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POSTMASTER Time Value Expedite



On the Cover

The first annual *MarineNews* 100 chronicles the Leading Companies serving the North American shallow draft and workboat markets. This month's cover is comprised of a montage of just a few of those 100 selected firms, all of which are highlighted within these pages.



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The first annual *MarineNews 100* list, one which chronicles the 100 leading companies serving the North American shallow draft market, is 'done and dusted.' The formidable effort, now safely in my choppy wake, provides a telling snapshot of just what makes this sector of the marine industry great. At the same time, the 100 firms outlined within these pages also shed considerable light on the breathtaking breadth of business happening on the water, in the yard and in myriad marine workshops, consultancies and manufacturing concerns nearby. On this one point, I think you and I can agree.

MarineNews' first annual *MN100* awards edition is the brown water and workboat industry's most awaited ranking of leading stakeholders serving the inland, coastal, offshore and shallow-draft markets. I can say this with confidence, knowing that no other marine trade journal serving this niche market has more readers, subscribers or – dare I say it – fans. All of that said; *the Buck stops at my desk* when it comes to this edition. I vetted all entries and personally selected the firms for which we chopped down trees and applied ink to paper. All kudos, comments, complaints and other 'observations' can be directed to keefe@marinelink.com. Fire away.

All gallows humor aside, I found this particular edition to be one of my most challenging; certainly one of the most interesting, and at the end of (several) very long days, one of the most enlightening tasks I've ever attempted. Editing a monthly trade journal can be, at times, a little like herding cats. This marine business of ours extends its tentacles in so many different directions, hence the selection of stories for the allotted folio each month can be challenging. But, that monthly task actually pales in comparison to the effort to rank the full measure of all of the organizations that make this fascinating business tick.

Beyond the selection process, however, this edition allowed me to reconnect at a grassroots level with hundreds of companies. Just when you think that you understand exactly what XYZ Consulting or ABC Shipbuilding does for a living, the process of digging just a little deeper turns out to be an invaluable exercise. It also provides (needed) perspective on what I should be writing about next. For these reasons, and many more, I look forward to doing it again next year. I say this, of course, in advance of the inevitable mailbag assault on my E-mail account. Believe it or not, I look forward to that dialogue, as well.

In September, we return to our typical exciting format, chock full of regular columns and features, augmented by the Editorial Calendar's focus points. As always, what you think is news is important to me. Don't ever hesitate to weigh in on that score. Finally, and as you turn the pages that follow this one, I'm betting that you – like myself – will come away with a different, if not better perspective of marine business today. Count on it.

Joseph Keefe, Editor, keefe@marinelink.com





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The Company:

Established in 1946, the family owned and operated, Bollinger Shipyards group provides quality maritime construction, boat repair and conversion products and services to both the U.S. Military and the commercial marine industry. Four generations of Bollingers have been challenged to match the innovation, integrity and deep sense of responsibility that have become synonymous with the Bollinger way of doing business. Bollinger Shipyards specializes in new construction, steel fabrication, vessel repair and conversion of a wide variety of U.S. Coast Guard and military vessels and commercial offshore and inland vessels. Bollinger currently operates ten shipyards, strategically located throughout South Louisiana and Texas with unrestricted access to the central Gulf of Mexico and the Mississippi River.

The Case:

With 28 dry docks ranging in capacity from 400 tons to 10,000 tons, Bollinger Shipyards provides a wide variety of dry-dock, repair and conversion services for both shallow and deepwater vessels and rigs. Boasting a long-established reputation of integrity in the shipbuilding industry; its reputation emanates from the success of a management team that fosters and creates a workforce dedicated to the principles of continuous improvement. Bollinger's Executive Group plays an integral role in maintaining a product development and service organization that is able to rapidly respond to the ever-changing technical requirements of myriad customers. Safety is also a top priority for Bollinger. Recently, Bollinger's Lockport New Construction facility worked 3,000,000 man-hours without a lost time accident. Building on a philosophy that starts at the top while empowering all employees to demand safe production, Bollinger Shipyards strives for zero accidents. And, in February, Bollinger Shipyards, Inc. was notified by the United States Coast Guard (USCG) that Bollinger was one of three companies selected for award of Phase I for the Offshore Patrol Cutter (OPC) program. The company has attained ISO 9001 certified status and consistently demonstrates its ability to deliver on time a wide range of reliable, quality-built vessels, making Bollinger Shipyards, the "First to Call."

The Product Line:

Bollinger provides a complete array of marine services, with a myriad of products and services such as dry-docks, new construction, emergency repair, propeller repair, machine shops, armature services, fabrication and numerous other support items. Additional services provided through the Bollinger facility network include Project Engineering/Management, Propeller and Vibration Analysis, Engineering and Naval Architects, and Logistic Support by CHAND. Thousands of Bollinger-built and repaired vessels are under sail for governments and private industries around the globe. A wide variety of vessels can be built at any one of its 10 shipyards or repaired on one of 28 dry docks. Well known for its government work – especially having delivered as many Coast Guard hulls as any other yard in recent memory – Bollinger also balances that government portfolio nicely with a robust commercial backlog. These projects include offshore supply vessels, barges, lift-boats, specialty vessels and tugs.



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The Case:

ABS Group blends sophisticated engineering and technology practices with practical operational experience to develop solutions that satisfy clients' business and technical objectives. Extensive ABS experience helps clients take conceptual ideas to fruition involving new technology specific to the maritime industry. ABS Group has extensive ex-

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Chairman/CEO: Tom Linebarger



The Company:

Global power leader Cummins, Inc. is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Cummins is organized into four distinct but complementary business units: Cummins Engine Business, Cummins Power Gen-

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The Case:

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6:53
- Subsea Installation with IHC Wa...**
IHC Hydrohammer, part of IHC Merwede, successfully used seawater in...
6:29
- Buckley McAllister Elected AW...**
The members of the American Waterway Operators, the national trade associat...
6:08

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Website: www.bordelonmarine.com
President & Owner: Wes Bordelon
Number of Employees: 320

The Company:

Bordelon Marine is a provider of marine transportation and support services to the oil and natural gas industries in the Gulf of Mexico and around the world, offering a full range of offshore vessels that aid activities, including construction support, exploration, production, ROV and dive support, oceanographic research and survey mapping, as well as military and special operations.



The Case:

Family run since 1979, this year marks the 35th anniversary of Bordelon Marine, which owns and operates a fleet of modern offshore supply vessels ranging in size from 110-170 feet, mostly built after 2001. The company's services include loop run delivery, vessel management to third-party owners, vessel/equipment brokerage, ROV services and topside mobilization and fabrication management. In 2011, the company opened a new state-of-the-art shipyard, Bordelon Marine Shipbuilders, in Houma, Louisiana, purpose built to manufacture its innovative new class of Platform Supply Vessels, the Stingray Class.

All American Marine, Inc.



The Company:

All American Marine Inc., located on the shores of Bellingham Bay in Washington State, was founded in 1987 and specializes in the construction of custom tailored aluminum boats from 30' to 150'. Today, the company has become a leading builder of high speed passenger catamarans, survey craft, and research vessels. AAM's vessels feature the Teknicraft Design signature hull shape and hydrofoil technology, which aid in high speed travel with excellent fuel efficiency. Furthermore, All American Marine vessels have been verified as producing one of the lowest levels of wake wash energy within their tested class and recorded with a hydra-phone as producing minimal underwater noise. These benefits are directly asso-

ciated with the copyrighted Teknicraft Design foil-assisted catamaran hull concept, of which All American Marine has been given the exclusive construction rights within North America. AAM has constructed well over 30 Teknicraft Design vessels, including 28 foil-supported catamarans.

The Case:

All American Marine's work boat, research vessel, and patrol boat catamaran hull designs feature hydrofoil-assist technology that provides for shallow draft, enhanced sea keeping ability, and improves speed and fuel economy. AAM vessels can reach the work site quickly, without crew fatigue, and provide a stable platform to ensure safe and accurate data collection.



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The Case:

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The Company:

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commercial, workboat and military markets. A specialist supplier to OEM, refit and repair and aftermarket, Dometic maintains a support network of company-owned offices located in 12 strategic regions across the globe supported by numerous marine R&D facilities and factories. Dometic's commercial HVAC and engine room ventilation systems can be fitted to the broadest range of commercial vessels and conform to NMMA and ASHRAE standards. The company is ISO 9001:2008 certified.

The Case:

Dometic Marine has earned an enviable reputation as a marine systems specialist by continuing to innovate and invest in new product design and engineering excellence. After the October 2013 acquisition of Livos Technologies Inc, Dometic Marine is now able to offer a larger product portfolio which includes engine room ventilation equipment, ensuring customers will benefit from having a single point of contact for their entire HVAC systems. The Dometic Livos product range includes products such as axial fans, centrifugal blowers, smoke and fire dampers, mist-eliminating grilles and electronic fan controls. Dometic Marine has received over sixteen marine innovation awards in the last seven years.

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E-Mail: rasampey@conradindustries.com
Website: www.conradindustries.com
CEO/President: Johnny Conrad
Number of Employees: 1,250**

The Company:

Conrad specializes in the construction, conversion and repair of a wide variety of steel and aluminum marine vessels for commercial and governmental customers. Conversion projects consist of lengthening the mid-bodies of vessels, modifying vessels for a different type of activity and other modifications to increase vessel capacity/functionality. Conrad also conducts routine drydocking and repairs as well as inspections required by the U.S. Coast Guard, the American Bureau of Shipping (“ABS”) and other regulatory agencies.

The Case:

Conrad Shipyard is one of the most diverse shipyards in the country, producing Tank Barges, Bottle Barges, Tugs, Pushboats, Liftboats, Ferries, Dredges fireboats, patrol boats, crewboats, offshore supply vessels (OSVs), and more. With 66 years in business, Conrad continues to earn each customer’s confidence. This diversity is what sets Conrad apart.

Delta T Systems, Inc.



**858 west 13th Court
Riviera Beach, FL 33404
Telephone: 561 204 1500
E-mail: michael.gabriel@deltatsystems.com
Website: www.deltatsystems.com
CEO/President: Lynn Oien
Number of Employees: 15**

The Company:

Delta T Systems designs and manufactures money-saving engine room ventilation systems comprised of fans, dampers, moisture eliminators and control systems which increase engine efficiency while reducing maintenance costs. Services include engineering Services, analysis, Ventilation System Design, and full manufacturing Services. The firm is the U.S. Agent for Cranston Eagle Marine products.

The Case:

In the 22 year history of the company, Delta T has engineered more than 14,000 engine room ventilation systems on vessels of all types around the world. Delta T Systems has saved vessel owners millions of dollars in fuel and overhaul expenses with their ventilation systems. Delta T Systems will guarantee that your vessel will meet or exceed its engine manufacturer’s specifications and provide a safe working environment within the engine room itself from a temperature perspective.

Brunswick Commercial and Government Products



**420 Megan Z. Ave
Edgewater, FL 32132
Telephone: 386 423 2934
E-mail: kelsey.nemeth@whaler.com
Website: www.brunswickcgp.com
CEO/President: Huw Bower
Number of Employees: 100**

The Company:

Brunswick Commercial and Government Products (BCGP) has been building the toughest boats for the toughest jobs since the 1960’s. Known then as Boston Whaler Commercial and Government Products, the company has continued to grow and expand. Its boats, like its customers, have earned their stripes in countless rescue, combat missions, and life-threatening circumstances.

The Case:

A subsidiary of the Brunswick Corporation, BCGP offers three platforms, from the unsinkable commercial-grade Boston Whaler fiberglass models to a complete fleet of IMPACT rigid hull inflatable boats and the durable aluminum Sentry line; all second to none. Providing unsurpassed quality and durability, BCGP is a one-stop-shop for agencies seeking multiple craft types. Serving the Law Enforcement, Special Ops/Combat, Fire/Rescue and Commercial Workboat markets, BCGP understands that the job is too important to cut corners.

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22763 Hamburg/Germany
Tel: (713) 895-1449
Email: cat_power@cat.com
Website: www.marine.cat.com
Managing Director: Nigel Parkinson



The Company:

Caterpillar Marine Power Systems brings together all the sales and service activities for Cat and MaK branded marine products within Caterpillar Inc. This organization provides premier marine power solutions and customer service from a single source for the global ocean-going, commercial and pleasure craft markets. Caterpillar offers a comprehensive marine diesel power range and a complete, continuously evolving product line. The result is one source for total power solutions on board, providing electronic marine engines, gensets, and vessel controls.

The Case:

Caterpillar research and development efforts represent

the commitment to affirming its position as a global leader in the marine power market. Caterpillar Marine Power Systems has one simple objective: to surpass customer expectations by providing outstanding sales and service support in a professional and consistent manner. The Caterpillar dealer network is comprised of 182 locally owned businesses, 1700+ dealer branch stores, and more than 100,000 employees. The worldwide dealer organization has the local expertise, specialists, and extensive spare parts inventory you'll need - no matter where your vessel travels. Cat dealers know better than anyone how to put the global power of Caterpillar to work for each customer, industry, region - and individual business. Cat's philosophy is to win by delivering valued, quality products, services and solutions to customers that provide them the best economic proposition for their business. This value proposition, enabled by unmatched customer support, creates high customer loyalty and attractive profitability throughout the business cycle.

The Product Line:

The Caterpillar line includes Cat and MaK Marine Engines, High Performance Propulsion Engines, Marine Generator Sets, and auxiliary power. Industry-leading technology allows Caterpillar to create the most reliable commercial engines for a variety of applications. From tugs and container vessels to yachts and sport fishers, Cat and MaK engines have demonstrated their efficiency countless times. With remarkable reliability and durability, these engines are designed to exceed expectations for decades. Cat high performance marine engines offer superior performance while meeting international requirements. Cat marine engines include innovations such as ACERT™ Technology and Caterpillar Common Rail. Additionally, they are MIL-E Qualified (NVR) and MIL-S-901 Shock Qualified. Continual advancements in electronic engine technology mean Cat marine engines satisfy worldwide emissions regulations and still deliver a surge of adrenaline whenever and wherever required. With over 80 years of marine power experience behind them, Cat marine generator sets are built to provide dependable, efficient service under extreme conditions. They combine proven designs and manufacturing methods with the latest technology, such as advanced control, to deliver more power and greater efficiency, while offering enhanced monitoring.

AEP RIVER OPERATIONS

The Company:

Headquartered in St. Louis, Missouri, AEP River Operations is a barge company offering service in the transportation of dry bulk commodities – grain, project cargo, coal, steel, ores and other bulk products – throughout the inland river system. AEP River Operations offers the largest covered hopper fleet of any carrier. Complementing its barge operations is a fleet of over 80 boats ranging in horsepower from 1,550 hp fleet boats to lower river big tow 11,000 hp boats. In 2012, AEP moved over 73 million tons of cargo for its many customers.



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St. Louis, MO 63017
Tel: (636) 530-2100
Email: info@aepriverops.com
Website: www.aepriverops.com
President: Keith Darling

The Case:

The AEP fleet of over 2,900 hopper barges ranks as one of the newest and most dependable in the industry, ensuring your product's quality and reducing delays caused by older equipment issues. AEP River Operations' quality doesn't stop with equipment. Its professional staff at offices in St. Louis, Pittsburgh, Paducah, Lakin, New Orleans, and Mobile along with highly trained crews on the tow-

boats ensure your objectives are met every step of the way. AEP is a Responsible Carrier Program (RCP)-certified company with a mission and focus to be the leading supplier of safe, competitively priced marine transportation to customers. AEP River Operations has taken delivery of the first of its 20 new 10,000 barrel tank barges, positioning AEP as a new alternative service provider in the liquid freight market.

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it takes a strong and agile partner.

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Jacksonville, FL 32225
Tel: (800) 276-9539
Email: corpcomm@crowley.com
Website: www.crowley.com
Chairman & CEO: Thomas B. Crowley

CROWLEY



The Company:

Crowley Maritime Corporation is a U.S.-owned and operated marine solutions, transportation and logistics company providing services in domestic and international markets through six operating lines of business: Puerto Rico/Caribbean liner services; Latin America liner services; logistics; marine contract solutions; deep sea petroleum transportation; and petroleum transportation, distribution and sales in Alaska. The primary services offered by these six business lines include Shipping and Logistics, Alaska Fuel Sales and Distribution, Petroleum and Chemical Transportation, Harbor Ship Assist and Tanker Escort,

Vessel Management, Marine Salvage, Wreck Removal and Emergency Response, OPA 90 Compliance, Project Management, Heavy Lift Barge Transportation, Ocean Towing, Engineering, Naval Architecture, Vessel Design and Construction Management, Project Logistics and Global Freight Management, and liquid natural gas, just to name a few. Crowley supports all six of its primary business segments with centralized corporate operations, including purchasing, human resources, information technology, public relations and advertising, training, travel and facilities development. Additionally, Crowley often provides vessel design, construction management and vessel management services for company-owned vessels that are chartered for use in their operating lines of business. Founded in 1892, when founder Thomas Crowley, the grandfather of current chairman and CEO Thomas B. Crowley Jr., purchased an 18-foot Whitehall boat to provide transportation of personnel and supplies to ships anchored on San Francisco Bay, the present structure, in which Crowley Maritime Corporation serves as a holding company for business lines and all subsidiaries, was put in place in 1992. The company remains today wholly and privately owned by the Crowley family and Crowley employees. Crowley-owned subsidiaries include TITAN Salvage, Jensen Maritime Consultants and Customized Brokers.

The Case:

Today, Tom Crowley Jr. and his leadership team direct a company with more than \$1.6 billion in annual revenues and approximately 5,300 employees. The firm, one of the largest employers of U.S. mariners, maintains a fleet of 200 vessels, consisting of RO/RO (roll-on-roll-off) vessels, LO/LO (lift-on-lift-off) vessels, articulated tug-barges (ATBs), tugs and barges. Its land-based facilities and equipment, which supports a complete supply chain solution, include terminals, warehouses, tank farms, office buildings, trucks, trailers, containers, chassis, cranes and other specialized vehicles. For more than a century, Crowley has set the standard for dependability and innovation. And, the company has grown from a one-man operation into a worldwide marine, transportation and logistics services provider by consistently delivering for its myriad customers. In terms of leadership, the firm has few rivals, evidenced by its bold, early move into the ATB space, eventually building out a fleet of 17 vessels. In May of last year, Crowley entered

the liquefied natural gas (LNG) market by acquiring Carib Energy LLC. Also that month, Crowley's liner services group added more than 3,000 pieces of equipment. The additional resources allowed the company to better meet increasing customer demand throughout Puerto Rico, the Caribbean and Latin America regions. Not done yet, Crowley announced in August 2013 that it would expand its fleet of petroleum vessels by building eight product tankers. Delivery of those vessels is slated between 2015 and the end of 2017. And, Crowley subsidiary TITAN Salvage, has been closely involved in the salvage of the Costa Concordia cruise ship. In short, there isn't much on the waterfront that Crowley hasn't looked into or is actively involved.

Take, for example, Crowley subsidiary Jensen Maritime, whose client base is wide and includes all sizes and types of tonnage. Ongoing in-house projects include an LNG bunker barge, the LNG-powered tug, LNG powered ATB designs and of course, the design work with the larger, faster and environmentally-friendly liquefied natural gas (LNG)-powered, combination container – Roll-On/Roll-Off (ConRo) ships. Already in the thick of LNG, Jensen will provide construction management and supervision in the shipyard throughout the building phase of the ConRo's.

Today's Crowley Maritime Corporation would be hardly recognizable to its founder, but in the many years that have passed since its inception, the firm can still be summed up today remembering that it remains all about "people and safety – the Crowley way." The rest is just details.



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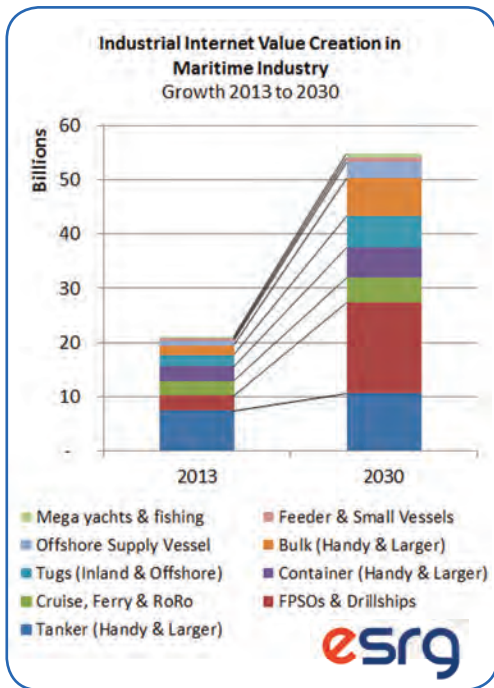
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ESRG



**5032 Rouse Drive
Virginia Beach, VA 23462
Telephone: 757 965 5963
E-mail: ashley.mclaughlin@esrgtech.com
Website: www.esrgtech.com
CEO/President: Ken Krooner
Number of Employees: 22**

The Company:

Since 2000, ESRG has provided leading edge data analytics and remote monitoring technology to support commercial and defense marine engineering operations. ESRG's OstiaEdge, is a Platform as a Service, which combines onboard data acquisition, qualification and analysis, shore based analytics and workflow management as well as business intelligence features. OstiaEdge, based on Reliability Centered Maintenance

(RCM) principles, enables users to implement Condition-Based Maintenance (CBM) and Condition-Based Operations (CBO) to achieve greater asset productivity, reduce energy consumption and decrease costs.

