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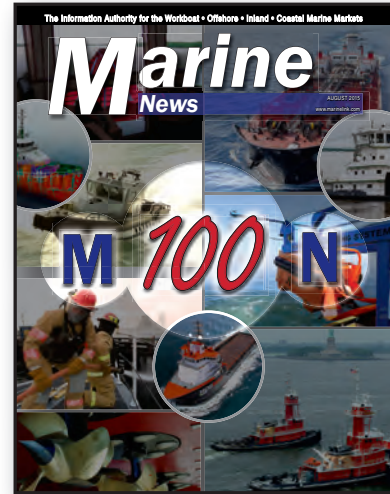
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This year's MarineNews 100 edition once again highlights the very best of the North American shallow draft and workboat markets. The montage of images shown on the cover depicts just a few of the 100 selected firms, all of which are highlighted within the pages that follow.



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k.hickey@marinelink.comPOSTMASTER
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EDITOR'S NOTE



keefe@marinelink.com

The second annual edition of *MN100 – MarineNews*' yearly review of the most compelling companies serving the workboat, brown water, inland and coastal markets – also coincides with the 25th anniversary of this print publication. The old saying, “time flies when you are having fun,” really does apply in this case. And, although I've been at the helm here for just four of those 25 years, I also know that there is no more interesting sector in the greater marine industry than the one which I'm blessed to cover on a daily basis.

In the United States alone, the workboat and brown water industry now represents as much as 99 percent of all hulls on the water. And, *MarineNews* has, over time, similarly come to represent the largest audited subscription base in this space, largely thanks to readers like you. Moreover, the demographics of this sector has changed precipitously over time, much the like the waterborne business that now stretches into the oil & gas industries, wind farms, marine construction and everything else in between. Spanning one-quarter century of bringing you the news, charting future trends and delivering incisive analysis, *MarineNews* has also evolved; addressing change on the water, in Washington and on the waterfront.

In the pages that follow, I challenge you to find a more deserving group of 100 marine-oriented firms. That said; the buck stops at my desk when it comes to *MN100* selections, with the caveat that “if you did not apply, you could not be considered.” Nevertheless, applications for the *MN100* list were up more than 25 percent from last year. That reality also made 2015's list that much harder to sort out, but far more rewarding in terms of realizing the quality of the brown water sector as a whole. As an editor, this annual exercise is a valuable effort, immersing me still deeper into the industry that I serve.

With particular focus, this edition zeroes in appropriately, on two of the more visible aspects of our industry; boatbuilders and fleet operators. Both depend on the other, and at the same time, derive their successes from using some of the same time-tested, proven business philosophies. Beyond this, technology providers that increasingly bring much needed e-solutions to our businesses also form an important part of this month's offering. All three pieces, of course, highlight the best of our collective marine industries.

I can look back at the past 25 years (and beyond) and reminisce about time spent at sea, in business ashore and now, as a journalist covering the news. Without a doubt, the past 25 years have seen some of the most disruptive events that the waterfront – traditionally, a staid and change-resistant place – has ever experienced. I can't tell you, with any degree of certainty, what will happen next. What I can promise is that the next 25 years will be no less exciting, that *MarineNews* will always be there as it unfolds, and that *MN100* worthy companies – like yours – will be there to make it happen.

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Joseph Keefe, Editor, keefe@marinelink.com

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THE CASE:

Safety, Service and Solutions are the three goals that define the activities of ABS. They are the bedrock upon which ABS bases its commitment to set standards of excellence as one of the world's leading marine and offshore classification societies. They have been able to achieve those goals through the innovative thinking, enthusiasm and professionalism of highly experienced staff. Years of experience, training and continued education has made ABS confident in its collective actions and secure in their decisions.

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SERVICES:

Today, ABS continues to build on its long heritage of market leading innovation. Towing vessel operators have a number of options available to demonstrate compliance with the United States Coast Guard's pending Subchapter M safety regulations. Utilizing the *Rules for Building and Classing Steel Vessels for Service on Rivers and Intercoastal Waterways* with appropriate regulatory addenda, ABS provides owners and operators with the opportunity to begin demonstrating compliance with Subchapter M inspection requirements. By combining classification with an ABS certification of a vessel to International Safety Management Code (ISM) owners and operators not only demonstrate full compliance with the pending requirements, but also show a commitment to a more comprehensive approach to safety and environmental protection. In the area of LNG, ABS continues to not only be a leader in the classification of the latest LNG carrier and membrane designs, but also at the forefront of assisting the shift to gas for marine fuel. In the areas of environmental performance and compliance, ABS continues to serve as the leading authority on requirements impacting operations in North America and around the world. And in the offshore market, not only does ABS continue to be the classification society of choice for the industry, but it is leading the way in the pressing areas of software integrity and cyber security impacting offshore operators.





