days. The company supplies the complete drive-line for ship propulsion – engine, transmission, instruments – from one source. Couplings, shafts and propellers are assembled from chosen, strategic partners.

13 and 16-litre engines for propulsion and auxiliary

Scania's engine range illustrates the essence of maximum up-time, proven reliability and outstanding operating economy. Built into the compact and powerful package is Scania's modular product system, which simplifies servicing and parts management, facilitates individual specifications, as well as expediting volume production. Power in the new in-line DI13 is available from 294 to 551 kW at speeds of 1,800 to 2,300 rpm for main-drives and outputs from 323 to 426 kW with speeds of 1,500 to 1,800 rpm's for on-board gensets.

Scania Introduces its new DI16 Marine Diesel Engine

First showcased at this year's Seawork Show in the United Kingdom, the new DI 16 diesel engine was especially developed for applications in workboats, patrol craft and yachts, too. With this entry, Scania hopes to consolidate its position in the marine market segment. The turbocharged and aftercooled engine is available as 8-cylinder, in V-90 degrees configuration. With 130 mm bore and 154 mm stroke, it features a displacement of 2.04 litres per cylinder. With the total displacement of 16.32 litres (a displacement increase of around 5% compared to the former DI 16 marine drive), the engine is capable of developing an output of 735 kW (1,000 HP). With a nod towards this impressive power increase, Robert Sobocki, Scania Vice President Engines, told ***MarineNews,*** "We are now highly competitive with engines well above 16-litres." Indeed, the torque ratings of up to 3.340 Nm are particularly high for this output class, ensuring robust performance even at low revolutions, while allowing operations at favorable revolutions in all conditions, including heavy seas and high loads.

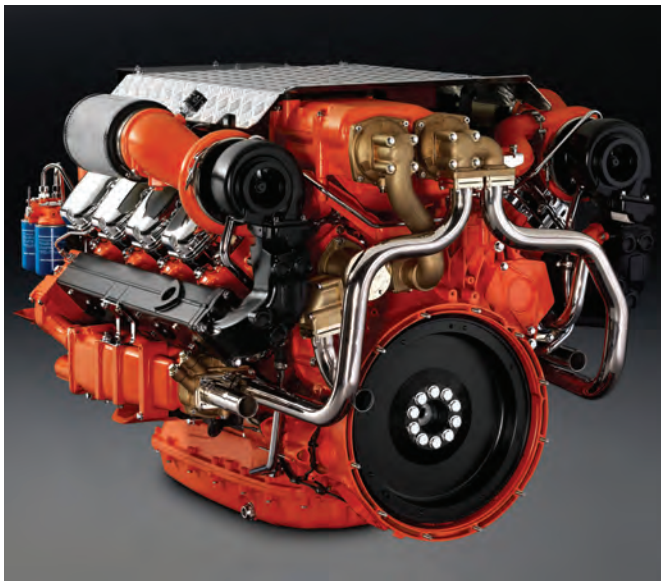


Photo: Scania

Built to last: The new DI16 features an impressive max torque of 3.340 Nm at 2.000 rpm.

Individual cylinder heads with 4 valves per cylinder promote both easy maintenance and fuel economy. According to Scania, this new DI 16 engine meets the emission standards of IMO II, EU Stage IIIA and US Tier 2. The engine is equipped with a Scania developed Engine Management System (EMS) in order to ensure the control of all aspects related to engine performance. Beyond this, the injection system is based upon electronically controlled PDE unit injectors that emit low exhaust emissions, good fuel economy and high torque even at low revolutions.

Summing Up a Winning Marine Propulsion Story

According to Scania, their newest marine marine entry is a compact engine with easy connections to auxiliaries, all specifically designed for easy access and servicing. Scania's V8 engine traditionally meets all of these requirements thanks in part to itscompact vee-design, which reduces the overall length of the unit. Ancillaries can therefore be efficiently accommodated inside the 'footprint' of the engine.

Scania's-Saver ring, placed at the top of each cylinder liner, reduces carbon deposits on the edge of the piston crown and reduces cylinder liner wear. Hence, and despite higher performance and tighter emissions regulations, Scania has nevertheless been able to raise maintenance and oil-change intervals to 500 hours. The new DI 16 diesel engine arguably has all the bases covered, especially for traditional workboat applications. New ideas continue to evolve from this 120-year old firm. And, given today's onerous regulatory and tricky commercial environments, that's not a moment too soon.

Push Is On To Declutter Gulf of Idle Iron

By Susan Buchanan

Nearly two years ago, the Obama Administration tightened rules for removing "idle iron" – old oil platforms and pipelines – and on plugging unused wells in the Gulf of Mexico. That September 2010 move was part of a federal crackdown on deepwater oil and gas operations following the 2010 BP spill. Since then, heavy-lift companies have continued to rid the Gulf of unused structures and other firms have positioned themselves for that work.

Under the 2010 rules, wells that hadn't been used for five years were to be abandoned or "zonally isolated" within three years after Oct. 15, 2010. If wells were zonally isolated, operators had two additional years to abandon them. Platforms and supporting infrastructure that were idle for five years or more were to be removed within five years from mid-October 2010.

Bisso Prevails In Gulf Decommissioning

At Bisso Marine in Houston and New Orleans, W. A. "Beau" Bisso, IV, President, CEO and fifth-generation leader, said "we're the only company in the U.S. that actively performs offshore oilfield decommissioning and platform-removal services, along with typical, offshore and inland marine salvage. We're an industry leader in both service lines."

"None of our salvage counterparts participate in these oilfield service areas," he said. "They don't have the equipment or expertise. We perform marine construction and pipelaying services, including oilfield decommissioning as well as traditional marine salvage. Our fleet of derrick barges, laybarges, and dive support vessels are used to install and decommission oil and gas infrastructure, to lay and remove pipelines and salvage vessels."

Bisso completed 50 decommissioning projects in the Gulf in 2011. "As of today, we have over 80 to perform in 2012 alone," Bisso said in late July. "And there are a few more 2012 decommissioning projects that we're currently bidding."

Industry members said Houma, La.-based Manson Gulf, LLC, a subsidiary of Manson Construction Co. in Seattle, is also skilled at removing oil structures from the Gulf. Manson declined an interview for this article but its website shows removal work, and says the company's "large fleet of floating derricks provides a wide range of lift capacities."

ABOVE: The VB 10000 lift vessel is rated at 7,500 tons and has lifted 4,000 tons in a single operation.

Versabar's Heavy-Lifter VB 10000 Removes Platforms

Versabar, based in Houston and New Orleans, uses its VB 10000 for topside decommissioning, jacket removal and underwater debris removal. "The lift vessel is rated at 7,500 tons and has lifted 4,000 tons in a single operation," said Tom Cheatum, sales and marketing manager at Versabar. The company adopted the design from its VB 4000 or Bottom Feeder, increasing its size in response to demand. "The VB 4000 was lifting downed platforms and retrieving equipment off the bottom of the ocean floor after hurricanes, and the marketplace required a larger system," he said.