The Case:

ESRG provides leading edge data analytics and remote monitoring technology to support commercial and defense marine engineering operations. Owners and operators turn to ESRG for expertise in data integration, automated analytics, reporting and dashboards. ESRG expanded rapidly and is providing technology that has not been seen in the marine industry.

Fincantieri Marine Group LLC



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De Pere, WI 54115
E-mail: jeffery.freeman@us.fincantieri.com
Website: www.fincantierimarinegroup.com
CEO of Fincantieri: Giuseppe Bono
FMG's President and CEO: Francesco Valente
Number of Employees: 2,000**

The Company:

Fincantieri Marine Group LLC (FMG) is the United States division of Europe's largest shipbuilder, Italian group Fincantieri. FMG is one of America's leading mid-sized shipbuilders for commercial and governmental customers. FMG runs three facilities in the Great Lakes region for shipbuilding, repair, outfitting and conversion: Marinette Marine, Bay Shipbuilding and ACE Marine.

The Case:

The Marinette Marine shipyard centers on design and production of U.S. Navy Littoral Combat Ships, Navy Lighterage System, mine countermeasure vessels and ocean tugs, as well as Coast Guard icebreakers, buoy tenders and response vessels. Since 2009, the yard has doubled its indoor production space and increased its workforce by 60 percent, wrapping up a \$74 million shipyard investment in May. The ACE Marine production plant specializes in aluminum construction located in Green Bay, and builds USCG's Response Boat-Medium vessels.

DONJON MARINE Co., INC.



100 Central Avenue
Hillside, New Jersey 07205
Tel: (908) 964-8812
Email: info@donjon.com
Website: www.donjon.com
President & CEO: J. Arnold Witte

The Company:

Donjon Marine Co., Inc. offers the marine community full-service solutions to meet every need in the field of marine salvage, dredging, material recycling and related services. Founded in 1964, Donjon Marine's principal business activities were marine salvage, marine transportation, and related services. Donjon's controlled expansion into related businesses such as dredging, ferrous and non-ferrous recycling and heavy lift services are a natural progression, paralleling a record of solid technical and cost-effective performance. Today, Donjon Marine continues to diversify in Donjon Marine vessels response to the ever-changing marine market, while at the same time building on its original focus of marine services.

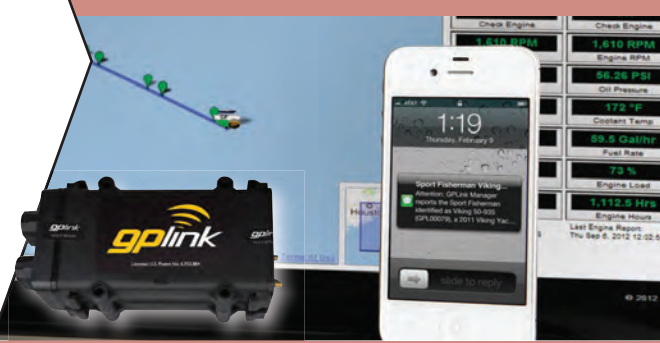
The Case:

Donjon Marine is an organization that brings experience and assets to manage any and all challenges. A leader in dredging and marine salvage, Donjon continues to explore opportunities to expand in the marine industry and beyond. Since its incorporation in 1966, Donjon Marine has established and continues to seek long-term client re-

lationships in a world where limited business resources demand a constant balancing of expenditures. Beginning with its foundation in the New York area as a pioneer in marine salvage services, Donjon has grown to become a leader in both conventional and environmental dredging. Areas of expertise also include recycling, land and marine demolition, pollution control and remediation, heavy lift transport, marine transportation, landfill remediation/site management and shipbuilding and repair.

1500 Sensation Weigh
Beaufort, NC 28516
Tel: (252) 504-2640
Email: dwebb@gplink.com
Website: www.gplink.com
President & CEO: Greg Poole, III

GPLINK



services keep customers assets on the water. Technicians can view & respond to alarm conditions remotely, in near real-time. Gplink's Monitoring and Diagnostic Solution remotely tracks fuel consumption, idle time, engine hours, speed, engine load and more. Comprehensive reporting allows vessel managers to identify abnormal or wasteful behavior patterns. Using Asset Management With gplink, potential engine problems can be identified before they happen, minimizing down time by using chronological diagnostic reports. Fleet View gplink customers can monitor current or historical data for one boat or an entire fleet in near real-time from any computer or internet-connected device.

The Company:

gplink is the most capable remote diagnostic tool available for high horsepower systems. Globally, gplink helps vessel owners and fleet managers by remotely plotting asset locations while also monitoring engines & critical systems. gplink also helps to secure & protect high horsepower assets. Customers receive instant notification of alarm conditions or unauthorized movement. Proactive diagnostic & repair

The Case:

Using dual band technology with both GSM and Iridium satellite networks, gplink is an invaluable tool that keeps shallow draft workboats on the water longer and increases their bottom lines. Whether managing a single vessel or a vast fleet, gplink's remote monitoring, support & notification system maximizes productivity round-the-clock. Monitoring, tracking and troubleshooting high horsepower assets remotely has never been easier and gplink can be configured to monitor the data points that matter most to vessel owners, operator & managers.

121 Interpark Blvd. Ste. 1002
 San Antonio, Texas 78216
 Tel: (210) 679-3126
 Email: smurdock@scaniausainc.com
 Website: www.scaniausa.com
 President & CEO: Mikael Lindner



The Company:

Scania U.S.A. Inc. is a wholly owned subsidiary of Scania CV AB with its North American Headquarters located in San Antonio, Texas. The firm's National Parts Distribution warehouse is centrally located in Jeffersonville, Indiana. Worldwide, Scania operates in some 100 countries and has 38,600 employees. Of these, 3,300 work with research and development – mainly in Sweden, close to the company's production units and global head office. Scania's corporate purchasing department is supplemented by local procurement offices in Poland, the Czech Republic, the United States and China. Production takes place in Europe and Latin America. In addition, about 20,000 people work in Scania's independent sales and service organization.

The Case:

Scania U.S.A.'s ability to be flexible and understand their customers' needs has propelled the firm to its rapidly expanding market position of today. Scania's objective is to deliver optimized engines and services, provide the best total operating economy for customers, and thereby be the leading company in this industry. The foundation includes core values which includes a focus on methods and the dedicated people of Scania. Scania's identity is shaped by its customers and products, and by the people in the company, their values and working methods. Three core values - Customer first, Respect for the individual, and Quality – tie the company together and form the basis of Scania's culture, leadership and business success. Scania focuses on methods rather than results. According to Scania, results will come as a consequence of doing the right things right. In order to be successful it is essential to continuously work with improvements.

The Product Line:

Scania's product offerings are deep and cater to a wide range of commercial marine applications. Whatever your need, there's a Scania marine solution ready to exceed expectations regarding performance, reliability and operating economy. Based on Scania's latest engine platform, the Scania 16-litre V8 and Scania 13- and 9-litres inline engines will provide completely new opportunities to enhance efficiency, operating economy and environmental performance – without sacrificing power. Delivering up to 1,000 hp for patrol craft, the new generation of engines offer more power and flexibility than ever. The Scania marine solution is based on their marine engine range, and contains an array of flexible options regarding ratings, equipment, transmissions and instrumentation. This means cost-efficiency through simplicity and proven Scania dependability. Variable speed offerings include the Diesel Intercooled 13L Inline 6 starting at 250HP @1800 RPM and continuing through to 750 HP @2300 RPM, and Diesel Intercooled 16L V8 starting at 550 HP @1800 RPM and continuing through to 900HP @2300 RPM. For Auxiliary Gen Set or Constant Speed applications, Diesel Intercooled 13L Inline 6 start at 269kW @1800 RPM and continue through to 426kW @1800 RPM. Diesel Inter-cooled 16L V8 applications start at 468kW @1800 RPM and continue through to 553kW @1800 RPM.

GUIDO PERLA & ASSOCIATES, INC.



The Company:

With offices in the US, Brazil, Chile, China and Germany, GPA developed into an independent, full-service naval architecture and marine engineering company that since 1979 has helped vessel owners and shipyards navigate through complex newbuild, retrofit and repair projects. Its extensive design portfolio includes over 200 offshore vessels, workboats, passenger vessels and fishing vessels constructed for commercial owners worldwide and governmental institutions. The solid GPA team consists of over 50 professionals, including naval architects, marine engineers, mechanical engineers, electrical engineers and administrative support.

The Case:

GPA's extensive portfolio includes various innovative, award-winning designs and some of the largest vessel series worldwide. With 35 years of innovative naval architecture, GPA's story and successes are marked by innovation, relationships and hard work, following the motto 'ideas engineered into reality'. GPA accompanies clients throughout the entire design process and during construction beyond the delivery of every vessel to ensure successful project closure. Professional services and capabilities cover all phases of ship design, including Feasibility Studies, Conceptual & Preliminary Design, Bid Packages & Regulatory Design, Scientific & Engineering Analysis, Production Engineering, as well as Construction Management and Owner Rep-

resentation. Significant engineering achievements include being one of the world leaders in implementing diesel-electric propulsion configurations. Today, over 140 GPA-designed offshore vessels are equipped with such systems. GPA's diesel-electric developments heavily influence the industry and have been adapted by various designers and operators worldwide.

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Website: www.gpai.com

President & CEO: Guido Perla

Tampa Yacht Manufacturing LLC
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for Coastal Defense.**

Tampa Yacht Manufacturing is dedicated to providing the safest, most technologically advanced high performance craft on the water. With high speed performance and maneuverability, compatibility with an array of weaponry and navionics, and the safety of advanced ballistic protection, our boats are purpose-built high-tech tools for protecting the world's coastlines from a broad spectrum of littoral threats.

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Tampa Yacht Manufacturing Europe
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Kvichak Marine Industries, Inc.



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Seattle, WA 98107
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E-mail: sales@kvichak.com
Website: www.kvichak.com
CEO/President: Keith Whittemore
Number of Employees: 155**

The Company:

Kvichak Marine Industries Inc. responds quickly to new customer requirements, works with potential customers to develop complete specifications, and ultimately delivers the best suited product for the mission. Kvichak builds a variety of vessels for multiple Federal agencies as well as state and local municipalities. To effectively maintain Kvichak's reputation as a world-class boat builder, Kvichak currently has four divisions, Headquarters/Seattle Facility, Response Boat Medium Division, KMI Leasing Company, LLC, Kvichak/Marco Pollution Control, and Flashmark Tech cutting facility.

The Case:

Since 1981, Kvichak Marine has been recognized as a worldwide leader in the design and construction of high quality, hardworking aluminum vessels which are on the job and meeting the rigorous demands of the sea every day, whether it is for patrol, search and rescue, firefighting, survey, transporting pilots, passengers or as general workboats.

Gencorp Insurance Group



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Telephone: 401 336 2182
E-mail: rcarnahan@gencorp-ins.com
Website: www.gencorp-ins.com
CEO/President: Robert G. Padula
Number of Employees: 70**

The Company:

Gencorp Insurance Group provides the Insurance and Surety needs of Marine Contractors, Vessel Operators and Shipyards throughout the country and Caribbean. Gencorp's Marine Group facilitates the coverage placement and claims settlement for all insureds, utilizing a team that has a Maritime Academy background or professional waterfront experience. Ask any group of Owners to design and build a full service insurance brokerage with all of the services and resources that they demand – the end result would mirror the Gencorp organization; Marine Insurance, Surety, Claims Management, Employee Benefits, and Financial Services, all under one roof.

The Case:

Gencorp is licensed in 47 States, Puerto Rico and USVI – this gives Gencorp a national presence, but as a privately held Marine Insurance Brokerage, they remain, as always, responsive to the needs of their Insureds.

Horizon Shipbuilding, Inc.



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Bayou La Batre, AL 36509
E-mail: trshort@horizonshipbuilding.com
Website: www.horizonshipbuilding.com
President and General Manager:
Travis R. Short
Number of Employees: 400**

The Company:

Founded in 1997 by a father-and-son duo, Horizon Shipbuilding, Inc. is located on the southwestern coast of Alabama approximately 30 miles from the Port of Mobile. The company designs, builds and repair ships, boats and barges up to 300 feet in length and 1,500 tons launch weight for the offshore oil industry, cruise and diving industry, tug and barge operators and specialized craft for the United States and foreign governments.

The Case:

Horizon owns and operates two shipyard facilities in Bayou La Batre, Alabama, located on a 100' wide channel with an 18' dredged depth. Horizon manufactures in steel, aluminum and fiberglass for a customer base which includes the U.S. Navy, U.S. Coast Guard, U.S. Army Corps of Engineers, and for commercial transportation and oil service companies in America, Nigeria, Colombia, Iraq and Mexico, including both offshore and inland river operators. The company also constructs yachts through its subsidiary Crimson Yachts.

Kluber Lubrication North America L.P.

32 Industrial Drive
Londonderry, NH 03053
Telephone: 508 404 4807
E-mail: ben.bryant@us.kluber.com
Website: www.klubersolutions.com
CEO/President: Ralf Kraemer
Number of Employees: 75



The Company:

Kluber Lubrication is a leading manufacturer of specialty lubricants, offering high-end tribological solutions to all industries worldwide. Most products are developed and made to customer requirements. During its more than 80 years of existence, Kluber Lubrication has provided high-quality lubricants, thorough consultation and extensive services. The company holds all common industrial certifications. Kluber Lubrication, set up in 1929, is today part of Freudenberg Chemical Specialities KG. Kluber Lubrication products include specialty gear and bearing greases, oils as well as compressor and hydraulic fluids that meet or exceed OEM specifications. Kluber also offers pre and post-sales engineering support, oil analysis, and extensive lubricant testing facilities and lubricant development capabilities.

The Case:

Kluber Lubrication is a trusted partner of marine operators. Its portfolio of over 2,500 lubricants allows a specific match between the properties of the lubricant and the application thereby contributing to the achievement of organizational objectives in cost reduction, improved safety, improved environmental compliance, and increased operational uptime.

FloScan Instrument Co., Inc.

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Seattle, WA 98105
Telephone: 206 524 6625 / 316
E-mail: joe.dydasco@floscan.com
Website: www.floscan.com
CEO/President: Chuck Wurster
Number of Employees: 45



The Company:

FloScan is a leading manufacturer of Fuel Monitoring Systems for permanent installation on diesel and gasoline engines. FloScan Systems are installed worldwide on commercial and recreational vessels, stationary industrial generators and general aviation aircraft. Since FloScan flowmeters were first introduced in aircraft over 40 years ago, more than 750,000 FloScan flowmeters have found their way onto almost every make of gasoline and diesel engine rated from 25hp to 6000hp.

The Case:

Commercial fleets worldwide are installing FloScan to obtain a complete record of diesel fuel consumption and vessel efficiency. Their latest software development, Data-Log, combined with the FloNET (NMEA 2000) Fuel Monitoring System, is being used to improve vessel fuel economy, better manage fuel inventories and monitor vessel location and movement. The Floscan turbine flowmeter design employs an internal fuel bypass feature which makes it immune to fuel blockage.



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Panama City, FL 32404
Tel: (850) 522-7400
Email: info@easternshipbuilding.com
Website: www.easternshipbuilding.com
President: Brian D'Isernia



The Company:

Eastern's original shipyard was established in 1976 for the purpose of constructing commercial fishing boats for the company's founder and President, Brian R. D'Isernia. By 1980, 26 commercial fishing vessels had been constructed and delivered. D'Isernia eventually decided to diversify Eastern's reputation from a 'Fishing Vessel' shipyard into a shipyard that could fulfill any type of custom vessel request, large or small. In 1981, Eastern's diversification began with the delivery of its first Offshore Supply Vessels. Today, Eastern's history includes a portfolio of over 325 vessels and it is one of the most diverse vessel construction

companies as a result of its state of the art product line and fabrication process.

The Case:

Eastern Shipbuilding has a proven track record of high-tech construction, building everything from Offshore Supply Vessels to Tugs, Inland Pushboats, Ro-Ro/Passenger Ferries, Inland Transport Vessels, Barges, Fireboats, Research Vessels, Offshore Construction Vessels, High Speed Passenger Vessels, Fishing Vessels, and more. Eastern Shipbuilding Group currently operates two shipyards in Panama City, FL., specializing in commercial steel and aluminum vessel construction and repair. In addition, Eastern engages in industrial steel fabrication. At each facility, conventional assembly methods as well as modular construction techniques are supported, making them some of the most modern and efficient operations in the country.

The Product Line:

As the owner of a fleet of commercial fishing vessels, Mr. D'Isernia ventured into the world of shipbuilding after learning first hand that the only way to get the type of vessels he wanted was to design the vessels, write the specifications, and build them himself. As he built and developed his own personal fleet of vessels, other professionals in the industry took notice and also began desiring their own custom built vessels. Soon customers in areas including New England, the Pacific Northwest, and Alaska were contacting Eastern with requests for customized fishing vessels. Eastern's proven successful shipbuilding record stems from the fact that it is willing to accept any new challenge and are confident that they can successfully build and deliver any type of vessel that Clients require, both on time and on budget. As Eastern moves into the future, it looks forward to the continued diversification and growth of its already considerable portfolio of vessels which brings new challenges and ultimately grows the company. As ample testimony to that goal, in February, it was announced that Eastern Shipbuilding had been selected as one of the three finalists to design the United States Coast Guard's new Offshore Patrol Cutters (OPC). In accordance with the terms of the \$22 million dollar Phase I finalist award cap, Eastern will spend the next 18 months finalizing the engineering and ship design with the goal of becoming the final shipyard selected to build the first OPC vessel.

MAN DIESEL & TURBO NORTH AMERICA, INC.



The Company:

MAN Diesel & Turbo North America represents its parent company, Germany-based MAN Diesel & Turbo SE, whose roots date back to 1758 and is a leading provider of large-bore diesel engines for marine and stationary applications, and is one of three leading suppliers of turbomachinery. The company designs two-stroke and four-stroke engines that are manufactured both by the company and by its licensees, with power outputs ranging from 450 kW to 87 MW. MAN also designs and manufactures gas turbines, turbochargers, propellers (both controllable and fixed pitch), gas engines and chemical reactors.

The Case:

Thanks to its far reaching experience and extensive product line, MAN Diesel & Turbo can furnish complete marine propulsion systems. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand. Marked as a significant advancement in propulsion technology, Doosan Engine, under license from MAN Diesel and Turbo, recently supplied the world's first dual-

fuel, low-speed 8L70ME-GI engine to NASSCO to power the first of two TOTE Marlin Class containerships capable of operating on LNG and/or bunker C oil. The new Marlin class, to enter service in late 2015 and early 2016, is said to hold capability to reduce SOx emissions by 98 percent, particulate matter by 99 percent and NOx and CO2 by 71 percent.

1600 Brittmoore Road
Houston, Texas 77043

Email: nicole.sandoval@us.man.eu
Website: www.mandieselturbo.us.com
CEO: René Umlauf

SMIT INTERNATIONAL
N.V.

Rosmolenweg 20
Papendrecht, 3356 LK, Netherlands
Email: salvage@smit.com
Website: www.smit.com
Chairman of the Executive Board: Ben Vree



The Company:

In 1842, 65-year-old Fop Smit began using a 140hp paddle steamer to guide vessels safely into the Port of Rot-

terdam, and thus L. Smit & Co. was born. The company went through various stages of expansion, notably adding salvage services to its operations in the mid 1900s, and gradually grew into an internationally-operating outfit offering a wide range of maritime services. Today known as SMIT, a member of Royal Boskalis Westminster N.V. since 2010, the company has been providing maritime services, including towage, salvage, transport and heavy lift for nearly 170 years.

The Case:

With access to the Boskalis group's 1,100 vessels, SMIT Salvage aids ships in distress (OPA-90), wreck removal, environmental care and consultancy) globally by operating out of four locations strategically situated in Rotterdam, Houston, Cape Town and Singapore. SMIT performs ship salvage and removes hazardous substances such as bunker fuel from wrecks. Recent high-profile operations include oil containment for the Costa Concordia and salvage of MOL Comfort. SMIT utilizes a fleet of more than 200 tugs to assist seagoing vessels in the world's biggest ports in countries including the Canada, Brazil, and Panama.

