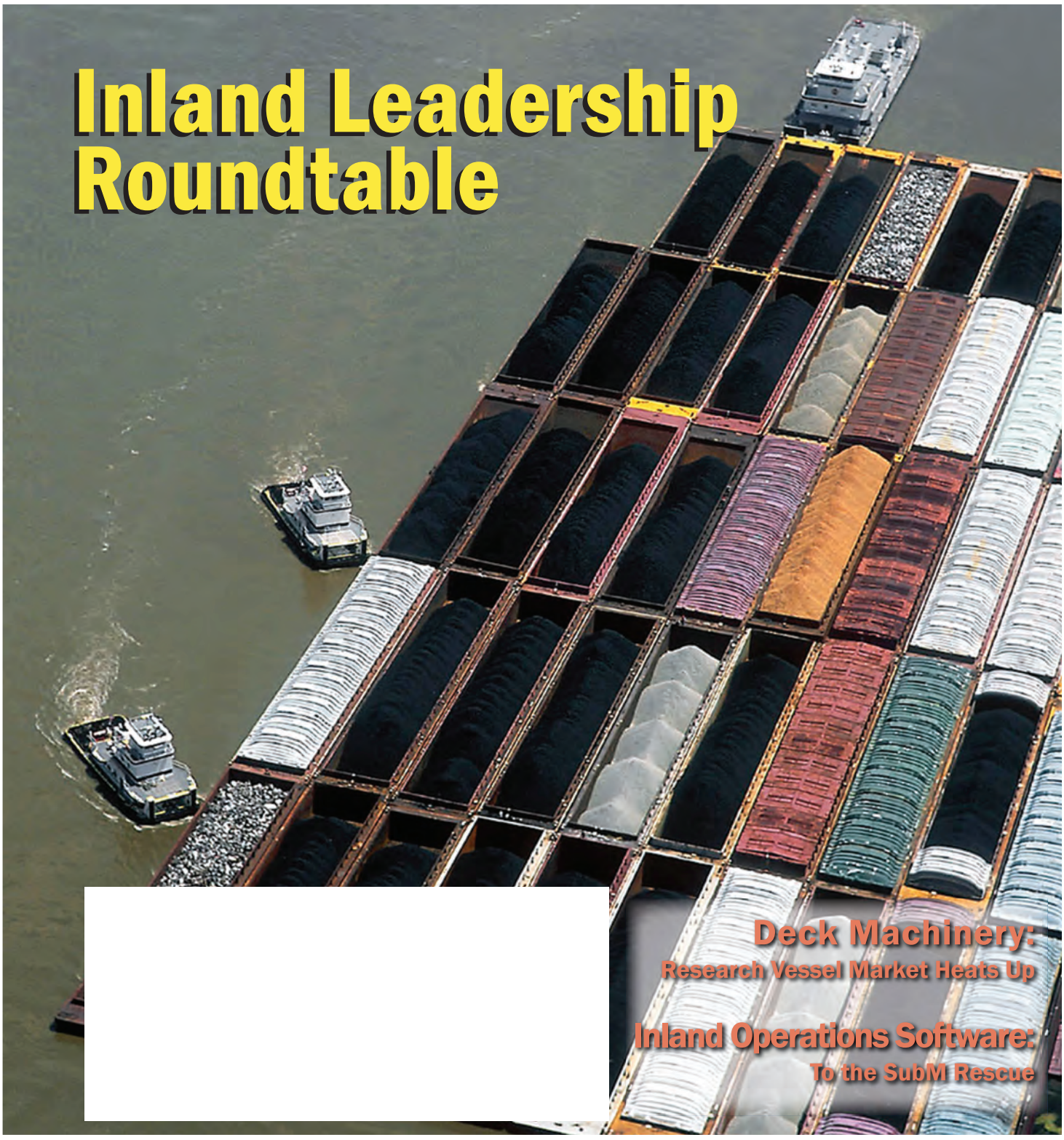
The Information Authority for the Workboat • Offshore • Inland • Coastal Marine Markets

Marine News

FEBRUARY 2013
www.marinelink.com



Inland Leadership Roundtable

Deck Machinery:
Research Vessel Market Heats Up

Inland Operations Software:
To the SubM Rescue

Three Port Arthur Locations to Serve Your Needs

In Port Arthur, Gulf Copper's facilities now include three fully operational yards, as well as corporate headquarters. Facilities provide dry-docking, fabrication, machining and more for offshore and inland tugs, towboats, barges and other types of commercial vessels and businesses that operate primarily on or near inland and coastal waterways. In addition to repairs, we can accommodate project staging and large-scale fabrications on the water for easy load-out and project decommissioning.

Whatever your requirements, Gulf Copper has the people, experience and facilities to get your job done on time and on budget. To schedule a project call 281-599-8200 today or visit www.gulfcopper.com.

GULF COPPER

Delivering Value Since 1948

MARINE | INDUSTRIAL | GOVERNMENT




Defy Fluid Dynamics

24-Hour Emergency Parts and Service

Water can be a powerful force, especially when it has a little help from wind, gravity or the ebb and flow of tides. Fortunately, Louisiana Cat offers a full range of marine engines to help you push back.

Equally important, our technicians and salesmen comprehend fluid dynamics as well as they understand engine maintenance and service. That means we can help you spec the perfect Cat® or MaK marine engine for your application … whether you're pushing a barge upstream on the Mississippi, crossing the Atlantic or powering an on-board generator.

All the while, Louisiana Cat is behind you with:

- 24-hour emergency parts and service
- Dockside trials
- Performance analysis reports
- Preventive maintenance programs
- Electronic diagnostics
- Factory trained technicians
- Fully equipped facilities
- Factory authorized warranty repairs

Stop by one of our many locations or go to www.LouisianaCat.com to learn more about our Cat and MaK products and services.

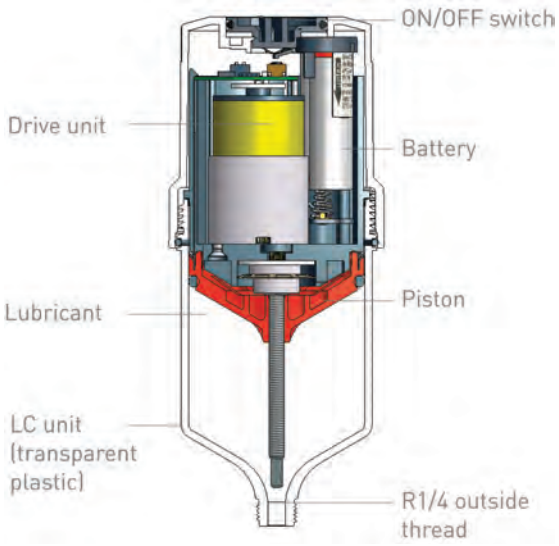
866-843-7440

Louisiana CAT

www.LouisianaCat.com

CONTENTS

MarineNews February 2013 • Volume 24 Number 2



ULTIMATE™

Changing deadweight into profit

Results in
weight reduction:
280 long tons

Case Study:

– Passenger ferry, length 689 ft., 2,800 passengers, one car deck

– Replace traditional mineral wool with ULTIMATE products

Results:

- Payload: Increase deadweight by 5.4%, i.e. approximately 6 trailers of 44 long tons each
- Stability: Center of gravity decrease – approximately 4 inches
- Weight Reduction: 280 long tons
- Increase travel speed and maneuverability
- Building Costs: Substitute aluminum structures with less expensive steel structures – cost savings approximately $1,900,000
- Environmental Impact: Annual reduction of approximately $180,000 in fuel consumption resulting in a decrease of more than 750 tons of CO_2 per year

Weight study details: www.isover-technical-insulation.com

800-233-8990 • certainteed.com • http://blog.certainteed.com

ROOFING • SIDING • TRIM • DECKING • RAILING • FENCE • FOUNDATIONS
GYPSUM • CEILINGS • INSULATION • PIPE

CertainTeed
SAINT-GOBAIN

MarineNews

ISSN#1087-3864 USPS#013-952
Florida: 215 NW 3rd St., Boynton Beach, FL 33435
tel: (561) 732-4368; fax: (561) 732-6984
New York: 118 E. 25th St., New York, NY 10010
tel: (212) 477-6700; fax: (212) 254-6271
www.marinelink.com

PUBLISHER
John C. O'Malley • *jomalley@marinelink.com*

Associate Publisher & Editorial Director
Greg Trauthwein • *trauthwein@marinelink.com*

Editor
Joseph Keefe • *keefe@marinelink.com*
Tel: 704-661-8475

Contributing Writers
Susan Buchanan • Raina Clark • Lawrence R. DeMarcay, III
Joseph Hudspeth • Randy O'Neill • Katharine Sweeney

PRODUCTION
Production & Graphics Manager Nicole Ventimiglia • *nicole@marinelink.com*

SALES
Vice President, Sales & Marketing
Rob Howard • *howard@marinelink.com*

Sales Administration & Office Manager Rhoda Morgan • *morgan@marinelink.com*
Sales & Event Coordinator Michelle Howard • *mhoward@marinelink.com*
Classified Sales Manager Dale Barnett • *barnett@marinelink.com*
tel: 212-477-6700

Advertising Sales Managers

National Sales Manager
Terry Breese • *breese@marinelink.com*
Tel: 561-732-1185 Fax: 561-732-8414

Lucia Annunziata • *annunziata@marinelink.com*
Tel: 212-477-6700 Fax: 212-254-6271

Frank Covella • *covella@marinelink.com*
Tel: 561-732-1659 Fax: 561-732-8063

Mitch Engel • *engel@marinelink.com*
Tel: 561-732-0312 Fax: 561-732-8063

Mike Kozlowski • *kozlowski@marinelink.com*
Tel: 561-733-2477 Fax: 561-732-9670

Dawn Trauthwein • *dtrauthwein@marinelink.com*
Tel: 631-472-2715 Fax: 631-868-3575

Jean Vertucci • *vertucci@marinelink.com*
Tel: 212-477-6700 Fax: 212-254-6271

Managing Director, Intl. Sales
Paul Barrett • *ieaco@aol.com*
Tel: +44 1268 711560 Fax: +44 1268 711567

Uwe Riemeyer • *riemeyer@intermediapartners.de*
Tel: +49 202 27169 0 Fax: +49 202 27169 20

CORPORATE STAFF
Manager, Accounting Services Rhoda Morgan • *morgan@marinelink.com*
Manager, Public Relations Mark O'Malley • *momalley@marinelink.com*
Manager, Marketing Jocelyn Redfern • *jredfern@marinelink.com*
Manager, Info Tech Services Vladimir Bibik • *bibik@marinelink.com*

CIRCULATION
Circulation Manager Kathleen Hickey • *mncirc@marinelink.com*

TO SUBSCRIBE:
Subscriptions to ***Marine News*** (12 issues per year) for one year are available for $49.00;
Two years (24 issues) for $64.00.
Send your check payable to:
MarineNews, 118 E. 25th St., New York, NY 10010.
For more information email Kathleen Hickey at: k.hickey@marinelink.com

POSTMASTER Time Value Expedite

BPA WORLDWIDE BUSINESS

On the Cover

Legal

REGULATORY REVIEW

MarineNews ISSN#1087-3864 is published monthly, 12 times a year by Maritime Activity Reports, Inc., 118 East 25th Street, New York, N. Y. 10160-1062. The publisher assumes no responsibility for any misprints or claims and actions taken by advertisers. The publisher reserves the right to refuse any advertising. Contents of this publication either in whole or in part may not be reproduced without the express permission of the publisher.

POSTMASTER: Send address changes to ***MarineNews***, Maritime Activity / New Wave Media 850 Montauk Hwy. #867 Bayport, NY 11705.
MarineNews is published monthly by Maritime Activity Reports Inc. Periodicals Postage paid at New York, NY and additional mailing offices.

keefe@marinelink.com

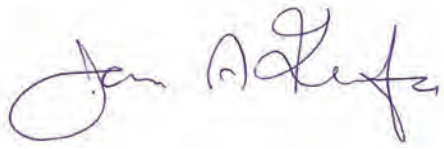
If there has ever been a time where real leadership on the inland waterfront was needed, then this would be it. Fortunately, we saw and got just that as the low water and infrastructure crisis on the Mississippi River escalated over the course of the past six months. The federal government and in particular, the U.S. Army Corps of Engineers got a taste of that leadership as stakeholders rallied to ensure that the nation's most important waterway remained not only open, but navigable and nominally safe for traffic. It wasn't easy and results didn't come overnight.

The takeaway from this past year was that the maritime industry can be an effective advocate for its own agenda. The American Waterways Operators (AWO) and Waterways Council, Inc. (WCI) in particular led the way in sharply framing the fight. And strongly backed by business stakeholders from the upper Midwest all the way to the Gulf of Mexico, they got the job done. But this is no time to rest. At press time, water levels in the Mississippi River were still at dangerously low levels, and other battles – including inadequate funding for dredging and infrastructure repairs – remain on the horizon.

Given current events, this is also an excellent time to hear from the leaders of our domestic, inland bulk transport operators. No less than five of those industry executives weighed in this month in our annual Inland Leadership Roundtable. What they had to say about the current business climate and work environment for their collective fleets was telling. Beyond the ongoing drought situation, and throwing subchapter M fears into the mix, it is not an easy time to be moving bulk commodities on the inland rivers. That said; I won't steal their thunder. The story starts on page 22.

Speaking of subchapter M – the new (pending) USCG regulations will eventually require inland operators to implement safety standards and safety management systems, or alternatively, allow for an annual Coast Guard inspection regime. In advance of that, maritime software providers and marine surveyors are queuing up and joining forces in some cases, to provide turnkey service that they say will solve all of your problems. Are any of these solutions right for you and your fleet? In this edition, we handicap the field, so you don't have to.

Well into a New Year that will bring, among other things, a new U.S. Transportation Secretary and Maritime Administrator, we also look forward to renewed and continued stakeholder advocacy for the domestic waterfront and waterborne commerce in general. What happens next in Washington will help to define the kind of year – five years, for that matter – that we can expect for marine transportation, the infrastructure that supports that all-important mode, and of course, your business, too. There will no doubt be a few surprises along the way; offshore, inland and in between. When that happens, count on *MarineNews* to be there to sort out what's important, what is not, and why.



Joseph Keefe, Editor, keefe@marinelink.com

The Mighty Teeny Mississippi

By Michael J. Toohey, President and CEO of the Waterways Council, Inc.

Just as the nation averted the fiscal cliff, it looks as if the inland waterways industries narrowly escaped its own fiscal waterfall. At press time, the U.S. Army Corps of Engineers indicates that, despite record low water levels, the Mississippi River will be able to sustain navigation through the spring for towboats and barges. This is welcome news for shippers, operators and the U.S. economy that relies upon a robust export market facilitated by the waterways transportation system.

The crisis unfolded back in November when the Corps began its standard reduction of water flows from Missouri River reservoirs. Normally this wouldn't affect navigation on the Mississippi River, but given the 2012 drought, historically low-levels of the river, and the fact that this year 79% of Mississippi River water flows come from the Missouri; a disaster for commerce lay ahead.

Waterways Council (WCI), The American Waterways Operators, National Waterways Conference, and 15 other national organizations sprang into action and submitted a letter to President Obama and the Federal Emergency Management Agency requesting a Presidential declaration of emergency and seeking "immediate assistance in averting an economic catastrophe in the heartland of the United States." The request was made pursuant to section 501(b) of the Stafford Act, which allows citizens to ask for emergency action.