The VB 10000 can save time in rig removal. "The value of the VB 10000 is it's safer and reduces the length of offshore exposure so a client isn't out there as long," Cheatum said. Launched in October 2010, "the cost to build the VB 10000 was in the 100-million-dollar range," he said. In 2011, Versabar introduced "The Claw," a lifting device used with the VB 10,000 to reduce diving exposure.

"We've removed platforms for many major operators and many independents with the VB 10000 and the VB 4000," Cheatum said. "The Claw has been used on several offshore projects. The cost of removal depends on size and other factors and whether an operator has several platforms in a long campaign of work."

Resolve Marine's 1,000-Ton Crane Derrick Barge

At Fort Lauderdale-based Resolve Marine Group, president and founder Joe Farrell said the company is equipped and staffed for decommissioning work and has done a few removals. "We've got a variety of multi-task vessels and equipment that can be used for platform, pipeline removals and salvage, such as anchor handling and other ocean tugs." he said.

Farrell continued "we have a number of heavy lift crane barges, and we're outfitting a 1,000-ton crane derrick barge." The 300' x 100' x 20' high barge for the 1,000-ton derrick was launched last month, and an A frame should be mounted on it by the beginning of next year. Farrell said "we have large deck barges and divers who can cut platforms and pipeline. Our company prides itself on having all necessary resources in house." He added, "Operationally, U.S. waters and most vessel operators are much safer today and the salvage industry here isn't as busy as we once were. Equipment is available. Consequently, this is a good time to do removal work and the industry has become more competitive in their pricing."

TITAN Salvage Focuses On Emergencies Rather Than Decommissions

Florida-based TITAN Salvage, a subsidiary of Crowley

Courtesy Resolve Marine

The salvage operation of the offshore tug La Marie in the Gulf of Mexico. It hit a submerged oil platform that had been damaged in a hurricane and sank 30 miles off Sabine Pass, TX. Inset Photo: Resolve's Joe Farrell.

Maritime Corp., specializes in salvage and wreck removal. The company rescues oil industry equipment. Greg Detiveaux, vice president of business development at Crowley's solutions group, said "It's important to distinguish between salvage and decommissioning. Decommissioning a rig or platform is a planned event, known well in advance as there is a government obligation to decommission the platform within five years of no longer producing." A platform is removed after it isn't economically viable. "Therefore, decommissioning is really all about the lowest-cost solution to removal," he said.

Detiveaux continued, saying "salvage, however, is unplanned and much more costly. An oil platform might be lying on its side with pipelines tangled or severed. The removal or recovery is much more technically challenging and costly."

Todd Busch, Crowley Maritime Corp. senior vice president and general manager of technical services, said "the trend in decommissioning today is to contract the work for a lump sum, a fixed price. We're not focusing on that segment of the market at this time." Busch said "our salvage company focuses mainly on salvage, wreck removal and maritime emergency-response operations. We provide salvage services to vessels, rig platforms and pipelines during emergencies."

Crowley has tugs and barges that can be used during platform recovery. "When a vessel or platform requires salvage services, we provide salvage masters, naval architects or marine engineers to stabilize the vessel," Busch said. "This can become critical after a casualty, hurricane and other weather event. In this case, after the weather's gone through, a platform might be capsized or submerged, or a pipeline might be damaged. Salvage services may be required at that time."

Detiveaux meanwhile says that heavy-lift companies with derrick barges of the size matched to platform

sizes for the shallow water Gulf of Mexico will likely dominate the decommissioning market. The heavy-lift companies have become more vertically integrated and own the assets or companies needed for other services that are used in conjunction with decommissioning--such as plug and abandonment, demolition and casing cutting.

In February 2009, TITAN removed the cargo from and refloated a grounded tanker, the Yasa Golden Dardanelles, off the coast of Galveston, Texas within 44 hours of the first incident report.

Busch said "after Katrina we salvaged over 100 vessels of all types--ships, platforms, tugs and barges. Some of them had drifted inland over a mile from water." And TITAN was contracted by Costa Cruises in May of this year to salvage the wrecked ship Costa Concordia, off the coast of Italy. Work began in late May and could take twelve months.

D&L Salvage Sells Scrap from Offshore Equipment

In Franklin, La., Andre Franques of D&L Salvage & Marine Services said "over the past 12 years, D&L has salvaged many abandoned, state-water pipelines and oil platforms--which may consist of slabs, wooden piles, center-pile or four-pile steel structures, decks and jackets. We collect scrap steel and other metals from old pipelines and equipment for our scrap division. We complete the removal work and give the client a clean bill of health."

Some of the decks, jackets and pipelines are cut up, processed and sold for scrap metal, Franques said. Copper, iron ore used in steel and other industrial metals are more expensive than they used to be. "You only have a certain amount of these metals left in the world so it's important to recycle them," he said. "Buyers pay high prices for pieces of steel pipeline cut in little squares."

Permitting Bureaucracy Has Grown

"Under the Obama Administration, the push to remove idle iron from the Gulf has been more aggressive," Bisso said. "Our company has always performed offshore oilfield decommissioning work but the processes our customers must go through are different in the Post-Macondo world. There is more federal bureaucracy now."

Every offshore activity requires some type of government permit, Bisso said. "There isn't an all-encompassing permit for decommissioning. Oil and gas operators in federal waters apply for all permits for every, specific required service." The permitting process takes longer now because it's quite detailed and specific, and Bureau of Safety & Environment Enforcement or BSEE is still being staffed, Bisso said. The former BOEMRE, part of the U.S. Dept of the Interior, broke into BSEE and BOEM or Bureau of Ocean Energy Management last October.

Under federal rules, decommissioning applications for platforms and structures are approved within BSEE's regional field operations. Environmental review work is done by BOEM and coordinated through BSEE's environmental enforcement group. Idle iron plans for wells are monitored through BSEE's district field operations. Applications for permits to modify wells are reviewed and approved by BSEE's district offices.

According to BSEE, decommissioning is the process of ending oil and gas operations and returning the lease or pipeline right-of-way to a condition specified by federal regulations. Obsolete structures must be removed. To prevent the release of hydrocarbons into the water and air, wells are plugged and cut below the mud line, and pipelines are either removed or are cleaned and prepared for decommissioning in place.

BSEE orders a well permanently plugged if it poses a hazard to safety or the environment; or if it isn't useful in lease operations and isn't capable of production "in paying quantities." A well must be permanently plugged within a year after its lease terminates.