Inventory Locator Service, LLC



**8001 Centerview Parkway
Memphis, TN 38018
Telephone: 901 794 5000
E-mail: marketing@ILSmart.com
Website: www.ILSmart.com
Vice President – Sales: Don Wilson
Number of Employees: 120**

The Company:

ILS specializes in solving critical shortages in the maritime supply chain. Ship owners actively seek spares and services in a database of 8.5 million unique items of inventory. The ILS marketplace, ILSmart, offers a message broadcast system, which sends messages to subscribers. These messages may tell of an urgent need or promote items for sale or wanted to buy. Turn surplus into cash by putting inventory up for auction on ILSmart. ILS will publicize the auction to all ILSmart users.

The Case:

ILS specializes in solving critical shortages in the maritime supply chain, making it easier for purchasers to find the parts they need, no matter where the vessel is or how difficult the parts are to trace. The ILS 24/7/365 marketplace offers a venue to send broadcasts and RFQs to subscribers worldwide.

KRAL-USA, Inc.



**901A Matthews-Mint Hill Road
Matthews, NC 28105
Telephone: 704 814 6164
E-mail: c.tschegg@kral-usa.com
Website: www.kral-usa.com
CEO/President: Christoph Tschegg
Number of Employees: 6**

The Company:

KRAL manufactures 3-screw pumps and 2-screw flowmeters, both of which are designed for liquids. Based on the experience with pumps, several years ago KRAL was the first company that launched a complete flowmeter series based on the screw-spindle principle. Furthermore, KRAL was the first manufacturer that introduced a hermetically-sealed, magnetically-coupled 3-screw pump.

The Case:

KRAL leads in the area of pump, fluid handling and flow meter technology with innovative solutions to meet industry demands. KRAL offers high quality, quick response and short lead times on our three screw pumps, positive displacement flowmeters and fluid handling solutions. Pump packages, pump skids and compact double pump stations are often custom made to meet customer requirements. KRAL looks far beyond its own product portfolio to gain a full understanding of the customer's requirements, applications and strategic plans.

ClassNK



**400 Kelby Street, One Parker Plaza Fort Lee, NJ 07024
Telephone: 201.944.8021
Web Site: www.classnk.or.jp
E-mail: ny@classnk.or.jp
Regional Manager, North and Central America: Stewart S. Lee
Number of Employees: 1,800 in North America**

The Company:

The longtime leader among global classification societies in terms of tonnage, ClassNK isn't necessarily well known here on North America's brown water. That's about to change. ClassNK quietly classes an impressive amount of brown water, inland tonnage as well. This coupled with its recognized leadership in the bulk trades makes Class NK an ideal choice to enter a local sector sorely in need of that kind of expertise.

The Case:

Hand in hand with its steady move into previously untapped markets, ClassNK is quietly positioning itself to serve the U.S. inland operator. ClassNK's expanded authorization(s) from the U.S. Coast Guard received last year are just as important. Already, ClassNK surveyors annually carry out more than 1,000 surveys and audits in North America. ClassNK just classed its U.S. flag ship. Two recent domestic acquisitions – SMS Consulting and Helm Operations – augment ClassNK's already impressive portfolio. Helm is a leading provider of manning, maintenance, dispatch, and HSQE software to the workboat and offshore industries. SMS LLC formulates subM compliance solutions designed specifically for individual clients.

Marine Group Boat Works, LLC



997 G Street
 Chula Vista, CA 91910
 Telephone: 619 621 2220
 E-mail: leah@marinegroupbw.com
 Website: www.marinegroupbw.com
 CEO/President: Todd Roberts
 Number of Employees: 150

The Company:

Marine Group Boat Works is a full-service, boat repair and new construction company with two shipyards in San Diego and one in Los Cabos. Its headquarters consists of 15 acres of land and water; 2,100 feet of docks; a 665-ton travelift; fabrication and welding environments for both steel and aluminum vessels up to 220 feet. Customers include Golden Gate Bridge, Crowley Maritime, Foss Maritime, Pacific Tugboat, U.S. Navy, Coast Guard, Port of San Diego, and San Diego Harbor Police.

The Case:

When Marine Group launched its repair/new construction division in 2009, it was up against shipyards that have been around for decades. Even with stiff competition, Marine Group has stood out with regards to price, quality and level of service.

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- Passenger Vessels
- Research Vessels
- Fast Crew Boats
- Fast Supply Boats
- Wind Farm Support Vessels
- Fishing Vessels
- Other Vessels to 260' (80m)








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Senior Port Engineer

\$100,000.00-\$117,500.00

Serves as the Senior Port Engineer for the Staten Island Ferry, under the administrative direction of the Director of Ferry Operations. With wide latitude for independent initiative, judgment and decision, manages the day-to-day engine department operations and maintenance, including licensed and unlicensed engine personnel, to assure vessel systems reliability and efficiency. This is a managerial class position.

EXAMPLES OF TYPICAL TASKS: Manage day to day below deck operations and assist in daily operations of the Ferry Operations unit. Maintain engine department operations, crewing schedules and vessels within the framework of a Safety Management System. Supervise engine department personnel and staffing on a 24-hour-a-day basis. Supervise all aspects of budget management, including but not limited to such tasks as approving labor, materials, supplies, equipment and parts within vessel engine department operating budgets. Evaluate routine engine department work orders, store requests and labor expenditures to assure they comply with budgetary constraints. Manage vessel regulatory compliance. Oversee fuel facility operations. Serve as technical advisor to the Chief Operating Officer for marine engineering matters. May perform as contract/project manager for unit procurements and activities. May represent the Staten Island Ferry at internal and external meetings, when appropriate. In absence of supervisor, may assume duties Director of Ferry Operations.

Minimum Qualification Requirements

1. A baccalaureate degree from an accredited college in engineering, architecture, landscape architecture, business administration, or public administration, and five years of full-time satisfactory experience in the planning, administering or expediting of engineering design, and/or construction, or coordinating a very large engineering project, two years of which must have been in an administrative, managerial, executive or supervisory capacity; or
2. A four year high school diploma or its educational equivalent and nine years of experience as described in "1" above; two years of which must have been in an administrative, managerial, executive or supervisory capacity; or
3. Education and/or experience equivalent to "1" or "2" above. An accredited Master's degree in one of the disciplines described in "1" above, a law degree, or a valid New York State license as a Professional Engineer or Registered Architect or Landscape Architect may be substituted for one year of the required experience. However, all candidates must have the two years of the administrative, managerial, executive or supervisory experience as described in "1" above.

Preferred Skills

1. Strong background in all aspects of maritime management including operations, maintenance and repair, personnel management and regulatory issues.
2. Marine engineering and maintenance and repair experience in diesel and/or diesel/electric engines/motors and auxiliary marine equipment is highly preferred.
3. Experience with implementation and/or operation of Safety Management Systems in accordance with ISM code is strongly desirable.
4. Experience with passenger ferry systems in a managerial capacity is not required, but is preferred.

LICENSE REQUIREMENT: Possession of a valid U.S. Coast Guard Merchant Mariner Credential, with endorsement as Chief Engineer of Motor Vessels of Any Horsepower.

TWIC REQUIREMENT: Once selected for employment at the Staten Island Ferry, federal regulations require that the applicant must either undergo a federal background check as part of the Transportation Worker Identification Credential (TWIC) program or already possess a TWIC. The TWIC must be obtained within 30 days of appointment, and be maintained for the duration of employment. For further program information, visit: www.tsa.gov/twic

Residency Requirement: New York City Residency is not required for this position

To Apply
 Please visit www.nyc.gov/careers/search and search for Job ID Number: 153061. For current City employees, please log into Employee Self Service (ESS) at <https://hrb.nycaps.nycnetand> follow the Careers link. Most public libraries have computers available for use. Your resume must include a chronological work history and salary earnings summary. No phone calls, faxes or personal inquiries permitted. Only candidates selected for interview will be contacted. Appointments are subject to OMB approval. For more information about DOT, visit us at: www.nyc.gov/dot.

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701 Poydras Street
Suite 3700, New Orleans, LA 70139
Tel: (504) 348-2466
Website: www.harveygulf.com
President: Shane Guidry



The Company:

Harvey Gulf International Marine, LLC specializes in towing drilling rigs and providing Offshore Supply and Multi-Purpose Support Vessels for deepwater water operations in the U.S. Gulf of Mexico. Until the late 1990's, Harvey Gulf maintained and operated a fleet of both offshore, and inland towing vessels that towed, among other things, jack-up and semi-submersible drilling rigs, bulk cargo barges, and large structures and facilities laden on barges. Harvey Gulf also regularly towed liquefied natural gas (propane) filled barges from Louisiana to ports in the Caribbean, U.S. East Coast and U.S. Gulf of Mexico. Eventually, Harvey Gulf transitioned from a full-service towing operator to one specializing in offshore towing, with a focus on towing large jack-up and semi-submersible rigs in the deepwater and ultra-deepwater of the Gulf of Mexico.

The Case:

Recently, Harvey Gulf International Marine became

the first U.S. vessel operator to contract for construction of vessels capable of operating exclusively on natural gas. In addition to being powered by cleaner burning natural gas, the vessels will achieve "ENVIRO+, Green Passport" Certification by the ABS. The requirements for this certification include that the vessels be continuously manned with a certified Environmental Officer, be completely constructed with certified environmentally friendly materials, and have advanced alarms for fuel tanks and containment systems. Along with Harvey Gulf's other vessels under construction, they will be the first OSV's to achieve this certification, making them the most environmentally friendly OSV's in Gulf of Mexico. These vessels will meet the highest emissions standards that exist today and even higher standards that haven't been created yet. In addition to its environmental leadership on the water, Harvey Gulf is also building the very first LNG Bunkering Facility in America. The firm is in the midst of a more than \$500 million capital improvement and boatbuilding plan, aiming to achieve superior performance through designing and equipping its vessels to meet their customers' current and anticipated needs for their deepwater operations. Harvey Gulf also designs and equips some of its offshore supply vessels for dual operation as dive/construction and mooring line support vessels, affording greater flexibility to its customers. Harvey Gulf operates the safest vessels through dedication of resources and gives top priority to safety. This requires continuous training of all employees, development and improvement of safety management systems, and maintaining and equipping vessels with the most modern safety features. All Harvey Gulf vessels are ABS classed and USCG certified. All Offshore Supply and Multipurpose Support Vessels are ISM, SOLAS and DP2 certified.

The Fleet:

Today, Harvey Gulf's fleet represents a state of the art collection of offshore support vessels ranging from 175 to 340 feet encompassing supply vessels, fast supply vessels and construction vessels powered by the latest technology available with industry leading cargo handling capabilities. Harvey Gulf's focus on no harm to the environment is further exemplified by the 6 dual fueled LNG powered offshore supply vessels under construction as well as the, first of its kind, LNG fueling facility in Port Fourchon, LA.

MetalCraft Marine Inc



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Cape Vincent, NY 13618
Telephone: 613-542-1810
E-mail: info@metalcraftmarine.com
Website: www.metalcraftmarine.com
CEO/President: Tom Wroe
Number of Employees: 150**

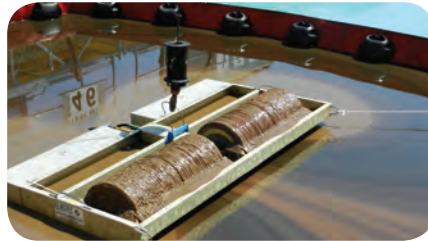
The Company:

MetalCraft Marine Incorporated is a fully integrated designer and manufacturer of custom high performance fire, rescue, patrol, research, and other specialized work boats. Boats range from 24' to 70' in length and can reach speeds of 50 KT. Established in 1987, the firm is a leader in the design and manufacturing of aluminum waterjet propelled craft building over 600 hulls to date. Customers include the US Coast Guard, Navy, various cities and municipalities, the Panama Canal Authority, and several countries.

The Case:

MetalCraft designs and builds boats World Wide. MetalCraft Marine's Kingston hull design has been extremely successful in public safety, law enforcement and patrol applications. The hull is extremely versatile and has excelled in a wide variety of dimensions, hull dead-rises, propulsion arrangements and mission requirements.

Elastec/American Marine



**926 County Road 1350 N
Carmi, IL 62821
Telephone: 618 382 2525
E-mail: lhenning@elastec.com
Website: <http://elastec.com/>
CEO/President: Donnie Wilson
Number of Employees: 120**

The Company:

Elastec/American Marine manufactures and markets pollution control and oil spill response systems. The firm has ISO 9001:2008 certification and recently won an industry prize for their patented grooved disc oil skimming technology. They have also received international awards and recognition for this breakthrough technology. Instrumental in managing the controlled burn operation during the 2010 Gulf of Mexico spill, the firm's core competency is oil spill response systems: skimmers, fire and containment booms, boom deployment systems, portable vacuum equipment, and other related equipment.

The Case:

Elastec/American Marine has developed several oil spill recovery systems for shallow, inland and near shore waters to protect the environment from "unscheduled petroleum decontamination." One significant product is the .5 meter shallow BoomVane for rapid boom deployment. Another is the Rapid River Response System incorporating a Kvichak Marco Filterbelt skimmer boat, BoomVanes, OptiMax boom and a towable bladder for shallow, wide and fast watercourses.

Metal Shark Aluminum Boats



**6814 East Admiral Doyle Drive
Jeanerette, LA 70544
Telephone: 337-664-0777
E-mail: jstickles@metalsarkboats.com
Website: www.metalsarkboats.com
Owner: Jimmy Gravois
President: Christopher Allard
Number of Employees: 160**

The Company:

Established in 1986, Gravois Aluminum Boats and its government/commercial entity Metal Shark Boats are leading suppliers of welded aluminum boats for defense, law enforcement, and commercial entities. Customers include the U.S. Coast Guard, Navy, Army, Air Force, the militaries of partner nations worldwide, and a growing list of state and local law enforcement agencies.

The Case:

Metal Shark has entered the shipbuilding sector with a new 25-acre shipyard, maintaining in excess of 110,000 SF of combined manufacturing space (both yards), and a full slate of new builds underway. In addition to its established offerings of aluminum vessels, Metal Shark now produces custom passenger ferry, fast crew, utility, and pilot boat vessels up to 250' LOA. Metal Shark maintains its own staff of in-house naval architects. Vessels may be customized to suit any applicable requirement.

P.O. Box 97 / 1716 11th Ave.
Menominee, MI 49858 USA
Tel: (906) 863-5553
Email: sales@fernstrum.com
Website: www.ferstrum.com
CEO: Paul Fernstrum

R. W. FERNSTRUM
& COMPANY



The Company:

R.W. Fernstrum & Company set the standard in marine heat exchangers over 65 years ago, building a reputation focused on innovation. Today, its commitment is to continual improvement, ensuring that customers have quality, reliability, and the latest in cooling technologies on your side. Over the years, R.W. Fernstrum & Company has grown into a worldwide organization with 24 representatives across 6 continents. Focusing exclusively on marine cooling, this third-generation, family-owned business has built a respected reputation throughout the industry for exceptional quality and service.

The Case:

R.W. Fernstrum & Company, a global leader in engineering and manufacturing keel cooling technologies, came to fruition in 1945 when Robert W. Fernstrum patented the first rectangular tube keel cooler with an angled header for the United States Army and Navy. During World War II, the U.S. Navy encountered engine cooling problems with their landing craft and required a new closed circuit cooling system. After intense research, Mr. Fernstrum developed the basic keel cooler design that is still used today. The GRID-COOLER Keel Cooler has evolved over the years into a line of keel coolers that offers nearly limitless variations to fit a particular application. R.W. Fernstrum today has more keel cooling related patents than any other company.

Fernstrum's product line has over time grown through strategic, well planned partnerships. In 1997, for example, R.W. Fernstrum & Company partnered with WEKA Box-coolers B.V., a Dutch company, to manufacture and sell copper-nickel boxcoolers for North and South America. The WEKA Fernstrum Boxcooler is a compact, closed circuit cooling system that is mounted within the confines of the ship's hull.

In 2010, Fernstrum partnered with Tranter to sell Plate, Shell & Plate, and Prime Surface Heat Exchangers in the North American marine market. These solutions are unique to the firm's product line as it provides heat transfer through plates. The Fernstrum sales and engineering team provides all customers with expert advice on cooler sizing, placement, installation, and service.

ELLIOTT BAY DESIGN GROUP LLC

The Company:

EBDG is a Seattle-based, employee-owned enterprise with offices in New Orleans and Ketchikan. The firm provides full-service naval architecture, marine engineering and production support to owners, operators and shipyards worldwide. EBDG provides complete design, engineering and analysis services, leveraging specialists in naval architecture and marine engineering, including marine mechanical, electrical and structural design and engineering. A large production support team provides detail design and lofting for shipyards across the country.

The Case:

Elliott Bay Design Group (EBDG) is a full-service, naval architecture and marine engineering firm that supports operators and shipyards in the US and abroad. EBDG understands the complex issues involved in shipbuilding and operations, and creates designs that harmonize the two. Areas of expertise include LNG vessel design, transportation and route studies, operational analyses, construction liaison and environmental efficiency studies. EBDG professionals are experts in passenger vessel and ferry design, tug and barge design and offshore service vessels. With an eye toward seamless, highly producible detail design, EBDG considers vessel-build strategy from the very beginning and their integrated approach to complex automation and power systems significantly reduces the time and cost of ship construction and maintenance. An extensive project portfolio spans a number of vessel types: barges, tugs, offshore vessels, ferries, passenger vessels, and workboats, high-end yacht hulls to one-off service vessel designs and structures.



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Seattle, WA 98107
Tel: (206) 782-3082
Email: cvilliot@ebdg.com
Website: www.ebdg.com
President & CEO: Joe Pritting

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Top Marine Vessel Operators *Overcome Challenges*

By Susan Buchanan

U.S. marine vessel operators have invested in their fleets, adopted new technologies and switched to cleaner burning engines and fuels to stay in business. In this edition, we take a look at how industry leading marine operators have flourished, sometimes in tough circumstances.

At family-run McAllister and Chouest, sons and daughters learned operations from the ground up, while CEO Todd Hornbeck revamped the first version of a company started by his dad. All value their employees and say workplace safety is a priority. Each of these companies is quick to meet customer demands. They have acquired similar or complimentary businesses in order to keep growing. Chouest and Hornbeck expanded overseas, while Interlake Steamship has shown leadership in its ongoing fleet renewal program.

McAllister 150 Years and counting

In New York City, tugboat and barge operator McAllister Towing marks its 150th anniversary this year. The

company's fleet includes over 75 tugs, serving the U.S. East Coast from Maine down to San Juan, Puerto Rico. The firm's black, white and red stacks sail out to ships at twelve major ports. McAllister docks ships for more than 1,000 steamship companies, and is engaged in harbor and coastal towing and bulk transportation. McAllister owns the Bridgeport & Port Jefferson Steamboat Co., running passenger-car ferries between Connecticut and New York.

Fourth-generation Captain Brian A. McAllister worked his way up on the company's vessels and has been at the helm since 1974. In December 2012 on his 80th birthday, Captain Brian promoted the fifth generation, his sons Buckley and Eric. Today the company is led by Chairman Brian McAllister, President Buckley McAllister and COO Eric McAllister.

"McAllister Towing has experienced many ups and downs in our 150 years," Buckley McAllister said in July. World War I, the Great Depression, World War II, the 1979 energy crisis, the 1986 oil market collapse and the 2008 recession were all challenges. "We're proud to be the one remaining,

family tug company dating to the 1860s,” he said.

When asked how his company has endured, Buckley McAllister replied simply, “By adapting to changing customer needs. Today’s ships are growing in size and capacity to benefit from economies of scale. Our customers require more power now but ship calls are declining.”

This year, McAllister welcomes three newly built Z-drive or azimuth thruster tugs, making one third of its fleet modern Z-drive tractor tugs. The Buckley McAllister, a 5,150-hp tractor tug built by Senesco Marine in Rhode Island, was launched in June and is based at McAllister’s Providence site. Buckley’s sister vessel, the Eric McAllister, will be delivered soon, the company said in early July. This fall, McAllister plans to launch the Tate McAllister, a 6,000-hp tractor under construction at Washburn Doughty in Maine.

“These new tugs expand our vessel escort and emergency response capabilities,” Buckley McAllister said. “We’re investing to improve services to our customers. That’s the best way to assure a resilient business.” Among their demands, “some of our customers are insisting that we increase our safety-management-system standards,” he said. Appropriately enough, Buckley McAllister this spring completed his tenure as chairman of American Waterways Operators, the tugboat, towboat and barge industry trade group. He remains a member of the AWO’s board of directors.