The letter called attention to the worsening situation on the Mississippi River from the reduced Missouri River flows and rock pinnacles that were exposed near Thebes and Grand Tower, Illinois, significantly impairing the flow of commerce.

The authors warned that the economic impacts of a Mississippi River closure would be dire, placing $7 billion in key products such as corn, grain, coal, petroleum, chemicals and other products at risk in December and January alone. This included over 7 million tons of agricultural products worth $2.3 billion; over 1.7 million tons of chemical products worth $1.8 billion; 1.3 million tons of petroleum products worth over $1.3 billion; over 700,000 tons of crude oil worth $534 million; and 3.8 million tons of coal worth $192 million.

The groups called for two things: for the Corps to immediately remove the rock pinnacles and to release water from the Missouri River reservoirs as is necessary to preserve a nine-foot channel on the Mississippi River to sustain commercial navigation.

A ground-swell of support began to grow from mid-west Governors, Congressional delegations, shipping, agriculture, manufacturing, labors groups, towboat operators, and others who recognize the importance of the Mississippi River as a critical national transportation artery and economic cornerstone. Illinois Senator Richard Durbin, Iowa Senator Tom Harkin, Missouri Senators Blunt and McCaskill and 11 other senators took a leadership role in meeting with the Corps and urging action to keep the river open. On the House side, 62 Members of Congress, led by Congressman Aaron Schock, joined together on a bipartisan basis to keep commerce moving.

The Corps was responsive and did expedite the rock pinnacle removal work at Thebes, Illinois. In fact, the project was finished several weeks ahead of schedule. This work allowed an additional two feet of navigation depth to the channel. The Corps also released water from Carlyle Lake Reservoir to augment water depth on the mid-Mississippi.

The industry is grateful for the efforts of the Obama Administration, Senator Durbin, and the many other Senators, Members of Congress, and Governors from Mississippi River states, who have underscored the importance of maintaining barge traffic on the nation's busiest water transportation artery.

Sadly, economic damage has been done as a result of the uncertainty of the situation on the river. Since November, barge operators and shippers had to base operating decisions about loading, transiting and purchases based on the best available, though changing, estimates. In some cases, the size of tows carrying essential commodities for export and domestic use had been cut in half; transit times more than doubled; orders were cancelled or curtailed; and jobs were jeopardized.

The industry hopes that the latest prediction by the Corps to keep the navigation channel open through the spring remains in place, and that the Mississippi can remain Mighty.

YO YO YO YOUR BOAT.

REPLACE YOUR RATCHETS. THE BIG NEW 40' YOYO BARGE WINCH SAVES YOU TIME, MONEY, AND WORK. AND THERE'S NOTHING GENTLE ABOUT IT.

YOU WORK FOR A LIVING. WE'RE HERE TO MAKE IT EASIER.

Patterson's original 25' YoYo eliminates fouling, springcoil, and uncontrolled spooling while saving 50% more time. That means the job gets done faster, with tremendous cost savings. It's so much safer, too, with users reporting great reductions in injuries. Once you use it, you'll never want—or need—to see a ratchet again. For that matter, you won't even want the BC-40.

The YoYo changes everything.

THE NEW 40' YOYO IS UNIQUELY DESIGNED TO SAVE MONEY ON TANK BARGES.

Our patented 40' YoYo is specially designed with 40' of adjustable take-up and a brake for safer disconnects (and less chance of sparking). The unique design creates far less stress on your wire rope—users say our ungrooved drum is extending their wire rope life up to 300%. This winch is heavy-duty, with no delicate parts to break and cost you time and money.

IT PAYS ITS OWN WAY.

Faster makeups and breakups, less wear and tear, lighter weight, and increased safety add up to a winch that can actually pay for itself in just a short time.

CALL US.

Find out more by calling 800.322.2018 or visiting www.pattersonmfg.com. We'll show you in person how the YoYo is revolutionizing the industry and making barge work safer and more profitable.

PATTERSON IS DEDICATED TO CREATING GEAR THAT'S SAFER, EASIER, AND FASTER. WE *ARE* THE FUTURE OF BARGE TOOLING, AND WE'D LIKE YOU TO SHOW YOU WHY.

PATTERSON | 870 RIVERSEA ROAD | PITTSBURGH, PA 15233 | WWW.PATTERSONMFG.COM

PATTERSON
SAFER. EASIER. FASTER.®

National Transportation Statistics

In case you were wondering – and we were – the **U.S. Department of Transportation's** Bureau of Transportation Statistics and the Research and Innovative Technology Administration (RITA) all compile a wealth of *National Transportation Statistics* (www.rita.dot.gov/bts/) on the U.S. transportation system. These include its physical components, safety record, economic performance, the human and natural environment, and national security. The large online document comprises more than 260 data tables, source and accuracy statements, a glossary and list of acronyms. This Internet edition of the *National Transportation Statistics* is updated quarterly. This month, we took a trip down memory lane to see where we have been and where we are going next.

A mind numbing look at the data was telling; in some cases depressing. In others, very much a depiction of how much the U.S. maritime industry is improving its environmental footprint, safety record and a myriad of other benchmarks. The data is sketchy in some places, unavailable in others and when it is complete, tells a remarkable story. Sifting through the 260 data tables, we therefore settled on some common timestamps; the years 1960 (when available & 1st year data was compiled), 1995 (always available; a very good year apparently for statisticians) and 2010 (the latest year available – apparently it takes a while to add all this stuff up).

Waterborne Vessels	1960	1995	2010
Non Self-Propelled (commercial)	16,777	31,209	31,412
Self Propelled (commercial)	6,543	8,281	9,100
Oceans (> 1,000 GT)	2,926	509	unavailable
Recreational Boats	2,450,484	11,734,710	12,438,926

Non self-propelled vessels increased by an average of 400+ per year for over 35 years and in the last 15, by a total of just 203. Clearly a mature market in the process of a massive replacement program, brought on partly by environmental requirements, an aging fleet and just maybe, sub-M coming to rear its ugly head. Self-propelled tonnage, while stable for the last 15 years, does not reflect the huge decrease in deep draft tonnage (we'll get to that later). Finally, an additional 10 million (you read that right) recreational vessels have been floated over the course of the past 50 years. I wonder how many of those are jet skis? Feeling any safer yet? You might just be surprised. Read on.

Merchant Fleet Comparison	1960	1995	2010
World (over 1,000 GT)	17,317	25,608	34,375
U.S. Flag (over 1,000 GT)	2,926	509	231
U.S. PCT of World Fleet	17	2	0.7

As the world merchant deep draft fleet doubled over the past 50 years, the U.S. flag fleet shrank to less than 8 percent of its 1960 totals and more than halved itself again in the last 15. The number of registered vessel operators also shrank by more than half, from 1,381 in 1995, to just 603 companies in 2010. Consolidation, mergers and acquisitions – brought on largely by competitive pressures and the inability to compete in an increasingly regulated marketplace are all to blame. But as depressing as that number is for the blue water guys, it tells only half the story. The total domestic commercial fleet actually grew from 1995 to 2010, and all of those gains are represented in the fleet served by *MarineNews*. And, the percentage of the fleet older than 10 years decreased from 82 to 70 percent, as depicted below:

U.S. Flag Merchant Fleet	1960	1995	2010
Total Fleet	Not available	39,641	40,512
Vessels > 10 years Old	Not available	32,684	28,361
Percent > 10 years or older	Not available	82	70

Moving right along, we look at a comparison of short tons of cargo moved annually (millions depicted), in terms of foreign, inland, domestic and Great Lakes commerce. The comparisons are interesting:

U.S. Waterborne Tonnage	1960	1995	2010
Totals	1,099	2,240	2,335
Foreign	339	1,147	1,441
Domestic	761	1,099	894
Inland	291	620	566
Great Lakes	155	116	81

The U.S. share of cargo in terms of tonnage alone is shrinking. The loss of cargo to foreign blue water carriers isn't surprising. More troubling is the reduction of the share carried by inland and Great Lakes carriers. Is this a function of crumbling infrastructure? Reduced drafts due to inadequate dredging? It's probably a combination of the two variables. Injuries, accidents and fatalities: are we getting safer? And, how do we compare to other modes of transportation? All modes appear to improving; some faster than others. Judge for yourself below:

SAFETY	1960	1995	2010
Accidents: Vessels	Not available	13,368	8,899
Accidents: Recreation Boats	Not Available	8,019	4,604
Accidents: Large Trucks	Not available	362,883	Unavailable
Accidents: Rail	Not available	7,092	3,911
Injuries (Total all modes)	Not Available	6,165	3,709
Injuries (commercial marine)	Not Available	154	139
Injuries (recreational)	929	4,141	3,153
Fatalities: Water	Not available	53	32
Fatalities: Rail	Not Available	1,146	725
Fatalities: Highway (Trucks)	Not available	648	Not Available

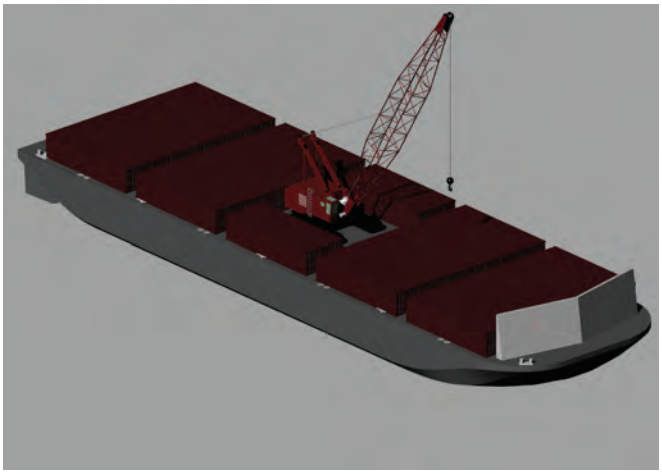
Perhaps the most visible signature of the maritime industry is its environmental record. And, it gets a bad rap in some circles. It's better than you might think. That said; as distillate use (predictably) increases, the consumption of residual fuel stubbornly has stayed flat or increased slightly.

Environmental	1960	1995	2010
Fuel Consumption: Resid. (Petajoules)	Not available	3,952	4,206
Fuel consumption: Distillates (Petajoules)	Not Available	787	1,343
Spills: # Incidents	Not available	9,038	3,304
Spills: Total (gallons)	Not available	2,638,229	211,600
Spills: via Vessel	Not available	1,624,153	126,657
Spills: other sources	Not Available	1,408,303	54,275

Some of these numbers add up to definitive conclusions about ocean and inland commerce, the state of our transportation systems, and the manner in which all of these modes are operated, regulated and the rapidly changing benchmarks of their performance. A short Report Card on the domestic marine transportation industry therefore follows, based on the data:

The Environment: Perhaps no other area shows as much progress. The marine transportation industry has stepped up its game significantly in the past 25 years. Less spills, the movement towards cleaner burning engines, etc.
Safety: Despite a marked increase in the number of hulls on the water, a decrease in accidents, injuries and fatalities.
Fleet Age: A marked improvement in fleet age numbers; down 12 years in the past 15. That will continue to improve as SubM and environmental regulatory protocols push operators into replacement programs.
Market Share: A less than bright area, especially when viewed through the lens of short tons (DOT yardstick). Ocean Commerce is predictably up; U.S. marine transportation share of that pie is down across all sectors – inland, Great Lakes and ocean.
Future Prospects: In terms of safety, environmental impact and fleet renewals, the U.S. sector report card is a good one. With that, hopefully, will come greater efficiencies, economy of scale and with any luck, an increase in market share.

Harley Marine Awards
US Fab Contract to Build Deck Barge



US Fab, a Vigor Industrial company, will soon begin construction on a 250'x70'x15'8" deck barge for Harley Marine Services at Vigor's Swan Island shipyard in Portland, Oregon. This purpose built barge was designed by Jensen Maritime Consultants to transport a wide variety of cargo between Dutch Harbor and Akutan, Alaska with up to 3 runs per week. The barge, which will be named Iliuliuk Bay, an Aleut name meaning big island, is designed to house a 230 ton lift capacity Manitowoc 4100 crawler crane. The vessels' unique design features both D-rings to secure containers up to three high as well as eight lashing bars running fore and aft for other cargo such as heavy construction machinery or general equipment.

First PSV 3300 for WWS Launched

Damen Shipyards Galați (Romania) has launched the World Diamond, the first of a series of six fully equipped Platform Supply Vessels for Norwegian offshore company World Wide Supply. The PSV 3300 series is part of Damen´s newly designed range of DP2 platform suppliers. Damen cooperates with a number of specialized suppliers and co-makers, respectively: Helmers (insulations, upholstery and furniture), Eekels (electrical equipment and installations), Den Breejen (painting and conservation' and Johnson Control together with De Haan Galati (air conditioning and ventilation). The PSV 3300 can also carry conventional containers on deck for diverse cargo. Furthermore, this DP2 platform supplier has fire-fighting capabilities and is provided with oil recovery equipment. Through its hull shape, coatings, the location of oil tanks, refrigerants, recovery of waste heat and engine emissions, the PSV 3300 CD fulfils the latest requirements of Clean Design and Environmental Protection standards of the major classification societies.

Incat Crowther
Meets Bulletproof Challenge

Incat Crowther has received a contract to design a pair of 20m Monohull Crewboats for a Nigerian customer. Under construction at Veecraft Marine in South Africa, the vessels feature a large cargo deck forward. A pair of doors from the passenger compartment allow bow loading either side of the foredeck cargo. The main deck passenger cabin features seating for 25 passengers and a head with lavatory. A notable requirement for the vessels is a bulletproof pilothouse. As well as fitting bulletproof glass, this requirement is met with the specification of Armox 500T steel, capable of withstanding an AK-47 cartridge fired at a distance of 10 meters. The pilothouse will feature overhead windows forward to enhance visibility when approaching offshore platforms. Heavy duty replaceable fendering is fitted all round, and a 3000 l/hr remote control fire monitor is fitted to the pilothouse roof. The vessels will be fitted with a pair of MAN 2842 LE410 main engines, each producing 824kW. Gearboxes will be Twin Disc MG-5204 SC units. Propulsion will be via a pair of propellers, recessed in to tunnels to meet the demanding draft requirement. The vessels are scheduled for delivery in mid 2013.

Hull Number 400: Pilot Boat Order for Gladding-Hearn

Cape Fear Pilots Association, Southport, N.C., has ordered a second St. John's Class pilot boat from Gladding-Hearn Shipbuilding, Duclos Corporation. This vessel has special meaning for Gladding-Hearn because since it will be the 400th boat built since the shipyard's founding in 1955. Delivery is planned for later this year. The new all-aluminum launch, with a deep-V hull designed by C. Raymond Hunt Associates, measures 52 feet overall, with a 17-foot beam and a 4.8-foot draft. It will be powered by twin Caterpillar C-18 diesel engines, each producing 479 Bhp at 1800 rpm. Top speed is expected to reach 23 knots. The EPA Tier 2-rated engines will turn 5-blade Ni-Br-Al propellers via Twin Disc MG 5114A-7 Quick Shift gear boxes. A Northern Lights diesel generator will provide 9kW of output.