From October 2010 through June 2012, 1,392 Gulf wells were permanently plugged and abandoned by operators under federal regulations, and 806 were temporarily plugged and abandoned, according to BSEE last month. And, BSEE encourages the reuse of obsolete offshore structures for reefs for fish as long as they don't hamper mineral development and other Outer Continental Shelf use.

Qualifying For Offshore Contracts

Salvage companies must meet certain criteria to work in the Gulf of Mexico, Bisso said. Significant salvage and salvage-related companies in North America belong to the American Salvage Association. Many ASA members are strictly inland however, and aren't active in the Gulf of Mexico.

Offshore contractors are represented by the National Ocean Industries Association, Offshore Marine Service Association and the Association of Diving Contractors International. Most offshore contractors are members of all three organizations, Bisso said. Additionally, all offshore service contractors are required to be members of the ISNetworld. "If they aren't a member of ISNetworld, they do not work in the Gulf of Mexico for any oil companies performing oilfield work or any form of salvage," he said.

ISNetworld is a global, online contractor database, managed by ISN, collecting safety, procurement and regulatory information for more than 42,000 contractors and 250 company owners. Company information is self reported. For more about the database, visit www.isn.com.

ISNetworld is the primary vetting services, verifying that offshore contractors meet federal safety standards. "Most salvage companies do not meet ISNetworld standards and as such are not eligible to work in the GOM for oil companies," Bisso said.

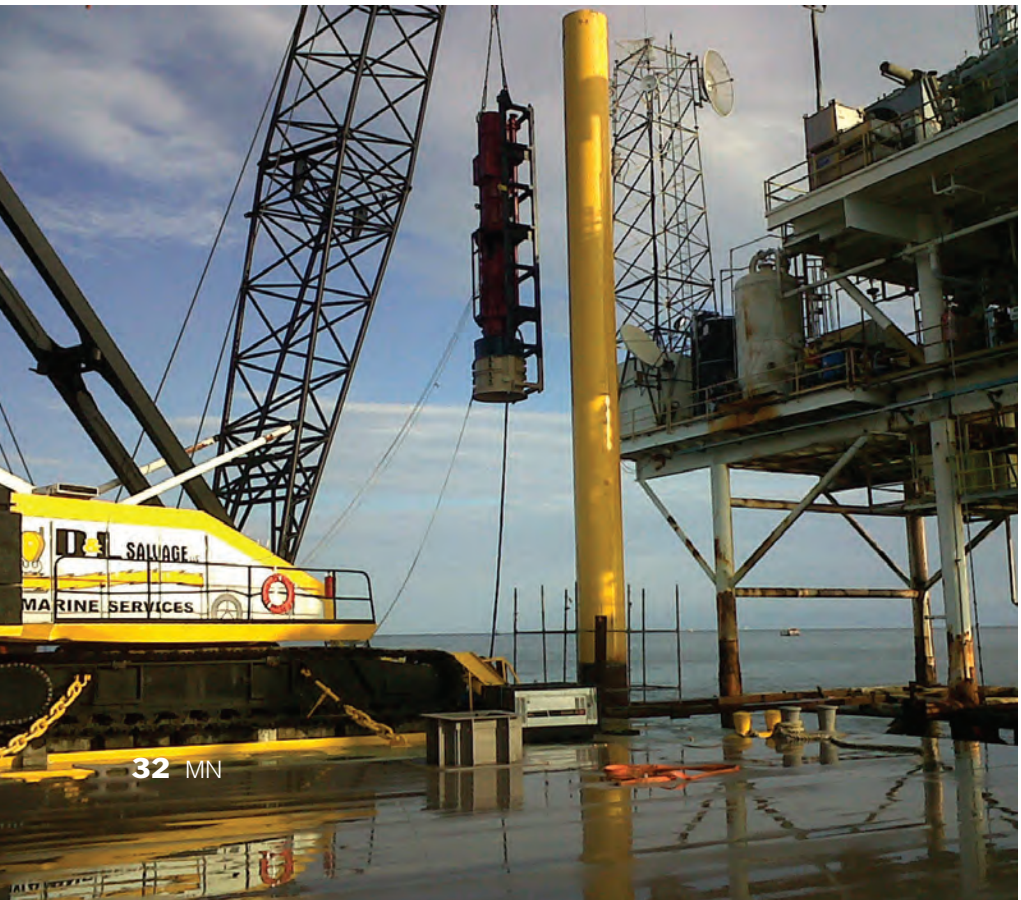
Drug Intervention Services of America or DISA is another service that vets offshore contractors' safety and drug testing programs. Contractors are required to use that service, Bisso said. DISA gathers the data and reports the findings to oil companies, who then use it to verify compliance. As for vessels, Bisso said Gulf of Mexico decommissioning contractors and salvage companies work every day using both U.S. and non-U.S. built assets where legally allowed. "U.S. and non-U.S. flagged vessels legally perform a multitude of services in the Gulf," he said.

Caring For the Gulf: Like Doing Yard Work

Within offshore field developments, some wells become idle while other continue to produce. Few offshore wells produce continuously, however. Adverse weather, maintenance, production problems and declining energy prices can affect output. Wells that stop producing may be used at a later time to explore a formation.

Nonetheless, "a couple thousand platforms in the Gulf that are no longer in operation need to come out soon," Farrell said. "It's dangerous having them just melting away. In the past, we've had a few, significant salvage projects

Gulf of Mexico Salvage work in progress.



"It's important to distinguish between salvage and decommissioning. Decommissioning a rig or platform is a planned event, known well in advance as there is a government obligation to decommission the platform within five years of no longer producing ... Therefore, decommissioning is really all about the lowest-cost solution to removal."

– Greg Detiveaux, VP of business development at Crowley's solutions group

from vessels that allided with or struck submerged oil-platform legs."

Andre Franques said many removals are needed, particularly in Louisiana. "BSEE has worked with oil and gas producers and Louisiana's Dept. of Wildlife and Fisheries, which manages a rigs-to-reef program. Oil and gas companies take advantage of it for its cost savings and other benefits. They leave the jackets in the water to be used for reef for fish." Oil companies and a number of environmentalists support reef programs but only a fraction of the Gulf's discarded rigs have been reefed so far.

Franques insists, "In the past, oil companies could get away with leaving structures in the Gulf or could stretch out their removal costs for long periods of time. There was little accountability for abandoned structures. Obama has tried to clean that up. You don't leave junk to accumulate in your front yard at home and you don't want to leave in the Gulf either."

The BP spill changed the rules and heightened awareness about safety but didn't crush the spirit of those working on the coast. "I'm optimistic about Gulf oil and gas but it will have to adapt as activity and emphasis moves from shallow to deeper water," Bisso said. "That shift will take time. Even the newest deepwater leases sold in the most recent lease sale will take 10 to 15 years to develop." And that means that the offshore Gulf will continue to support local economies and provide meaningful jobs for qualified operators. It's a good news story for everyone.