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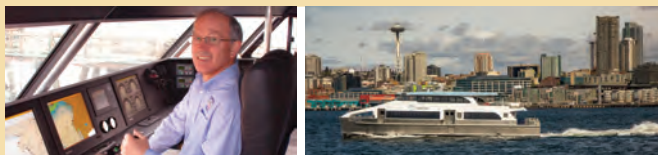


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THE COMPANY:

All American Marine Inc. was founded in 1987 and specializes in the construction of custom tailored aluminum boats from 30 to 150 feet LOA. 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, producing lowest wake levels and minimal underwater noise. All American Marine has been given the exclusive construction rights within North America for Teknicraft designs and has constructed well over 30 Teknicraft Design vessels, including 28 foil-supported catamarans.

THE CASE:

AAM's workboat, research vessel, patrol, and passenger catamaran hull designs feature hydrofoil-assist technology that provides for shallow draft, enhanced seakeeping ability, improved speed and fuel economy. AAM recently delivered a new passenger ferry for Seattle. Notably, Sally Fox is the first U.S. Coast Guard Sub-chapter "K" inspected passenger vessel built and delivered under the new 5A Space Performance Guidelines (NVIC 9-97 Ch-1). The catamaran features an advanced hull shape that was custom designed using digital modeling and Computational Fluid Dynamics (CFD) analysis testing. CFD hull optimization led to savings of nearly 20% power. The hull design is complemented by Teknicraft's signature integration of a wave piercer that is positioned between the catamaran sponsons to break up wave action and ensure reduced drag while enhancing passenger comfort. The water taxi is powered by twin Cummins QSK-50 tier III engines, rated 1800 bhp @ 1900 rpm to provide a service speed of 28 knots. The design features interior seating for 250 with 28 additional outdoor seats on the upper deck.

THE COMPANY:

Brunswick Commercial & Government Products (BCGP) group has been in the business of building boats for commercial and military applications for more than fifty years. For patrol boat, rescue boat, military boat, research boat, and workboat applications, BCGP builds a complete fleet of unsinkable commercial-grade Boston Whaler fiberglass models, a comprehensive offering of Impact rigid hull inflatable boats (RHIBs), and durable aluminum Sentry boats designed to help you get the job done and get back home. The builder of the first commercially-used Boston Whalers in the late 1950's, today allows the customer design the interior based on specific applications and BCGP takes care of building a boat to match.

THE CASE:

BCGP has introduced a variation of its 850 series RHIB, but one which has many significant features and upgrades. The idea for the boat was driven in part from law enforcement. BCGP already has four 850 D Impacts on their backlog, with two already delivered. The versatile hull can be used for combat, special operations, homeland security, law enforcement, fire/rescue missions



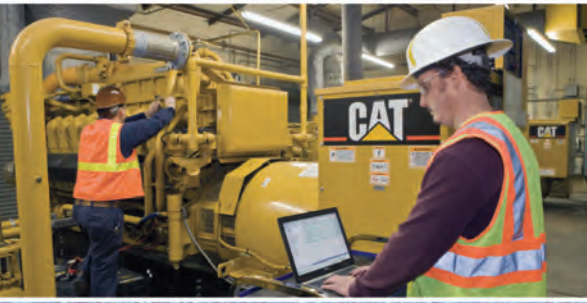
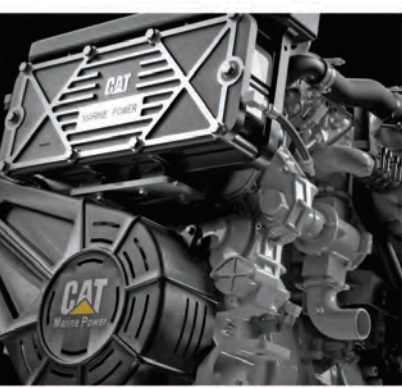
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or in workboat environments. According to BCGP, there is no other manufacturer building a fiberglass hard sided RHIB. Combining the best characteristics of a standard fiberglass hull with the benefits of a RHIB, the 850 D provides customers with a solid fiberglass gunnel as well as a hybrid air/foam filled collar which aids law enforcement during tactical maneuvers, where boarding another craft may be necessary. BCGP uses Wing collars because of their quality and durability. These heavy-duty, mil-spec polyurethane tubes offer superior air retention and abrasion and puncture resistance.



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THE COMPANY:

Amtech specializes in ship design integration and construction supervision dealing with new propulsion technologies, niche trades and operational efficiencies. Its South Korea office and staff have delivered over 250 ships and the U.S. offices are well versed in U.S. construction, Jones Act applications and the domestic workboat markets.

THE CASE:

Amtech boasts \$450 million of ships under construction in Korea until 2017. Closer to home, the company has successfully delivered the first lithium battery Hybrid Propulsion Research Vessel and has followed with the construction supervision and design integration of the first LNG bunker barge. The hybrid propulsion system developed by Northern Lights, BAE Hybrid Systems and Corvus Energy was introduced due to a request to reduce emissions and fuel consumption along with providing a quieter platform for collecting data and teaching. Built at Robert E. Derektor shipyard in Mamaroneck, New York, the *Spirit of the Sound* is used to collect water samples and track marine life in Long Island Sound. The actual “noise” benefit of the silent propulsion system was not realized until sea trials were conducted and schools of fish and other marine life surrounded the vessel during its movements in and out of the harbor, without machinery noise or wake.