Signet Shipbuilding Delivers New Heavy Deck Barge

In May of 2012, Signet Maritime Corporation commenced construction of a new-build 140' x 40' deck barge, SIGNET 141, at its Signet Shipbuilding & Repair division. The barge, designed by Farrell and Norton Naval Architects of Newcastle, Maine, will provide an additional asset to assist customers in the growing Port of Pascagoula, where it will be based for charter throughout ports in the US Gulf. Christened on December 20, 2012, the barge has an LOA of 140', beam of 40', molded depth of 9', a light draft of 1'5" and will handle 800 long tons of cargo with deck strength of 2,000 lbs/sq. ft. This improved design will afford Signet the opportunity to assist with movement of cargo in the Port and surrounding areas.

Three VSP for Canadian Double-Ended Ferry

The contract for a new double-ended ferry that will operate on the Upper Arrow Lake in British Columbia, Canada, has been awarded to Waterbridge Steel Inc. The new vessel will replace two ferries built in the 1960's which are equipped with Voith Schneider Propellers (VSP). The vessels' Voith Schneider propulsion systems have proven their worth under the specific application conditions and were therefore again chosen as propulsion system for the new ferry. Since 1968, the two VSP-propelled double-ended ferries "Shelter Bay" and "Galena Bay" have been transporting passengers and their vehicles between the bays of the same name. In 2011, the ferry route, operating under sometimes adverse conditions, served just under 300,000 tourists, forestry workers and hunters.

LEEVAC to Build

Two LDS Vessels for Aries Marine

LEEVAC Shipyards Jennings LLC of Jennings, LA has secured contracts with Aries Marine of Lafayette, LA to build two (2) LEEVAC Design Services "LDS" 270 DE PSV, a 270' x 56' x 21.5' diesel electric PSV. "We are very excited to have this opportunity to begin this partnership with a company like Aries Marine" said Christian Vaccari, President of LEEVAC.

The LDS 270 DE PSV will have a deadweight capacity of 4000 LTsw and will carry over 13,000 barrels of liquid mud. It will be powered by four 3516C Caterpillar generators rated at 1825 kw each. The propulsion drives and thrusters are being provided by Schottel and Marine Interior Systems was selected for the joiner work. Marine Technologies will be providing the DP-2 system. Aries chose Siemens as the vendor for the Integrated Electrical System. The Siemens Blue Drive product will be used to control the power management, vessel control, machinery, alarms, power and propulsion systems. This will be the second vessel in which LEEVAC will be installing the Siemens Blue Drive system.

Construction for this LEEVAC design will begin immediately, with delivery for the first and second vessels slated for October 2014 and February 2015, respectively. Aries Marine will bring to the offshore market two extremely fuel-efficient, versatile, modern workboats. Fitting nicely into the existing Aries Marine fleet, the two newbuilds will bring their total vessel count to 28.

The contract will create over 200 jobs in Southwest Louisiana, and further fattens a robust order book for LEEVAC. In addition to their latest announcement, LEEVAC is currently building two Z-Tech 2400 Class Escort Tugs for G & H Towing Company and one MMC 879 PSV for Tidewater Marine. LEEVAC recently completed a major conversion on a tank barge for Enterprise Marine Service. LEEVAC Shipyards Jennings LLC is a subsidiary of LEEVAC Shipyards LLC, a world-class shipbuilder since 1965, specializing in new construction of PSVs, OSVs, Tugs, Barges and Specialty Vessels. LEEVAC currently owns and operates two yards. The new construction yard is located in Jennings and the repair yard is located in Lake Charles, LA.

(Sub) Chapter M Finally Surfaces

For inland operators, Compliance, Safety & Technology make for heavy river traffic as software providers descend on a rapidly approaching, potentially lucrative niche market. Is there a panacea for subchapter M?

By Joseph Keefe

Pending USCG Subchapter "M" (SubM) regulations will eventually require towing operators to implement safety standards and use safety management systems, or alternatively, allow for an annual Coast Guard inspection regime. The new rules are expected to allow towing vessel organizations to customize their approach to meeting the requirements, while providing oversight using audits, inspections, and reviews of safety data. As many as 5,000 vessels and their operators will eventually feel the impact of the so-called subchapter M rules. Today, almost 1,800 domestic towing vessels do not participate in any formal industry safety schemes.

With the final language not yet determined, software developers are nevertheless pushing their solutions forward, in advance of the rule itself. Beyond this, markedly different approaches to the problem are emerging. As operators try to decide what to do next, one size may not fit all customers.

Marine software, by now a familiar fixture on the inland waterfront, is being pushed forward as at least part of the panacea for this newest regulatory burden. For Inland operators, just knowing where to start can be as intimidating as the new rules themselves. And, not everyone can afford an enterprise solution. That's Okay: this month, *MarineNews* sorts it out for you.

Baker Lyman / GL Alliance

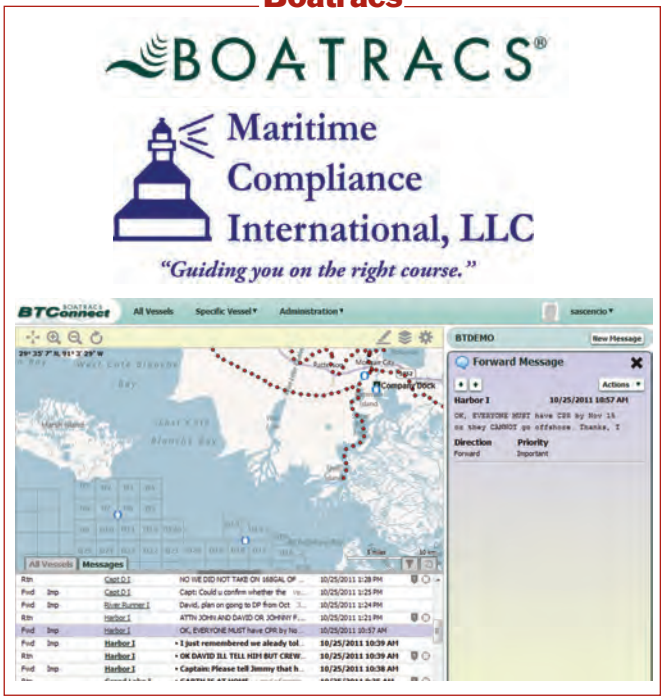
Baker Lyman (BL) is known primarily as a Chart Agent has branched out into maritime software. When BL and Germanischer Lloyd (GL) this summer announced a strategic partnership intended to provide a turnkey Towing Safety Management System (TSMS) design, audit and record-keeping service to towing firms, it caught everyone's attention. First out of the box, they are also no longer alone in this arena.

The Alliance has since announced that SCORE-Global of Covington, KY has been become the Alliance's newest partner. Tug & Barge Solutions (TBS) of Mobile joined the organization in September of last year. Together, the four hope to corner the market for subchapter M compliance.

According to Baker Lyman, each Alliance partner is expert in the Sub-Chapter M processes. TBS conducts assessments and writes plans. Baker Lyman provides recordkeeping solutions with their type-approved CORSAIR TVR software. Classification society Germanischer Lloyd will certify TSMS plans and conduct office and vessel TSMS audits. SCORE-Global will provide non-exclusive auditing, risk assessments, and insurance/underwriting vetting services.

While the Sub-Chapter M language has not been finalized, the Alliance nevertheless encourages clients to enroll in their TSMS Transition Program. With the backdrop of industry worries of a looming dearth of TSMS service capacities for the Sub-Chapter M implementation, the new pact between these maritime providers is billed as a 'one stop shop' for Sub-M impacted operators. According to Baker Lyman, the RCP-TSMS Model Transition Plan will allow current AWO RCP companies to enroll into a statutorily certified TSMS process, prior to the definition of the Sub-Chapter M Final Rule.

Boatracs



Boatracs, Inc., a provider of integrated satellite communications and software solutions to the maritime industry recently announced that it had formed a strategic partnership with Maritime Compliance International, LLC (MCI). The two companies are collaborating in the development of a new electronic forms software product designed specifically for compliance management of the upcoming Coast Guard 46 CFR Subchapter "M" regulation.

Boatracs wanted to work with a partner that had experience with Coast Guard inspections, Towing Safety Management Systems (TSMS) and broader compliance issues. MCI was looking for a maritime software company to partner with because they were hearing from clients that the existing software solutions were too cumbersome, expensive and overwhelming.

According to MCI's Kevin Gilheany and Boatracs President and CEO Irwin Rodriquez, one critical aspect of the Boatracs/MCI solution sets them apart. Featuring what they describe as "an automated Applicability Tool," the single most difficult aspect of Subchapter M – determining what parts of the regulation apply to each individual vessel – can be solved immediately. The Boatracs Subchapter M software product begins with a set-up page of questions for each vessel, developed by Maritime Compliance International , that are designed to take a vessel owner through the entire regulation in a very manageable way. The answers build a Compliance Summary Form that details all of the Subchapter M requirements for that vessel, and the specific forms that will manage and document compliance.

In a nutshell, the new partnership's Subchapter M approach is to provide inland operators with a compliance software product that has three goals: Guide users through the applicability of the regulation for each vessel; provide the forms and management tools to implement a compliance solution that is compatible with either a Coast Guard or Third Party Inspector; and make it simple to use on the vessel and on shore at an affordable price point for any size fleet. Forms required for each vessel are received shoreside through a web-based application that can be accessed from any PC, tablet or smart phone. Customers pay a turnkey monthly fee per vessel that includes all of the software, forms, updates and 24-hour live support.

The Boatracs partnership can accommodate customers who want a turnkey solution, because Maritime Compliance International is also experienced in producing plans, and conducting surveys and audits. Customers are also free to work with any inspector they choose. The Boatracs Subchapter M compliance software gives inland operators the choice to use either a third party inspection or a Coast Guard inspection and will support a physical audit conducted by any professional qualified to perform that audit.

Helm (eDoc)

Recently, this firm changed its brand to Helm, from eDoc, reflecting that the software they develop is Helm Marine Operations software. As their sole product, and in order to give the flexibility to scale into other products, the brand is evolving to Helm Operations.

According to eDoc's Manager of Marketing, Rodger Bannister, safety comes from the top of every organization. He adds, "SubM is only a small part of our offerings – we take a very wholistic approach and function from all areas of the company. Not just on the boats, not just from subM, but throughout the organization." He adds that a safety system must be auditable and include a checklist and he insists, "It doesn't matter if you are using RCP or SubM

– the software is configurable. The final version of the new rules is not even out. How can you have a neatly packaged program with no set program?"

In business and with its roots squarely in the maritime arena, Helm usually works with firms who have at least 15 vessels in their fleet. Most have a safety director on board. "They're so knowledgeable - the companies teach us," says Bannister. He adds, "SubM will be an evolution of RCP / AWO. This is vendor driven safety compliance and stems from the need to 'systemize safety' – or, in other words, a TSMA."

That's because, says to eDoc's Manager of Business Development, Paul Cyr, RCP users are using eDoc right now, and systemizing TSMA for their oil major clients is just as important. Indeed, some are already doing more than that already.

Addressing the need to appeal to smaller clients as Sub M evolves, eDoc is moving some of their offerings – including their SubM solutions – to software as a service (SAS). The new delivery option will host data "in the cloud" and will eliminate the need for a heavy install in terms of hardware, etc.

eDoc's Cyr advocates first setting up a SMS properly and then customizing the software to fit the solution. He cautions those just dipping their toes into the SubM waters, "SubM isn't the only thing to comply with. Don't lose sight of safety while you worry about mere compliance. You do not have to re-invent the wheel." Beyond this, he says, trying to reverse-engineer software first is a mistake; especially in advance of regulations which have not yet been finalized.

MarineCFO

MARINE CFO

MarineCFO Live! is a web-based, software solution to manage personnel, jobs and billing, maintenance & schedules. Designed for small or medium-sized marine companies, it is web-based so there is no need to install servers. MarineCFO Enterprise is a software solution used to automate business processes from the boat straight through dispatch, personnel, safety, maintenance and financial reporting. It's modular, enterprise-ready and customizable. MarineCFO does not market software for other markets – providing marine software for the marine industry is all they do. Because of this and with the advent of subchapter M for inland operators, MarineCFO is arguably well positioned for what is to come next.

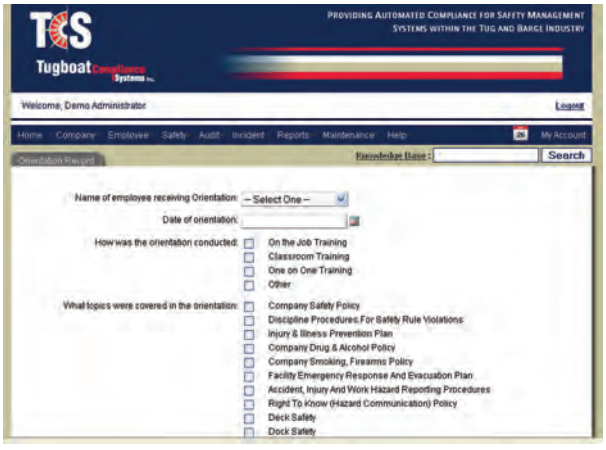
In addition to myriad other purposes, MarineCFO provides a robust financial management solution which completes the system and provides a true "boat to balance sheet" offering. Operating on the basis that everything has a financial impact, the software seamlessly integrates and combines stovepiped data. And it is here where MarineCFO differs from other software solutions, asking, "How much does it cost to meet Sub-M and what does it mean to your bottom line?"

Dean Shoultz, MarineCFO's CTO, told *MarineNews*, "We didn't have to change our system, software or add to it. Ours is configurable. The HS&E module brings it all together. Already, that module addresses safety." He added that configurable software – as many as 70 modules are possible – for the subM solution will be important, because no one yet knows what the final regulatory language will be. MarineCFO's flexible system can be used as a TSMS, or to support and schedule the annual inspection method.

According to Shoultz, MarineCFO marries the complexities of adhering to the regulations with the harsh financial cash flow and economic realities mandated by those strategies. Shoultz adds, "The more profound impact of the new and pending regulations is the financial aspect. CFO addresses and helps manage that component." Some MarineCFO clients have as many as 150 concurrent users on the firm's flagship software suite. On the other hand, MarineCFO live – a much more affordable solution starting at $39/ month – is an online, cloud version, but caters to smaller operations groups.

Addressing the subject of the inspections themselves, Shoultz admits that MarineCFO does not perform inspections, but instead says, "We can put you in touch with right people who do." Beyond this, he adds, "We're not looking to monetize subM opportunities. Instead, we hope to minimize costs for our clients. You need to connect the dots between inspection checklists and financial implications. You cannot separate the two."

Tugboat Compliance Systems



Tugboat Compliance Systems began in 2007 when Dana Teicheira, working as an Auditor for the American

Waterway Operators Responsible Carriers Program, noticed the difficulty that smaller companies were having in maintaining their Safety Management Systems. Tugboat Compliance Systems is billed as a cost effective alternative for smaller outfits needing to manage a safety management system in a standalone version. In a pre-subchapter M world, there are a lot of operators in this particular boat.

According to Teicheira, his system is ideal smaller companies with 1 to 5 tugs. Set up as a "software as a solution," with web-based cloud delivery, it comes complete with a secure data center. This results in lower initial investment and a transfer of the traditional IT duties to the software provider. Teicheira adds, "Just the ticket for small and medium sized operators."