Emerging Marine Technologies

For more than fifty years, progress and improvements on the waterfront (and out to sea) were measured primarily by increases in deadweight tonnage, length overall, depth and beam of commercial vessels. Today, a new metric is in place: technology has made it to the maritime world in a big way. In this edition, we provide a sample of some of the more interesting, and potentially game-changing technologies now in the pipeline for shipyards, boat operators and the mariners at the heart of it all.

Volvo Penta Creates the Future Helm Stations

Is this the future "driving" evironment for Workboats: Ergonomical, with the latest technology, easily accessible for the driver. Volvo Penta's vision is to offer complete helm stations with the same user-friendliness as a car or a truck.

Car drivers start their engines, electrical systems and instruments with the single push of a button. In the boating world it's not quite that simple – yet. Volvo Penta has started development work for integrated, modularized and more user-friendly helm stations for the boats of tomorrow, presenting the first outlines of how these helm stations will be designed in the future. Ergonomics and field of vision are two areas of the helm station where Volvo Penta has identified a great potential for improvement, and for this work Volvo Penta employs the advanced know-how that is available within other businesses in the Volvo Group; Trucks, Construction Equipment and Buses. Volvo Penta's vision for the future is to deliver complete and ergonomically optimized modules where the boat's propulsion system is fully integrated with the navigation and communication instruments and all other electrical equipment on board. An important part of the development towards increased integration between engine and instruments, this year's product include Joystick Driving. The release date of Volvo Penta's future helm station has not yet been determined.

Navis Showcases New STCS 4000

Navis Engineering Oy has introduced a multipurpose integrated steering and thruster control system. STCS4000, based on digital technology, has already been delivered to two AHTS hulls under the supervision of Lloyd's Register and to a pilot boat at Pella Shipyard in St Petersburg. The system is designed to control the engine start and stop functions, to indicate the status of drive and power supplies and provide visual and audio alarms on supply failures, oil levels, drive overloads and other emergency situations. STCS4000 offers an absolutely new approach to information display in 'lower level' control systems and, with flexible configuration, simple network architecture, it is the most compact and functional of its type in the industry. All the system devices are interconnected by CAN. Based on the priority display of alarms and information, the system makes it possible to fit more than 20 messages within the boundaries of the main panel screen, thereby making it multipurpose while keeping its dimensions to a minimum. STCS4000 has a colour display with a 130° viewing angle and anti-glare surface and uses a radical new type of combined indicator for the required/true rudder position display. The indicator incorporates a unique system of emergency transfer of pointers to an unseen dial area, in case acceptance limits are exceeded or indicator power failure occurs.

Raymarine's a-Series Multifunction Displays

Raymarine has launched its new a-Series line of multifunction navigation displays. The new a-Series bring the performance and simplicity of Raymarine multifunction navigation into a sleek, compact, and full featured touchscreen display. Engineered to perform on boats below 30 ft. the new a-Series are rugged multifunction displays designed for tight spaces. The touch screen design and low profile bezel gives every helm a clean, and integrated appearance, while the supplied mounting bracket offers convenient mounting virtually anywhere at the helm. Keeping with Raymarine's high standard for sunlight visibility, the new a-Series is equipped with a super bright LED backlit display that is optically bonded for sharp color and contrast in the brightest sunlight. The displays offer users simple and quick access to navigation applications like GPS, sonar, radar and much more. The new a-Series utilize Raymarine's intuitive LightHouse user interface. With a-Series and LightHouse, boaters are greeted with an easy-to-use home screen of applications, making learning and operating a-Series MFDs fast and easy. The new a-Series consists of two models that are ready to navigate right out of the box. Both models include a 50 channel internal GPS and Navionics Silver cartography on microSD. All a-Series displays offer extensive add-on options, including Raymarine's RCU-3 Bluetooth steering wheel remote. The simple 3 button RCU-3 puts you command of a-Series without letting go of the wheel. The compact RCU-3 can also be used as handheld remote using the supplied lanyard. Each a-Series display features a fast Raynet Ethernet port for connecting up to 6 Raymarine MFDs, making a-Series the perfect choice for a small boat network or part of a larger Raymarine system. The Raynet port also enables connection to Raymarine Digital, HD Color, and Super HD Color radar systems, giving boaters the option for a compact and affordable high performance radar system. An optional SIRIUSXM receiver enables both SIRIUS marine weather overlays and SIRIUSXM satellite radio audio control. A-Series displays also connect with NMEA2000 and Raymarine SeaTalkng networks, giving boaters the ability to integrate AIS, autopilots and engine instruments. Taking advantage of engine fuel data, the new a-Series offer a fuel manager, allowing captains to monitor fuel consumption and time-to-empty calculations. In addition, the a-Series chartplotter application provides a fuel range ring overlaid on the navigation chart, allowing captains to visualize their maximum fuel range.

Making Way: *Smoothly and Cleanly*

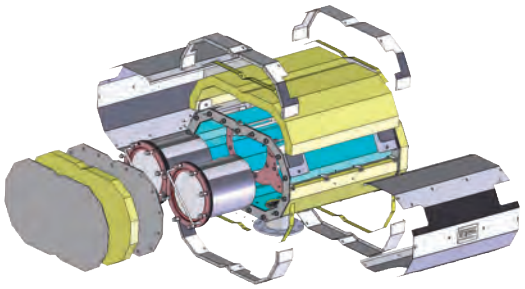
There are today few certainties in the world of maritime commerce. One of these involves knowing that the advent of ECA's and emission standards means that you need to manage fuel and lube oils better. While sourcing Low Sulfur IFO may not, for the time being, be a particularly big problem, deciding which cylinder oil to use - especially in view of new sulfur restrictions and the lower lubricity inherent in low sulfur fuels – is another thing altogether. So is the issue of reducing your environmental footprint and at the same time, protecting your equipment investment from sub-standard fuels. New solutions abound for all of these sticky problems.

Shell Launches Breakthrough Engine Oil

In July, Shell launched Shell Alexia S4, something it characterizes as its "most innovative marine engine oil in a generation." Unlike conventional cylinder oils, says Shell, it can be used across a wide range of vessel and engine types, fuel specifications, loads and climates– from the Antarctic to the Amazon to the Suez Canal. Also according to Shell, vessels would no longer need to carry multiple oils because Shell Alexia S4 works at any vessel speed, including slow and ultra slow– especially important to modern ships that have to vary speeds to reduce fuel consumption and meet strict timetables.