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THE COMPANY:

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THE CASE:

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THE COMPANY:

Baker Marine Solutions (BMS) is an industry leader providing marine assurance and consulting services, performing DP assurance, OCIMF-OVID inspections, IMCA CMID inspections, and marine warranty surveys as well as on board marine representation, and project/vessel management services. BMS has provided analysis for most major oil companies, on some of the largest most sophisticated offshore vessels operating in the industry today. BMS provides concise, non-biased risk mitigation services that allow our customers to make decisions in a safe, consistent, cost efficient manner, in an ever-changing as well as, time sensitive environment.

THE CASE:

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THE CASE:

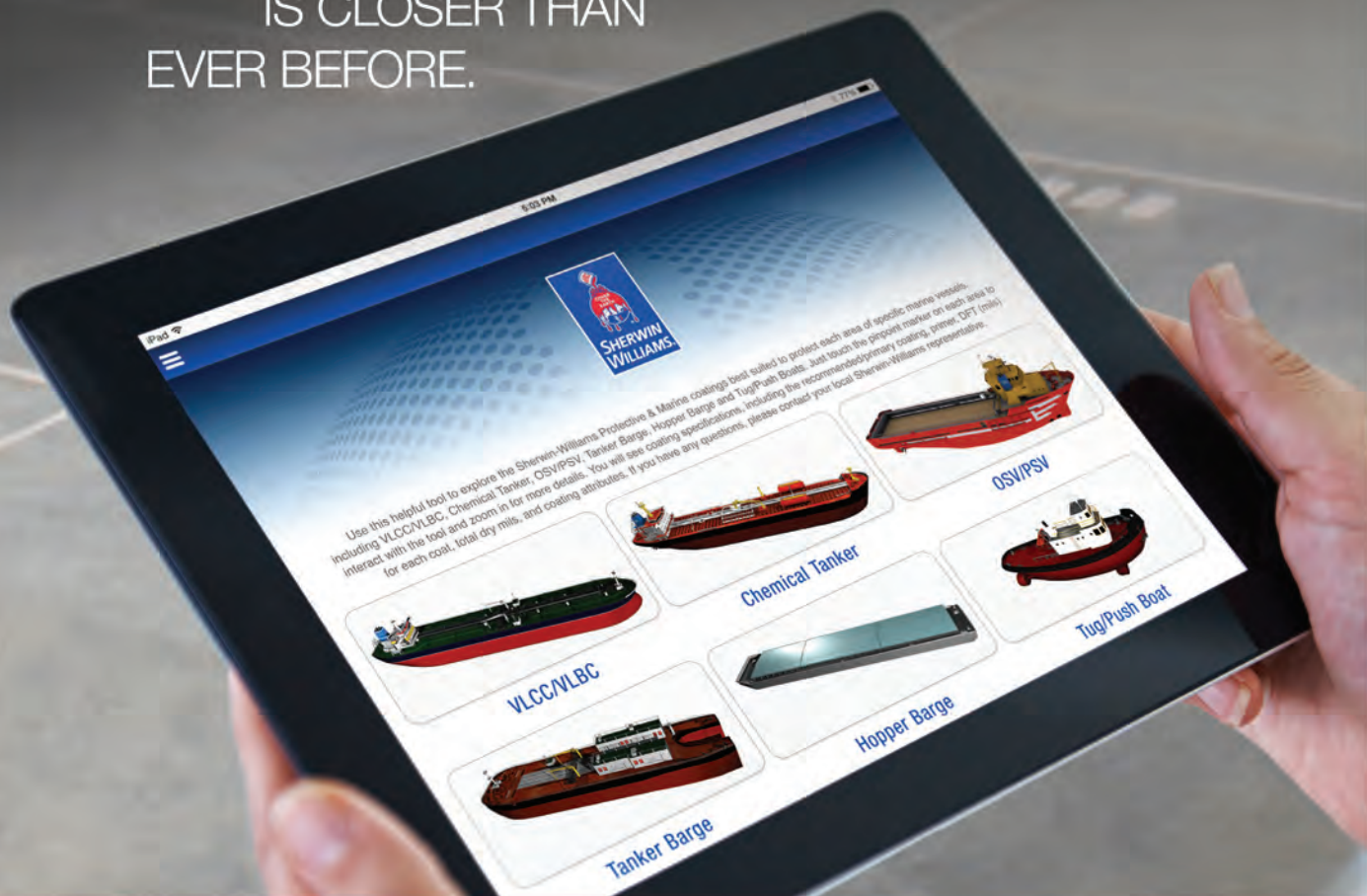
AEP is a Responsible Carrier Program (RCP)-certified company with a mission and focus to be the leading supplier of safe, competitively priced marine transportation to its customers. Notably, and on January 1, 2015, AEP River Operations announced that it had successfully completed two calendar years without an environmental spill.