Edison Chouest: Busy Building For Offshore Boom

Shipbuilder Edison Chouest Offshore, based in Cut Off, La., got its start in 1960 when founder Edison bought a 65-foot steel-hulled shrimp boat and hauled supplies to an offshore rig. The family-run firm swelled into a ship construction and oilfield services leader, with more than 7,000 employees worldwide. ECO’s fleet now exceeds 250 specialized offshore service and support vessels.

At the helm is president and CEO Gary Chouest, the son of Edison—who passed away in 2008. The company has thrived because of its strong team, which worked many thousands of hours often into the night, and by taking risks, Chouest said.

In the 1960s, ECO bought and upgraded old vessels, and in 1974 it built North American Shipbuilding in Larose, La. That yard produced cargo and utility vessels and expanded to offshore specialty vessels, along with ships for the federal government. In 1996, Chouest affiliate North American Fabricators opened in Houma, La, and then affiliates Gulfship in Mississippi and Navship in Navegantes, Brazil opened. In the late 1990s, Chouest built two C-port facilities at Port Fourchon, La. to transfer cargo from deepwater vessels.

Last year, the company said its order books included 40 new-builds at its U.S. Gulf affiliate yards and its Brazilian and Polish affiliates. Among them were 17 diesel-electric, 312-foot platform supply vessels, with options for another 20. The company said it was producing four sub-sea construction vessels for Gulf of Mexico service. The new-builds included a refueling vessel, a multi-purpose construction supply vessel, a diesel-electric well stimulation boat and seven fast supply vessels. Chouest’s Navship in Brazil, its largest affiliate with over 1,600 employees, has been building diesel-electric PSVs and anchor handlers.

Early this year, ECO acquired seven PSVs that were under construction in south Louisiana when it bought assets from Bee Mar LLC, based in Broussard, La. This spring, Westport, LLC, a group including Gary Chouest and other Chouest members, acquired the assets of Washington state’s Westport Shipyard, Inc., the largest North American yacht builder. The Chouest family also owns American Custom Yachts in Stuart, Fla. Today, it remains busy in all of its core markets.

Interlake Steamship Invests In And Repowers Its Fleet

Interlake Steamship Company in Middleburg Heights, Ohio is the largest, privately held U.S.-flagged Great Lakes shipping operator, carrying nearly 20 million tons of bulk material in a ten-month season for the steel, utility, construction and grain industries. The firm was launched in 1913 in a consolidation that united vessels managed by Pickands Mather & Co. in Ohio. Today, it is an industry leader with plans to convert its fleet to clean-burning LNG for propulsion.

“With more than a century in business, our company is very proud of its continued investment in fleet improvement,” Brendan O’Connor, Interlake’s vice president of marketing and marine traffic, said in July. The firm’s fleet of ten vessels, with capacities of between 21,000 and nearly 70,000 gross tons, are between 690 feet and 1,013 feet long.

In the last decade, Interlake has repowered four of its vessels. In 2010, the company upgraded the 1,013-foot MV Paul R. Tregurtha, which was built in Ohio in 1981 and is the longest ship on the Great Lakes. The vessel’s Pielstick engines were replaced with reduced emissions MAK diesel engines. In another innovation, the 767-foot Kaye E. Barker was converted from steam to diesel in 2012. Interlake received the Midwest Clean Diesel Initiative Leadership Award from the U.S. Environmental Protection Agency in 2010. The company’s fleet is the only Great Lakes operation to participate in the Coast Guard’s

Streamlined Inspection Program.

O'Connor said Interlake has strong relationships with its shipboard Marine Engineers' Beneficial Association and United Steelworkers Local 5000 employees. "These groups are very involved in industry outreach and educational partnerships with maritime academies, maritime historical entities and the community," he said.

Interlake is an American Bureau of Shipping quality-management registered and audited International Standards Organization company, committed to continuous improvement, O'Connor said. "Over the last century, we've become more efficient through new technologies and because of our skilled professional employees," he said. "Holding ourselves to a higher standard than the market does has led to sustainable, shared success for Interlake and the customers we serve."

Hornbeck Builds Better Mousetraps

The new Hornbeck Offshore Services in Covington, La., co-founded by Todd Hornbeck in 1997, was listed on the New York Stock Exchange with the symbol HOS in 2004. A predecessor firm by the same name was founded by Todd's dad, Larry Hornbeck, in 1980 in Galveston, Texas. The company provides technologically advanced OSVs, serving oil and gas in the U.S. Gulf of Mexico, along with some foreign markets.

As a teenager, Todd Hornbeck learned the business at

his father's side and held summer jobs on vessels and in shipyards. At the new company, he assembled a team determined to build a better mousetrap--an improved generation of offshore vessels. The company benefited from relationships that Larry and Todd had forged with customers, employees, vendors, bankers and investors.

Hornbeck said two factors in particular make his company shine. "The first is our people," he said last month. "We have been able to attract and retain people who share our competitive spirit and our commitment to work safely and protect the environment, and who pursue excellence through teamwork and integrity." The firm has a staff of nearly 2,000 in Covington and Golden Meadow, La.; Houston; Brazil and Mexico.

"Secondly, we have built one of the most diverse and capable fleets of high-specification vessels servicing oil-field and select specialty markets," Hornbeck said. "We're expanding through one of the world's largest new construction programs to deliver twenty-four 300 class vessels--including five multi-purpose support vessels featuring helidecks and subsea cranes." The mid-point of that program is approaching. "We have been pleased with the performance of these vessels, which are among the largest supply vessels in the world," Hornbeck said.

The company's fifth OSV new-build program is valued at over \$1.25 billion and consists of four 300 class OSVs, five 310 class OSVs, ten 320 class OSVs and five 310 class



Brendan O'Connor, Vice President of marketing and marine traffic, Interlake Steamship Company



Gary Chouest, CEO, Edison Chouest Offshore



MARINE VESSEL OPERATORS

MPSVs. As of early June, Hornbeck had placed eight vessels in service under that program, with the remainder to be delivered into 2016. As of June 1, the company's operating fleet consisted of 55 new generation OSVs and four MPSVs.

Industry Leaders Respond To Customer Needs

"In the end, taking care of customers is the best bet to assure a resilient business," Buckley McAllister said last month. For their parts, Chouest and Hornbeck strive to meet demands from oil-company customers for safe, technologically advanced products that satisfy recently stricter offshore regulations. At Interlake, O'Connor said value-driven, long-term relationships with clients are crucial to success. For these reasons and more, all four have found a spot on our premier MN100 list.

Susan Buchanan is a New Orleans-based business writer, specializing in energy, maritime matters, agriculture, the environment and construction. She holds a master's degree from Cornell University in agricultural economics and an undergraduate degree from the University of Pennsylvania.



Todd Hornbeck, President and Co Founder, Hornbeck Offshore Services Company



"From our chairman and other board members to our staff couldn't be more pleased with how this vessel came out. We're looking forward to the improved comfort, reliability and the better sea-keeping ability than our previous vessels."

Wayne Lamson, General Manager
Woods Hole, Martha's Vineyard & Nantucket Steamship Authority

Gladding-Hearn all-aluminum construction, Incat-Crowther Designs, LOA 154', beam 39', draft 5.3', 393 passengers and 7 tonnes of baggage, speed 38 knots with 51 deadweight tonnes.

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Spotlight on North American Ferries

The most important part of the short sea shipping equation carries the most critical cargo: You.

By Sarah McCoy

The notion that North America's short sea shipping program has yet to set sail is purely based upon the failure of stakeholders to fully employ water routes as a means to move freight in an economically and environmentally correct fashion. On the other hand, the model seems to work perfectly when it comes to the movement of commuters, tourists and yes, even cargo – all aboard North America's many ferries. In this edition of *MarineNews* and our annual MN100 listings, we outline five of the continent's best operators.

Catalina Ferries

The Catalina Express ferry company does its best to kick off passenger vacations well before customers reach the gentle shores of Santa Catalina Island, some 22 miles west of Los Angeles. Pay a bit extra for the 60-to-75 minute cruise and you enter the premium zone of the Commo-

dore Lounge, complete with panoramic windows, leather-trimmed headrests and seats and beverages and snacks served by cabin attendants. You're officially on vacation.

Santa Catalina Island, 22 southwest of the Los Angeles megalopolis, has beckoned tourists for the last century, but the advent of aluminum fast ferries kicked the Catalina Express into high gear. The company expanded over the past 32 years from one to eight high-speed ferries, four of them catamarans, with six ports of call. Restrictions on the number of automobiles allowed on Catalina Island mean that the ferries move only foot passengers, as many as one million annually.

Testimonials of satisfied passengers aren't hard to find, and the high-quality transportation experience is no accident. The company worked closely with several boat builders to maximize passenger comfort. Nichols Brothers Boat Builders of Whidbey Island, WA has built three

NORTH AMERICAN FERRIES

catamarans for Catalina Express. The largest, the Catalina Jet, moves 450 passengers at a time, has two air-conditioned inside decks plus open-air seating on the top deck. Australian fast-ferry seating specialists Beurteaux supplied the seats. Seat-level windows provide the views.

The 144-foot vessel cruises at 35 knots and has a computer-stabilized ride. Designed by Incat Designs and built in 1999, its interior was completely refurbished in 2006. In 2007, the Catalina Express upgraded to low emission engines and new water jets.

Boston Harbor Cruises

Founded by Matthew “Matty” Hughes in 1926, Boston Harbor Cruises (BHC) has grown to 32 vessels and 200 full-time employees carrying foot passengers to an extensive network of destinations and activities. Along the way, BHC has become the largest private operator of passenger vessels and is now operated by Matty’s grandchildren and great-grandchildren.

BHC’s operations encompass foot ferries to the islands of the Boston Harbor Islands National Recreation Area; whale watches to the Stellwagen Bank Marine Sanctuary; passenger vessels to Salem, Massachusetts, and Provincetown on Cape Cod, plus a Boston Harbor water taxi, sightseeing cruises, Codzilla, private charters and an outdoor waterfront bar called “The Landing.”

For the price of an \$88 round trip ticket, the Provincetown Cape Cod Fast Ferry arrives at the tip of Cape Cod within 90 minutes. The vessel, *Salacia*, is the largest and fastest catamaran in the U.S. Another high-speed catamaran carries 149 passengers to Salem, Massachusetts, in less than one hour. Beyond this, the company has partnered with the New England Aquarium for three-hour catamaran



METAL SHARK
ALUMINUM BOATS

38' Defiant

33' Relentless

WWW.METALSHARKBOATS.COM

An advertisement for Metal Shark Aluminum Boats. The top half features a 38' Defiant boat, a white aluminum speedboat with a red stripe and a black cabin, moving quickly on the water. The bottom half features a 33' Relentless boat, a white aluminum speedboat with a black cabin and a tan canopy, also moving quickly on the water. The background is a clear blue sky and water. The website address WWW.METALSHARKBOATS.COM is displayed at the bottom.

whale watch tours to see the humpbacks finbacks, pilot whales and critically endangered right whales of Stellwagen Bank Marine Sanctuary.

Finally, the creative minds at Boston Harbor Cruises have come up with Codzilla, a 40-minute ride on an open boat with a top speed of 35 knots. A scripted show blasts Bobby Darin, The Standells (“Dirty Water, no doubt) and AD/DC. The disclaimer reads, “*Before boarding, secure all headwear, eyewear, wigs, and pitiful comb-overs. No refunds issued for bad hair days.*”

BC Ferries

With an extensive area of service and pressure to turn a profit after being privatized in 2003, British Columbia Ferries has endured its share of criticism in the past few years. Now the company has shown profits plus awarded contracts for three new intermediate-class vessels. One of the largest roll-on/roll-off ferry operators in the world, BC Ferries’ 25 routes and 47 ports of call reach south near the U.S. border and as far north as remote Haida Gwaii (formerly the Queen Charlotte Islands), some 300 miles. BC Ferries’ 36 vessels range from pint-sized sixteen-car boats up to 470-car giants.

BC Ferries has not only made modest profits in the past two years, it has just announced that it has awarded contracts totaling \$155 million (US dollars) to Remontowa Shipbuilding S.A. of Gdansk, Poland, to build three new intermediate class vessels. One new vessel will replace the 50-year-old Queen of Nanaimo used on the southern BC route from Tsawwassen to the Southern Gulf Islands. Another will retire the 49-year-old Queen of Burnaby, which sails between mid-Vancouver Island town of Comox and Powell River on the mainland. The third vessel will fill in on the Southern Gulf Islands route, plus provide spot relief around the fleet. The vessels are due in 2016 and 2017.

Showing real leadership, and in an effort to keep fares from rising and to use a cleaner fuel, the new vessels will operate as dual-fuel capable, using Liquefied Natural Gas (LNG) or diesel fuel for propulsion and power generation. BC Ferries is a hybrid: a Crown corporation owned and subsidized by the federal and provincial government, but independently managed and operated for profit. Between increased fares in recent years and increased subsidies, the system was in the black in 2013 and 2014. Earnings were \$18.0 million for fiscal 2014, an increase of \$2.5 million from 2013’s net earnings of \$15.5 million.



Washington State Ferries

With 22 million riders per year and nine marine routes, the largest ferry system in the United States could hardly afford not to be without steady funding, but that was the situation until recently. In 1999, voters repealed the motor vehicle excise tax that supported the ferry system. The system lost one-fifth of operational funds and three-quarters of capital funds. Attempts to replace the money with infusions from highway funds, service cuts and fare raises were called a “Band Aid” approach.

But now, a turnaround may have begun. David Moseley, just retired as head of the ferry system, says that, at long last, some new vessels are being built and paid for. “Our fleet had become the oldest of any major ferry system in the world. The average age of BC Ferries’ vessels are 21 years old, Norway’s 28 and ours, in 2008 when I came, was 38 years old. So, we had old boats, had cut service and raised fares on our customers – no wonder they were mad at us!”

The most recent state legislative session passed new fees sourced from car tabs and title transfers and expected to raise 22.5 million dollars a year. Since 2010, the state had managed to pay for two new ferries for lower-traffic routes. The first ferry, Tokitae, went into service in June of 2014. The second is under construction, and the third will be paid for with the new fees. State laws mandate that ferries are built by Washington State shipyards. Still, nine of 22 ferries are between 40 and 60 years old and will need replacement. Unfortunately, the new car tab fees do not generate enough revenue to meet the need.

Conversion of existing ferries to liquid natural gas fuel is also on the horizon. After studying conversion of six existing 1980s-era ferries, the ferry system has approved the concept. Hurdles remain. The Coast Guard must approve and once again, the legislature must find the funding. Through it all, the storied Washington State Ferry System soldiers on, as before.

Staten Island Ferries

For a government-run agency serving 20 million people every year, Staten Island Ferries attracts unexpectedly positive reviews. They run from “I love FREE!” to “Best view for Manhattan, The Statue of Liberty and Staten Island... The whole experience is just amazing because in an hour, we saw the great view twice and cost nothing!!”

As proprietor of eight of the world’s most iconic ships, ferries that carry up to 5,200 passengers apiece, Staten Island Ferries, part of New York City’s Department of Transportation, would seem to have a bear a burden of high expectations. But Staten Island Ferries appears to undertake numerous imaginative projects and attract thousands of riders every day. It, too, is studying the conversion of ferries to liquid natural gas fuel. The agency has added art to terminals and upgraded ramps using federal stimulus money. The *Spirit of America* ferry, built in 2006, has a keel built of steel taken from the Twin Towers.

In the past few years, the St. George Terminal on Staten Island has been revamped from a dingy, oversized waiting room into to a forward-looking, passenger-oriented modern transportation hub. With the removal of a brick wall, the terminal provides a view through a forty-foot glass wall of the harbor and ferry dock. A new photovoltaic louver system saves one quarter of the energy needed to operate the facility. Passengers can look upward to observe the local plants on the new “green” roof. A new system collects rainwater run-off, which then irrigates the soil of the rooftop garden.

The New York signature-orange ferries cruise past the Manhattan, Brooklyn and Newark skylines from terminals in lower Manhattan and on Staten Island. The ferry crossing showcases the Brooklyn Bridge and Statue of Liberty. As Alvar L. of Staten Island tells it online, “I love the ferry. It is the most reliable form of public transportation in NYC, is almost always on time, and best of all, it’s free.”



Nautical Pedigrees Engineer Success of Top Marine Developers

By Patricia Keefe

The impact of technology on one of the world's other oldest professions has been nothing short of revolutionary, in some cases forcing the marine industry to finally lay aside centuries of thinking and time-honored, if not always accurate, tools. The digital age has not only transformed almost every aspect of seafaring vessels and the processes undertaken on board, but it has sharpened and strengthened the calculations and equations used to measure, shape, process, speed, track and image the steps involved in creating parts, solving problems and rendering reality-based training.

It's not rocket science, and yet, many companies miss the boat when it comes to really listening to customers. For example, users are often disappointed in applications that can ring every bell, yet fail to address their most basic needs. Software developed by geeks for geeks won't float in maritime waters.

Every software company in the *Marine News 100* is here not just because they are market leaders in their sector. Toss in cutting-edge tools, good engineering, rigorous internal testing, best practices and expertise-backed support, and it's no surprise mariners keep coming back to our five winners for more: Hydrocomp, Transas, Boatracs (McMurdo group), Helm and FARO Technologies:

HYDROCOMP

If it touches the water, Hydrocomp is on it – the hull, rudder, propellers. “If it's above the waterline, with the exception of the main power plant, we're not interested. It's those things that make the ship different from a buoy that we're involved in,” says McPherson. When the company entered the market, its competitors were developing suites of hull design software with a CAD/CAM focus. “No one

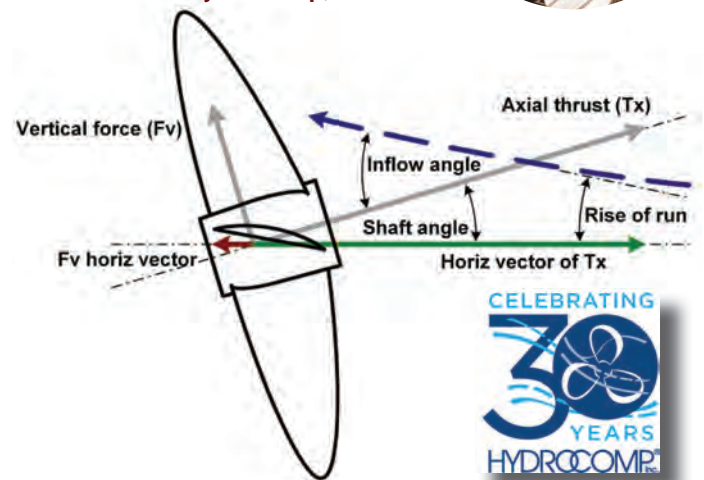
touched applied hydro dynamics.”

The New Hampshire-based maker of specialized hydrodynamic design and performance predictive analysis tools for hulls is celebrating its 30th anniversary, and you don't make it that far unless your products are really serving the needs of in-the-trenches users.

The original game plan was to offer a broad range of naval architectural tools. That segued into a propeller software package after McPherson “suddenly became known as the propeller guy” after circumstances allowed him to

“If it's above the waterline, with the exception of the main power plant, we're not interested. It's those things that make the ship different from a buoy that we're involved in.”

– Donald MacPherson, Technical Director of HydroComp, Inc.





“When we first introduced ‘sim’ to the industry, competitors thought we were crazy thinking that the power of the PC could serve the needs of these schools and large simulation complexities. Now every manufacturer in the world utilizes the PC.”

– George Toma, President & General Manager, Transas Americas Inc.

learn a lot about the “black art” of propellers. Suddenly the company found it had filled a niche and shelved plans for everything else, focusing exclusively on applied hydro dynamics.

NavCad is an integrated tool for resistance and propulsion and propeller sizing. PropCad is a geometric modeler tool that creates drawings and numerical documents for export to 3D CAD/CAM for creating custom and semi-custom designs.

Hydrocomp succeeds in part because it is a company of engineers who have learned to program. They understand their users on a level that generic software developers can't. McPherson's guiding maxim is that behavior always trumps performance. “You never want to have a case where it works great nine out of 10 times and works awfully that one time. That's expensive. Our goal is for the software to be as bullet-proof as possible, and well behaved.”

TRANSAS

The reigning market leader in marine simulation, Transas has been a technology leader virtually from the start, when it entered the market with the industry's first PC-based application. “When we first introduced ‘sim’ to the industry, competitors thought we were crazy thinking that the power of the PC could serve the needs of these schools and large simulation complexities. Now every manufacturer in the world utilizes the PC,” said George Toma, president and general manager of Transas USA.