The new formulation, featuring a combination of additives, went through testing at Shell's Marine and Power Innovation Center. Shell reports that testing with laboratory engines under simulated slow steaming conditions demonstrated up to a 20% improvement in overall engine wear, compared to Shell's existing cylinder oil and out-performed all other oils tested. It was also extensively tested during more than 25,000 hours of field trials, by customers and the original engine manufacturers MAN and Wärtsilä. It proved its ability to protect engines running on distillates and residual fuels containing 0.2% to 3.75% sulfur content in a range of locations and climates. With technical support and a switch to Alexia S4, one trial showed a 33% reduction in oil feedrate.

Exhaust Treatment Removes Soot & Particulate Matter

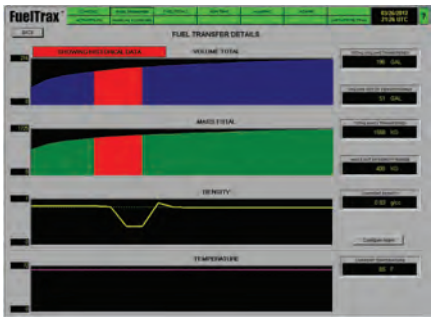


The DECS mounting kit ensures ease of installation and maintenance.

Northern Lights, Inc. recently announced a solution for the removal of soot and particulate matter often associated with diesel powered equipment. Its DECS, or Diesel Exhaust Cleaning System, removes particulates as they are emitted. Exhaust gas is routed through a catalytically coated ceramic filter. Soot is trapped and the filter is kept free of restrictions. DECS uses a passive regeneration process. Unlike "active" systems that require additional equipment and regeneration time, the Northern Lights generator set functions as normal while particulate matter is

continually burned off using the heat emitted by the engine's own exhaust. The soot burns away and transforms into harmless CO2. DECS is CARB Level 3 verified and NO2 compliant, and is engineered to best fit virtually any engine room configuration. A monitoring system records critical engine information while meeting or exceeding classification society requirements.

Bad Fuel? No Problem

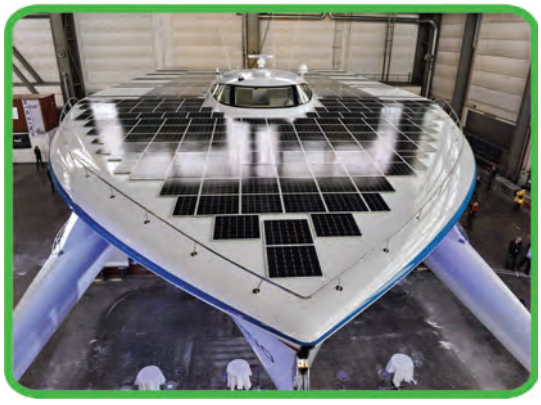


The' latest version of its FuelTrax Marine Fuel Management system from Nautical Control Solutions, LP (NCS) includes the ability to measure and monitor fuel density as it is pumped on a vessel. The patented system identifies operating inefficiencies on a vessel and fleets, gathering a broad range of fuel related information that allows crew and management to pinpoint problem areas and inefficiencies. The latest version of FuelTrax gathers and displays the mass, volume, temperature, and density of a fuel as it is being received. The fluid's density is measured, recorded, and presented live in a moving graph on the FuelTrax main console. If a predefined amount of out of density range fuel is measured, a visual alarm is presented to the captain or chief engineer. An optional siren and strobe light is available for placement in the engine room. The system works with any type of marine fuel. Contaminated fuel can be identified early in the bunker operation, eliminating unnecessary filter changes, tank cleaning and in a worst case scenario - damage to engines.

High-Performance,
Vessel Interdiction Craft Introduced

Ocean Craft Marine has unveiled a new high-performance Vessel Interdiction and Boarding-Team Delivery Craft (VI-BTD). These unique high-performance boats were specially designed for elite law-enforcement and military mariners. Ocean Craft Marine partnered with the design team at Professional Components Ltd., makers of Shockwave Seats, to highly customize and adapt a three-axis, and fully shock-mitigated operator console known as the Integrated Control Environment or ICE2. The latest 9900 Series fully integrated wireless crew-communications system was specially adapted by the David Clark Company along with an M-Series thermal imaging camera from FLIR Systems, Inc. The 9.5M VI-BTD with its completely blacked-out visual appearance, quiet, twin 300HP Mercury Verado supercharged engines and a shock-mitigated console with both a low-profile and oblique angled leading edge make for a stealthy and agile package on the water. With four integrated hoisting hard-points, the boat is ready for shipboard launch and recovery as well as transportation by rotary wing aircraft.

Solely Solar:
Circumnavigates Globe on Solar Power



Tûranor PlanetSolar, the world's largest solar-powered catamaran designed by Craig Loomes from New Zealand and built in Kiel, Germany at Knierim Yachtbau, completed the world's first solar-powered global circumnavigation.

Raphaël Domjan conceived PlanetSolar to showcase the viability of sustainable shipping. More than 500 sq. m. of photovoltaic (PV) panels and 11 tons of batteries (with chassis), including 388V lithium ion (NCA) battery, propelled PlanetSolar 37,296 miles. Averaging 7.5 knots, PlanetSolar's crew tweeted the ship's location daily during the voyage except while in the Gulf of Aden where hijackings are common.

Supporting the multi-hull ship were three WAGO 758 Series IPCs and electrical components. IPCs combine the strength, reliability and modularity of automation controllers with the flexibility and intelligence of a PC. WAGO's IPCs controlled charging for PlanetSolar's three batteries and 10 Drivetek Maximum Power Pick Trackers (MPPT) via 13 CAN buscouplers.

High-end DC/DC converters improved the PV panels' solar absorption — vital for the fixed, deck-mounted PV panels. This bolstered safety as Tûranor had no fuel-powered backups for steering/propulsion.

WAGO's components feature vibration- and thermal cycling-resistant, gas-tight connections for reliability in harsh environments.

Engineers optimized not only the energy collection and stocking but also the aerodynamics, the ship's propulsion and the choice of materials. The light carbon structure of this vessel with electric motorization is extremely durable. PlanetSolar is the biggest solar ship in the world. 537 sq. m. of photovoltaic panel power six blocks of lithium-ion battery.