Beyond this, AEP River Operations has taken delivery of 40 newly constructed 10,000 barrel tank barges. Shippers looking to transport liquid products now have AEP River Operations as a viable alternative service provider in the liquid freight market. The new tank barges will exceed applicable safety and equipment standards on the water today. Beyond the Tier III John Deere engines, the barges are built with 6.4 pound pressure tank tops with the Superac High Velocity, 6 PSI pressure relief valves which will provide a greater degree of safety in the event of overpressure. Several stages of safety coverage against spills provide maximum redundancy in the form of high level alarms, high level shut downs, gauge trees, and overflow through PV valve into the containment space on the tank top.

Ramping up for the handling of liquid cargoes required training and education of AEP's entire workforce. Already, more 1,000 employees have been trained over the course of the past eight months and the firm expects to complete the process very shortly. Using a combination of third-party and in-house trainers, different layers of awareness training and 40-hour Hazwoper sessions were held. With the help of a third-party vendor, cargo transfer procedures, ballasting and Vessel Response Plans were formulated in accordance with U.S. Coast Guard requirements.



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Blount Boats, Inc.

461 Water Street
Warren, RI 02885
Tel: (401) 245-8300
Email: marcia@blountboats.com
Website: www.blountboats.com
President /CEO: Marcia Blount

THE COMPANY:

Over time, the Blount shipyard has built 363 vessels, including such iconic designs as the 130-foot, 600-passenger Miss Liberty. Built in 1952, the vessel is believed to have carried more total passengers than any other vessel in the world. Hull number 93, built in 1955, the “Blount 65” made its debut and was an immediate success with ferry, commuter and excursion operators. Just under 65’ long, it was an important “break point” in Coast Guard regulations. During the late 1950’s, Blount designed the Botruc for the offshore oil and gas industry. This design was elon-

gated into the current OSV configuration. Today, Blount Boats’ clients that include Fire Island Ferries, Casco Bay Island Transit District, Puerto Rico and Municipal Islands Maritime Authority, Spirit Cruises, Circle Line Statue of Liberty (Hornblower), South Ferry on Shelter Island, Long Island, and the Kwajalein Army Base on the Marshall Islands.

THE CASE:

Blount has been building high quality, innovative shallow draft designs for 66 years. Blount’s designs have created new industries such as dinner boats and mini-cruise vessels and also improved efficiency in the fishing and oil and gas industry. In March 2015, Blount signed a contract with Rhode Island Fast Ferries to build a 21-meter aluminum catamaran for the Deepwater Wind Farm off Block Island, RI. The vessel will be the first wind farm service vessel built in the United States. Over the past two years Blount has delivered 27 vessels, including a series of 16-meter aluminum crew boats, built under license with Damen. Currently under construction is a 78-foot double-hull bunkering tanker, due to be delivered in August 2015.

THE COMPANY:

Bouchard Transportation’s history dates back to its incorporation in 1918 by founder, Capt. Fred Bouchard, the youngest tugboat captain in the Port of New York. Bouchard is a family owned business and the nation’s largest independently-owned ocean-going petroleum barge company. The company’s areas of operation span all four coasts of the United States: East, Gulf, West and Great Lakes. The fleet consists of 25 barges ranging from 25,000 to 252,000 barrels and 21 tugs ranging from 3,000 to 10,000 horsepower.

THE CASE:

Through the years, two things remain constant at Bouchard: a commitment to customers, and a strong corporate identity founded on a legacy of barging experience and a fervent family pride. Bouchard Transportation has long been recognized for their unrelenting commitment to safety and education in the maritime industry. This year, and when the only simulator in the Northeast was relocated, Mr. Bouchard funded a state-of-the-art Tug & Barge Simulation Center at SUNY Maritime College which notably boasts the latest in Kongsberg Polaris



BOUCHARD TRANSPORTATION

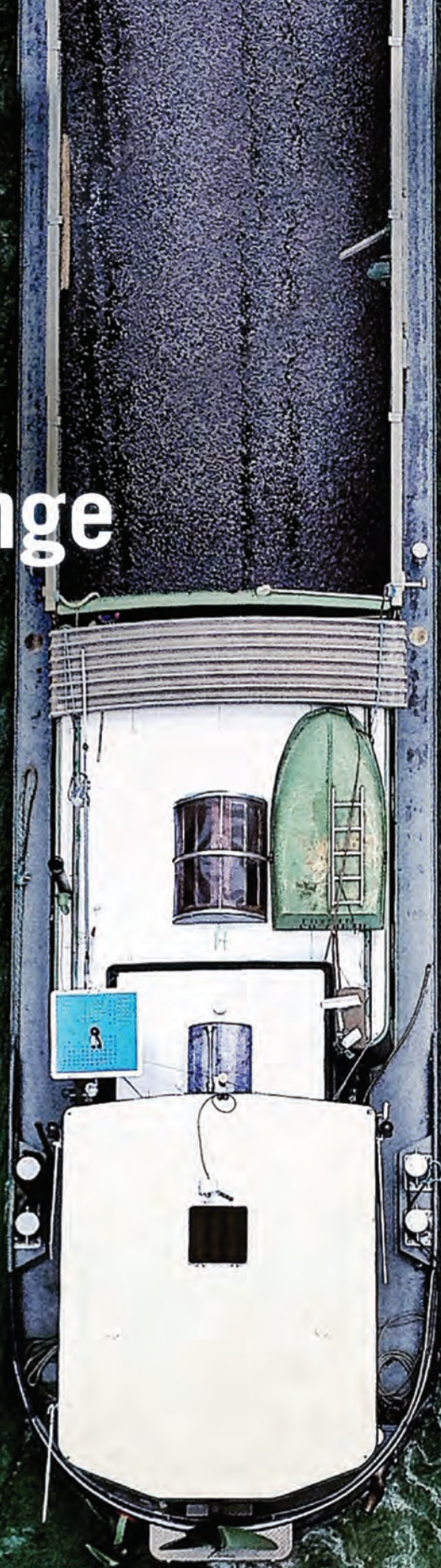
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Melville, NY 11747
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Website: www.bouchardtransport.com
President/CEO: Morton Bouchard III