As he performed audits over the years, Teicheira found that safety programs and protocols were usually in place, but largely informal in their application. Beyond this, the sometimes-proprietary in-house computer programs used to facilitate these duties became neglected once the in-house IT facilitator left the company. With a Safety Management System (SMS) software adjunct for auditing safety in mind, Tugboat Compliance Systems aims to be the towing industry's version of the bluewater SMS. TugBoat Compliance software contains all the components of RCP – digitizing and leading to better data and time-stamped alarms. Specifically geared to Subchapter "M" / RCP requirements, the system can integrate existing data but also can also be set up for those who don't have a system already, easily creating templates and reports.

The Tugboat Compliance solution could also be packaged as a turnkey service; software plus recertification inspections. But, Tiecheira admits that initial certifications using a software / SMS provider that also does the inspections may represent a conflict of interest. Today, Tugboat compliance Systems already has a set of existing clients; with a few of those in the "turnkey" client category. Can a software firm born as the brainchild surveyor/auditor wear both hats in the subM game? It appears that it can. But, as Tiecheira likes to put it – perhaps in reference to the enterprise providers who provide the entire soup-to-nuts operating software suite, "We do one thing – not a thousand."

Purchasing Equipment or Services

The Devil is in the Details: a Contract Management System Can Save Your Company From Unwanted Surprises.

By Lawrence R. DeMarcay, III

Nine out of ten *MarineNews* readers operate a business that has a seemingly insurmountable number of logistical problems. Quite possibly, you are one of them. Your vessels are working a long way from the office, with crews that can't be directly supervised, working on projects that change daily for customers that have different contractual and operating requirements. Your day can easily be spent managing logistics such as making sure that your vessel that was provisioned for a three day voyage can continue operating offshore for the next month without returning to port.

Against this backdrop, it is easy for a vendor to slide in a contractual provision to an agreement to purchase equipment or services without you being aware of it. As such, it is important to understand how the terms of an agreement to purchase equipment is perfected and what you need to watch for to avoid getting burned. A little time spent on the front end of contractual negotiations can save you, and your company, quite a bit of trouble on the back end. In actual practice, issues can develop that relate to price, payment terms, delivery terms and warranties for the equipment that you are purchasing.

The Battle of the Forms

The most common situation where a company is caught by a surprise provision relates to what lawyers often refer to as "the battle of the forms." In this scenario, the parties may never agree to a specific contract where all of the terms are included. Instead, the seller provides an offer that is often described as a proposal or estimate. This document usually details the seller's proposed offer including price, payment terms, delivery, warranties, etc. Often this information appears on a pre-printed form and the information specific to the transaction is plugged in. Often, the most onerous terms are included in smaller print or on the back of the document. Sometimes, the form includes a space where the purchaser can execute the agreement and sometimes it does not.

Although several states have implemented statutes that protect unsuspecting consumers from some of the most onerous "form" provisions, most of the terms that are often included in the fine print can control the rights of both parties. For example, many states have implemented systems where customers cannot waive legal warranties without having the language included prominently on the contract and brought to the attention of the purchaser. Although purchasers can rely on these statutory provisions after a dispute develops, it is always better to work out the details prior to reaching an agreement.

Where the purchaser signs the document, in most situations, the terms included in the document will be enforceable. Thus, if you see any terms that are not acceptable to you, you have two options. One, you can refuse to sign the document and contact the seller to negotiate terms that are more to your liking. Two, strike through the offensive terms, date and initial the changes and sign the proposal with a note indicating that the agreement is subject to your revisions. Essentially, this creates a counter offer that can be accepted by the seller's performance.

Situations where the purchaser does not sign the document are a bit trickier. In these situations, you must look at the terms of the relevant documents and the applicable law to determine what terms have been agreed to. This situation often occurs when a seller provides a proposal or estimate and the purchaser responds with the issuance of a purchase order that provides slightly different terms for the purchase of the equipment or services.

Grey Areas

In most cases, the terms of the proposal and the purchase order are not identical. This grey area is where most contractual disputes occur. For example, the proposal usually includes a laundry list of contractual requirements with price and delivery terms being the most important to the purchaser. Often, the purchaser will issue a purchase order for the purchase of the equipment and include a different amount, price or delivery term. As purchase orders are forms drafted by the purchaser, they are almost

always silent as to ancillary issues such as insurance, warranties, etc.

In determining which terms were agreed to, a court will start by looking at the characteristics of the proposal. The initial offer, based upon its language, can be either revocable or irrevocable. Revocable offers do not contain a specific period for which they can be accepted and can be withdrawn by the seller at any time prior to the purchaser's acceptance. On the other hand, irrevocable offers are open for a set period of time, such as thirty days, and can't be revoked or modified by the seller during that period. This offer must be accepted during the acceptance period for the terms of the offer to be applicable. At the end of the term, the offer expires and the seller is under no obligation to provide the equipment or services on the terms included in the proposal.

In the event that the purchaser responds to the offer during the acceptance period and provides slightly different terms, but does not address several others, the non-addressed terms will probably be included as part of the agreement. For example, if the proposal provides for two units of equipment, price, payment in thirty days and that purchaser is responsible for shipping costs but the purchase order provides for the purchase of three units of equipment at the agreed upon price and is silent as to all other terms. A court would likely find that the purchaser agreed to the other terms and only requested a modification of the agreement as to the number of units. Thus, the purchaser will probably be responsible for shipping costs and a payment term of thirty days as the terms were included in the original offer and not modified by the purchaser. Purchasers are often surprised by the inclusion of these terms.

If the purchase order is not exchanged during the acceptance period, the terms of the original offer expire. Often, due to the delays inherent in the procurement process, the purchase order is transmitted after the acceptance period included in the offer expires. In this case, a court will consider the purchase order as a counter offer that was provided by the purchaser to the seller. If the seller agrees to provide the product pursuant to those terms, the terms included in the purchase order provide the full scope of the agreement. Using the example above, assuming that the purchase order was issued after the offer expired, the only applicable terms relate to the number of units and price. Terms such as warranties, shipping costs, etc. would be left to the various gap filling provisions outlined by the law. This scenario usually surprises the seller.

Contract Management

The best way to avoid the issues related to this battle of the forms is to implement a system where each proposal is reviewed and the purchase process managed by one person who is trained to analyze these details. Once a proposal is provided, this employee should be tasked the assignment of looking the proposal over, including the fine print on the back page, and determining whether the terms are acceptable and what needs to be done to either accept or modify the terms. Once the terms are ironed out, the procurement process can be turned over to the accounting or purchasing department to complete the order / payment process once an agreement is reached.

Round Table: Low Rivers And Federal Actions Impact Inland Transit

By Susan Buchanan

Drought and ensuing low river levels continue to affect the inland industry. Low water between St. Louis and Cairo, Illinois has threatened traffic on the Mississippi River since December. For months, dredging operations have slowed vessels at points along the river's course. Since December, a stretch at Thebes, Illinois, has been shut for much of each day as the U.S. Army Corps of Engineers removes rock pinnacles.

This month we gathered a group of industry insiders to hear their views about all facets of inland transportation. Our panel, listed in alphabetical order, includes Rick Calhoun, President of Cargo Carriers, Inc., Cargill's barge business; Terence Gomez, a Senior Transportation Manager for AEP River Operations in St. Louis; Merritt Lane, President & CEO of Canal Barge Company, Inc. in New Orleans; Dan T. Martin, Senior Vice President and Chief Commercial Officer at Ingram Barge Company in Nashville; and Clark Todd, President and COO at Blessey Marine Services, Inc. in New Orleans. They all weighed in on a host of subjects for *MarineNews*.

How have reduced Mississippi River drafts have affected your operations, safety, and your bottom line?

Merritt Lane, Canal Barge: Low water in the Mississippi River basin started in mid-2012 on the stretch of the Lower Mississippi below Memphis, Tenn. That affected much of our liquid and dry cargo operations and impacted any operator transiting the river above Vicksburg, Miss. For us, the biggest impact from recent, low-water conditions on the Upper Mississippi is on our tank barge operations between the Gulf Coast and the Chicago area. For more than a month, we loaded tank barges transiting the middle Mississippi River lighter than normal, and our tow sizes were smaller. Low water caused delays, meaning it took longer for these lighter-loaded

"While the needs of many users of the inland system must be balanced, having a plan that's flexible to changing conditions and requirements is necessary to ensure that the Corps isn't restricted in making waterways management decisions that are best for all users and the nation. The economic repercussions of a possible shutdown of a portion of the Mississippi River would be far-reaching and so catastrophic that the Corps should have the ability to take whatever steps are needed to avoid it."

H. Merritt Lane, III, President and CEO of Canal Barge Company, Inc. in New Orleans

barges to reach their destination. Those factors together have impacted our bottom line. Prolonged, low water has posed operational challenges for our mariners. However, our deep safety culture and the professionalism of our mariners have helped us safely navigate this extended, low-water event. The event has highlighted how we as a country need to have a much stronger, more serious focus on water management and river infrastructure issues.

Dan Martin, Ingram Barge: Barge transportation is the safest mode for moving bulk commodities. Faced with very challenging, operating conditions throughout the drought of 2012, Ingram continued to operate on the Mississippi River with stellar safety results. The necessity to frequently operate with drafts as shallow as 8 feet, when 10 feet is normal, certainly impacted our bottom line, with each foot of draft representing nearly a 200-ton loss of cargo. Our tow sizes, which normally consist of 30 to 35 barges, were often reduced to 20 or 25 barges. Together, these factors combined to make our operations much more costly and less efficient. That being said, we were able to transport cargoes for our customers in a very reliable fashion.

Clark Todd, Blessey Marine: Industry tried for months to get the U.S. Army Corps of Engineers or USACE to address the approaching, low-water situation on several fronts and with several options--all to no avail in anything that could be considered timely. As a vessel owner and operator of inland tank barges, Blessey Marine's primary consideration is the safety of our crews, our equipment,

"Some carriers operate by affreightment rates dependent on the volume of cargo carried in each tow, while other carriers operate on term-charter rates. So it isn't easy or appropriate to comment on how low-river stages affect one operator or another."

Clark A. Todd, President and COO of Blessey Marine Services, Inc. in New Orleans

the environment and local populations in areas where we operate. Reduced flow in the river and the emergence of rock formations and pinnacles created huge hazards to navigation along segments of our inland waterways.

We have taken extra precautions in addressing these issues with our captains who operate above Cairo, Ill., and we have actively engaged our customers to ensure that all safety concerns are addressed during this low-water event. Stretches of the Mississippi River that are normally open for two-way traffic are only wide enough for one-tow, eliminating many meeting areas. Tows are losing time waiting for traffic to clear certain areas, thereby increasing transit times, sometimes by days. Tow groundings have occurred in these areas with greater frequency since the current, low-water event began. Each carrier company has different operating margins, different terms and conditions in contracts and different considerations that affect financial statements. Some carriers operate by affreightment rates dependent on the volume of cargo carried in each tow, while other carriers operate on term-charter rates. So it isn't easy or appropriate to comment on how low-river stages affect one operator or another.

Terence Gomez, AEP: Our safety record is second to none in the inland marine industry. But low water has caused significant damage to our boats and millions of dollars in lost revenue in 2012.

Rick Calhoun, Cargo Carriers: We have been affected like other companies. In some cases, tow sizes have been cut in half, transit times have more than doubled and some orders have been curtailed.

Is the Army Corps doing enough to facilitate Mississippi River transport?

Dan Martin: The decision by the Corps to expedite the removal of rock pinnacles in the Thebes to Grand Tower, Ill. stretch has proven critical to allowing navigation to continue between St. Louis and Cairo, Ill. Ingram and the entire navigation industry are grateful for the efforts of the Obama Administration, Illinois Senator Dick Durbin and many other senators, members of Congress, and state governors, who have focused on the importance of maintaining barge traffic on the nation's busiest water transportation artery. At the same time, we believe the Corps should be open to releasing more water from the Missouri River, if necessary, to permit operations at a nine-foot draft throughout the winter months. Without such assurance, we lack certainty that the nation's most important waterway can continue to effectively move its commerce.

Rick Calhoun: The Corps has been working hard to keep a 9-foot channel. We were pleased that the Corps has been able to speed up rock pinnacle removal near Thebes and release additional water from reservoirs associated with the Mississippi River.

Merritt Lane: Since low water began last summer, the Corps deserves huge praise for consistent dredging operations to keep the river navigable and also for coordinating with the Coast Guard to ensure safe operations. Compared to the low-water event in 1988, the response to drought to ensure

"Barge transportation is the safest mode for moving bulk commodities. Faced with very challenging, operating conditions throughout the drought of 2012, Ingram continued to operate on the Mississippi River with stellar safety results."

Dan T. Martin, Senior Vice President and Chief Commercial Officer at Ingram Barge Company in Nashville

a navigable channel has vastly improved. However, the overall issue of management of the entire, inland waterways system needs improvement. While the needs of many users of the inland system must be balanced, having a plan that's flexible to changing conditions and requirements is necessary to ensure that the Corps isn't restricted in making waterways management decisions that are best for all users and the nation. The economic repercussions of a possible shutdown of a portion of the Mississippi River would be far-reaching and so catastrophic that the Corps should have the ability to take whatever steps are needed to avoid it.

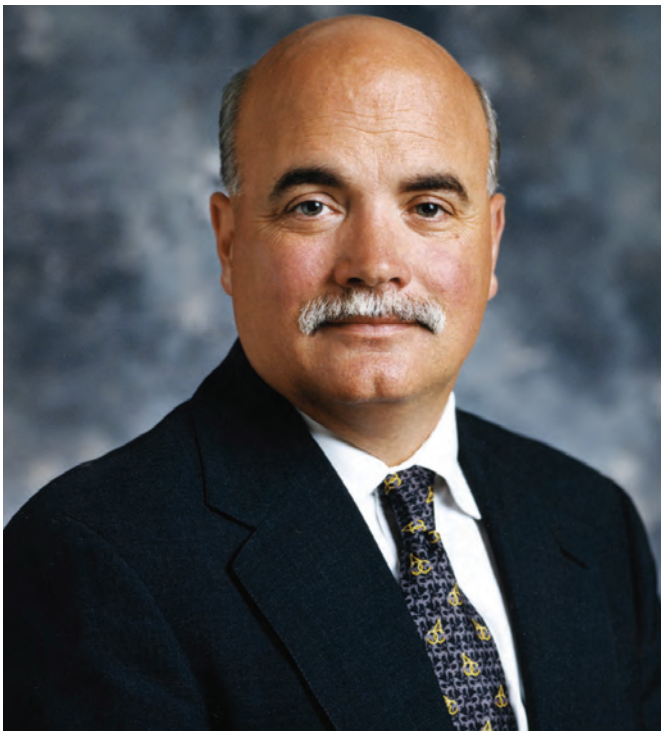
Terence Gomez: We are pleased with what the USACE has done to keep a navigable channel.