Length with flaps: 35m	**Draft: 1,55m**	**Crew: 4 persons**
Width with flaps: 23m	**Weight: 95t**	**PV panel efficiency: 18.8 %**
Height: 6,10m	**PV power: 93.5 kW (127.0 HP)**	**Autonomy: never-ending solar**

SAFE Boats Wins Coast Guard Boat-Over the Horizon-IV contract

SAFE Boats International (SAFE) was recently selected to build the U.S. Coast Guard's new Cutter Boat-Over the Horizon-IV (CB-OTH-IV). The contract calls for up to 101 boats procured over seven years. The CB-OTH-IV will act as a multi-mission, cutter-launched law enforcement vessel and the Coast Guard will begin taking delivery in early 2013. At 26-ft. in length, the CB-OTH-IV is capable of speeds in excess of 40 knots and is based off of the SAFE 250 Center Console. It seats five crew members and features a 480 hp inboard diesel engine with a water jet, encrypted communications equipment, a state-of-the-art navigation system with a custom radar arch, a forward-facing weapons mount as well as SAFE's patented hull design, XDR Collar system and mountable ballistic protection. The mission of the CB-OTH-IV is to operate as a sub-unit to a parent National Security Cutter where it will be launched from and recovered. It will provide law enforcement to ports, waterways and coastal security, conduct search and rescue missions, perform drug and alien migrant interdiction operations, provide port security escorts and serve as a high-speed transport for boarding teams.

Wärtsilä to Power Six Pipe Laying Vessels

Wärtsilä power and positioning systems have been selected for ships being built for use by Brazilian energy giant Petrobras. Wärtsilä will supply integrated power solutions to six new offshore Pipe Laying Vessels (PLVs) being built for operation in Brazilian waters. The PLVs will be operating from offshore oil rigs to the mainland and will be built by three different companies at yards in the Netherlands, Brazil and South Korea. Wärtsilä solutions include design, main engines, and propellers and will be delivered during the fourth quarter of 2012 and the first quarter of 2013. The first vessels are scheduled to be launched in 2014, with all six to be fully operable before the end of 2015. **Detailed scope of supply:**

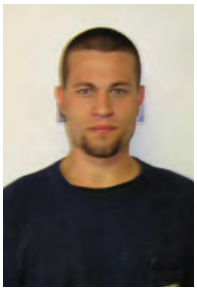
The Wärtsilä 32 engine employs the latest fuel combustion technology and features high efficiency, fewer emissions, proven reliability, uncomplicated maintenance routines, and extended intervals between maintenance.

The two PLVs to be built for a France-based joint venture between Technip and Odebrecht Oleo & Gas (OOG) at the Daewoo Shipbuilding & Marine Engineering (DSME) yard in South Korea, will utilize a Wärtsilä Ship Design (WSD) VS4146 design. For each of these vessels, Wärtsilä will also supply three Wärtsilä Modular Thrusters (LMT), two retractable thrusters, and two tunnel thrusters (TT).

For the 550 ton PLV ordered by Subsea7, a London, U.K. based company, that is to be designed and built by IHC Merwede, Wärtsilä will supply six Wärtsilä 32 in-line engines, three Wärtsilä Modular Thrusters, two retractable thrusters, and two tunnel thrusters.

For the two 550 ton PLVS that the Malaysian company, Sapura Crest Petroleum Bhd will build at the IHC Merwede shipyard in the Netherlands, Wärtsilä will supply six Wärtsilä 32 in-line engines, three Lips Modular thrusters, two retractable thrusters, and two tunnel thrusters.

For the 300 ton PLV that the same company will build at the OSX Construcao Naval yard in Brazil, Wärtsilä will supply four Wärtsilä 32 in-line engines, three Wärtsilä Compact Thrusters (LCT) for primary propulsion, one retractable thruster, and two tunnel thrusters.


Walsh


Moore


Ward


Watson


Chapman

Bay Diesel Promotes Two

Mike Walsh has been promoted to Sales with the Bay Diesel. A member of the Bay Diesel team for more than four years, he has provided service as Lead Diesel Technician where he was responsible for Big Bore and EMD engine repair. Mandie Moore has been promoted to Service Management. She has been a member of the Bay Diesel family for 6 months.

Mustang Appoints Ward

Mustang Survival has announced that Shannon Ward has been appointed to the role of Director of Recreation & Commercial Business Development. She will work closely with industry veteran and Director of PRO Sales, Mike Grupa, to foster the development of key partnerships within the commercial and industrial communities.

Devin International Names Watson US Sales Manager

Devin International, a division of Greene's Energy Group, has named Danny E. Watson as U.S. Sales Manager. Based in Houston, Watson will manage the North American sales group and will be responsible for business development and overall customer relations for North America.

Weiller Promoted at NY State Canal Corporation

The New York State Thruway Authority appointed Dan Weiller to serve as the Director of Public Affairs for the New York State Thruway Authority and the New York State Canal Corporation. The Thruway Authority operates the 570-mile Thruway and the 524-mile New York State Canal System.

Sonardyne Appoints Chapman

Sonardyne has appointed Mike Chapman, founder of MECCO Inc., to its expanding team of sales agents in the United States. Based in Duvall, Washington, Mike has over 30 years of experience in the marine and oceanographic industries.

Orolia Acquires Boatracs

Orolia, a group specialized in positioning, navigation and GPS timing equipment and systems for critical operations has announced the acquisition of Boatracs Inc., a maritime information solutions provider for the commercial marine industry (fishing vessels, dredgers, tugs, barges, training vessels, rescue boats, oil platform service vessels, etc.). The Boatracs acquisition is part of the group's strategy to move up the value chain by offering more complete business solutions to its customers operating critical infrastructure in remote or harsh environments. Boatracs is a North American company known over 20 years for its reliable communications, tracking and monitoring and innovative software solutions for the workboat and commercial fishing markets. Boatracs is based in San Diego, California, where it employs about twenty people. In fiscal 2011, Boatracs achieved revenues of $5 million. The acquisition of Boatracs was consolidated in July.

BV Launches Wind Farm Service Ships Guidance

International classification society Bureau Veritas has published guidance for designers and builders of Wind Farm Service Ships. BV NI 589 Wind Farms Service Ships is a service notation which covers ships specifically designed to operate in offshore wind farms for transfer of personnel from shore, mother ships or accommodation units to offshore wind farms and perform lifting operations required for wind turbine servicing. The note does not cover vessels built for installation and assembling of wind turbines or heavy maintenance and repair for which transportation of wind turbine main parts is needed. Bureau Veritas' new guidance notation for Wind Farms Service Ships is aimed at maximizing the efficiency of new offshore wind farm service vessels.

TEAM Designs Boarding Bridges for Ferry Terminals

TEAM Ports & Maritime, an ADELTE Group company, has been awarded with a contract from JPC to supply two new Passenger Boarding

Mack Boring Turns 90!

Mack Boring & Parts Co. is celebrating its 90th anniversary in 2012. From its early days as the Newark, NJ area's premier rebuilder of Model-T automobile engines, Mack Boring has grown to become one of the most advanced diesel power engineering, assembly, service and distribution organizations in North America. To help commemorate its milestone, Mack Boring has launched a website dedicated to reflecting on the company's heritage. Headquartered in Union, NJ, Mack Boring distributes marine and industrial diesel engines, marine transmissions and related powertrain products. The company also manufactures its own line of diesel generators, sold under the Global Power Products brand name.