Bridge simulation technology. While increased regulations and modern technological advances have impacted some operators, Bouchard remains a leader in both its application of these advancements, but also its greater commitment to the petroleum industry. Recent additions to the Bouchard fleet have made the collective equipment faster, larger and better equipped than ever before. Bouchard earned 39 Jones F. Devlin Awards and 43 Certificates of Environmental Achievement in 2015. American Maritime Safety, Inc. awarded the company its 2014 Tug & Barge Safety Award.



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BORDELON MARINE

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Email: sales@bordelonmarine.com
Website: www.bordelonmarine.com
President/CEO: Wes Bordelon



THE COMPANY:

Founded in 1979, Bordelon Marine is a leading provider of Marine Transportation services operating in the Gulf of Mexico and around the world. The company owns and operates a fleet of modern offshore supply vessels ranging in size and type from DP1 Mini-supply Vessels to MPSV 260 DP2 vessels, offering a full range of services, including construction support, exploration, production, Survey and ROV support, topside mobilization and fabrication management.

THE CASE:

Bordelon Marine offers a full range of services including: construction support, exploration, production, Survey and ROV support, topside mobilization and fabrication management. In 2011, the company opened a new state-of-the-art shipyard facility, in Houma, LA to build its new and versatile deep water DP2 PSV and MPSV series called the Stingray 260 Class. Bordelon Marine recently took delivery of the M/V Shelia Bordelon, an Ultra-Light Intervention Vessel (ULIV). Named in honor of Shelia Harasimowicz, Wes Bordelon's mother-in-law, Bordelon Marine will donate a portion of the profits from the M/V Shelia Bordelon to the New Orleans affiliate of Susan G. Komen for the Cure.

CONTAINERTUG B.V.

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Email: bob@containertug.com
Website: www.containertug.com
President/CEO: Ben de Vries



THE COMPANY:

ContainerTug B.V. is a specialized Dutch naval design engineering and construction company with a strong focus on developing workboats and the evaluation and calculation of concepts and structures. The firm's pragmatic approach revolves around 'Finding the optimal solution for the customer, while staying at the forefront of innovation.'

THE CASE:

ContainerTug has devised multiple innovative workboat designs which can be transported as standard 20' and 40' containers. These include the 20 foot tug/workboat CT 600S, the 40 foot cargo support boat CB 200D and the 40 foot cargo support pontoon CB 1200P. More innovative containerized models will come out Q3/Q4 2015. The containerTug 600 is not tied to just one deployment area. Its container size dimensions and integrated corner fittings make it transportable in an identical way as for a normal 20 foot container: by road, by train or by ship. This provides ideal commercial scope. The ContainerTug 600 is fitted with a Volvo Penta commonrail D5 [121 HP] or D7 [177 HP] engine connected to a 28 inch fixed pitch propeller. Hydraulically steered, the double rudder system with large blade area provides maneuverability under all conditions.

GENCORP INSURANCE GROUP

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Website: www.gencorp-ins.com
President/CEO: Robert G. Padula



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.

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THE COMPANY:

Continental Underwriters, Ltd. is a national, multiline firm for all types of marine coverage. 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 45 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. 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 capacity, CUL provides 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. This year, the firm, through and with its parent company, Fidelis Group Holdings, has launched new and innovative programs for industry. These include a new ocean cargo division, as well as a Master Port Risk Program for the maritime industry. Specifically, The Master Port Risk Program provides commercial vessel owners, mortgagees and other interested parties a more economical way to insure their stacked equipment which is of the utmost importance during difficult economic periods. The new Master Port Risk Program is designed to provide Hull and Liability coverage for qualified vessels that are laid up and out of commission for an extended period of time. Under the program, insureds have the opportunity to remove their vessels from a navigating policy at a greatly reduced cost. As the offshore industry retrenches in a challenging climate, the new CUL options provide OSV operators with new tools to save money in a responsible fashion.