Transas today is the biggest provider of full-featured simulation systems for professional training and certification to the marine community. It also provides a range of onboard navigation equipment, electronic navigation charts and data base systems, and port and vessel traffic management systems. It claims to hold 45% of the commercial maritime simulators market, 40% of the electronic navigation systems market, and its onboard equipment is used on more than 13,000 commercial and other vessels

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TUTOR-SALIBA CORPORATION

Contact: James Foster
818-362-8391

EM1068 Official # 534891 -

1021 net/Gross Tons -

Built 1928 in Oakland CA.

LOA 258.5' - Beam 38' - Depth 12'.

Flat Deck Barge, riveted steel construction, raked bow and stern.

6" asphalt wear deck with

3' steel fenced sides running port

and starboard. Barge is also outfitted

with 2 Clyde two drum waterfall

winches. \$300,000.00.

SOFTWARE

TRANSAS



Pilot Trainees are setting up their southbound approach to Smithland Lock on the Ohio River.

flagged in over 130 countries.

The Russian-owned company's roots come from navigators and sea-going officers and engineers. "They created a company for mariners, by mariners, and we've never lost that spirit. We understand the needs of our customers because we have been there ourselves," said Toma, himself a Kings Point graduate. Transas maintains that connection through "continuous communication and feedback with the customer base," as well by monitoring the rules and regulations by participating in various industry technical standards committees and organizations. "We were the first to come out with an ECDIS IMO-approved system," he noted, adding that Transas has a separate division that "does nothing but think five- to-10 years ahead of where we are now."

The Transas graphical user interface is simple and intuitive. "There is a lot going on in the inland waterway, moving in both directions, amid demands to keep moving cargo as quickly as possible, and with that, the training needs to increase as well."

Another Transas advantage are its model tools: Model

Wizard, which lets users to create their own practice areas, and Virtual Shipyard, which let users "manufacture" a vessel to spec. These tools have been used to model changes on the Ohio River in a study. For example, what would the environmental impact be if a lock was built here? As the cost of simulation systems has dropped, the interest from the cost-conscious tug and work boat sectors has risen. Brown water companies are also using simulation for in-house training on unique or proprietary aspects of their operations or equipment.

HELM OPERATIONS

The dispatching and billing woes of paper-bound, email-oriented log towing companies led a forestry worker to launch Helm Operations and its first application, Tug Assist, an early iteration of Helm's well-known Marine Operations system software. Tug Assist tackled jobs dispatching, tug utilization rates, inventory tracking and billing turnaround times. Over time that morphed into Helm's popular Marine Operations data base-oriented application, which features five shore-side modules and one

shipside module, providing tugs and barge and OSV industries clients with comprehensive administrative, management and communications tools designed to increase business intelligence and operational efficiency.

“We are the world leader in dispatching and billing and job-oriented work – at least in the harbor docking sector,” says Rodger Banister, vice president of marketing. He adds that Helm is “built on the principle of user experience,” and it’s the way Helm extracts that experience that has helped it to become known as one of the few companies out there with a system integrated through all departments.

Helm ensured that integration by diving into client processes, bringing users together to map out real workflows. “We find out how people work, and we look for trends, so that when we develop the software, it’s based on what they told us,” Banister explains.

Helm will follow that same model as it builds its next-generation successor to Operations, Helm Connect. The company claims it will be the first application-based, workflow-based, web-based software built for the workboat industry. Connect will ensure greater engagement through smaller, simpler, but powerful applications designed to handle specific tasks faced by crews and the shore-based team every day. Users will be able to see what’s going on, at any time, with software designed to be used at all levels of the company.

Connects will be built on the theory that everything can be done online, simply and for a lot less. Intuitive workflows will vastly paper trails and training needs, predicts Banister. The company currently is halfway through building Connect’s HSQE suite (first module). If all goes well,

Banister looks to be rolling out the new module before year’s end.

McMURDO GROUP (BOATRACS)

Fleet management and tracking is tiny Boatracs’ claim to fame. From its roots in a North American truck-tracking application, Boatracs saw an unmet need and has single-handedly built the North American small-to-medium offshore, coastal and inland waterways vessel tracking market to 2,500 vessels, using a version of Qualcomm’s OmniTRACS package of hardware, software and satellite communications adapted to shipping and backed by 24/7 support.

The Boatracs family includes multiple communications options ranging from its core offering of OmniTRACS-based products to its newer multi-mode broadband and voice capabilities, all powered by web-based messaging and mapping software (BTConnect and BTForms) to provide access to fleet-wide data from anywhere on any device, to increase operating efficiencies for thousands of vessels across North America.

The company adds features on a roughly quarterly schedule. “We are not just developing features for the sake of features. We go out and talk to the customers about what they would like to see next,” says Jonas Olsen, Fleet Management Business Unit Manager of McMurdo Group.

“Four or five of the biggest inland waterway customers also have deep offshore operations or contracts in South America. It’s inconvenient not to use the same software everywhere,” says Olsen.

Also on tap for delivery this year is support for hand-held mobile devices. “Most of what we do will be on tablets in



“We are the world leader in dispatching and billing and job-oriented work – at least in the harbor docking sector.”

– Rodger Banister, VP Marketing, Helm Operations





“We are not just developing features for the sake of features. We go out and talk to the customers about what they would like to see next.”

– Jonas Olsen, Fleet Management Business Unit Manager of McMurdo Group

the near future. We see that support as critical,” says Olsen. “There is not a lot of room in the wheelhouse for most customers, so to be able to go to the iPad or Android tablet, makes a lot of sense.” Boatracs is also looking into finding better ways to inform customers of inland water conditions, such as water depth, lock status, and traffic, and working on an application to replace whiteboards with one large computer screen showing vessel traffic and performance.

Those offerings may come with a new name, as the McMurdo Group has purchased a division of Orolia, which bought Boatracs two years ago last month.

FARO TECHNOLOGIES INC.

FARO Technologies, Inc. has come a long way from its medical imaging start. Today it is a leading manufacturer of portable, computer-aided 3D measurement, imaging and realization technology. These devices, which measure a variety of distances at varying levels of accuracies, are used for repairs, upgrades, comparisons of parts and complex structures within production and quality assurance pro-



cesses, inspecting components and assemblies, production planning, documenting large volume spaces or structures in 3D, surveying and construction, and reconstruction of accident sites.

The technology produces measurable ROI, such as tremendous time savings, lower labor costs, and reduced vessel downtime. To ensure customers start seeing savings within 90 days, the “Faro Check” sends out employees to assess the project and correct any issues, via more training or fixing workflow obstacles, etc. The company claims about 15,000 customers operating more than 30,000 installations. “Most of our products are simple enough our kids can use them,” says Rob Pietsch, vice president of marketing –Americas.

Once bulky, heavy and expensive, scanners and lasers today are portable (some models are wearable and offer 4-5 hours of battery life), lighter weight (one model weighs about 11 pounds,) and a third the cost. The time savings can be massive: it includes fewer visits to take more comprehensive, complete measurements; easy uploading of

data, which enables design work to be done onshore and the prefabrication of parts; easier access to confined spaces; less rework; and faster repairs.

For instance, to create a 3D model, Faro’s arm scanner can collect a million data points in a matter of seconds versus the time involved to collect the same manually. The ability to do prefabrication and use robotic welding creates even bigger savings. “Those savings means the ship goes out into revenue-producing service that much quicker,” adds Pietsch. With the world’s fleet of 20-year-old vessels coming in for mandated ballast water retrofitting, this is no small advantage.

Moreover, that dry dock time is an opportunity to create an updated 3D blueprint that can be used for future work. Go in once; get whole picture in one fell swoop. It’s measure once, cut safely multiple times over. Most vessels today have none to wildly inaccurate original blueprints. Faro’s Focus3D is a high-speed, light-weight 3D laser scanner that uses a touch interface and produces detailed three-dimensional images of complex environments.

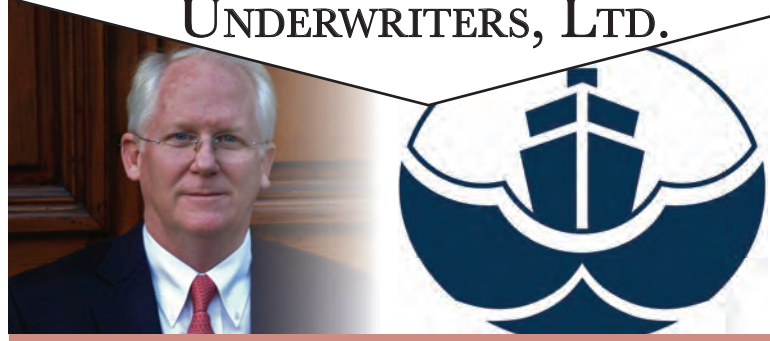
CONTINENTAL
UNDERWRITERS, LTD.

The Company:

Continental Underwriters, Ltd. is a national, multi-line firm for all types of marine coverages. The firm offers both admitted and non-admitted products in all 50 states, packaged in flexible, competitively priced insurance options with broad terms and conditions for even the most unusual, complex, and hard-to-place risks. Continental's 44 years of success ensures that insured's receive extensive access, tailor-made coverage, and a high level of expertise directly from experienced brokers and underwriters. Offerings include Hull & Machinery, Protection & Indemnity, Builder's Risk, Cargo, Charterer's Liability, Excess Liability, General Liability, Pollution, Ship Repairer's Legal Liability, Stevedore's Legal Liability, Tankerman's Legal Liability, Terminal Operator's Liability, and Wharfinger's Liability. Continental is part of the FGH family of companies.

The Case:

Founded in 1970, CUL has grown into the largest brown water Marine Insurance underwriting firm in the nation. With expanding product lines and market leading



2235 N. Hwy 190
Covington, LA 70433
Tel: (985) 898-5300
Email: ebrownIII@fidelismarine.com
Website: www.culld.com
President & CEO: H. Elder Brown, Jr.

capacity, CUL looks forward to providing clients with the very best service and security for the next generation to come. More recently, Elder Brown., Jr returned CUL to private ownership by purchasing CUL back from Houston Casualty Company in 2009. Today, CUL is an industry leader in part due to the company's excellent underwriting and claims handling.

2000 McClaren Woods Drive
Coraopolis, PA 15205
Tel: (724) 218-7304
E-mail: mriggio@hydmarine.com
Website: www.hydmarine.com
President & CEO: John Platz



The Company:

Hyde Marine, Inc. is a US-based manufacturing company offering ballast water treatment systems with rated flows from 60 - 6000 m3/hour to the marine industry. Hyde Marine is a division of the Calgon Carbon Corporation, based out of Pittsburgh, PA operated under their UV

Technologies Division. As part of the UV Technologies Division, the Hyde GUARDIAN is part of a full range of UV disinfection equipment designed to treat water in all applications.

The Case:

Hyde Marine is a leader in the BWMS market, featuring one of the largest installed bases with over 200 installed systems and more than 40 retrofit projects. Hyde has been a leader in system performance and transparency and leads the industry in providing simple to use, marine-ready treatment systems. With each of the three key UV technologies in house, Hyde Marine and Calgon Carbon have been able to weigh the real world experience and benefits of low pressure UV, medium pressure UV and advanced oxidation in order to determine the best product for the ballast water market. Hyde Marine has continually undergone verification testing of its technology in shipboard applications and is a strong partner to the regulatory and testing community. With many customers having returned again and again to purchase Hyde GUARDIAN treatment systems, Hyde Marine is a testament to the fact that value and quality are sought and rewarded, even in a fiercely price-driven marketplace.

Safety Management Systems, LLC



**2 Union Street
Portland, ME 04101
Telephone: 207 321 2830
General contact e-mail: info@smsllc.com
Website: www.smsllc.com
Company Director: William Mahoney
Number of Employees: 8**

The Company:

Since 1996, Safety Management Systems, LLC (SMSLLC) has provided consulting services to the global maritime, transportation and related industries. Public and private sector clients turn to SMSLLC to bring effective solutions to a range of challenges. SMSLLC has established a reputation as a client-focused consultancy that creates results as lasting solutions.

The Case:

SMS LLC, with years of crafting ISM, ISO and management system solutions to U.S.-based blue water clients, will formulate subM compliance solutions designed specifically for each individual client. Looking ahead towards implementation of the final rule, SMS is well positioned to help smaller towing outfits as they look to comply with the new towboat rules. Helping in that effort, ClassNK, who recently acquired the U.S.-based SMS, also brings a strong regulatory and brown water resume to the mix. Together they represent an arguably unbeatable one-two punch in brown water compliance matters.

Moose Boats, Inc.



**274 Sears Point Road
Petaluma, CA 94954
Telephone: 707 778 9828
E-mail: markstott@mooseboats.com
Website: www.mooseboats.com
CEO/President: Roger Fleck
Number of Employees: 20**

The Company:

Moose Boats is recognized for being a leader in supplying high quality customized mission-specific catamaran vessels. Shallow draft, high load capacity and safety during dive or rescue operations make Moose Boats outfitted with water-jet propulsion ideal vessels for emergency response and law enforcement agencies. Engineering excellence, attention to detail in combination with exceptional fit and finish quality has bolstered Moose Boats' reputation.

The Case:

Moose Boats is arguably known domestically as the highest quality source of aluminum small-craft for Military, Law Enforcement and Fire Rescue applications. Our vessels have gained notoriety and proportional market share within the state and local agency arena with multiple high-visibility public law enforcement and emergency response organizations. The primary strength of the Moose Boats brand lies within its reputation for designing quality catamarans.

Moxie Media, Inc.



**1301 Dealers Ave.
New Orleans, LA 70123
Telephone: 504 733 6907
E-mail: bstout@moxiemedia.com
Website: www.moxietraining.com
CEO/President: Martin Glenday
Number of Employees: 20**

The Company:

Moxie Media develops, publishes and distributes cutting edge training materials to meet the regulatory, health, security and workforce needs of the maritime industry. Moxie brings cost-effective resources to companies who must meet government and industry training requirements such as the US Coast Guard, OSHA, DOT, API, BOEM, BSEE, DHS, TSA, AWO, and IMO. All of Moxie Media's online courses are interactive, video-based programs, shot on vessels and maritime locations and customized to the maritime industry.

The Case:

Moxie Media is an industry leader in delivering maritime eLearning courseware for safety and compliance training. Over 10,000 active users utilizing Moxie Media's online courseware including American Commercial Lines, Candy Fleet, Blessey Marine, and ARTCO. Since 1986, Moxie has produced thousands of custom and "off the shelf" curriculums available in DVD, print and eLearning web based formats.

55 Waugh Dr, #1000
Houston, TX 77007
Tel: (713) 435-1000
Email: customerservicerep.klm@kirbycorp.com
Website: www.kirbycorp.com
President: William G. Ivey



The Company:

Kirby Corporation is a premier tank barge operator in the United States, transporting bulk liquid products throughout the Mississippi River System, on the Gulf Intracoastal Waterway, along all three U.S. Coasts, and in Alaska and Hawaii. Kirby's service includes the transporting of petrochemicals, black oil products, refined petroleum products and agricultural chemical products by tank barge. Kirby also owns and operates seven ocean-going barge and tug units transporting dry-bulk commodities in United States coastwise trade. Kirby's diesel engine services segment is a leading after-market service provider for medium-speed and high-speed diesel engines, reduction gears and ancillary products for marine and power generation applications. Kirby also serves as a distributor and service provider for high-speed diesel engines, transmissions, pumps and compression products, and manufactures and remanufactures oilfield service equipment.

The Case:

Kirby Inland Marine, through a centralized dispatching system, can minimize repositioning and power costs. Kirby Inland Marine brings these operating efficiencies to best serve its customers. Kirby Inland Marine seeks opportunities where it can add value to the transportation services it provides. Safety and environmental protection are of paramount importance for Kirby and its customers. Kirby's safety record is exemplary, as recognized by the U.S. Department of Transportation and U.S. Coast Guard in awarding Kirby the first William M. Benkert Award in 1995. The operating segments comprising Kirby Inland Marine have been certified to the ISO 9002 standard. The pay-off is consistent & reliable service, safer operations and lower costs. In 1998, Kirby became certified to the AWO Responsible Carrier Program. The AWO Responsible Carrier Program insures the implementation of a comprehensive safety management system through the use of 3rd party auditors. Kirby Inland prides itself on having the best-trained crews and support staff in the industry providing both formal classroom and hands-on instruction at the Kirby Training Center in Houston, Texas.

The Fleet:

The Kirby Inland fleet of 904 active tank barges and 255 active towboats has a total liquid cargo capacity of 17.4 million barrels. The primary cargoes transported by this fleet are chemicals, petrochemical feedstocks, gasoline additives, refined petroleum products, liquid fertilizer, black oils, and pressurized products. This fleet represents the broadest capabilities in the marine inland tank barge industry to satisfy customers' diverse needs. Kirby's inland tank barge fleet represents approximately 25% of the U.S. inland tank barge capacity, as well as being one of the youngest fleets in the U.S. coastal trade, transports refined petroleum products, petrochemicals and black oil along the East Coast, West Coast and Gulf Coast, as well as Alaska and Hawaii. Kirby's coastal tank barge fleet consists of 72 tank barges with 6.0 million barrels of capacity and 76 tugboats. Kirby also operates eight coastal dry-bulk barge and tug units transporting coal and limestone rock across the Gulf of Mexico, and dry sugar products between Florida and the East Coast.

FOSS MARITIME COMPANY



The Company:

Foss Maritime Company is wholly owned by Saltchuk Resources, a privately owned family investment company formed in 1982 and based in the Pacific Northwest. Saltchuk has over \$2 billion of assets invested in numerous operating companies in several different business groups, including deep water shipping logistics, ship management, tug and barge operations, fuel distribution, and trucking. Foss regularly partners with its sister companies in the Saltchuk portfolio to offer a diverse range of maritime transportation services.

1151 Fairview Ave N
Seattle, Washington 98109
Tel: (206) 281-3800
Email: info@foss.com
Website: www.foss.com
President & CEO: Paul E. Stevens

The Case:

Foss evolved from a single rowboat into a leading marine transportation and harbor services company, celebrates its 125th anniversary this year. Founded in 1889, it now serves customers around the world, operating more than 130 vessels and continues to pursue growth opportunities in a variety of areas, such as expanding its scope of services and clients in Alaska and the Arctic. For more than a century, Foss Maritime has helped set the standard for

marine transportation with leading edge technology, engineering and shipbuilding. The company's Seattle shipyard, traditionally involved in maintenance and repair work, expanded into new-vessel construction in early 2014, and today employment at Foss Seattle shipyard is larger than ever with about 265 welders, electricians, carpenters and other craftsmen. Two state of the art fireboats are currently under construction at the Seattle shipyard.

IMTECH MARINE

8943 Gulf Freeway
Houston, TX 77017
Tel: (713) 378-2100
Email: service.usa@imtechmarine.com
Website: www.imtechmarine.com
Managing Director: Captain Eric Clarke



HVAC (heating, ventilation and air conditioning), ship motion control, information technology, entertainment, water management and port services. Imtech Marine provides innovative systems and reliable maintenance services around the world during the full lifetime of the ship.

The Case:

Utilizing staff at almost 100 offices in 30 countries, based along shipping routes and close to shipbuilding centers, Imtech Marine brings together a versatile group of expert companies and people. Imtech Marine has a rich tradition; a history that extends right back to 1860 when the company was established under the name of Van Rietschoten & Houwens. Today, this rich tradition translates into innovative power, and the integrated technological solutions that the company offers. As a Technical Service Provider, Imtech Marine is active globally, providing a total package of products and services. Combined technical strength, a guarantee of added value for contracts of whatever size. The market requires cost efficient, effective, safe and sustainable solutions. Imtech Marine offers precisely that with its innovative, high-quality technology for vessels and platforms. These solutions, which meet today's high market standards, offer the client a measurable added value.

The Company:

Imtech Marine operates as a full-service provider and system integrator of tailor-made, innovative and sustainable technology solutions covering the whole ship. Imtech Marine specializes in automation (platform and engine room), navigation, communication and connectivity solutions, propulsion systems, power generation and distribution,

SHERWIN-WILLIAMS PROTECTIVE & MARINE COATINGS

The Company:

Sherwin-Williams is a global protective and marine coatings company that delivers smarter asset protection and unmatched service and specification support to its customers from 4,000 locations worldwide. From alkyds to zincs, the company offers a complete line of time-tested, high performance coatings and systems to combat corrosion, supported by the largest group of NACE-certified coatings inspectors in the industry. With more than 140 years in business and a culture of product innovation, Sherwin-Williams today is the single source of supply for coatings solutions made to your specifications and delivered on time, every time.