Clark Todd: Many months ago, industry representatives began trying to present this issue to the attention of the USACE. The effects of the drought were a forecastable event that everyone knew would affect transportation throughout the Mississippi River Valley and certainly in and below the St. Louis area. Industry and the USACE knew that this day would come when the last major re-write of the USACE Master Operating Plan for the Missouri River was being debated years ago. Despite recent efforts by industry, the USACE punted the low-water issue around internally for a while. Its reaction was delayed even though industry cried for immediate action. The effects of the drought were heightened by two issues that could have provided a remedy to the problem. First, due to low water, significant numbers of rock formations and pinnacles emerged in the area north of Cairo, Ill., restricting navigable channels on parts of the Upper Mississippi River. And despite knowing the inevitable effects that low water would have in bringing these rock formations into play and their direct effect on navigation, the USACE waited until Dec. 11 of last year to award bids to two contractors to remove these impediments. Second, USACE should have released water from reservoirs on the Missouri River to maintain specific draughts along the Upper Mississippi. They refused, hid behind a public response that they couldn't do anything on the issue without Congressional intervention, and instead released somewhat insignificant amounts of water from other rivers. For months, navigable channels north of St. Louis have been pinched and vessel traffic has been limited to one-way transit--most of which industry believes could have been avoided if the USACE, as the custodian of America's inland waterway, had taken appropriate and timely action. Lack of action by the USACE forced industry to mount a large, grassroots campaign involving U.S. Senators, Congressmen and other stakeholders, who in turn addressed the USACE at every level of its hierarchy, as well as President Obama.

Are inland freight rates adequate to cover operators' costs now?

Terence Gomez: For the most part, no. Line-haul tow size and barge drafts have been cut back due to low water conditions on the upper Mississippi River, and there is a current lack of demand for covered hopper barges.

Merritt Lane: Low water is making it extremely tough for operators to run profitable operations, given the



"Leaders of businesses that are affected by the river need to make their voices heard so that a capital investment plan, involving port deepening, moves forward."

Rick Calhoun is President of Cargo Carriers, Inc., a Cargill business operating 1,300 barges

adjusted drafts and fewer number of barges allowed in each tow because of low-water conditions.

As an industry, we haven't done a sufficient job of educating the public, lawmakers and other stakeholders about the industry's critical role in supporting our nation's economic infrastructure. Low water in two key points in the Inland Waterways System over the past eight months has brought to light the barge industry's importance in efficient, economical transport of commodities critical to the nation's economy.

Clark Todd: Each carrier company has different operating margins, different terms and conditions for their contracts and different considerations that affect financial statements. It wouldn't be appropriate to comment further on this issue. But we can say that for carriers who operate on affreightment rates, being paid by the ton or barrel instead of a chartered day rate, those operators would be affected not only by limited draught, but also tow size, thereby limiting the amount of cargo per barge and the number of barges they're able to move. The ultimate impact could be more cargo moved by rail or truck or no movement of cargo at all, depending on the circumstances.

Rick Calhoun: Freight rates have and will continue to fluctuate depending on river levels.

How will reduced barge traffic impact the national economy this winter? To what extent will rail and trucks be used instead of barges?

Dan Martin: In the event of an actual closure of the river, nearly $7 billion in key products, including corn, soybeans, coal, petroleum, chemicals and other commodities, would be put at risk. We're aware that some shippers are using rail cars and trucks to move their products but we have not seen this on a widespread basis. Trucks really are not a viable option for the volumes that move by water, and there are limited rail cars available to fill the gap.

Rick Calhoun: We don't know what the coming weeks will bring so it's difficult to say. But we're currently in the critical period for shipping grain to the Gulf and the export markets. Starting in March or so, the South American crop will kick in, and we will enter the usual period of slower exports from the United States. Trucks and rails aren't part of the solution. A typical 15-barge tow carries the load of 216 rail cars, needing 16 locomotives or the equivalent of 1,050 large semi tractor-trailer trucks. The Army Corps has estimated that the savings is $14 per ton for shipping on inland waterways versus other modes.

Merritt Lane: Lighter-loaded barges and reduced tow sizes are already impacting the national economy. For example, Canal Barge Co. has been required to load its tank barges with less petroleum products and reduce tow sizes, which interrupts the supply chain, affects prices and is then felt by the consumer. While in theory these products can adjust their destinations or modes of transportation, at the end of the day there aren't enough rail cars and trucks to carry all the cargo moved on the waterways in the event of a shutdown. And even if there were, it would mean more air pollution and reduced road safety. Barges are the cleanest, most efficient and safest mode of freight

transportation.

Clark Todd: Commercial transportation along our waterways, while largely unwitnessed by much of America, is the nation's safest, most economically viable and environmentally friendly mode of transportation for dry and liquid cargoes. U.S. Trade Representative Ron Kirk recently stated that the nation has $9 billion in exports sitting on barges because that can't get down the Mississippi River as a result of the drought. He cited a critical need to look holistically at all infrastructure. According to the American Waterways Operators, a tow on the Upper Mississippi, Illinois and the Ohio Rivers typically moves fifteen barges, thereby resulting in a decrease of 255 tons in capacity for one tow with just one-inch of water loss. The typical dry cargo tow on the Lower Mississippi River pushes 30 to 45 barges, resulting in decreased capacity of up to 765 tons for just a one-inch loss of water. A typical inland barge can carry the same amount of dry cargo--agricultural or steel products--as 16 rail cars or 70 semi trailer trucks. And one tank barge can carry the same amount of liquid cargo--fuels or chemicals, for example--as 46 rail cars or 144 semi trailer trucks. According to the Texas Transportation Institute and AWO, the estimated effect of low water to consumers and the volume of products potentially impacted in December and January is 7 million tons of agricultural products, worth $2.3 billion; 1.7 million tons of chemical products, worth $1.8 billion; 1.3 million tons of petroleum products, worth over $1.3 billion; 700,000 tons of crude oil, worth $534 million; and 3.8 million tons of coal valued at $192 million. The increased carbon footprint from the use of rail and trucks in lieu of barges is staggering. Whether spare capacity of rail and trucks even exists to fill the void in reduced barge traffic and whether cargo suppliers will seek to use rail and/or trucks remains to be seen. Many factors would have to be addressed--particularly whether terminals and petroleum facilities have sufficient tank capacity to hold petroleum products until an equivalent number of railcars or trucks could move that cargo.

How difficult will it be to comply with the impending Subchapter M rule? Will we see more consolidation within the industry because of it?

"Our safety record is second to none in the inland marine industry. But low water has caused significant damage to our boats and millions of dollars in lost revenue in 2012."

Terence Gomez has been a Senior Manager at AEP River Operations in Missouri since 1986

Clark Todd: The Notice of Proposed Rulemaking or NPRM for Subchapter M was published in August 2011, and public comments were provided in December of that year. If Subchapter M were made a final rule today, with the USCG incorporating none of the changes or revisions that industry provided, there would be some challenges for small and large companies. But we're confident that industry gave the USCG enough supporting data to revise and rewrite some of the requirements that were included in the NPRM--specifically redundant steering requirements. The USCG suggested that a redundant steering system be located in the engine room of towing vessels. This is impracticable financially and also nearly impossible. The USCG was not clear on whether any vessels would be grandfathered under these rules, leaving industry to rely on assumptions at this juncture. For the most part, Blessey is positioned so that our operations would have little difficulty complying with most of the elements of the NPRM. Its Safety Management System requirements pose few challenges for our operations since we have a Management System in place. Our customer base has been pushing for this for years. So for us, it would be a seamless transition. Other portions of the NPRM, specifically some of the record-keeping requirements, wouldn't cause us great concern since most of them are incorporated in our Management System, or can be added easily. The vagueness of the NPRM left a lot open to interpretation, however. The USCG offered two options for companies to receive Certificates of Inspection for vessels: a Safety Management System route whereby third-party auditors verify compliance for the issuance of a Certificate of Inspection and a Coast Guard option whereby the USCG would inspect every vessel to verify compliance. We're concerned that it would be difficult for any company to comply with these proposed rules when operating outside of a Management System. In addition, USCG resources would be severely strained if it were to inspect every vessel, and given recent budget cuts within the USCG, its strains have gotten worse. We're confident that in the end, however, the USCG will listen to the concerns of industry and work with us as a partner--who wants nothing other than to make the industry as safe as possible. Once the Final Rule is published, there will be phased-in compliance. Therefore, it's unlikely that we'll see a large number of consolidations early on. However, given the resource burdens of developing, implementing and managing a management system, there's no doubt that some smaller companies will find themselves overwhelmed when trying to comply with Subchapter M.

Merritt Lane: The Coast Guard has released its proposal for Subchapter M, and Canal Barge Co. has submitted extensive comments on it. But the final version has not been published. Our company's use of a Towing Safety Management System or TSMS over the past 15 years through the AWO Responsible Carrier Program has positioned us extremely well to transition to towing vessel

inspection. We believe that all towing companies should be required to implement a TSMS. It has proven the most effective way to prevent the main reason for marine incidents--human error--and raises the standard that all towing vessel companies must meet. It's unclear whether or not Subchapter M will result in more consolidation but in reality, the additional cost of compliance may cause some operators to consider selling out. Subchapter M will have the positive result of heightened safety for our industry.

Dan Martin: We're hopeful that the regulations, when finally issued, will reflect a balanced, reasonable approach that most operators will be able to comply with. Certainly, the regulations will create more complexity, and some smaller operators may decide that these new burdens are sufficient motivation to exit the business.

Terence Gomez: In my opinion, Subchapter M will have very little impact on future industry consolidation.

Is the inland industry prepared for increased traffic from the Panama Canal?

Dan Martin: The barge industry is definitely ready but we're a bit concerned that dredging, needed to deepen our nation's ports to the necessary 50-foot depth, will not be completed in time to allow post-Panamax vessels to fully access the New Orleans to Baton Rouge corridor.

Merritt Lane: While we're waiting to see the actual impact that Panama Canal traffic will have on the Inland Waterways System, we believe that our industry has the capacity, the ability and desire to move increased volumes on the river. The main unknown is whether we'll continue to invest in the lock, dam and levee infrastructure required to support the range of uses of the river system--whether they're commercial, municipal, environmental or recreational.

Clark Todd: The question shouldn't be whether the inland industry is prepared for increased traffic. It should be are the ports of the Northern Gulf--including Houston, New Orleans, Mobile, and Tampa--and the ports of the Eastern U.S.--Miami, Savannah and Baltimore--prepared to accept deeper draught and height vessels? The inland industry will look to meet the increased cargo requirements of refiners and petrochemical facilities in transporting their products. However, the immediate bottleneck will most likely be whether ports have met the navigational and capacity issues to handle larger vessels, regardless of whether the vessels are tankers, bulk carriers or container carriers.

Rick Calhoun: Leaders of businesses that are affected by the river need to make their voices heard so that a capital investment plan, involving port deepening, moves forward.

The Articulated Tug Barge (ATB) Quandary

Inconsistent Rules Create Uneven Application of Standards. (Captain) Jeff Cowan explores the how and why of the safety gap that comes as a direct result.

By Jeff Cowan

Oil tankers and cargo vessels face a number of oil spill prevention regulations especially along the U.S. coast. Surprisingly, many of the regulations governing T-2 and T-3 sized tankers which carry between 120,000 and 146,000 barrels of oil do not apply to the new Articulated Tug Barges (ATBs) that may carry as much if not more (400,000+ barrels). The ATB tug has a "hinged" connection system which allows movement in the fore and aft (pitch) as compared to an Integrated Tug Barge (ITB) that locks together in formation, essentially making one unit.

The Evolving Coastwise Trades

Formerly, the U.S. coastwise trade was handled by tugs with barges towed on a long tow line. The quarters were cramped and the motion very uncomfortable. Beyond this, these units were slow and subject to weather delays. One advantage these traditional tugs had over ships involved within the U.S. coastwise trade was lower operational costs, mostly due to fuel consumption and reduced manning, but they had the disadvantage of the inability to maintain schedule in even what could be considered just moderate weather for larger, conventional tankers.

An advantage an ATB has over a regular tug and tow barge is that it can take weather better allowing for a tighter schedule (though weather is still a great concern). Since the tug for an ATB is notched (secured) to the barge while pushing and the tug is lighter than the barge, the motion of the tug and barge is much different. The barge could be going up a swell or sea while the tug is going down.

But the cost advantage is mitigated because as one industry insider said, they add an additional 1-2 days into the schedule when chartering an ATB. If the ATB exceeds the physical limits of the pins, and it comes out of the notch due to breakage, etc., it creates a rolling motion or pendulum effect in quartering and beam seas. Some ATBs do not have a lower wheelhouse but do have an emergency steering station to keep the poor souls out of the higher wheelhouse pendulum. If out of the notch, an ATB must then try to control the barge via the traditional towing arrangement or tow wire, except the newer ATB tugs do not have the towline reels.

On some tugs, the insurance wire would already be attached if they became un-notched. Except for the lack of a tow reel with wire, there would be no catenary to absorb the shock of barge movement and inclement weather, so it would most likely break the tow couplings. If another sizable tow boat were not enroute, the U.S. could have a replay of the 1996 "North Cape" barge incident that resulted in the release of 828,000 gallons of home heating oil.

Reduced Crew: the Real Question …

Another advantage to ITB/ATBs is cost savings from a reduced crew complement. Crewing on board an ITB/ATB ranges from eight to twelve depending upon routing compared to as many as 25 for a typical coastal tanker. Most of the ATB tugs are less than 500 gross registered tons so when compared to ships, they allegedly do not need to carry the same number of crew and in some instances do not have space for additional crew. Interestingly, ATBs claim to be able to do all the things a coastwise tank ship can do, but with fewer people, and usually only one engineer.

The lack of crew aboard an ATB compared to a tanker raises the question: If an ATB can do all a tanker can, what tasks are not done that allow for fewer crew? Industry consensus says these "ships" (when connected) are constructed to take advantage of a loophole in the law. Since these boats do not travel more than 200 miles from the U.S. coast and are not engaged in international voyages, they are not subject to the International "Standards of Training, Certification and Watchkeeping" (STCW) nor will they be subject to the upcoming "Maritime Labor Convention 2006" (MLC 2006) guidelines coming into effect 20 August 2013. But, since most of these ATBs transport oil, they fall under the auspices of the Oil Pollution Act of 1990 (OPA 90).

OPA 90 requires the crew to have 36 hours rest in any 72-hour period but may work longer. Crew may work up to 15 hours in one day but must have compensatory rest within the remaining two days (i.e., Day one, work 15 hours rest 9 hours; day two, work 9 hours, rest 15; day

three, work 12 hours rest 12 hours, etc.). This raises the question: Who works in place of the hypothetical crewman on Day two? Remember, this all transpires aboard a vessel carrying a limited crew size and transporting between 120,000 barrels to 400,000 barrels of oil. Do these vessels sit idly alongside the dock or at anchor to allow the crew rest? What work is not being done if no one is assigned to cover during rest hours?

In California, there are berths that require some ATBs to tie-up with 16 mooring lines. Luckily, most of these lines are stored on reels but it takes people to lead out these lines, throw the heaving line, bend the heaving line onto the mooring line, slacken the line reel and finally tighten that line on the reel. Depending upon personnel available, the process could take hours depending upon type of line, which would impact the rest period for some crew.

Ships engaging international routes must use the International Safety Management System (SMS). Procedures must be documented; records maintained for inspections; maintenance kept and used in the spirit of safety. The SMS works if used as set down in the International Safety Management Code. Besides performing required inspections and maintenance, these iterations must be documented by someone. On a ship with 23 crew it can it be done effectively. Given the perceived need to administer SMS in the as yet unreleased 46 Code of Federal Regulations (CFR) Subchapter M, how does a tug with a crew of eight accomplish the same documentation level when involved in coastwise trade with numerous port calls/evolutions?