THE COMPANY:

Corvus is a manufacturer of proven, high power Energy Storage Systems (ESS). Its field proven battery systems provide power to hybrid and fully electric marine propulsion systems. Founded in 2009, Corvus provides purpose-engineered ESS solutions for marine, oil & gas and port applications. Using a customer's load profile, Corvus engineers design an ESS tailored to the customer application without the expense of custom engineering. The only purpose designed industrial lithium-ion battery system; it is scalable from 6.5 kWh at 48VDC to multiple Megawatt-hours and 1100VDC. New liquid cooled battery modules support more aggressive load profiles with a smaller battery system, reducing total capacity required as well as space and weight. Battery hybrid propulsion increases the energy efficiency of a vessel by optimizing the operation of its diesel engines applying the battery system energy in lower power ranges and when extra power is needed, thus lessening dynamic load changes allowing engine operation at relatively constant power levels. Workboats spend most of their time maneuvering into position and only operate at full power for brief periods. This system allows for significant fuel savings and emission reductions.



CORVUS ENERGY

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President/CEO: Andrew Morden



THE CASE:

Corvus manufactures energy storage systems (ESS). Its field proven battery systems provide power to hybrid and fully electric large marine propulsion systems and is the world's first lithium battery module to have all the Marine Standards and Type Approvals (DNV, Lloyd's and ABS). Corvus has the largest installed base of ESSs with the largest number of projects completed in the maritime industry. 90% of commercial hybrid vessels utilize a Corvus ESS.



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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.

THE CASE:

Evolving from a single rowboat into a leading marine transportation and harbor services company, Foss last year celebrated its 125th anniversary. 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 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. But, at Foss, safety is every bit as important as numbers. This year, the Chamber of Shipping of America (CSA) recognized 75 Foss Maritime vessels with the 2014 Jones F. Devlin award for outstanding safety records.

**Foss
MARITIME COMPANY**

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E-mail: info@foss.com
Website: www.foss.com
President/CEO: Paul E. Stevens



The award is given to self-propelled merchant vessels that have operated for two full years or more without a crewmember losing a full turn at watch because of an occupational injury. Altogether, the Foss vessels achieved the equivalent of 529 years of incident-free operation. Sixty-three vessels had five or more years, and ten vessels boasted 10 to 21 years without a lost-time injury.

NEW FLEET ADDITIONS:

Just recently, the first of three Arctic Class tugs being built at the Foss Rainier, Ore., shipyard was christened. The vessel, the Michele Foss, will see its first assignment on an oil field sealift this summer from South Korea to the Alaskan Arctic. With this event and the two vessels that will follow, Foss solidifies its position as a major workboat player in this important market. The vessel's namesake is Michele Seaver, one of the three sisters who are primary shareholders of Saltchuk, the parent company of Foss Maritime. The Michele Foss is ice class D0. This means the hulls are designed specifically for polar waters and are reinforced to maneuver in ice. The vessel complies with the requirements in the ABS Guide for Building and Classing Vessels Intended to Operate in Polar Waters, including ABS A1 standards, SOLAS and Green Passport. The new vessel's equipment includes a Caterpillar C280-8 main engine, which complies with the highest federal environmental standards; a Nautican propulsion system; and Reintjes reduction gears. Markey Machinery supplied the tow winch. The tug has a bollard pull of 221,000 pounds. The Michele Foss has been designed to withstand the rigors of Arctic operations and is suited to work across the globe as Foss competes for opportunities in the oil and gas industry.





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THE COMPANY:

David Clark Company specializes in providing communication solutions for high noise environments. Their noise-attenuating headsets and systems are used in a variety of markets and applications where clear communication is critical. All David Clark Company products are manufactured and assembled in the United States at its own manufacturing facility. Over 300 employees are involved in the design, engineering, manufacture and support of all products.

THE CASE:

David Clark Company has provided communication solutions to the marine industry for over 15 years. Their wired and wireless marine intercom systems improve crew-to-crew communication and safety on board workboats and vessels where problems such as high-noise, vibration, and the corrosive environment of the sea create obstacles to effective communication. David Clark Company wired and wireless marine intercom systems are at work on tug and tow boats, service vessels, fire boats, patrol and military vessels – virtually any workboat application where crew-to-crew communication is critical. David Clark noise-

DAVID CLARK COMPANY INC.

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 Tel: (508) 751-5800
 Email: sales@davidclark.com
 Website: www.davidclark.com
 President/CEO: Robert Vincent



attenuating headsets and system components are designed to withstand the rigors of the harsh marine environment with marine-grade components that resist salt, spray, shock and vibration at sea. The Series 9500 Workboat Intercom System and Series 9800 System are currently being used by a variety of tug and towboat companies, fire/rescue departments and service fleets, as well as numerous agencies concerned with homeland security and harbor patrol.

DOMETIC MARINE

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 Pompano Beach, FL 33069
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 Email: ben.haynes@dometic.com
 Website: www.dometic.com
 President/CEO: Frank Marciano



THE COMPANY:

Dometic Marine is an engineering leader of innovative products for the global marine industry and offers a large worldwide sales and service network. Products include air conditioning, refrigeration, ship-wide ventilation, air purification, water purification, and sanitation. Dometic, Condaria, Marine Air Systems, and Cruisair air conditioning systems offer a wide range of compact, modular, and shell-and-tube chiller systems that provide ideal climate control with capacities up to 2.4 million BTUs. Dometic ship-wide ventilation systems include axial fans, centrifugal blowers,

smoke and fire dampers, mist-eliminating grill, and electronic fan controls. Dometic Sea Xchange watermakers convert seawater into freshwater, and the Dometic Spot Zero water purification system provides spot-free washing with no chamois-drying. SeaLand's innovative VacuFlush vacuum, MasterFlush macerator, and RushFlush pressure-jet toilet technologies provide a variety of sanitation options.