101 W. Prospect Avenue
Cleveland, OH 44115
Tel: (800) 524-5979

Email: sherwin@ultlead.com

Website: <http://sherwin-williams.com/protective>
Market Director, Global Marine: Steve Dickeyanager

The Case:

Sherwin-Williams is a premier supplier to the marine market, providing advancements in coatings aligned with customer needs, a proven track record, and commitment to service and logistical support. It has led the way in commercialization of single coat, rapid cure, edge-retentive systems – the cutting edge of coatings for the marine industry. Sherwin-Williams' integrated supply chain offers convenient access to and responsive service from a single

source supplier that invests in your business. Offerings go beyond the cost of the bucket of paint, with highly qualified, on-the-ground technical support to ensure that coatings are applied properly, inspected thoroughly, and customers get what they're paying for with no headaches. Sherwin-Williams' mobile app, SeaGuard, provides stem to stern protective coating recommendations. It provides port engineers and fleet managers with accurate and up-to-date coatings information at their fingertips.

MOPS MARINE
LICENSE INSURANCE

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Long Beach, New York 11561
Tel: (800) 782-8902
Email: roneill@lancerinsurance.com
Website: www.mopsmarinelicenseinsurance.com
President & CEO (Lancer Insurance Company): David P. Delaney, Jr.
General Manager: Randy O'Neill



The Company:

MOPS Marine License Insurance is underwritten by Lancer Insurance Company, rated "Excellent" by the A.M. Best Company, the global insurance industry's leading independent rating organization. Coverages include Unlim-

ited License Defense Full or Partial Monthly Income Protection, Civil Legal Defense, Civil Penalty Legal Defense, Criminal Defense and Professional Liability Coverage.

The Case:

Since 1935, MOPS has provided USCG-licensed deck officers, engineering officers, state & federal pilots and tanker men with the industry's premier and most affordable license defense, income protection, professional liability and criminal defense coverages. Coverage is also provided for mariner's professional equipment and instruments. When trouble strikes a MOPS policyholder, one call puts the mariner in immediate contact with an experienced maritime attorney from the MOPS national network who will advise you what to say and what not to say – usually before the Coast Guard even arrives to investigate. Not surprisingly, MOPS has provided peace of mind to thousands of maritime professionals, and is chosen by more mariners over all competitors combined. If you are involved in a shipping incident or casualty, call MOPS immediately, any time of day or night. You don't even need your policy number – just a contact number, location and brief description of your situation.

You will immediately be in contact with the MOPS network attorney in your area.

Marathon Petroleum Corporation



539 South Main Street
Findlay, OH 45840
Phone: 419 422 2121
Website: www.marathonpetroleum.com
E-Mail:
CustRelations@marathonpetroleum.com
Senior Vice President, Transportation & Logistics: George Shaffner

The Company:

Headquartered in Findlay, Ohio, Marathon Petroleum Corporation (MPC), together with its subsidiaries, is one of the largest petroleum product refiners, marketers and transporters in the United States. Supporting all of these is a large fleet of company owned, chartered and operated barges.

The Case:

Marathon Petroleum's Marine Transportation provides services that meet the marine transportation needs of Marathon Petroleum Company LP (MPC). Marine Transportation's inland river fleet is one of the largest private domestic fleets of inland petroleum product barges, utilizing 16 line haul towboats, two harbor boats, and a fleet of 200 owned or leased barges, as well as contracted and chartered equipment. Marathon Petroleum Company was a 2014 recipient of the Rear Adm. William Benkert Award. The award is given to recognize maritime industry efforts towards environmental protection. MPC also operates a marine repair facility at Catlettsburg, Ky.

Northern Lights, Inc. NAMJet, LLC



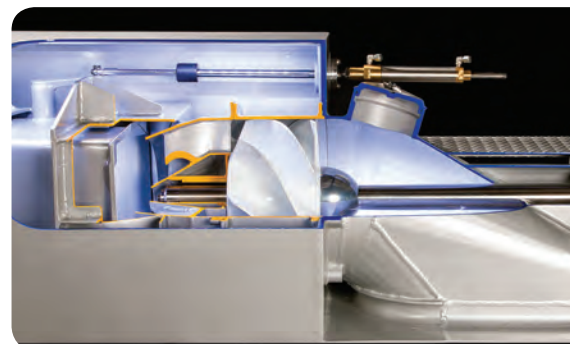
4420 14th Ave. NW
Seattle, WA 98107
Telephone: 206 789 3880
E-mail: sputnicki@northern-lights.com
Website: www.northern-lights.com
CEO/President: Sam Hill
Number of Employees: 68

The Company:

Founded in 1958, Northern Lights manufactures marine power generation, propulsion and air conditioning and refrigeration systems. The company's products are distributed through a global sales and service network of over 340 dealers in more than 40 countries. Northern Lights manufactures marine generator sets from 5-500kW, designed to meet all current US EPA marine regulations. A full range of custom options and accessories address virtually any at-sea need.

The Case:

Northern Lights is the only US manufacturer of both power generation and climate control systems, also offering fully customized and integrated systems of all these critical components. Northern Lights offers US EPA Tier 3 compliant marine generator sets in 5-500kW configurations, including commercial solutions in the 20-500kW range. Along with the Technicold brand of climate control, Northern Lights provides complete component solutions.



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Denver, CO, USA 80239
Telephone: 501 778 4151
E-mail: info@namjet.com
Website: namjet.com
General Manager (NAMJet, LLC):
Jim Ducker
Number of employees: 22

The Company:

NAMJet's advanced marine propulsion systems have set the standard for thrust, durability and speed for more than 25 years. Leading the way are its TRAKTOR Jet line of high-thrust marine jets designed for a variety of commercial, military and workboat applications. NAMJet won a large military boat building contract in March to supply tractor jets for the U.S. Army's one-of-a-kind bridge erection boats.

The Case:

According to NAMJet, its TRAKTOR Jet's mass flow design pumps more water than high-speed jets, providing improved thrust per horsepower and eliminating cavitation from 0-35 knots to maximize cruise speeds under heavy load. TRAKTOR Jets, rated for speeds up to 35 knots, have 2-3 times the impeller clearance of high-speed jets, allowing them to operate at much lower RPM.

50 Enterprise Center
 Middletown, RI 02842
 Tel: (401) 851-3824
 Email: jconnors@kvh.com
 Website: www.kvh.com
 President & CEO: Martin Kits van Heyningen



The Company:

KVH Industries is a manufacturer of solutions that provide global high-speed Internet, television, and voice services via satellite to mobile users at sea and on land. These solutions include the mini-VSAT Broadband network, TracPhone satellite communications antenna systems, and TracVision satellite television antenna systems. KVH is based in Middletown, RI, with research, development, and manufacturing operations in Middletown, RI, and Tinley Park, IL. KVH's mission is to connect in-motion customers, which include commercial and recreational vessels of all sizes around the world, with the same digital services they rely on in their homes and offices.

The Case:

KVH Industries, Inc., is an innovator and provider of broadband connectivity and satellite TV antenna systems for vessels around the world. KVH has manufactured more

than 190,000 mobile satellite antennas, and its mini-VSAT Broadband service is the market share leader in maritime VSAT. KVH recently introduced IP-MobileCast, a content delivery service utilizing multicasting technology to meet the rapidly rising demand for news, entertainment, and operations content at sea. The KVH Media Group is the maritime industry's leading provider of commercially licensed news, sports, music, and movies, and KVH's Videotel is a leader in maritime e-Learning. As an innovator in satellite antenna technology, KVH also holds numerous patents for its products. A recent patent was received for its TracVision HD11 polarization device, and its TracVision TV3 marine antenna holds several design patents. KVH's share of the industry's 11,000 activated maritime VSAT terminals is 26%, up from 16% two years ago, and double that of its next closest competitor.

The Product Line:

KVH's extensive array of satellite communications and TV antenna systems for in-motion vessels includes the TracPhone satellite communications antenna hardware. The advanced TracPhone V-IP antenna systems, designed and optimized by KVH for the mini-VSAT Broadband service, include the TracPhone V11-IP, a 1.1 meter diameter, dual-mode C/Ku-band antenna for global VSAT connectivity; the TracPhone V7-IP, a 60 cm diameter enterprise-grade antenna for Ku-band service worldwide; and the TracPhone V3-IP, a 37 cm diameter Ku-band antenna that is the world's most compact maritime VSAT antenna. All three TracPhone V-IP systems include the Integrated CommBox Modem (ICM), a streamlined belowdecks unit that replaces the need for a rack full of components and integrates all antenna control, onboard network management, and modem functions in one small box. KVH's TracVision products are fully stabilized marine satellite television antenna systems designed to provide superior performance, including HDTV, for worldwide satellite TV entertainment at sea and for high-definition service worldwide. Beyond this, the IP-MobileCast service delivers large amounts of content to many ships at once, overcoming the prohibitively high satellite communications costs. The service enables seafarers in the middle of the ocean to have affordable access to daily digital newspapers, television news, sports updates, music, and movies. The service also provides operational content such as electronic chart updates, high-resolution weather data, and e-Learning maritime training.

MARKEY MACHINERY Co. Inc.



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Seattle, Washington 98108
Tel: (206) 622-4697
Email: info@markeymachinery.com
Website: www.markeymachinery.com
President: Blaine W. Dempke

The Company:

Seattle-based Markey Machinery Company has roots in the marine and logging industries stretching as far back as the early 1900s. Founded by Charles Markey in 1907, the company has seen several generations of Markeys at its helm through more than 100 years of company growth. Today, led by Blaine W. Dempke and Robert A. LeCoque, the company's primary focus lies in the manufacture, support and service of custom deck machinery for workboat, scientific and dockside applications.

The Case:

Markey specializes in the fabrication and machining of large complex components and sub-assemblies for many applications. A market leader in the design and production of deck machinery, Markey produces and services block winches; near-shore research winches; traction winch systems; towing winches; capstans; anchor handling winches; deck fittings; dredging winches and custom drives; anchor windlasses; abandonment and recovery (A&R) winches; escort, hawser, ship-assist winches; other specialty winches and oceanographic products. Markey's production facility accommodates virtually every heavy material-handling requirement for new equipment or machinery replacement orders, also offering one-off prototype design and manufacturing, from concept to completion. In addition to its main offices and fabrication facility in Seattle, Markey has several service and support representatives in locations throughout the United States, Europe, Australia and Korea.

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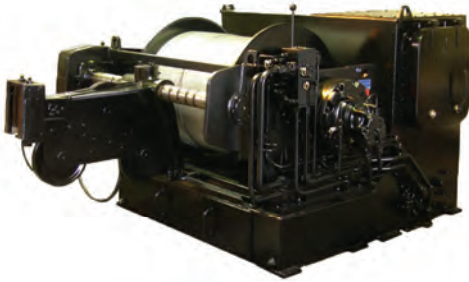
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MARITIME COLLEGE
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Rapp Hydema U.S., Inc.



4433 27th Avenue West
Seattle, Washington 98199
Telephone: 206 286 8162
E-mail: office@rappus.com
Web: www.rappmarine.com
President: Johann Sigurjonsson
Number of employees: 500

The Company:

The group's business in the United States is organized under the parent company, Rapp Hydema U.S. Inc., a holding company with three wholly-owned subsidiaries that are controlled from the headquarters in Seattle. Rapp Hydema Northwest operates a workshop and local production. Rapp Hydema AK is the service arm of the Alaskan office and runs an engineering yard in Dutch Harbor. Rapp Hydema Subsea (Houston) is responsible for the offshore market.

The Case:

The Rapp Marine Group has developed advanced machinery and equipment for the marine and offshore oil industries worldwide for more than 100 years. In 1980, Rapp Hydema established an office in Seattle, and in 1982 this became a separate company; Rapp Hydema U.S. Inc. The group produces winches and deck machinery, additionally producing fire doors and other ship equipment in Houston.

LeBeouf Bros. Towing, LLC



124 Dry Dock Road
Bourg, Louisiana 70343
E-mail: jong@lebeouftowing.com
Website: lebeouftowing.com
CEO: Richard "Dickie" Gonsoulin
President: Jon Gonsoulin
Number of Employees: 250

The Company:

LeBeouf Bros. Towing, LLC is one of the oldest marine towing companies operating the U.S. inland waterway system. Formed in the early 1940s by brothers Willard and Irvin LeBeouf, and joined in 1946 by Earl Gonsoulin, the company was purchased by the Gonsoulin family in 1968.

The Case:

Today LeBeouf Bros. is privately held and operated by Richard "Dickie" Gonsoulin and his son, Jon Gonsoulin, and continues to operate a growing fleet of inland boats and tank barges serving the petroleum and chemical industries on all major U.S. inland waterways. The company specializes in the carriage of crude oil, clean and dirty petroleum products and chemicals. Diversifying its operations, the company entered the shipyard business in 2005 with Bourg Dry Dock, a fully functional shipyard to build boats, barges and equipment, as well as performing repairs. The company also owns Bayou Blue Fleet which it utilizes for both equipment storage and outside fleet opportunities.

Reintjes GmbH

VA 2451-4855



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Hamelin, Germany
Telephone: 49 5151 1040
E-mail: info@reintjes-gears.de
Website: reintjes-gears.de
President: Dr. Christian Schliephack
Number of employees: 700

The Company:

Reintjes GmbH is an independent propulsion technology company that manufactures 1,300 gearboxes per year at its headquarters in Hamelin. More than 90,000 units have been supplied to customers worldwide. Over time, Reintjes has expanded its product portfolio of marine gearboxes for engine ratings from 250-30,000 kW. Its maritime applications include dredging gearboxes and step-up gearboxes as well as complex system solutions such as pod drives and hybrid drives.

The Case:

The company is positioned in all major markets globally through sales and service networks, wholly owned subsidiaries, liaison offices and partners in Africa, Asia-Pacific, Australia, Europe, North America, Middle East and South America. Reintjes' turnover at its plant in Hamelin was \$98 million (€72 million) in 2012, while the export rate, including indirect exports, was approximately 90 percent.

PPG PROTECTIVE & MARINE COATINGS



The Company:

PPG Industries, Inc., headquartered in Pittsburgh, Pennsylvania, USA, is a global, multi-billion dollar diversified manufacturer supplying paints, coatings, chemicals, optical products, specialty materials and glass. PPG is a world leader in protective and marine coatings, developing products that protect customers' assets in some of the world's most demanding conditions and environments. These include, among others, Offshore, Petrochemical, Marine new-build, Marine dry dock and Marine sea stock.

The Case:

PPG has extensive experience in both silyl acrylate antifoulings and silicone-based fouling release coatings, enabling them to provide a bespoke solution. Beyond this, PPG can also advise and support customers in a practical way to actually monitor and measure vessel performance. A world leader in protective and marine coatings, PPG is dedicated to developing, manufacturing and supplying coatings that anticipate the demanding challenges of the global marine and protective coatings industries. Among their many products is SIGMAGLIDE, a fouling release coating which prevents the build-up of barnacles, algae and other organisms on the hulls of vessels without the use of

One PPG Place
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Tel: (412) 492-5200

Email: Marielle.VANDERLINDEN@ppg.com

Website: pmc@ppg.com

Executive Vice President: Viktor R. Sekmakas

Vice President: Timothy M. Knavish

biocides. The NOVAGUARD coating is a one-coat system. This solvent-free phenolic epoxy coating improves work safety, and has wide chemical resistance to biofuels, crude oil and unleaded gasolines, providing maximum storage flexibility. Strategically located storage depots and color network centers support PPG's marine efforts, with over 120 stock points, 15 hub and distribution centers, and 34 manufacturing facilities spread across all continents.

1219 Crescent Avenue
Lockport, LA 70374
Tel: (985) 242-5100
Email: jguidry@mst.us.com
Website: www.mst.us.com
President & CEO: Jeremie Mize

MID SOUTH
TECHNOLOGIES



The Company:

For more than 10 years, MidSouth Technologies has provided technology services to businesses around the world, emerging as a respected one-stop shop technology company, serving not only Corporate Business, but also the Oil & Gas and Maritime industries. The Midsouth team is certified to manage the complexity of any system, with experience in VSAT, Thermal Imaging, Vessel Tracking, IT Infrastructure on board and ashore, CCTV, and Port Security. MidSouth's broad knowledge base allows the integration of existing systems with new and emerging ones. Midsouth is a technology company that "Solves Problems while Exceeding Expectations."

The Case:

MidSouth Technologies is an industry leading Marine IT company that provides maritime solutions. Midsouth recognizes an operator's need to operate as a remote office while navigating rivers and supports their needs to communicate all business functions.

Schottel GmbH



Mainzer Straße 99, 56322 Spay Rhein, Germany
Telephone: 49 2628 610
E-mail: info@schottel.de
Website: www.schottel.de
CEO Schottel GmbH: Dr.-Ing. Gerhard Jensen
Number of Employees: 1,950 +

The Company:

The Schottel Group, with its headquarters in Spay/Rhine, is one of the world's leading manufacturers of propulsion and steering systems for ships and offshore applications. Founded by Josef Becker in 1921, the company develops and manufactures azimuth

propulsion and maneuvering systems, complete propulsion systems with power ratings of up to 30 MW and steering systems for vessels of all sizes and types.

The Case:

Schottel has a widespread global presence, with approximately 100 sales and service locations worldwide. The company designs and manufactures an extensive assortment of products for a wide range of vessels, from tugs, cargo ships and passenger ferries, to jackup rigs, military craft and yachts.

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Telephone 401 295 0373
E-mail: mfooster@senescmarine.com
Website: www.senescmarine.com
Interim CEO: Frederick G. Frost
President and COO: Robert Jarvis

The Company:

Senesco Marine LLC builds double-hulled barges, tugboats and other vessels, as well as offering repair work and dry dock services. Senesco Marine got its start in 1999 building small deck barges, quickly making a name for itself as a premier shipyard for new construction and vessel repair in the U.S. Northeast. Incorporated in 2006, the shipyard has expanded to build larger barges and enter the tug building market, recently delivering two of the world's first Facet Tugs, leading the company into aluminum fabrication.

Senesco Marine LLC

The Case:

Consisting of 26 acres of Narragansett Bay waterfront property, Senesco Marine has created a small but highly efficient shipyard capable of producing several types of vessels. Senesco Marine has built and delivered more than a dozen 80-100,000 barrel double-hulled tank barges, with a new line of 60K barrel double-hulled tank barges currently under construction.



Signal International

11 N. Water St., Suite 16250
 Mobile, AL 36602
 Telephone: 251 544 2620
 E-mail: jmayhall@signalint.com
 Website: www.signalint.com
 CEO/President: Richard Marler, CEO
 Number of Employees: 500

The Company:

With four yards, Signal offers new construction, rig and ship repair, offshore and technical services. The new construction facility in Orange, Texas has undergone a major transformation over the past several years, including the addition of a new panel line and steel processing facility. The Pascagoula facility handles rig fabrication and repair and has improved au-

tomation as well as dredging a deep hole for thruster work and space for storage of offshore equipment. The 30,000 ton Dual Carrier/heavy lift dry dock is located at this facility.

The Case:

Signal is ISO 9001:2008 registered and has been recognized as one of the safest shipyards in the U.S. by SCA for 10 out of 11 years. Signal offers 3 dry docks: One Panamax size; a 30,000 ton rig dry dock and a 4,200 ton dry dock. Over 6,000 feet of water front is available between three facilities. Yards in Mobile, Pascagoula, and Orange, Texas allow direct Gulf of Mexico access.



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ON 63005; IMO 7914248,
 Class: ABS (Valid through Feb 2016)
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 Bottom Dump and Bow Discharge Capability

Main Engines:
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 700 hp. Dredge Motor; 64" Suction Head; 22" Suction pipe;
 20" Discharge pipe

Max effective dredging depth approximately 35'
 25,000 gallons fuel
 7500 gallons potable water

\$5,000,000



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Pittsburgh PA 15233
Tel: (800) 322-2018
Email: Russ.Mayhew@pattersonmfg.com
Website: www.pattersonmfg.com
President & CEO: David B. Grapes



The Company:

The Patterson Manufacturing Company began operations in 1858 on the banks of the Monongahela River in Pittsburgh. In the 1950s, they began designing and manufacturing towboat and barge winches, something which the firm is now best known for. In the beginning, Patterson made just a few sizes of winches, but now offers winches with capacities from 20 tons to 90 tons and in three operating formats: manual, electrical, and hydraulic.

The Case:

Over the years, Patterson has improved the winch by listening to the needs of the end user. The results are increased safety and winches that require less maintenance. For over 150 years, they've protected, pulled and performed – for you. For decades, there were only a few choices when it came to winches and ratchets. But winches and ratchets have their downsides: fouling and birdnesting can and do happen. Wire rope is heavy, and traditional rigging takes a lot of it. Old-fashioned winches require a good amount of time and effort to operate. In 2008, the Patterson Manufacturing Company developed the YoYo Barge Winch, a revolutionary design that reflected a total re-thinking of the way winches do their job. Within the next few months, Patterson is on track to deliver its 10,000th winch—a significant milestone that reflects just how thoroughly the YoYo has advanced in North America's waterways in just a few years.