In addition, due the limited size of these boats, they do not have the capacity to carry enough spare parts or sustain an effective machine shop, so shore crews perform most of the maintenance and repairs. What happens at sea when one of the generators is lost and a cargo/ballast pump ceases function simultaneously? Keep in mind that an ATB usually only carries one engineer among the crew. A ship carrying the same amount of cargo as the tug/barge will typically have seven, one Chief Engineer, a minimum of three licensed engineers, at least three unlicensed crew in the engine department, a sizable machine shop and spare parts inventory.

Since 2001, for ships engaged in international voyages follow the "International Ship and Port Facility Security Code" (ISPS) and every ship must have security measures in place or risk losing trading privileges if their International Ship Security Certification (ISSC) is pulled. Domestic vessels must adhere to U.S. 33CFR 104 which mimics the ISPS and states among other requirements "that vessel access, including the embarkation of persons and their effects, is controlled." With a limited crew, pumping cargo, tying up/letting go, performing sea watches, routine maintenance and inspections, ATB crews have a lot on their plates.

Real Analysis: Real Consequences

The UK and Maritime and Coastguard Agency (MCA) recently published a study on fatigue and stated that "if the numbers of people fall short of what is required to carry out a task, then workload, fatigue, stress levels and sickness are increased; short-cuts are taken, and the safety culture is compromised by demotivation, low morale and absenteeism. Management efficiencies (staff cuts) often result in unsafe working efficiencies (shortcuts), a decrease in thoroughness and an increase in the number of mistakes – all made worse due to fewer people having less time to prevent those mistakes developing into something worse." To maintain operations with a small crew (8), what shortcuts must ITB/ATB operators take?

In the 1990s, the State of Washington tried to mandate as part of their Best Achievable Protection Regulations that two licensed deck officers be on duty with a helmsmen and lookout while navigating or at anchor in state waters (among other practices). The Independent Tanker Owners (Intertanko) brought suit, citing conflicts with the Commerce Clause among other facets of law. Under United States vs. Locke, the Supreme Court struck down the Washington mandate for watchkeeping since Federal law supersedes State law when the vessel is involved in interstate commerce.

While this writer attended different meetings with U.S. Federal employees, conversations drifted toward the operation of ATBs, and they often expressed reservations regarding the crewing aboard these boats and the amount of oil they transport. These individuals separately, at different times stated, "Something will have to happen for the regulations to change for ITB/ATBs." Taken in perspective, the tankship Exxon Valdez spilled 11 million gallons of oil in Prince William Sound; the container ship "Cosco Busan" spilled 53,000 gallons of oil in San Francisco Bay; and one of these ATBs has the potential to spill 12 million gallons (400,000 barrels) and with only eight crewmembers. With that risk, why will it take an oil spill of a magnitude in the millions of gallons to change regulations?

Automatic Lubrication Device Eliminates Guesswork – and Failures

Klüber Lubrication and perma-tec partner to bring single point automatic lubrication solutions to the marine industry

By Ben Bryant

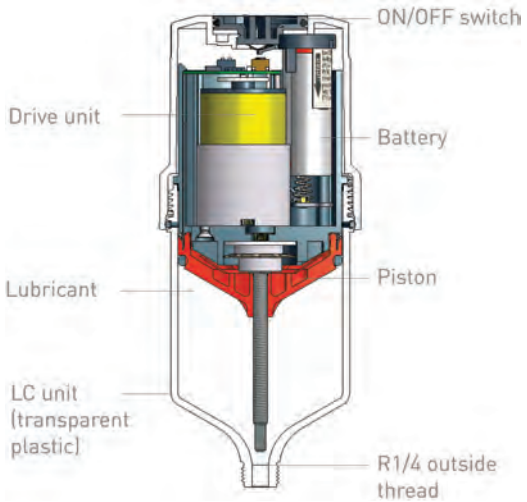
Specialty lubricant provider Klüber Lubrication and perma-tec, a producer of single point automatic lubricators, have launched a new product line designed to provide customers in the marine industry with a cost effective and reliable solution for onboard equipment maintenance. The product line carries the brand name "Klübermatic" and represents a unique approach to improving marine operations.

The new, collaborative effort combines specialty lubricants for a variety of applications the hardware for single point automatic lubrication of all manners of deck and machinery equipment. Together, the partnership provides vessel owners with the opportunity to install an automatic lubrication system which combines the best lubricant for the application with an innovative single point automatic applicator; backed and supported by the engineering services of both companies.

Klübermatic Single Point Automatic Lubricator

The Klübermatic is a self- generated, fully automatic delivery system for Klüber lubricants to single or multiple lubrication points. Depending on the size of the applicator and the lubrication requirements, the Klübermatic delivery system can be set to discharge the correct level of grease or oil for up to 24 months.

The Klübermatic line includes both electro-chemical and electro-mechanical drive systems. Each Klübermatic consists of the drive system, piston, and lubrication canister filled with correct lubricant for the specific application. A complete line of accessories that may be required to complete the installation are also available for additional purchase. Depending on the model, the Klübermatic will contain between 30 and 500cc of lubricating grease or oil. The discharge period for the Klübermatic is determined by the movement of the internal piston. By controlling the pressure on the piston in the electro-chemical units or the lubrication intervals in the electro-mechanical units, the proper amount of lubricant will be delivered over the discharge period. The device can be directly mounted to the grease fitting or it can be remotely mounted using brackets and tubing. At the end of the discharge period, depending on the type of drive used the complete unit is removed, disposed of and replaced with a new unit (electro-chemical) or the lubrication canister and batteries are replaced and the drive unit is reused (electro-mechanical).



Operational Benefits

When using traditional and/or manual methods, over 50 percent of machinery failures can be attributed to insufficient lubricant application, improper lubricant for the application, or lubricant that has aged and no longer protects the machine element. Switching to the Klübermatic program can significantly reduce these failures and deliver real benefits to the operator. Reliably delivering the correct amount of lubricant at the correct interval over the lifetime of the applicator eliminates manual lubrication routines, which on some cases, can over-lubricate when the lubricant is being applied and under-lubricate if the lubrication intervals are too long or missed. This can lead to seal failures and excessive friction during periods of over lubrication and excessive wear rates and corrosion during periods of under lubrication. Klübermatics enhance best practice preventative maintenance routines while also eliminating much of the hassle of planning and scheduling manual applications.

With the Klübermatic system, labor savings and improvements in crew safety can also be realized. Man-hours required to maintain equipment are reduced as each lubrication point only needs to be accessed at the

time the Klübermatic is exchanged or during routine inspections. With the reduction in manual lubrication, also comes a reduction in the risk associated with accessing lubrication points that are in confined spaces, hard to reach locations, or exposed areas of the vessel.

Installation

Correct installation and lubricant choice are essential for maximizing the benefits of the Klübermatic system. Each Klübermatic installation begins with a vessel survey by the Klüber and perma-tec engineering team and continues with installation support and periodic operational reviews. During the survey, the team will identify the opportunities for automatic lubricators, the installation design, and the lubrication requirements. In the engine room, lubrication points on main and auxiliary mechanical systems that can be fitted with Klübermatics include lube oil transfer pumps, air compressors, feed water pumps, engine cooling pumps, waste treatment systems, air supply fans, hydraulic motors for controllable pitch propellers, portable water pumps, and fire suppression systems.

On Deck

On deck applications for the Klübermatic largely depend on the purpose of the vessel and the equipment included. Lubrication points on deck cranes, winches, capstans and fairleads can benefit from reliable, routine lubrication. Where lubrication is a regulatory requirement, the use of Klübermatics will help ensure the vessel remains in compliance. An example is the USGC requirement to lubricate lifeboat davits on a monthly basis. A survey of the vessel by the Klüber and perma-tec team will identify the applications where Klübermatics can benefit your operation. Klüber and perma-tec installation and after sales support will ensure the systems function as designed.

Turnkey Solution, Peace of Mind

The unique features of the Klübermatic program include controlled and metered delivery of the correct lubricant, automatic lubrication systems engineered to meet the specific requirements of the application, and the combined installation and after sales support by the combined engineering team. Klübermatics provide the operator with peace of mind that deck machinery and winches will not fail during critical operations such as docking, cargo handling, maneuvering in restricted channels, or at sea during inclement weather because of improper lubrication.

Rapp Hydema Hauls in the Research Vessel Market

By Raina O Clark

Rapp Hydema has been supplying deck machinery to research vessels since 1977, but this global market recently became especially significant for the group. In 2002, in what would be a watershed project, Rapp Hydema was chosen to outfit the NOAA Fishery Survey Vessel (FSV) Oscar Dyson class of vessels. The first four ships in the class were being constructed at VT Halter Marine Shipyard.

"That NOAA research vessel contract provided us with excellent exposure," said Johann Sigurjonsson, President of Rapp Hydema U.S. Following the construction of the first vessel in the series, the FSV Oscar Dyson, VT Halter Marine evaluated all key suppliers for the project.

"We were the only vendor evaluated to get a rating of 'excellent'," said Scott R. Atkinson, Vice President of Government Contracts at Rapp. "From there, we saw a steady increase in interest."

Following this first NOAA vessel, Rapp went on to outfit a number of research vessels world-wide, including five especially significant projects in the last few years. These projects include a South African polar icebreaker and research vessel, a Namibian Ministry of Fisheries and Marine Resources vessel, an Australia Commonwealth Scientific and Research Organization (CSIRO) vessel, an Alaska Regional Research Vessel (ARRV) for University of Alaska-Fairbanks and the fifth and latest vessel in the NOAA FRV series, the Reuben Lasker, built by Marinette Marine Shipyard in Wisconsin..

Experience: a Unique Perspective

All this experience leaves Rapp Hydema in a good place to discuss the unique aspects of the research vessel market. To begin with, Sigurjonsson said, "the equipment used on research vessels is more high tech. With U.S. government customers in particular, they are looking to take advantage of a rare opportunity to upgrade a vessel and to capture state-of-the-art technology."

In other words, government customers are looking for the very latest in deck machinery on the infrequent occasions when new build funding becomes available. The CSIRO's research vessel, for example, included Active Heave Compensation technology as well as Rapp's patented liquid cooled motor which was recognized as a Spotlight on Technology Award recipient at the Offshore Technology Conference. Two each Independent control systems are also included, including Rapp's newest PTS Pentagon Cbus R for the research winch systems, and PTS Pentagon F version for fishery winches. The CSIRO vessel also incorporated electrically-driven, electrically-synchronized level-winding for the winches.

Citing another difference in the research market, Atkinson said "the supplier has to be more than a one-off manufacturer. Government customers are looking for a provider and integrator that will act as a de facto lobbyist for

***All Images courtesy of Rapp Hydema**

the entire deck machinery as a system."

A Single-System Vendor (SSV) or a Scientific Handling Systems Integrator (SHSI) is an added value government customers are frequently looking for. It's easy to find a company that manufactures a particular product, Atkinson said, but what the government customer needs is someone who can serve as a one-stop-shop, integrating products from other vendors as well.

"We are responsible for the overall layout and functionality of the deck machinery package," said Sigurjonsson.

Rapp's role as SSV with NOAA's Fisheries Survey Vessel program helped in the company's selection as SHSI for the Alaska Regional Research Vessel (ARRV) operated by the University of Alaska-Fairbanks. In 2010, Rapp was awarded a contract to supply the ARRV with oceanographic traction, hydrographic and CTD winches, plus two storage reels, winch control and level wind systems. Finally, a high degree of customization also distinguishes the research vessel market.

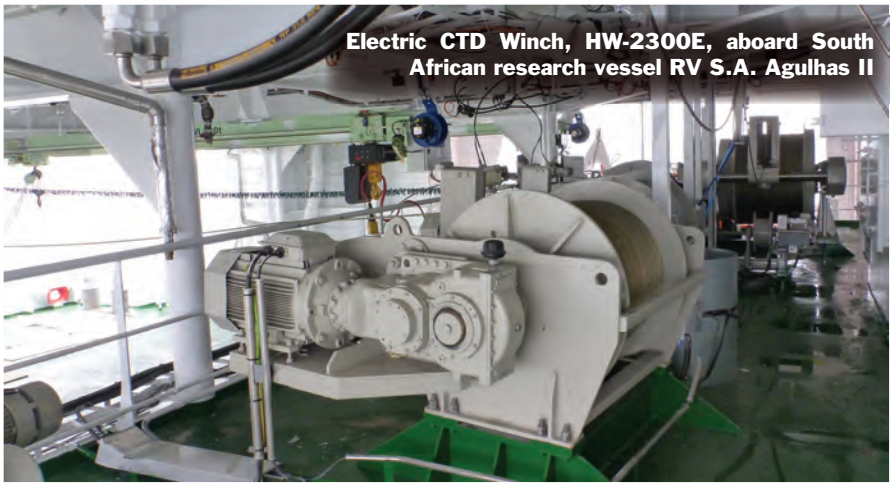
"We build winches to fit the space limitations apparent on board," said Atkinson. "We usually start with an existing design, but it quickly evolves, depending on what the customer is trying to do technically and the unique space available on each boat."

Relationships: the other piece of the puzzle

Building good relationships with shipyards has also stood Rapp Hydema in good stead. In 2010, Rapp was contracted to supply an electric deck machinery package to the South African polar icebreaker and research vessel, A.S. Agulhas II, built by STX Finland Oy. The vessel 440-foot multi-purpose was delivered in April 2012 to the South African Department of Environmental Affairs. Designed primarily to carry out research operations and expeditions for the South African National Antarctic Program, it can also serve as an icebreaker and cruise ship. Rapp Hydema's package included tandem HW-2300E CTD winches, single vertical plankton and towing winches, a general purpose towing winch, a deep sea coring winch, an undulating winch, a capstan and scientific winches. Rapp's latest computerized winch control and monitoring system, the PTS Pentagon Cbus R, integrates all winches and provides varied automation and data-logging functions.

Following this project, in late 2011 Rapp was selected to supply a deck machinery package to another new research vessel; also built by STX Finland Oy. This time, Rapp supplied a combination electric/hydraulic deck machinery package to the Mirabilis, delivered to the Namibian Ministry of Fisheries and Marine Resources. The Mirabilis supports fisheries, meteorological and water quality research, and unlike the old vessel she replaced, the Mirabilis has deep water trawling capabilities. For this project, Rapp provided hydraulically-powered trawl winches, a double net-drum for net storage, a Gilson winch, a research/sounder winch, an anchor winch with two capstans and two separate hydraulic power packs.

The trawl winches are controlled by a PTS Pentagon Cbus F system enabling auto trawl functions for both bottom and midwater trawling operations. Rapp also supplied an electric CTD winch that handles up to 6,000 meters of armor-coated cable and an electric Plankton/net winch with a wire-holding capacity of 3,000 meters of EM cable. The electric winches use Rapp's PTS Pentagon R7E control system.