THE CASE:

Dometic Marine is a global leader in marine air conditioning, refrigeration, engine room ventilation, sanitation, and watermaking products. The firm has supported the commercial, workboat, and military markets for more than 20 years with products, custom engineering and worldwide customer service. Notably, Dometic has provided Trinity and Harvey Gulf with air conditioning and engine room ventilation for 6 vessels, and has also served Metal Shark (Air conditioning, engine room ventilation, watermakers, sanitation for a 75-foot Navy vessel). Its customers also include Bollinger (the FRC project) Austal's JHSV work and air conditioning for Kvichak Marine's pilot and patrol boats.

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Seattle, WA 98107
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Email: lbott@ebdg.com
Website: www.ebdg.com
President/CEO: Joseph V. Pritting



THE COMPANY:

Elliott Bay Design Group (EBDG) is a Seattle-based, employee-owned enterprise with offices in New Orleans and Ketchikan that provides full-service naval architecture, marine engineering and production support to owners, operators and shipyards worldwide. The firm's extensive project portfolio spans a number of vessel types including barges, tugs, offshore vessels, ferries, passenger vessels, and workboats, and encompasses unique projects from lofting art installations and high-end yacht hulls to one-off service vessel designs and structures. EBDG selectively applies state-of-the-art technologies to help our clients navigate these myriad challenges.

THE CASE:

EBDG is passionate about ship design. At any given time, one of its vessels is under construction or entering service; a testimony to the exemplary skill of its designers, among the best in the business. A collaborative approach and responsiveness to what its clients need is what sets them apart. Notably, EBDG recently helped long-time partner Moran Towing Corporation secure a US Patent for "Articulated conduit systems and uses thereof for fuel gas transfer between a tug and barge."

FREEDMAN SEATING COMPANY

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Email: jp.paonessa@freedmanseating.com
Website: http://freedmanseating.com
President/CEO: Craig Freedman



THE COMPANY:

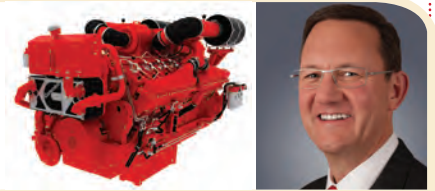
Hyman Freedman began making seat cushions for horse-drawn buggies over 120 years ago. A century later, Freedman Seating Company is still a family owned-and-operated business, producing seats to the highest quality standards, compliant to applicable safety standards. Marine products include light weight aluminum marine seats and notable customers include Kvichak, MidShip Marine, Armstrong Marine, and St. John's Ship Building.

THE CASE:

Freedman Seating manufactures passenger seats and seating solutions for the marine market from its 375,000 square foot facility in Chicago, IL. The ISO 9001:2008 certified firm, employing an A2LA accredited test lab, employs 750 and is one of the nation's largest specialty seating manufacturers. With sales offices throughout North America, Freedman Seating's hallmark is no nonsense customer service and on-time delivery. Freedman Seating makes, among other products, passenger and helm/captain seats for the marine market.

CUMMINS MARINE, INC.

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Website: marine.cummins.com
Chief Executive: Jim Schacht



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 has also created a dedicated Cummins Marine organization within the existing Engine Operating Segment. By consolidating its commercial and recreational teams, the Cummins Marine organization is better positioned to serve its government and commercial marine customers.

THE CASE:

Cummins has more than 90 years of experience in marine markets, and its marine organization combines Cummins expertise in a full range of marine products and vessel integration. Cummins' product range includes propulsion and auxiliary engines from 5.9 liters to 95 liters, Cummins Onan and Cummins Marine generator sets from 5 kW to 1,250 kW, propulsion systems, control systems, new and ReCon parts and ReCon engines from 3.9 liters to 19 liters. Cummins offers a complete line of propulsion, generating set and auxiliary power solutions designed specifically for commercial marine applications, from inland rivers to offshore. Its products are supported at every major port with more than 1,500 locations worldwide.

THE COMPANY:

Elastec manufactures and markets innovative pollution control and recovery systems. The company's core competency is oil spill response: skimmers, fire and containment booms, boom deployment systems, portable vacuum equipment, workboats, dispersant spray systems, oil spill aerial surveillance systems, storage tanks and pumps. The company also manufactures floating containment booms and barriers, turbidity curtains and fumigation tarps in its Cocoa, Florida facility. Elastec Hydro-Fire Boom and American Fire Boom systems removed the most oil among all systems deployed in the Gulf during the Macondo cleanup. The company employs 120 associates and distributes products in 145 countries through an international dealer network and a company sales force.