Bridges (PPBs) at Cape May and Lewes Ferry Terminals. TEAM will design, manufacture and install two PBBs to replace the existing PBBs at Cape May and Lewes. With the aim of significantly improving their installations, Delaware River and Bay Authority will modify the two main berths in both terminals. JPC has been contracted to carry out the overall work on the berths where TEAM's PBBs will be operating.

St. Lawrence Cargo Shipments See Modest Rise in June

The St. Lawrence Seaway reported that year-to-date total cargo shipments for the period March 22 to June 30 were 13.2 million metric tons, up 1.3 percent over the same period in 2011. Iron ore and coal used in the steel and construction industries remained the dominant story in tonnage numbers along the St. Lawrence Seaway System. Iron ore shipments through the Seaway rose 34 percent to 1.4 million metric tons in June. Year-to-date figures for iron ore were up 27 percent to 3.8 million metric tons. Coal shipments for power generation and steel production rose to 1.8 million metric tons – a 30 percent hike over 2011. Grain shipments were down for the second straight month due to drought conditions in the U.S. June saw a 16 percent downturn for all grain in 2012 versus the same time last year.

Award Recognizes Cost Savings in Ferry-Construction Program

Delivering value for transportation dollars was among attributes cited in a national award presented to the Washington State Department of Transportation for building three new ferries under budget.

WSDOT won the regional "Under Budget, Large Project" category and was recognized for building three, 64-car, 750-passenger vessels on time and at a savings to taxpayers. WSDOT is now entered into a competition for one of two national awards that carry $10,000 in prizes. This is the fifth time WSDOT has won an award in the America's Transportation Awards competition sponsored by the American Association of State and Highway Transportation Officials. WSF delivered three new ferries as a design-bid-build project in 42 months – exceptionally quick by shipbuilding industry standards – and nearly $7 million under budget.

Klüber Lubrication North America Promotes Bryant

Klüber Lubrication appointed Ben Bryant as marine market manager. Bryant is a graduate of the Massachusetts Maritime Academy and holds a 1,600 ton master's license with experience on oil tankers, offshore supply vessels, tug and barge units, and various small power and sail vessels. Prior to joining Klüber, he worked as an environmental consultant in the oil spill response industry. His primary focus at Klüber is to launch a new portfolio of environmentally acceptable lubricants for the marine industry. Bryant holds a master of marine policy from the University of Rhode Island and a master of business administration from Boston College.

W&O Employee Earns Propeller Club Award

W&O announced that longtime-employee Tammy Emerson, Senior Outside Sales Representative, was recognized as the Propeller Club of Jacksonville's 2011-2012 Maritime Member of the Year. Emerson received this distinction as a result of her commitment to the club and its mission to promote the maritime industry.

PRODUCTS

Chris-Marine Offers Mobile, Containerized Diesel Engine Service

You are never far from professional diesel engine service and trouble shooting. With the new, innovative, mobile and tailor made containerized workshops Chris-Marine offers unlimited global service and maintenance according to engine-makers specifications. Turn-key and flexible workshops, built in 10-, 20- and 40 feet containers are equipped with Chris-Marine and IOP Marine tools in accordance with the customer's needs. When required, skilled Chris-Marine crews are provided and workshops are ready to use when connected to electrical power and compressed air. If power is not available, a diesel-generator and air-compressor set will be provided.

www.chris-marine.com

Patented Heating Blankets for Drums

Powerblanket drum warmers replace conventional band heaters, utilizing patented GreenHeatTM Technology, heaters are more energy and cost-efficient for maintaining viscosity/flow for stored liquids by providing uniform distribution of heat, consuming low levels of energy. Containers can be rapidly and consistently warmed without hot and cold spots common with competitive products. Powerblanket warmers operate from standard 120-volt; certified to UL/CSA/CE safety standards and fit 55-, 30- and 15-gallon drums. An adjustable thermostatic controller allows setting of material temperatures from ambient up to 160°F / 71°C.

www.powerblanket.com

Evonik Cyro's Customized Specialty Acrylic

Evonik Cyro and marine cover fabric manufacturer CY4EZ have developed ACRYLITE Heatstop Resist with UV filtering OP3, a specialty acrylic designed for boat windows blocking 98% of incoming ultraviolet (UV) light and limiting heat penetration. ACRYLITE Heatstop Resist protects boat occupants from the sun's rays and shields materials inside the cabin that otherwise might deteriorate. Boats with windows made from ACRYLITE Heatstop Resist use 20% less energy when cooling the interior because the acrylic limits heat penetration and features the impact resistance and clarity of ACRYLITE Resist acrylic sheets to provide durability and prevent yellowing.

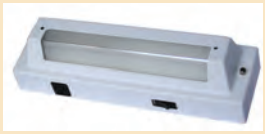
www.4u2sea.com

Mercury Marine Starts Production on 8.2L 2nd Generation

Mercury Marine has started the production of a second-generation 8.2L engine. The engine – an improved version of the 8.2L released by MerCruiser in early 2010 – has been redesigned to enhance user experience. Scheduled to available for purchase by mid-August, it starts with the second-generation 8.2L engine block that is MerCruiser-crafted to be available in sterndrive and inboard configurations. Factory application of options such as DTS (Digital Throttle and Shift), SeaCore, and Axius will be available in the second-generation 8.2L engine. The 8.2L is a quieter engine at cruising speed, easier to maintain and install.

www.mercurymarine.com

Phoenix Products Launches LED Berth & Mirror Light



Phoenix Products Company has launched the LEDBM Series, an LED berth and mirror light fixture designed to replace less energy-efficient fluorescent, below-deck lighting. Ideally suited for marine applications, and backed by a three-year warranty, this fixture is designed to provide years of service with virtually no maintenance. Conformal-coated circuit boards, stainless steel hardware, and corrosion-resistant, low-copper content housing are among the design features that help protect the fixture against water and vibration damage. The premium-brand LEDs are rated for 50,000 hours. The LEDBM is also ETL/cETL certified to UL 1598 and is 1598A Marine Listed.

www.phoenixproducts.com

Fireboy-Xintex Type Approved Fire Detection Systems

The Fireboy-Xintex line of USCG Type Approved Fire Detection Systems for commercial vessels and yachts feature Marine Elite RSM Analog Addressable Fire Alarm Control Panels for hosting up to 256 fire detection devices. These control panels can be expanded and networked with larger systems. Easy to install, the units feature Apollo protocol smoke and heat detectors. Two full SLC loops and leading edge microprocessor based electronics are also standard. The control panels are compatible with the eVIEW Analog Addressable Serial Annunciator. Up to 15 annunciators can be connected to each control panel.

www.fireboy-xintex.com

Port Engineer

Job Location: USA, Norfolk, VA

The U.S. Navy is currently seeking qualified marine engineers to serve as Port Engineers for ships in their Surface Fleet.