The Product Line:

The YoYo is a direct result of customer feedback. Patterson engineers originally come up with an idea for a YoYo-style power winch, but it turned out that what customers really wanted was a manual winch for barges. Patterson expanded the idea from there and since then, industry has embraced it. Today, counting rebuilds and re-rigging, the YoYo has been the preferred winch for several years for more than 50% of the winches in play on an annual basis. With approximately 4,000 to 5,000 winch-sale opportunities per year, that's a lot of YoYos.

For the inland waterways shipping industry, it means heightened productivity and profitability. Because the YoYo uses a single-stacking design, operators no longer have to deal with springcoil, fouling, and uncontrolled spooling. A patented double-dog design allows easy maximum line tensioning and makes it simple to use. The 25 feet of take-up (or 40 feet for tank barge applications) mean less wire rope to heave around and eventually untangle. The YoYo is 50% faster than ratchets, which, according to the company's innovative ROI calculator, means that the winch actually pays for itself in a short amount of time. Safety is also a plus—less birdnesting means fewer man-overboard opportunities. Today, the increasing prevalence of the YoYo is leading naturally to a positive change throughout the entire inland shipping industry: standardization.

SUNY Maritime College



6 Pennyfield Avenue
Throggs Neck, NY 10465
Telephone: 718 409 7277
E-mail: tkelly@sunymaritime.edu
Website: www.sunymaritime.edu/
President: Dr. Michael A. Alfultis
Number of Employees (SUNY): 1,800

The Company:

SUNY Maritime is a four-year college located at historic Fort Schuyler in Throggs Neck, New York. Maritime College prepares students for careers in the maritime industry, government, military, and private industry. Recent graduates of Maritime College have benefited from nearly 100% job placement. Equipped with hands-on experience, students are prepared for positions of major responsibility regardless of the career path they choose.

The Case:

Maritime College educates leaders to excel in the global maritime environment through an interdisciplinary approach to engineering, maritime studies, global maritime business, security and supply chain management, and environmental science; specialized programs are offered as pathways to US Coast Guard licensing or military accession and training. SUNY Maritime College is a premier institution recognized internationally for its expertise in maritime research, education and training. The College's 565-foot Training Ship Empire State VI is an essential component of the Maritime experience.

Teufelberger Fiber Rope Corporation



848 Airport Road
Fall River, MA 02720
Telephone: 800 333 6679
E-mail: commarine@Teufelberger.com
Website: www.Teufelberger.com
CEO/President: Christopher Lavin
Number of Employees: 150

The Company:

Teufelberger is a dynamic group of companies working with three key technologies in three divisions with 220 years of experience. In addition to Synthetic Fiber Rope, Teufelberger produces Steel Wire Ropes as well as Extrusion. The firm's towing, mooring, and general purpose marine lines provide an array of options for commercial marine industry professionals. Whatever your need, Teufelberger has a line for it – on time and on budget.

The Case:

Teufelberger's Commercial Marine product line is engineered to provide strength, abrasion resistance, and elongation characteristics necessary for Commercial Marine operations. Many of these lines serve as the perfect alternative for wire rope applications. As compared to wire, Teufelberger lines are lighter, easier/safer to handle, requiring less manpower and result in fewer injuries, and provide an extended, corrosive-free service life.

TerraSond Limited



539 N. Carancahua Street
Corpus Christi, TX 78401
Telephone: 907 982 5321
E-mail: bbusey@terrasond.com
Website: www.terrasond.com
CEO/President: Thomas Newman
Number of Employees: 65

The Company:

TerraSond is a leader in precision geospatial solutions providing professional survey and geophysical services in both terrestrial and marine environments safely, effectively and economically. TerraSond employs ACSM Certified Hydrographic Surveyors, staff hydrographers, marine geophysicists, geologists, oceanographers, cartographers, GIS / CADD specialists and IT and professional mariners. Clients include oil and gas, pipeline, renewable energy, shipping, dredging and construction industries. TerraSond has offices in Alaska, Texas and Washington State, and internationally in Brazil and Equatorial Guinea.

The Case:

TerraSond provides the best technological solutions, and with consistent high quality results to lower your risks. Services include Pipeline/Cable Route Surveys, Marine Archeological Surveys, Shallow Hazard Survey, Decommissioning and Abandonment Support Services, Rig Moves C/W Multiple Asset Tracking, Survey Support for Nautical Charting and myriad other technical services. TerraSond specializes in reducing risk and improving efficiency in all stages of any project.

MASSACHUSETTS MARITIME ACADEMY

The Company:

Massachusetts Maritime Academy is one of nine Massachusetts State Universities. Established in 1891, the academy now offers seven undergraduate and two master's degrees. Approximately 50-60% of the undergraduates are enrolled in unlimited USCG Merchant Marine License preparatory programs. 1,350 students are members of the Regiment of Cadets residing on campus. The academy operates a training vessel (T.S. Kennedy) used to acquire sea service for the cadets. The academy also has an 87 ton auxiliary training vessel (Ranger) used during the academic semesters for coastal navigation. There are also two tugs (Alert and Hercules) and a barge that supports the Mate of Towing program. The Academy has a vast array of simulators used for undergraduate and professional mariner training. The engineering program has a live steam plant with a condensing turbine used for training along with multiple live and static machinery including diesel, gas turbine and steam turbines.

The Case:

Massachusetts Maritime Academy was recently ranked



101 Academy Drive
Buzzards Bay, MA 02532
Tel: (508) 830-5012
Email: blima@maritime.edu
Website: www.maritime.edu
President: Rear Admiral Richard Gurnon

by Ex-Education Secretary William Bennett as one of the best 150 colleges in America worth attending. The academy is ranked number 3 nationally on a list of public universities for best Return on Investment. Forbes Magazine listed Massachusetts Maritime as one of the top 15 colleges in the nation for return on investment. Job placement of its graduates is typically 97% six months out from graduation.

230-1639 West 2nd Avenue
Vancouver, BC V6J 1H3, Canada
Tel: (604) 736-9566
Email: info@ral.ca
Website: www.ral.ca
President: Ken Harford
Executive Chairman of the Board: Robert G. Allan



The Company:

Robert Allan Ltd. is Canada's oldest private consulting Naval Architectural firm. Established in Vancouver in 1930, the company first produced designs for the British Columbia fishing fleet and coastal ferry services, among

others. The company was restructured in 2008 to become employee owned with the firm's senior leadership becoming shareholders in the business. In addition to ship design, Robert Allan Ltd. offers a range of marine engineering analysis services, including: electrical systems, machinery life cycle costs, machinery systems evaluation and selection, noise and vibration control, propeller design and performance prediction, propulsion control and automation system, resistance and propulsion and shafting system design.

The Case:

Over time, Robert Allan Ltd. has grown to earn an international reputation for innovative designs for a wide range of ships in the marine transportation industry, including designs for hundreds of vessels of almost all types, from small fishing boats to ocean-going ferries. But the firm is best known for its work in the fields of tug and barge transportation, ship-assist and escort tugs, fast patrol craft, fireboats and shallow-draft vessels. Robert Allan Ltd. also offers to its worldwide client base of shipowners, shipyards, government agencies, consultants and legal firms marine consulting activities involving virtually every aspect of ship design, construction management, vessel maintenance and operation.

Thrustmaster of Texas



6900 Thrustmaster Drive
Houston, TX 77041
Telephone: 832 399 5187
E-mail: Lynn@ThrustmasterTexas.com
Website: www.ThrustmasterTexas.com
CEO/President: Joe Bekker
Number of Employees: 300

The Company:

Thrustmaster of Texas, Inc. manufactures heavy duty commercial marine propulsion and thrusters. The factory and production of all thrusters is based out of Houston, Texas with a global network of sales offices in Rotterdam, Singapore, Dubai, Brazil and India. A service office is located in Houma, Louisiana to assist offshore clients.

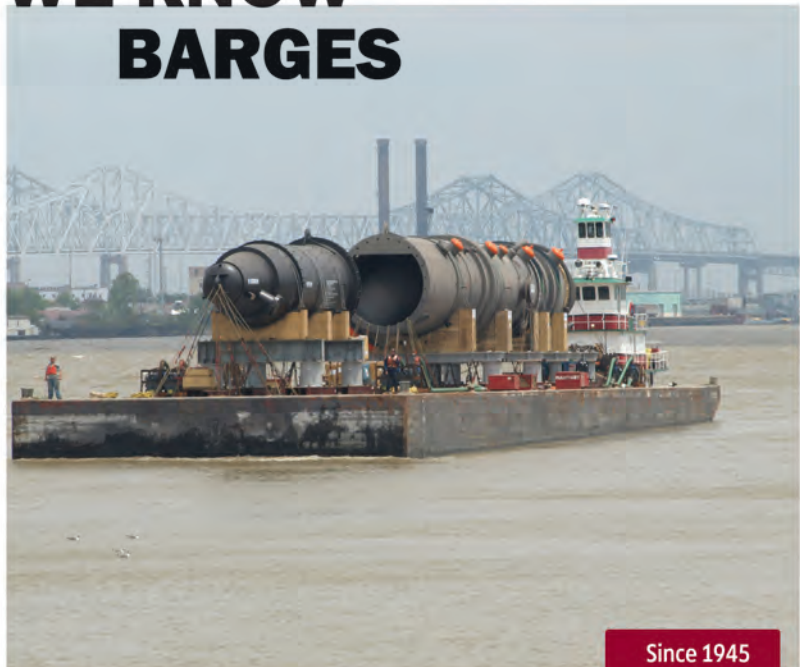
The Case:

Thrustmaster provides engineered thrusters (to shipyards) for barges, RoRo ferries, Tugs, etc. that are specially designed for shallow draft and brown water applications. All thrusters are developed in-house by a complete engineering department for mechanical, hydraulic, electrical and electronic design. Tooling includes machining and measuring equipment, CAD, vessel resistance and propulsion, 3D modeling and ANSYS Finite

Element Analysis. The application of modal analysis, stress and strain analysis as well as rotor dynamic analysis of drive trains and transmissions are all fundamental to the reliability and quality of Thrustmaster's products.



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www.mcdonoughmarine.com



4400 Harding Road
Nashville, TN 37205-2290
Tel: (615) 298-8200
Email: Elizabeth@tsgnashville.com
Website: www.ingrambarge.com
CEO: Orrin H. Ingram



The Company:

Ingram Barge Company (IBCO) has been a quality marine transporter on America's inland waterways since 1946, and has grown to become a leading carrier on America's inland waterways. IBCO has superior customer service, state-of-the-art information systems, and training and safety practices that are second to none. A commitment to continuous improvement involving every associate sets Ingram apart from the competition and provides the best possible service and value for the transportation dollar. Other value-added services include Custom Fuel Services (CFS) which provide dockside and midstream fueling, water, lubes, slop services, filters, garbage, and degreasers. The midstream service allows boats to avoid time-consuming fuel stops. By purchasing fuel from major refiners such as Exxon, IBCO also ensures a consistent and competitively-priced source of fuel. Additionally, Continental Building Products – A Value-Added Partnership, involves the unloading dock at Silver Grove, KY, for Continental Build-

ing Products Corporation. The partnership is responsible for unloading barge-delivered gypsum that is used by the plant to produce wallboard (drywall). This operation is done in conjunction with a long-term barge freight contract and is an example of value-added partnerships with Ingram customers.

The Case:

In a nutshell, Ingram Barge Company moves bulk cargo, with quality service and a business approach rooted in safety. According to Ingram, and in order to excel in its core marine transportation, fueling and terminaling businesses, this starts by empowering every associate to continually improve service to customers, setting the industry standard for excellence. Teamwork is the cornerstone to its culture, and this supportive collaboration results in a positive and productive workplace. Ingram promotes a family culture where associates care for one another and take pride in our shared history and accomplishments. Beyond this, and no less important, the Ingram goals include Zero Harm to associates, the environment, customers, communities, and property. Ingram customers can instantly pinpoint the location of towboats and barges and estimate accurate times of arrival of their commodities. This helps both Ingram and the customer assure on time delivery of cargo, within budget, while complying with all environmental requirements. Ingram maintains in-house repair and fueling capabilities to also insure uninterrupted service to customers. A state-of-the-art information system, employing direct satellite communications with towboats that utilize electronic charting systems using Differential GPS and radar integration technology allows the firm to provide the best possible service and value for the transportation dollar. Finally, Training and Safety go hand in hand with stringent hiring practices at Ingram. An in-house deckhand training school that involves extensive safety training ensures uniform service, no matter which boat or barge is employed and a standardized transportation package.

The Fleet:

The Ingram Barge Company fleet includes nearly 4,000 barges powered by one of the industry's best towboat fleets, consisting of more than 100 line haul vessels ranging up to 10,500 horsepower and another 40 boats under 1800 horsepower. It all adds up to superior customer service.

**Le Diamant B – 16, rue de la République
92922 Paris-La-Défense Cedex, France
E-mail: rm.total-lubmarine@total.com
Web: www.lubmarine.com**

The Company:

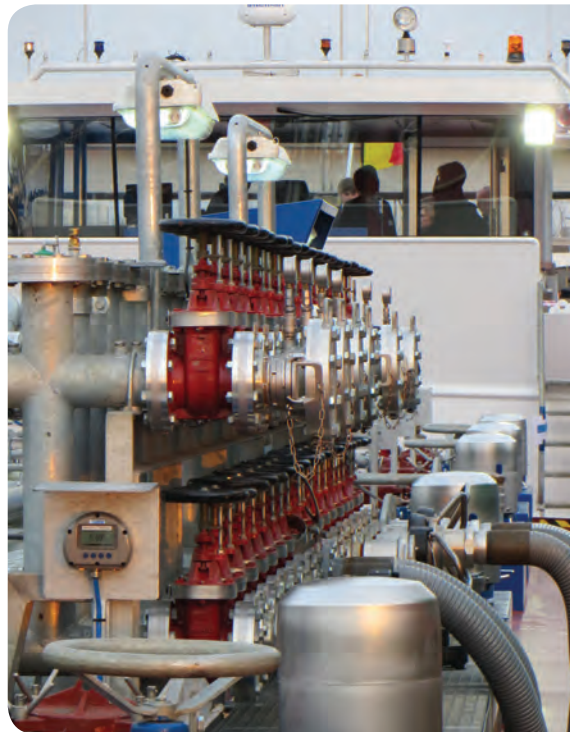
Total Lubmarine is a global business unit of the oil major Total Group specialized and dedicated to marine lubricants and greases. Providing marine lubricants since 1952, Total Lubmarine is fully integrated from product development, supply chain, marketing and sales.

The Case:

Lubmarine offers a complete range

of marine lubricants to meet the needs of the international shipping industry, based on technologies developed by the Total Research Center at Solaize, tested and approved by all the major marine engine manufacturers. Lubmarine operates 19 marine offices around the world and is present in more than 100 countries at all major maritime hubs, delivering to more than 1,000 ports via a network of partners and local companies to offer customer support in all aspects around marine lubricants. Lubmarine has five blend plants and one customer service location in the United States.

Total Lubmarine



Tradesmen International



**9760 Shepard Rd
Macedonia, OH 44056
Telephone: 800 573 0850
E-mail:
ed.rojeck@tradesmeninternational.com
Website: www.tradesmeninternational.com
CEO/President: Joseph O. Wesley
Number of Employees: 9,500**

The Company:

Tradesmen International provides

custom staffing solutions that allow its shipbuilder clients to sustain a profitable balance of work to workers thereby optimizing workforce productivity. Tradesmen is recognized across North America as the industry's premier source for high-caliber, safety-minded craftsmen. The company employs thousands of First Class and

Second Class trade professionals ready to serve shipyards of all sizes out of nearly 100 local offices including 37 in port cities.

The Case:

Tradesmen is a leading supplier of marine-dedicated craftsmen -- in all trades -- to shipyards large and small. We serve 36 port cities across North America and have thousands of trade employees working in yards right now. Not only do we provide First and Second Class trades, we also work with yard management on increasing workforce productivity, reducing Workers' Comp exposure, etc. via our consulting professionals... using our craftsmen to make that possible.

RESOLVE MARINE GROUP

The Company:

RESOLVE Marine Group, Inc. is a marine services organization that provides salvage, emergency response, training, naval architecture and marine engineering and many other services to the global maritime industry. For more than 30 years, RESOLVE has served commercial shipping companies, cruise lines, the offshore oil and gas industry, marine insurers, governments, agencies and other clients worldwide. The firm's services include marine salvage, emergency response and OPA-90 Salvage & Marine Firefighting, lightering, wreck removal, marine safety training, marine and salvage engineering, damage stability and many other related services.



1510 SE 17th Street, Suite 400
Fort Lauderdale, FL 33316
Tel: (954) 764-8700
Email: info@resolvemarine.com
Website: www.resolvemarine.com
President & CEO: Joseph Farrell, Jr.

The Case:

In 1980, RESOLVE was founded by Joseph E. Farrell, Jr., a US Coast Guard and US Navy veteran. RESOLVE grew along with its reputation for successful completion of challenging assignments. Expansion into maritime emergency response soon followed. Through aggressive expansion of RESOLVE's emergency salvage & marine firefighting (SMFF) response capabilities, the company was soon positioned to respond to commercial tanker emergencies

in U.S. waters. Today, RESOLVE provides SMFF coverage for almost 40% of tankers trading in U.S. waters. To meet RESOLVE's own needs and the needs of the maritime industry for marine firefighters, Farrell created specialized marine firefighting training programs. In 1999, RESOLVE Maritime Academy was founded to train both RESOLVE responders and mariners in all sectors of the industry. Over time, the RESOLVE team has completed some of the most unique and challenging operations in the maritime industry.

5555 N Channel Avenue
Portland, OR 97217
Tel: (503) 247-1777
Email: Brian.Manion@Vigorindustrial.com
Website: www.vigorindustrial.com
President & CEO: Frank Foti



The Company:

Based in Portland, Oregon, Vigor Industrial is the Pacific Northwest's leader in shipbuilding and repair. With seven shipyards and two additional advanced manufacturing facilities, Vigor companies tackle projects ranging from emergency repairs, to multiple builds of large complex vessels, to advanced fabrication work for the industries including nuclear and hydroelectric power generation. Vigor's nine

facilities include seven shipyards (Ketchikan and Seward, Alaska, Portland, Oregon, and Seattle, Tacoma, Everett and Port Angeles, Washington.) Vigor Industrial shipyards offer ten drydocks, more than 17,000 feet of dedicated pier space, and more than half a million square feet of covered shop area. Across more than 120 acres of land, it operates more than 50 cranes including a 600 ton gantry traversing our oversized Portland buildway. Vigor Industrial companies maintain the right-sized shipyards, leading facilities, excellent intermodal connections, and expert workforces to build, repair, and modernize just about anything on the water. Vigor builds, repairs and modernizes ships for customers including the fishing companies, ferry systems, the U.S. Navy and the oil and gas industry.

The Case:

Vigor Industrial is a rapidly evolving company offering leading ship building, ship repair and advanced manufacturing capabilities. Rather than rely on the ways things have "always been done," Vigor is preparing for the future by integrating advanced, non-marine manufacturing to build better ships and developing the critical mass needed to thrive in today's highly competitive marine markets.

Twin Disc, Inc.



**1328 Racine Street
Racine, WI 53403
Telephone: 262 638 4000
Web: www.twindisc.com
President and CEO: John H. Batten
Number of employees: 990**

The Company:

Twin Disc designs, manufactures and distributes heavy-duty power transmission equipment for a wide range of marine applications. The company was founded in the 1920s to manufacture clutches for farm tractors and is now a worldwide company with subsidiaries or sales offices in Asia, Europe, North America, Oceania and South America.

The Case:

Twin Disc marine products can be found propelling a diverse range of vessels all around the world, from recreational and luxury boats to commercial and military craft. The company's offerings include Arneson Surface

Drives, Marine Control Drives, Marine Power Transmissions, SeaProp 60 saildrive, QuickShift Transmissions, Hybrid QuickShift, Marine Electronic Propulsion Control Systems, Express Joystick System, Dynamic Positioning Systems, Rolla Propellers and MasterTrim Arneson system.