Electric CTD Winch, HW-2300E, aboard South African research vessel RV S.A. Agulhas II

Johann Sigurjonsson and Scott Atkinson of Rapp Hydema receiving award at OTC

Looking Ahead: the best is yet to come

This year two more important research vessels featuring Rapp deck machinery packages will be delivered. NOAA's 208-foot FSV Reuben Lasker, the fifth in the Oscar Dyson series, is now being completed at Marinette Marine Shipyard and will soon be delivered to the Southwest Fisheries Science Center in San Diego. In addition, Australia's CSIRO research vessel, the Investigator, is scheduled for delivery in mid-2013 and represents Rapp's largest government research contract ever. Rapp supplied 180 tons of deck machinery to this state-of-the-art vessel which will be capable of spending 300 days at sea annually and support activities across a range of disciplines in oceanographic, climate, geological, fisheries and ecosystem research. The ship will have no less than three winch rooms and work at extreme water depths which call for wire and cable-holding capacities of 6,000 to 8,800 meters.

By demonstrating innovative technology and an integrated approach, Rapp Hydema is now positioned at the forefront of the deck machinery world for research vessels. Already having supplied government fleets involved in various research missions in 14 countries, and as the need for research on global climate change, ocean temperatures, fisheries and other related areas increases, Rapp Hydema is well placed to meet the coming demand.

gplink: Remote monitoring system designed for CAT engines

Remote Tracking, Monitoring, and Notification Systems for Cat Powered yachts and vessels are here. The organization that provides premier power solutions in the medium- and high-speed segments with outputs from 93 to 16,000 kW in main propulsion and 10 to 7,680 kWe in marine generator sets, utilizing a sales and service network of more than 2,100 world-wide locations, has further increased its customer support for ocean-going, commercial marine and pleasure craft – wherever they are.

Aptly named gplink, the satellite/cellular based tracking, monitoring, and notification system is specifically designed for Cat engines. Beyond the all-important monitoring of diagnostics and operating parameters – with ten basic features coming standard – the system does so much more. Caterpillar Marine Power Systems has so far delivered more than 130 of these systems to operators and that number is poised to increase dramatically as CAT continues to change how it does business.

Surprisingly affordable, even for smaller operators and yachts, the dynamic system works with both cellular (inland) and satellite (offshore) systems and more importantly, operates independently from other communication systems aboard the vessel. Through the utilization of dual band cellular technology with GSM communications, as well as the Iridium satellite system, gplink is able to provide vessel coverage on a global basis. Monitoring both diagnostics and engine parameters, the system typically installs in about 4 hours with an extremely small physical footprint and global service and coverage. A call center is manned by trained Caterpillar Technical experts on a 24/7 basis to provide support to subscribers. These experts can remotely access any fault codes or operating conditions, review a vessel's alarm status, troubleshoot any engine conditions and potentially eliminate a service technician's preliminary visit to a vessel.

Perhaps most importantly, and unlike other commercial off-the-shelf monitoring systems, this one is designed specifically for the Caterpillar engines. CAT calls it "combining Business and Technology into one package – a "one-stop shop" mentality. CAT began marketing the optional add-on service in June 2012. One day, they envision that the service will be a standard feature for all CAT engines. Monitoring "Advanced Condition Based" maintenance and data, the system is also designed to predict failures – before they happen. Non-Engine metrics can also be monitored, including bilge alarms, air conditioning systems, smoke detectors low batteries, power interruption and other similar warning systems. Especially applicable for yachting community, the use of the gplink can also trigger a break in insurance costs much in the same way that homeowners with home security systems can gain similar leverage with their casualty insurance brokers.

gplink's Geo-Fence feature allows the vessel operator to set up a precise boundary within which the boat should be operating or docked. Any unauthorized movement outside that boundary will prompt an immediate notification from gplink to the vessel operator. Beyond showing real-time data, gplink also archives all account data which can be referenced at any time. The vessel owner will receive reports and monthly updates on maintenance that is coming due, alarms received during the month, a complete engine diagnostic report, and important updates from the vessel manufacturer.

gplink can provide immediate notification via e-mail, SMS, and/or phone of any critical alarm or event. For those users operating in near coastal or inland waters, an iPhone APP to enhance the service is coming this quarter. The new service emerges on the market following Caterpillar's effort to poll and listen to more than 300 customers, over the breadth of 10 different markets segments. What they found out was that customers and operators want, as much as anything else, one integrator for engine technology and related equipment. gplink is arguably the perfect place to start.


Giani


Thompson


Holland


Hendren


Anderson


Kuenning

BV Appoints Giani North American CEO

Bureau Veritas has appointed Daniel Giani to regional chief executive of the marine division in the United States and Canada. Giani will be responsible for profit and loss accountability, identifying growth opportunities, providing marine and offshore technical support and quality monitoring, and ensuring compliance to division guidelines and procedures. Giani earned a degree in naval architecture and marine engineering from the Universidad de Buenos Aires. He previously served at Norwegian Cruise Lines, Alianza Shipyard and Det Norske Veritas.

USMI Names Thompson as New Program Executive

United States Marine, Inc (USMI) announced the addition of Evin Thompson as Program Executive for its Virginia division. Thompson will be the focal point for off-site program support for craft previously designed, manufactured and delivered to Naval Special Warfare Group 4 commands. Prior to joining the USMI team, Thompson served in the U.S. Navy/ Naval Special Warfare community for 30 years, obtaining the rank of Captain prior to his retirement.

Twin Disc Mid-Atlantic Names Holland as Territory Manager

Mill Log Equipment Company DBA Twin Disc Mid-Atlantic has announced the hiring of Jason Holland as the Territory Manager for the Southern Mid-Atlantic States to include; North and South Carolina. Holland will operate out of the newly established sales office in the North Carolina region. Holland has earned marine and mechanical certifications and has spent the past 14-years in a variety of marine service related positions.

Hendren Joins TerraSond

TerraSond Limited has announced the addition of Captain Rich Hendren as the new HSE and QM Director. Hendren will be working out of the TerraSond corporate headquarters in Palmer, Alaska. Hendren has over 30 years of management experience in the military, maritime, and petroleum industries.

Alps Welcomes Anderson

Alps Wire Rope Corporation has welcomed Natosha Anderson as Customer Service Representative. She joins Alps after working in Customer Service for 10 years in manufacturing and is currently finishing her Bachelor's degree in Business Management at Bendictine University.

Boksa Marine Hires Kuenning

Boksa Marine Design, Inc. announced the addition of Jeffrey Kuenning, who will serve as naval architect and marine engineer working in the Lithia, FL office. Kuenning comes to Boksa Marine Design with 10 years of experience developing a broad range of marine design expertise. Kuenning graduated from the University of Michigan in 2003 with a B.S.E in Naval Architecture and Marine Engineering.

Mullett Acquires Ownership of All American Marine

All American Marine, Inc. announced that CEO Matthew Mullett has purchased all the remaining shares of corporate stock that were held by business partner and founder, Pat Pitsch. Mullett joined AAM as CEO in 1999 and has served as the managing partner of the shipyard since he became co-owner in 2003. Mullett has also appointed business development manager, Joe Hudspeth, to the position of Vice President of Business Development and controller, Del McAlpine, to the position of Vice President of Finance and corporate treasurer.

Ingram Promotes Barker

Ingram Barge Company announced the promotion of Robert Barker to Senior Vice President and Chief Information Officer. Prior to Ingram, Mr. Barker served as Director of Information Systems for a division of Manitowoc Companies in Shady Grove, PA. He is an alumnus of Purdue University with a degree in Computer Integrated Manufacturing.

HB Rentals Names Aguilar SVP

Onshore and Offshore global accommodation specialist HB Rentals promoted Glenn Aguilar to Senior Vice President of Global Operations. Based in Houston, Aguilar will direct and oversee


Mullett


McAlpine


Barker


Aguilar


Bennett


Foti

HB Rentals' global ability to provide its customers with quality solutions for their accommodations needs. Aguilar has more than 25 years of oil and gas experience with at least 15 years focused on accommodation modules.

Bennett Joins Blank Rome

Blank Rome LLP announced that William R. Bennett, III has joined the Firm as Of Counsel in the International and Maritime Litigation and ADR group. Bennett joins Blank Rome from Bennett, Giuliano, McDonnell & Perrone LLP where he was a Partner. He has extensive experience litigating and arbitrating all types of marine and shore based disputes throughout the United States. Bennett received his JD from St. John's University Law School and a BE in Naval Architecture from the State University of New York at Maritime College at Fort Schuyler.

Yacavone Joins Crowley

Crowley Maritime said that Matt Yacavone has joined the company as vice president of sales and chartering for Crowley's petroleum services. He is a graduate of the U.S. Merchant Marine Academy.

Halcomb Retires from Awlgrip

AkzoNobel's Awlgrip business announced the early retirement of Awlgrip founding member David Halcomb. Since 1973, Halcomb and colleagues have launched many innovative products such as the repairable Awlcraft 2000 topcoat, the 545 Epoxy primer and the much lauded Awlfair filler range.

Crowley's Achievement/650-8 in Tampa Bay Rescue

The crew aboard Crowley Maritime Corporation's articulated tug-barge (ATB) Achievement/650-8 recently rescued an injured man who was struggling to stay afloat near the base of the Sunshine Skyway Bridge in Tampa Bay, Fla. The on-watch crew noticed a man bobbing in the water on the port side of the vessel around the same time that emergency radio calls from the St. Petersburg Coast Guard were issued. Crowley's Allen Williams, AB, responded by immediately throwing the stranded man a life ring and Captain Gus Cramer sounded the man overboard alarm. Putting their emergency and safety training to use, the Crowley crew readied the fast rescue boat for deployment while Captain Cramer slowed the ATB's speed to ensure a safe boat launch. Once in the water, the fast rescue boat team managed to pull the badly injured man from the water in less than eight minutes from the initial sighting and wrapped him in a blanket until the St. Petersburg Fire and Rescue boat arrived on scene to perform other life-saving treatments.

Vigor Signs Deal for Largest U.S. Floating Drydock

Vigor Industrial reached an agreement with Daoda Marine Heavy Industry Company (DDHI) to purchase a new floating drydock for $40 million. At 960 feet long, with an inside width of 186 feet and a lifting capacity of 80,000 long tons, it will be the largest floating drydock in the United States. "We decided now is the time to buy because demand to service large vessels is growing and large drydock capacity in proximity to the US West Coast has diminished," said Vigor Industrial CEO Frank Foti. The dock is scheduled for delivery in March 2014.

$2.7 Million EPA Grant to Replace Old Diesel Engines

The U.S. Environmental Protection Agency has provided a total of $2.7 million to help two organizations reduce air pollution in the New York metropolitan area by replacing old diesel engines on a tug boat and two trains with less polluting models. Conservation Law Foundation Ventures, a not-for-profit organization, will use $1.3 million to replace an old engine on the Coral Coast, a 120-foot marine tug boat that operates out of New York harbor, with a new and cleaner EPA-certified engine. The new engine is estimated to emit 70% less nitrogen oxides and 83% less particulate matter than the current engine.

Ending Great Lakes Dredging Crisis to Remain Atop LCA's Priorities in 2013

The dredging crisis on the Great Lakes will again dominate Lake Carriers' Association's efforts in 2013. LCA's

Crowley Rescue

Halcomb

Yacavone

2012 Annual Report released in January stressed that inadequate dredging took a real toll on Great Lakes shipping in 2012. The drought has pushed water levels on Lake Michigan and Huron to record lows and that loss of draft cost some ships more than 10,000 tons of cargo on their final voyages of 2012. Legislation requiring the HMTF to spend what it takes in for dredging on dredging received broad support in the 112th Congress and LCA noted that most of the legislators who co-sponsored the House and Senate bills have returned to Washington in 2013. Key among legislators who are working to end the dredging crisis is Senator Carl Levin (D-MI).

Coast Guard Reducing Passenger Vessel Drug Testing

After repeated requests by the Passenger Vessel Association (PVA), the U.S. Coast Guard has announced the reduction for the testing rate for Coast Guard-mandated random drug tests to 25% for 2013 for passenger vessel operators. Through PVA/Coast Guard Quality Partnership meetings, PVA advocated for the reduction of the random drug testing rate. The maritime industry has demonstrated a consistent reduction in positives since mandatory drug testing was implemented, documenting a positive testing rate of less than 1% for the years 2010 and 2011. Current regulation allows regulators to decrease the random testing rate if the positive testing rate falls below 1%. The reduction was granted because vessel operators achieved this goal. This change will result in a meaningful decrease in the costs for random drug tests for vessel operators.

Markey to Ship TES-40-75HP Towing Winch to Harley

Markey Machinery is preparing a new TES-40-75HP electric towing winch for installation on a Harley Marine Services new Z-drive ship assist tractor tug. The first item of two suites of deck machinery specified by Harley for two vessels, the TES-40-75HP towing winch also fills out Markey's electric towing winch line which now covers wire sizes between 1-1/4" through 2-1/2". The rugged single-drum electric towing winch with fairlead and warping head is designed for use on ASD-tugs where deck space is at a premium. Its AC Variable Frequency electric drive satisfies a wide range of requirements.

www.markeymachinery.com

Adria Winch choose Beijer's QTERM-A7 HMI

Adria Winch has chosen the QTERM-A7 human machine interface (HMI) with iX software by Beijer Electronics to control five oceanographic winches located on the deck of a Russian research icebreaker. The QTERM-A7 can operate in harsh environments, is compatible with existing PLC systems and manages the operating modes, settings, temperatures and calibrations of the winches as well as monitors rope length, speed and force used to deploy the sensors. IP66 rated, UL 508, Class I Div 2 and ABS certified; it can operate in -30 to 70 °C, and storage of -40 to 85 °C.

www.beijerelectronicsinc.com

JonRie Marine's New Series "220" Double Drum Winch

JonRie Marine Winches new Series "220" Double Drum Escort / Assist Winch is to be installed on the twin ship sets for Caribbean Tug-Z and the new Twin ASDs for Seabulk Towing. All sets feature JonRie's Constant Tension (Active Heave Compensation) / Constant Scope systems and independent drives for each drum and JonRie's standard foot pedal for hands free operation. Also featured on each drum are JonRie's Tension read out system. The bow winches also share their Hydraulic Power Unit (HPU) with aft Capstans and Towing Winches.

www.marinewinch.com

Sustainable Lubricants Help Ship Owners Meet EPA Regs

December 2013 marks the renewal of the Environmental Protection Agency's Vessel General Permit (VGP) for commercial vessels, and implementation of the Small Vessel General Permit (sVGP) for craft under 79 feet. PANOLIN America offers environmentally considerate Greenmarine lubricants that are 100% VGP and sVGP compliant for every part of a vessel, including heavy-duty gear oil, production line control fluid and hydraulic fluids, as well as various lubricants for stern tubes, gear boxes and cables and sliding parts. Biodegradable according to OECD 301B/ASTM D 5864, Greenmarine lubricants produce negligible toxicity to aquatic life.

www.panolinamerica.com

Wheelhouse Technologies Maintenance Software

Wheelhouse provides an easy-to-use interface to manage maintenance related activities on a single vessel or fleet. This powerful vessel maintenance system enables the operator and officers to maintain the vessel's material condition using comprehensive Planned Maintenance (PMs) Tasks and Onetime Maintenance (OMs) Tasks linking documents, special tools, and parts to the task. WheelHouse is a Software as a Service (SaaS) application hosted on cloud technology allowing you to focus on your vessel instead of a computer program. Customized to each vessel, it includes maintenance recommendations, spare parts guidelines, and a repository for all ship manuals.