Navy Port Engineers act as the owner's representative and serve as the subject matter expert on ship's systems/equipment and are intimately familiar with the operational and maintenance requirements of their assigned ships to ensure their mission readiness.

They are active participants on a Maintenance Team responsible for one or two ships and serve as the Commanding Officer's primary representative for all off ship maintenance and modernization. As their assigned ship's life cycle manager, the Port Engineer is expected to be the most knowledgeable person on the material condition of their ships and are responsible for ensuring their ships safely meet their expected service life. Port Engineers engage with senior Navy leadership, government program offices, sailors in the fleet, and shipyard contractors so effective communication and interpersonal skills are essential.

Travel is minimal and all shipyard availabilities are conducted in the home port. All Port Engineers are encouraged to visit their ships during deployment in order to plan work packages and to get underway with them as their schedule permits.

Candidates must have the following qualifications: possess and maintain SECRET government clearance, bachelor's degree in Engineering, minimum USCG Third Assistant Engineer License, and at least 5 years of sailing experience in the merchant marine or Navy. Prior Port Engineer experience, involvement with ship repair industry, and knowledge of the Navy's current maintenance practices is desirable. Candidates must be physically able to enter confined space (i.e. tanks and voids), climb ladders, and masts aboard their assigned ships while in port or at sea in order to validate maintenance requirements.

To apply please visit: http://www.camber.com/index.php/careers/search-for-careers and use job Code 8306

Human Resources
Camber
6992 Columbia Gateway Dr.
Suite 150
Columbia MD 21046 USA
Email: tmickens@camber.com

Tug Boat Captain

Job Location: USA, Dania

Requirements: Master's License with Master Towing Endorsement.
For inland dredging project. Work performed in daylight hours.

Salary: Negotiable based on experience.

Kevin Gillen
Lucas Marine
3130 SE Slater Street
Stuart FL 34997 USA
Email: info@lmcllc.net
Web: http://www.lmcllc.net

AB Tankerman/ Cargo Mate

Job Location: USA, East and Gulf Coasts

Loading and discharging product on barges ranging in size from 30,000bbls to 250,000bbls
Job Description:
A) Stand Watch and perform deck related duties assigned by the captain.
B) Designated Person-in-Charge of cargo operations
C) Maintains all logs and other associated transfer paperwork
D) Maintains the barge in respect to safety, pollution prevention etc.
E) Ensures that all defects, accidents and near misses are reported
F) Ensures that all preventative maintenance is performed
G) Ensures that all safety/Firefighting equipment is inventoried and regularly maintained according to the safety and firefighting equipment checklist
Qualifications:
Minimum of a AB Tankerman PIC (BARGE)
STCW
TWIC

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PROFESSIONALS

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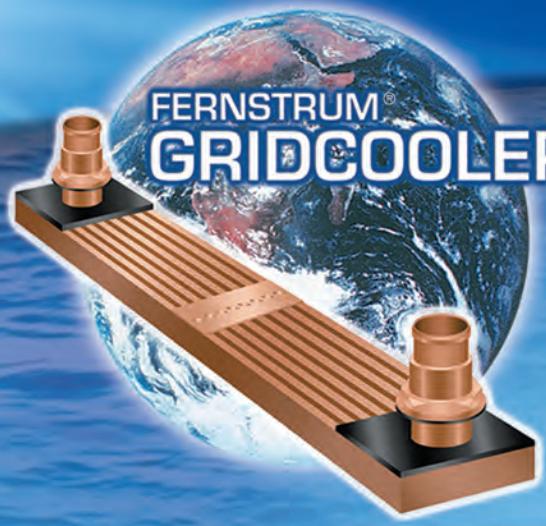

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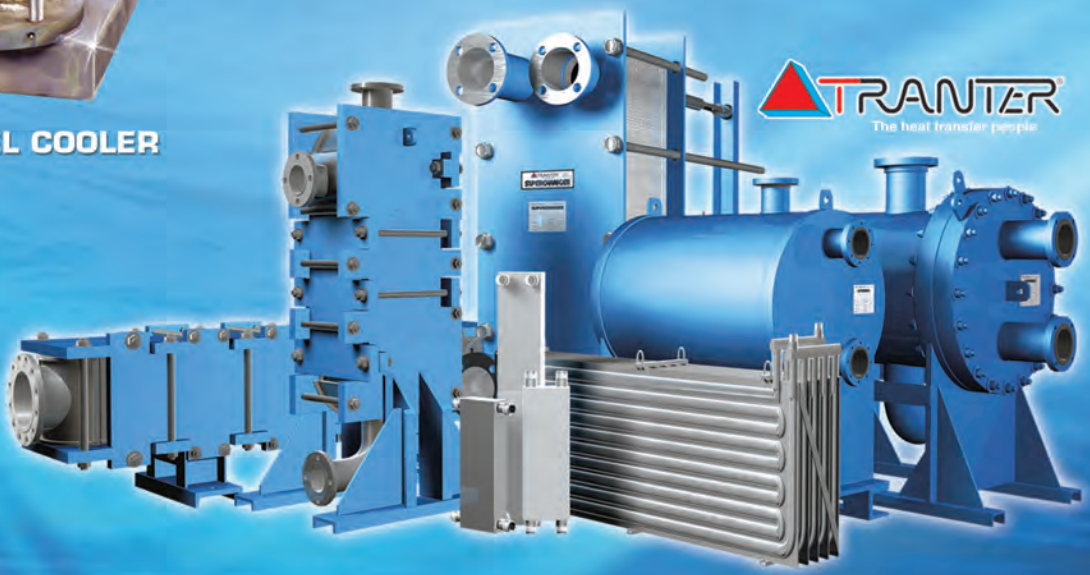

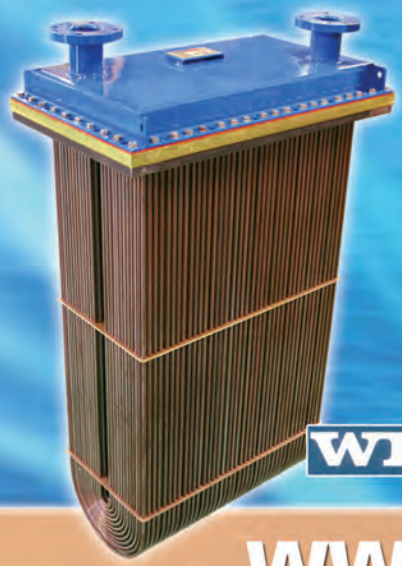

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