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3225 Mainway
Burlington, State ON
Canada L9C5J8
Tel: (905) 335-1440
Email: craigc@thordonbearings.com
Website: www.thordonbearings.com
President & CEO: Terry McGowan



The Company:

Thordon Bearings Inc. designs and manufactures a complete range of polymer bearing and shaft line products for the marine, clean power generation, pump, offshore and industrial markets. Thordon's strong and recognizable global brand is known for high quality and superior performance, eliminating oil and grease from bearing applications in ships, hydro-turbines, vertical pumps and many other applications. New ideas from the field are brought to New Product Development, who continually evaluate new polymers, products and application designs. Products are sold through an extensive factory trained distribution network that has been established in over 85 countries to service their international customer base.

The Argument:

Thordon products are reducing downtime for shallow draft vessel owners and eliminating sources of oil and grease pollution. Thordon's water lubricated propeller shaft bearings offer the longest wear life allowing vessel owners to reduce docking time. Thordon's self-lubricating rudder bearings, steering gear and deck equipment eliminate the use of grease. Thordon products typically operate with water or dry in slow oscillatory applications, eliminating any use of grease or oil. All products offer an exceptional wear life, a low coefficient of friction, and are easy to install on site. A dedicated team of Global Service Technicians ensure that all customer concerns are promptly addressed and that customer satisfaction is top priority. Thordon Bearings' engineering and focus on quality has earned them worldwide recognition. Quality procedures are certified to the ISO 9001:2008 Quality System – the most rigorous system in the world. Thordon bearing and seal systems are proven, cost effective, and pollution-free solutions for marine applications.

The Product:

Thordon Bearings, Inc. designs and manufactures water lubricated propeller shaft and grease-free rudder and deck equipment bearings for the workboat and marine markets. With strong engineering expertise and over 85 distributors globally, Thordon can help design and fit bearing solutions that last long, eliminate oil and grease, and are easy to fit. With over 25 years experience supplying bearings on the Mississippi River system, its RiverTough tailshaft bearings offer twice the life of rubber bearings in abrasive water conditions, bearing wear rates of 0.003" (0.076 mm) in 6500 hours of annual use, and easy installation. Thordon is the proven choice for the rudder bearings as well as the thrust washers. Thordon's SXL rudder bearings operate above and below the water line, resist abrasive wear and will not pound out of shape due to the elastomeric nature of the material. Internal lubricants reduce friction, resulting in smooth operation without grease lubrication. To eliminate grease in your deck equipment applications, ThorPlas bearings can be easily back-fit into virtually all applications where greased bronze is currently installed. ThorPlas non-metallic bearings require no grease to operate, are environmentally friendly and save in costly labor fees as the bearings require minimal maintenance.

Volvo Penta of the Americas

**1300 Volvo Penta Drive
Chesapeake, VA 23320
Tel: 757.382.4010
Email: Lindsay.shrewsberry@volvo.com
Website: www.volvopenta.com
CEO/President: Ron Huibers
Number of Employees: 1,400**

The Company:

Volvo Penta, with approximately 4,000 dealers in more than 130 countries, is a global manufacturer of engines for commercial vessels, leisure boats and industrial markets. Its engines are type approved by major classification societies and comply with all applicable national and international emission regulations.

The Case:

Volvo Penta is recognized for introducing innovative technologies into the commercial engine market, including duoprop sterndrives, IPS

pod drives, dynamic positioning, joystick steering and electronic engine controls. Volvo Penta builds long-term partnerships with boat builders, designers and operators, leveraging products that reduce fuel consumption and emissions, extend service life and minimize downtime. The product line includes 3-16 liter diesel engines, gensets, sterndrives and IPS pod drives, with new marine diesel engines that provide higher torque out of the hole, better performance at all rpms and low ownership costs.



Tidewater Inc.



**601 Poydras Street, Suite 1500
New Orleans, Louisiana 70130
Telephone: 504 568 1010
E-mail: corth@tdw.com
Website: www.tdw.com
Chairman and CEO: Jeff Platt
Number of employees: 8,500**

The Company:

Tidewater is a leading provider of

offshore service vessels to the global energy industry. Founded in 1955 by a group of investors led by the Laborde family, Tidewater lays claim to the creation of the workboat industry with its 1956 launch of the Ebb Tide, the world's first offshore vessel tailor-made to support the offshore oil and gas industry. Today, as the oldest and most experienced provider of the marine support services, Tidewater owns the largest fleet of OSVs in the industry, with more than 300 vessels operating worldwide to support every phase of offshore exploration, development and production. Tidewater is headquartered in New Orleans, with 48 total offices located in 31 countries around the world.

The Case:

The Tidewater group has a global presence, with approximately 90% of its fleet working internationally in more than 60 countries. Tidewater's worldwide operations include transporting crews and supplies, the tow and anchoring of mobile rigs, assisting in offshore construction projects and a variety of specialized marine support services. Its fleet consists of platform supply vessels, anchor handling towing supply vessels, fast crew supply vessels, offshore tugs, utility vessels and other specialty vessels to support specialized marine services such as cable laying, ROV support, FPSO support, well stimulation, dive support, line-handling, seismic support, and platform maintenance.

VT Halter Marine, Inc.



900 Bayou Casotte Parkway
Pascagoula, Mississippi 39581
Telephone: 228 696 6888
E-mail: sales@vthm.com
Website: www.vthaltermarine.com
CEO: William (Bill) E. Skinner
COO: Paul J. Albert

The Company:

VT Halter Marine is based in Pascagoula, home to the company's corporate headquarters, engineering, fabrication and a foreign trade zone. Its yard there produces Panamax-sized vessels up to 50,000 DWT and features a newly expanded 600' tilt-beam launch system, also provides steel cutting and engineering services for its other two facilities: Moss Point Marine, utilized for commercial projects; and Halter Moss Point, for government programs.

The Case:

VT Halter Marine, Inc. specializes in ship design, construction and repair. The group combines its 60-plus years of experience with cutting edge technology to earn acclaim as one of the world's largest designers and builders of medium-sized vessels, logistic support vessels, surveillance and rescue vessels, defense, coastal craft and vehicle/passenger vessels. VT Halter has delivered more than 2,600 vessels to clients in 29 countries.

Wärtsilä



John Stenbergin ranta 2, FI-00530
Helsinki, Finland
Telephone: 358 10 709 0000
E-mail: info@wartsila.com
Website: wartsila.com
Chairman: Mikael Lilius
President and CEO: Björn Rosengren
Number of employees: 18,887

The Company:

Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. Wärtsilä operates from more than 200 locations in nearly 70 countries around the world. The company's net sales totaled \$6.4 billion in 2013.

The Case:

By emphasizing technological innovation and efficiency, Wärtsilä maximizes environmental and economic performance. The company is a leader in dual fuel marine engines and is on the forefront of this technology, here and overseas. Wärtsilä has obtained certification of emission standard compliance from the United States Environmental Protection Agency (EPA) for its Wärtsilä 34DF dual-fuel engines. Wärtsilä anticipates that market demand in the U.S. for its range of dual-fuel engines will further increase.

Willard Marine



1250 N. Grove St.
Anaheim, CA 92806
Telephone: 714 666 2150
E-mail: kjacquelin@willardmarine.com
Website: www.willardmarine.com
CEO/President: Ulrich Gottschling
Number of Employees: 60

The Company:

Founded in 1957, Willard Marine designs and builds aluminum and fiberglass boats for government and commercial applications. The company specializes in rigid-hull inflatable boats (RIBs), high-speed patrol boats and SOLAS-approved rescue boats. The company's state-of-the-art ISO 9001:2008 manufacturing facility is based in Anaheim, California. An East Coast manufacturing and reconditioning center is located in Virginia Beach, Virginia. Willard's capabilities include custom design, fabrication, naval engineering, refurbishment, spare parts, maintenance and crew training. The company's capabilities were showcased at the America's Cup races, with Willard Marine's high-speed umpire boat achieving speeds of 60+ knots.

The Case:

Willard Marine is a leading U.S. manufacturer of high-quality fiberglass/composite and aluminum boats for military, homeland security, commercial, law enforcement, SOLAS and other market segments, with more than 1,000 RIBs built in the USA and deployed worldwide.

The Company:

Shock Mitigation brings together market analysis, communication, training and specialist online resources that link manufacturers and international decision makers. The company provides marine organizations, boat builders and equipment manufacturers with relevant subject matter expertise plus an independent overview of how this sector is rapidly changing. The objective is to communicate clear information to all levels of audience. For OEM boat builders and equipment manufacturers, Shock Mitigation addresses specific product development requirements regarding high speed craft, marine and special projects. The aim is to work with new and experienced clients to develop products, new technologies and processes relevant to the end user.

The Case:

RIB and High Speed Craft Directory brings together specialist boats, equipment and new technology for maritime professionals. RIB & HSC eNews and eArticle give insight to significant issues for the fast boat sector. These



24 Hurn Road
Christchurch, Dorset
United Kingdom BH23 2RN
Tel: 44 (0)1425 280976
Email: info@shockmitigation.com
Website: www.ribandhsc.com
President & CEO: John Haynes

unique and independent online resources benefit all levels of military, professional and commercial marine organizations worldwide. For professional maritime organizations operating fast boats, Shock Mitigation brings together subject matter expertise to reduce injury, increase efficiency and reduce the risk of damaging litigation. The objective is to improve the overall approach to crew safety and the operational performance of boats and equipment. Knowledge is shaped by experience and understanding the factors that are driving the changes for employers and operators in the marine sector.

TAMPA YACHT
MANUFACTURING
LLC

4350 62nd Avenue North
Pinellas Park, FL 33556
Tel: (727) 954-3435
Email: robert.stevens@tampa-yacht.com
Website: www.tampa-yacht.com
President & CEO: Robert L Stevens



The Company:

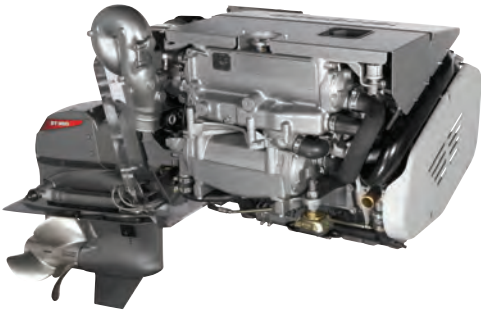
Tampa Yacht Manufacturing LLC offers 'Battle Ready' products with superior strength, high performance and extended life cycle. Each of TYM's vessels is designed and engineered to be mission specific. Included in its portfo-

lio are craft in the 9 to 11 meter length, engineered to provide economical and highly effective harbor and near shore defense and law enforcement solutions. TYM also offers several mid-size craft from 12 to 15 meters, designed to be aggressive, robust high performance craft engineered for interception, interdiction and take-down of high speed craft. TYM also offers larger size craft from 15m to 25m, which allow for over the horizon operations for extended duration. Include in the line-up are 'surge team' craft capable of operating in littoral waters, conducting amphibious landing in remote areas of operation and supporting force protection for amphibious assault groups.

The Case:

Incorporated in 2006, Tampa Yacht Manufacturing LLC (TYM) has seen consistent sales growth each and every year since. Based on the highly successful TEMPEST Fast Interceptor Craft, TYM has responded to the international terrorist threats worldwide, developing a full line of state of the art military and Para-military craft for coastal defense. The hallmark of Tampa Yacht Manufacturing is its ability to custom configure platforms to meet customer's unique requirements. Re-investment into R&D allows TYM to offer high performing coastal defense systems at a low price.

YANMAR America



**101 International Parkway
Adairsville, GA 30701
Telephone: 770 877 7602
E-mail: dlangston@yanmar.com
Website: <http://us.yanmar.com>
President (Yanmar America): Tim Fernandez
Number of Employees: 200**

The Company:

YANMAR America Corporation, located in Adairsville, GA, is the regional headquarters of YANMAR Co., Ltd. a global company based in Osaka, Japan. YANMAR Co. Ltd., was established in 1912, and in 1933 became the world's first manufacturer to develop a practical small diesel engine. Today, YANMAR is a recognized leader in the design and manufacturing of advanced performance diesel engines and diesel-powered equipment for a multitude of market segments including marine and energy systems.

The Case:

YANMAR has long been a significant player in the marine engine business. Today, it offers commercial marine engines in both high and light speed capabilities, as well as powerboat engines. A technical partner of Team ORACLE USA, 34th America's Cup Defender, its worldwide distribution and service network is known as one of most reliable, durable and fuel efficient diesel engines on the market.

**15351 SW 29th St. Ste 300
Miramar, FL 33027
Telephone: 786 417 3496
E-mail: edward.schwarz@zf.com
Website: www.zfmarinecc.com
CEO/President: Wolfgang Schmid
Number of Employees: 100**

The Company:

ZF Marine supplies propulsion system components for yachts, defense craft, high-speed ferries, workboats and commercial vessels, in a power range from 10 to 14,000 kW. The product portfolio includes a comprehensive range of transmissions (reversing, non-reversing and hybrid), propellers POD-drive systems, steering systems and CANbus-compatible, electronic control systems, azimuth thrusters, tunnel thrusters, bow thrusters and sail drives.

ZF Marine Propulsion Systems



The Case:

ZF Marine is a global leader in marine propulsion technology and a leader in the integration of azimuth thruster or "Z Drive" technology with the brown water fleets. Early adopters have found performance gains, sig-



nificantly increased maneuverability, and reduced fuel consumption with this technology. In order to continue to be successful with innovative products, ZF annually invests about 5% of its sales in research and development.

Alternative Marine Technologies LLC



62 Southfield Road, Suite 214
Stamford CT. 06902
Website: www.alternativemarinetech.com
E-Mail: rkunkel4@gmail.com
President / CEO: Robert Kunkel
Number of employees: 12

The Company:

Alternative Marine Technologies (AMTECH) was developed to provide technical support to Owners in Shipping; Private Equity, Banks and Financial Institutions – firms requiring a better understanding of construction issues, vessel condition and daily commercial operations. Founded in 2007, AMTECH provides construction supervision, third party ship inspection, ship repair supervision, integration and design.

The Case:

Completing over 30 successful new building projects and design reviews in the past 7 years, AMTECH combines years of commercial and technical experience to assist private equity, hedge fund, financial institution and historical shipowners in designing, building, maintaining and repairing their portfolios of marine assets. All require a single point of contact to monitor vessel condition, analyze market cycles, provide project management and steer them through the complicated business ship management.

Superior-Lidgerwood-Mundy Corporation



302 Grand Avenue
Superior, Wisconsin 54880
E-mail: stenerelli@lidgerwood.com
Website: lidgerwood.com
President: Kent Phillips
Number of employees: 35

The Company:

With more than 150 years of experience, Superior-Lidgerwood-Mundy (SLM) is a leading U.S. company in the design, manufacture and service of marine deck equipment, dock equipment, and other machinery. The company's roots reach back to the founding of its parent company, Lidgerwood Manufacturing, in 1873, which went on to purchase Superior Iron Works (Est. 1895) and Mundy Hoisting (Est. 1879) to form what is now the SLM Corp.

The Case:

SLM's products include winches, capstans, hoists, car pullers, barge haul systems and in-haul systems. Customers include the U.S. Navy, Army Corps of Engineers, Coast Guard, foreign militaries, commercial shipyards and operators. While its standard offerings give a wide variety of options and assemblies, SLM also specializes in custom design, manufacturing and testing of winches and hoist equipment. SLM supports all of its equipment with service, repair and refurbishment.

Sneed Shipbuilding, Inc.



17112 Market Street
Channelview, TX 77530
E-mail: cesneed@sneedshipbuilding.com
Website: sneedshipbuilding.com
Owner: Clyde Sneed
Owner Mitch Jones
Number of employees: 180

The Company:

Sneed operates out of its main facility, nearly 40 acres in Channelview, TX, as well as a smaller yard (three acres) in Orange, Texas, and the Central Gulf Shipyard, LLC, in New Iberia, La., a full-service shipyard located on the Commercial Canal, specializing in offshore liftboat newbuild and repair; cornerstone to the company's plan to further diversify its business from its inland core to include the offshore industry.

The Case:

Martin M. Sneed founded Sneed Shipbuilding in 1965 and sold it to his son Clyde Sneed and business partner Mitch Jones in 2009. With origins in the towboat and barge industry, much of the company's business centers on the carriage of liquid fuel, as it builds for some of the world's leading inland tow and barge operators. The company expanded into the offshore sector with the construction of its first liftboat in 2012. About 70% of Sneed's business is newbuilds and 30% is repairs.

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- TWIC

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Human Resources

NYC Department of Transportation

Email: abloom@milleraa.com

Technology, Director

Job Location: USA, Seattle

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EDITORIAL

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JANUARY

Ad Close: Dec 12

Tug Boat Technology

Market: Training & Education
 Technical: Arctic / Cold Weather Operations
 Product: Winches, Ropes & Cranes

Arctic Technology Conference
 Feb. 10-12 – Houston, TX
PVA/Maritrends Jan. 18-21, Houston,
REGIONAL FOCUS: Gulf Coast

FEBRUARY

Ad Close: Jan 15

Combat & Patrol Craft Annual

Market: U.S. Coast Guard
 Technical: Outboard / Thrusters & High-Speed Propulsion
 Product: Fire & Safety Equipment

ASNE Day Feb. 20-21 – Arlington, VA

MARCH

Ad Close: Feb 13

Fleet & Vessel Optimization

Market: Naval Architecture & Design
 Technical: Propulsion & Emissions Management/Control
 Product: Water Treatment & Technology MaritimePropulsion.com

CMA Shipping 2014
 March 17-19 – Stamford, CT
AWO Spring Convention & Meeting
 April 1-3 – Washington, DC

APRIL

Ad Close: March 13

Shipyard Report: Construction & Repair

Market: Push Boats & Barges
 Technical: Marine Communications MarineElectronics.com
 Product: Oil Pollution: Prevention & Response

Workboats Exchange
 April 13-16 – Bonita Springs, FL
Sea-Air-Space
 April 7-9 – National Harbor, MD

MAY

Ad Close: April 15

Offshore Annual

Market: Fire, Patrol & Escort Craft
 Technical: Maritime Security
 Product: Interior Outfitting / Design / HVAC

OTC Houston
 May 5-8 – Houston, TX
SeaWork June 10-12 – UK

JUNE

Ad Close: May 15

Dredging & Marine Construction

Technical: Salvage & Response
 Product: Marine Training Facilities

MACC
 June – Virginia Beach, VA
REGIONAL FOCUS: Great Lakes

JULY

Ad Close: June 13

Propulsion Technology

Market: ATB Technical Trends MaritimePropulsion.com
 Technical: Deck Machinery & Cargo Handling Equipment
 Product: Marine Coatings & Corrosion Control

REGIONAL FOCUS: East Coast

AUGUST

Ad Close: July 15

MN 100 Market Leaders

Market: Passenger Vessels & Ferries
 Technical: Navigation & E-solutions MarineElectronics.com
 Product: Safety & Prevention

SEPTEMBER

Ad Close: Aug 14

Inland Waterways

Market: Specialty Workboat Missions
 Technical: Cordage, Wire Ropes & Rigging
 Product: Inland Boat Builders

OCTOBER

Ad Close: Sept 15

Innovative Products & Boats – 2014

Market: Security Workboats
 Technical: On Board Communications MarineElectronics.com
 Product: CAD/CAM Software

SNAME Oct. 22-24, Houston
ShippingINSIGHT Stamford
REGIONAL FOCUS: Inland Rivers

NOVEMBER

Ad Close: Oct 15

Workboat Annual

Market: Lubricants, Fuels & Additives
 Technical: Pumps, Pipes & Valves
 Product: Marine Propulsion MaritimePropulsion.com

International Workboat Show
 Dec. 3-5 – New Orleans, LA
Clean Gulf Dec. 2-4, San Antonio
REGIONAL FOCUS: U.S. West Coast

DECEMBER

Ad Close: Nov 15

Salvage & Spill Response

Market: Software - Fleet Management
 Technical: SATCOM for Workboats
 Product: Workboat Supplier's Guide

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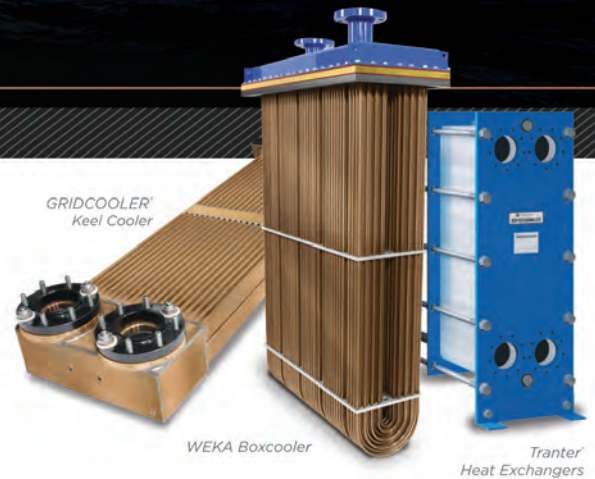
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