www.wheelhousetech.com

Web App Plugs Seafarers into Environmental Laws

Using SCI's newly developed Internet application, seafarers can use mobile devices to get information on US environmental pollution laws. Developed in conjunction with the National Fish and Wildlife Foundation and the Massachusetts Maritime Academy, SCI gives seafarers an easy way to brief themselves on US environmental laws. A new web app, enviroguides.us, allows mariners to use the web browser on any device to search a constructive summary of the laws affecting seafarers when operating in American coastal waters. The web app equips seafarers with facts so they can make informed decisions.

www.seamenschurch.org

Rugged Searchlight Offers Simple Operation

Perko's Fig. 0314 Pilot House Control Searchlight stands up to challenging marine conditions. Featuring a wide horizontal and vertical movement to provide illumination for a wide variety of night work or emergency uses, it is available in chrome plated or white Perko Kote powder coated brass, and is corrosion resistant and splashproof. The single lever handle permits control of the light from the pilot house, providing 380º horizontal movement and 70º vertical movement. Dependability is enhanced with sealed beam units and tin-plated electrical contacts and wiring. The light is covered by a five-year warranty.

www.perko.com

nv-charts Now Available for Chartplotters

nv-charts has announced the availability of nv-charts for Lowrance, Simrad, and B&G chartplotter systems. The charts are supplied on SD memory cards for chartplotters only, and include all current nv-chart regions. Nv-charts for chartplotters are compatible with all instruments in the Lowrance HDS Series, Gen. 1 & 2; Simrad NSE, NSS, and NSO systems; and all B&G Zeus series systems. Regions available include Northern Europe (North Sea, Scandinavia and the Baltic), the entire U.S. East Coast from the Canadian border to Key West, Bermuda, and the Caribbean Sea including Cuba.

www.nv-charts.com

Rapid USB Charger Ready on Board

Mariners need plenty of electrical outlets for recharging electronics. Hubbell's USB Charger Receptacle delivers duplex USB and electrical power outlets in a single device. Compatible with any USB 1.1, 2.0 or 3.0 electronic device, the receptacles provide 3 amps of USB power—enough to charge two tablets simultaneously. The twin 15 amp, 125V AC outlets stand ready for traditional electrical plugs. Should the receptacle become overloaded, it cycles off briefly, then returns to normal function without manual resetting. Meeting current standards, this spec-grade, tamper-resistant receptacle is cULus listed to UL498 and UL1310.

www.hubbell-marine.com

Polymers Avert Pollution in Post-Sandy Cleanup

Among the more compelling sights following the landfall of Hurricane Sandy was that of a 184' tanker that had run aground. Bunker fuel shrouded the vessel's flooded engine room. C.I.Agent Solutions' solidifying polymer granules and EVAC Filtration System were used to clean the engine room. An environmentally friendly blend of seven polymers solidifies hydrocarbon spills, creating a non-toxic and non-leaching rubber-like mass that enables easy removal. C.I.Agent polymer was broadcast into the lower engine room to solidify the surface oil. Approximately 50 lbs. of solidified oil was removed from the engine room.

www.ciagent.com

Evacuator 8000 line from Xylem Rule Innovation

The largest entrant in the Evacuator line, the Evacuator 8000 pump excels in environments that require fast, efficient removal of large volumes of flooding water. At 8000 gallons per hour and with an innovative power connection allowing for direct operation from a 12-volt battery, this pump represents the ideal solution for remote locations requiring high-volume dewatering capabilities. The Evacuator 8000's high capacity design excels in emergency situations requiring immediate and rapid dewatering. Examples include overflowing sewer systems, emergency basement drainage, boats taking on water, and general construction site dewatering.

www.xyleminc.com

World Wide Metric Introduces Winteb Air Pipe Heads (Ventheads)

World Wide Metric has added air pipe heads to their product line. Partnering with Winteb, a producer of seawater resistant aluminum air pipe heads, Winteb air pipe heads are a sea water resistant aluminum air vent that protects against corrosion and requires no maintenance. These types of air pipe heads have a space and weight saving design allowing them to be placed where competitors have obstacles. With its high quality aluminum DIN1725 material these air pipe heads are a long term solution that saves cost on fuel and produce less CO2 emission.

www.worldwidemetric.com

Marine News

editorial calendar

January

Training and Education

MARKET:
Passenger Vessels & Ferries

TECHNICAL:
Salvage & Response

PRODUCT:
Coatings & Corrosion Control

Ad Close: Dec 21

February

Bulk Transport Leadership Roundtable

MARKET:
Software for the Inland Operator

TECHNICAL:
Deck Machinery & Cargo Handling Equipment

PRODUCT:
Fire & Safety

Ad Close: Jan 25

March

Shipyard Report: Construction & Repair

MARKET:
Special Purpose Workboats

TECHNICAL:
Water Treatment & Technology

PRODUCT:
CADCAM / Design Software

REGIONAL FOCUS:
East Coast USA

Ad Close: Feb 22

BONUS DISTRIBUTION:
CMA Mar 18 - 20 Stamford, CT
AWO Apr 16 -18 Washington, DC
Workboats Exchange Apr 1-4 Amelia IS, FL

April

Offshore Service Operators

MARKET:
Oil Spill Prevention & Response

TECHNICAL:
Satellite Communications for Workboats

PRODUCT:
Marine Propulsion Buyer's Guide

Ad Close: Mar 22

BONUS DISTRIBUTION:
OTC 2013 May 6-9 Houston, TX

May

Combat & Patrol Craft Annual

MARKET:
U.S.C.G. Regulatory Update

TECHNICAL:
Pumps, Pipes & Valves

PRODUCT:
Outboard & High-Speed Diesel Propulsion

REGIONAL FOCUS:
Europe

Ad Close: Apr 26

BONUS DISTRIBUTION:
Seawork Jun 25-27 Southampton,UK

June

Dredging & Marine Construction

MARKET:
Shortsea Shipping / America's Marine Highway

TECHNICAL:
Newbuild & Repair Trends

PRODUCT:
Dynamic Positioning & Thrusters

Ad Close: May 24

THIRD ANNUAL MARITIME PHOTO CONTEST

July

Propulsion Technology

MARKET:
Training & Education

TECHNICAL:
Cellular Communications for Inland / Coastal Ops

PRODUCT:
Winches & Ropes

Ad Close: Jun 21

August

Salvage & Response

MARKET:
OSV Technology

TECHNICAL:
Workboat HVAC Systems

PRODUCT:
Marine Fuels, Lubricants & Additives

Ad Close: July 26

BONUS DISTRIBUTION:
Offshore Europe Sept 3-6 Aberdeen, UK

September

Workboat Annual

MARKET:
Marine Coatings

TECHNICAL:
ITB's & Pushboat Equipment

PRODUCT:
Diesel Engine Tech Guide

REGIONAL FOCUS:
Gulf Coast

Ad Close: Aug 23

BONUS DISTRIBUTION:
Int'l Workboat Oct 9-11 New Orleans, LA
OTC Brasil Oct 8-10 Rio de Janeiro

October

Manning: Recruitment & Retention

MARKET:
Workboat Designers

TECHNICAL:
On Board Comms / Handheld, Intercom & Headsets

PRODUCT:
Electronics & Navigation Trends

Ad Close: Sept 20

BONUS DISTRIBUTION:
SNAME Nov 6-8 TBA
Clean Gulf Nov 13-15 New Orleans, LA

November

Fleet Optimization Roundtable

MARKET:
Regulatory Compliance Equipment & Technology

TECHNICAL:
Inland Regulatory Update

PRODUCT:
Cutting & Machine Tools

Ad Close: Oct 25

December

Innovative Products & Boats of 2012

MARKET:
Construction, Special Operations

TECHNICAL:
U.S. Coast Guard & Maritime Security Workboats

PRODUCT:
Training & Education Facilities

Ad Close: Nov 22

BONUS DISTRIBUTION:
MARINTEC China Dec 3-6 Shanghai, CN

Marine Marketplace

Powered by www.maritimejobs.com

Post Your Resume for Free • Energize Your Job Search @ MaritimeJobs.com

MaritimeJobs.com
where employers and job seekers connect
The Maritime Industry's Leading Employment Website. For more information contact: Jean Vertucci at vertucci@marinelink.com

Bouchard Transportation Co., Inc.

2nd Tug Mate
Qualifications:
- Minimum of a 200 ton Mate Near Coastal with Radar Observer, TOAR, STCW and VSO endorsements
- TWIC
- GMDSS operator/maintainer a plus

Asst Engineer
Qualifications:
- Degree from Merchant Marine Academy or 3 year's experience working on tugs of at least 2,000 HP
- MMD DDE 1,000 to 4,000 HP
- STCW
- TWIC

Tankerman AB/Cargo Mate
Qualifications:
- Minimum of a AB Tankerman PIC (BARGE)
- STCW
- TWIC

Send all resumes to
personnel@bouchardtransport.com
Or Fax to **631-390-4966**

Find a Mariner.com
Professional Mariner Directory
- Advanced Mariner Search
- Post Maritime Job Listings
- Accept Applications

www.FindAMariner.com
Find Crew Today

Boatswain/Maintenance Technician

Job Location: USA, Galveston

Schedules and performs maintenance and modifications to small vessel fleet for the University's small vessel program.

Vernon L Camus
Texas A&M UNiversity Galveston
PO Box 1675
Galveston TX 77553 USA
Phone: 409-740-4490

Email: camusv@tamug.edu
Web: tamujobs.tamu.edu

West Coast Regional Sales Representative

Job Location: USA, West Coast

Buffers USA Inc. is the industry leader in supplying ship lashing, container and chassis parts, cargo control & securement products, to the marine and transportation industry.
The ideal candidate will possess the following:
1. Minimum of 5 years industry experience
2. Great organizational skills
3. Be able to cover the entire West Coast independently

Please forward your resume to: **Fiona@buffersusa.com** Please include your compensation history. All resumes will be kept strictly confidential.
Fiona Milbank
Buffers USA
Email: Fiona@buffersusa.com

Vessel for Sale / Barges for Rent

Southern Recycling emr

We buy barges, ships, and other marine vessels and structures for scrap. We adhere to the highest ES&H standards. Serving the rivers and coasts of the U.S.

AMELIA • BROWNSVILLE • HOUSTON • MOBILE • MORGAN CITY • NEW ORLEANS

CALL 800 - GO SCRAP

NO MAINTENANCE
DURAPOLY BARGES AND WORKBOATS

Low Operating Cost • No Paint • No Corrosion
Heavier Load Capacity • Industrial Grade Construction
High Impact Polymer • Custom Built • Light Weight & Faster
Unlimited Sizes, Options and Designs • Patent Pending

For Sales Contact Kalvin:
durapoly@aol.com • (352) 625-5444 • Cell: (352) 817-3613

Vessel for Sale / Barges for Rent

Marine Marketplace

NEW PRODUCTS

Marine Marketplace

NEW PRODUCTS

PROFESSIONALS

ADVERTISER INDEX

Page	Company	Website	Phone#
37	Appleton Marine	www.appletonmarine.com	(920) 738-5432
33	Baier Marine	www.baiermarine.com	(800) 455-3917
18	Boatracs	www.boatracs.com	(858) 458-8107
17	Breaux Bay Craft	Please call us at	(337) 234-6110
C3	Cummins Mid South LLC	www.cumminsmidsouth.com	(901) 577-0657
15	Company Wrench	www.companywrench.com	(740) 654-5304
40	Effort Group LLC/Workboats Exchange	www.WorkBoatsExchange.com	(203) 202-2576
13	GREAT AMERICAN INSURANCE	www.gaic.com	(212) 510-0135
C2	Gulf Copper	www.gulfcopper.com	(281) 599-8200
19	Hannay Reels	www.hannay.com	(518) 797-3791
15	Hawboldt Industries	www.hawboldt.ca	(902) 275-3591
23	JMS Naval Architects & Salvage Engineers	www.jmsnet.com	(860) 536-0009
1	Louisiana Cat	www.louisianamachinery.com	(985) 536-1121
10	Marine CFO, Inc.	www.marinecfo.com	(866) 962-7463
12	Mariner's House	www.marinershouse.org	(617) 227-3979
29	Markey Machinery	www.markeymachinery.com	(206) 622-4697
27	McDonough Marine Services	www.mcdonoughmarine.com	(504) 780-8100
35	Nabrico	www.nabrico-marine.com	(615) 442-1300
21	New England Ropes	www.neropes.com	(508) 730-4524
14	New York State Canal Corporation	www.canals.ny.gov	(518) 471-5349
7	Patterson Company	www.pattersonmfg.com	(800) 322-2018
C4	R.W. Fernstrum	www.fernstrum.com	(906) 863-5553
3	Saint-Gobain Corporation / CertainTeed	www.certainteed.com	(800) 233-8990
29	SUNY MARITIME COLLEGE	www.sunymaritime.edu	(718) 409-7341
36	TAMPA YACHT MANUFACTURING	www.tampa-yacht.com	(727) 954-3435
15	Tutor-Saliba	Please call us at	(818) 362-8391
17	Western Fire and Safety	www.westernfireandsafety.com	(206) 782-7825

The listings above are an editorial service provided for the convenience of our readers.
If you are an advertiser and would like to update or modify any of the above information, please contact: productionmanager@marinelink.com

Always On Course.

Blessey Marine's Capt Niles Shoemaker is powered by a pair of Cummins legendary K38s

Cummins Mid-South thanks our loyal customers for helping us achieve a record year in the inland river market!

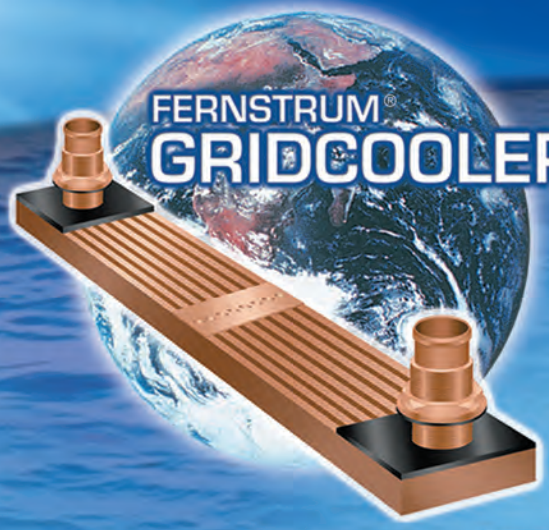
The team sold 230 KTA38 engines in 2012, making Cummins the engine of choice among pushboat owners and operators. We are confident this product will successfully support customers for years to come, and we look forward to a successful EPA Tier 3 transition with the introduction of the next generation of Cummins engines.

Cummins®

Mid-South

YouTube

R.W. FERNSTRUM & COMPANY



FERNSTRUM - WEKA - TRANTER®

R.W. Fernstrum & Company now offers more heat transfer products to the marine industry than ever before. With FERNSTRUM® GRIDCOOLER® keel coolers, Weka Boxcoolers, and TRANTER's Plate & Frame, Platecoil® and Shell & Plate heat exchangers, Fernstrum can provide a cooling solution to meet your needs.

FERNSTRUM® GRIDCOOLER® KEEL COOLER

WEKA BOXCOOLERS

www.fernstrum.com

Phone **906.863.5553** • *Fax* **906.863.5634** • *Export Fax* **906.863.5203**

E-mail **sales@fernstrum.com**