THE CASE:

Elastec is the industry innovator in the development and manufacture of pollution control and recovery equipment and technologies. This year celebrating 25 years of keeping the world clean, Elastec produces

ELASTEC

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 Website: http://elastec.com
 President/CEO: Donnie Wilson



oil spill response equipment, floating barriers and portable incinerators. ISO 9001 certified-Elastec equipment is in use in 145 countries. Additionally, the firm recently introduced the revolutionary offshore oil spill recovery system: ELASTEC X150 Skimmer Launching System. Notably, the company won the X Prize Foundation's Wendy Schmidt Oil Cleanup X CHALLENGE with its patented grooved disc oil skimming technology. Beyond this, the company was also instrumental in managing the controlled burn operation during the 2010 Gulf of Mexico oil spill.



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The General Ship Repair Corporation, a fixture on the Baltimore, Maryland waterfront for nearly a century since its founding by Charles “Buck” Lynch in 1924, has become the de facto ‘go to’ for workboat repair in the Baltimore area and is enjoying a strong year, investing in its people and employees while bringing the fourth generation of Lynch’s up through the ranks.

Five years after its start, in 1929, Buck Lynch moved the company across the harbor to its current location, eventually watching the company sink into bankruptcy as the Depression took hold of the country. The Lynch spirit – still evident in the crew running the shipyard today – saw Buck buy the company back out of bankruptcy, setting it on course to weather good times and bad over its more than 90 years of business.

In its time, the company has serviced schooners and steamships, paddle wheelers and super tankers, and everything in between. Today though, providing repair and maintenance service to the regional workboat market with its pair of 1,000 ton floating docks is the heart and soul of its business.

Today the company is owned and operated by a trio of Lynch brothers: Charles F. “Derick” Lynch, Cary B. Lynch and Michael Lynch, who took over from their father Charles “Jack” Lynch in the early 1990s. In the management wings are two of Derick’s sons, Charles (Chaz) Lynch and Ryan Lynch. Chaz Lynch served in the U.S. Coast Guard for four years before deciding that his fate was on the waterfront shop his great grandfather pioneered. Mid-stream in his USCG stint he switched to the mechanical side of the operation. “He called me two years in and said that

he really wanted to come back and work at the shipyard,”

said Derick

Lynch.

“And I

told

THE GENERAL SHIP REPAIR CORPORATION

1449 Key Highway

Baltimore, Maryland 21230

Tel: (410) 752-7620

E-mail: derick@generalshiprepair.com

Website: www.generalshiprepair.com

Owners: F. “Derick” Lynch, Cary B. Lynch and Michael Lynch

him ‘you’re a deckie ... I don’t need a deckie, I need a machinist.’ Today Chaz serves the company as a foreman and machinist.

Ryan Lynch graduated from the United States Merchant Marine Academy, and today works in the yard part-time as a project manager, working for the moment in between his sailing at-sea obligations.

The General Ship Repair Corporation’s inclusion in the MN100 is based on equal parts of longevity, ingenuity and perseverance. ‘Self-Sufficient’ is perhaps the best term to describe the yard, its management and its team of 45, a focused group available 24/7/365 to its workboat clients that depend on it to keep its equipment functional and in the water earning money.

Serving as the tug and barge repair facility in the Port of Baltimore, its experience with the maintenance and repairs of tugboats and barges is extensive. General Ship Repair operates its own floating equipment, trucks and portable equipment, and are able to service a vessel during cargo operations, at anchorage or at its own facility. Central to its success today is its pair of 1000-ton floating drydocks, the second added in 2012 replacing a smaller 350-ton unit.

Another big investment was in the yard’s water blasting system, replacing the more labor intensive but cheaper sand blasting. “We’re not sandblasting anymore,” said Derick Lynch. “Even though the UHP (water blasting system) is more expensive to use and maintain, in the long run, it is much cleaner and it helps us in productivity as it eliminates sand getting into every crack and crevice.”

While the company has a long history of investing in facilities and equipment to ensure it meets vessel fix needs, Derick Lynch maintains that investment in its people is central to its long-term (and continued) success. “We put money back into the yard when we can put it back. At the end of the year the first priority is giving back to our employees in the form of bonuses, and setting aside some money for some major projects.”



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 Website: www.floscan.com
 President/CEO: Chuck Wurster



THE COMPANY:

FloScan is a Seattle-based corporation that designs and manufactures its products in the United States. With worldwide sales at an all-time high, FloScan Fuel Monitoring Systems are in use on a wide range of diesel powered commercial vessels on every continent including ocean-going, harbor and inland tugs; oil rig platforms, research and fishing vessels.

THE CASE:

FloScan is a world leader in marine fuel monitoring systems and software applications for diesel engines up to



6000 HP. The firm offers solutions to improve fuel efficiency, reduce operating overhead, and simplify fuel tracking for individual vessels or across entire commercial fleets. In the United States, FloScan is in the process of providing FloNET systems for the entire 68 vessel fleet of inland and offshore tugs operated by Enterprise Marine based in Houma, LA. After beta testing FloScan's most advanced system with Geo-Fencing capabilities and gauging the compatibility of DataLog Software with their fleet operations software, the FloScan systems were approved for the entire fleet. DataLog provides vessel fuel usage by engine and total, flow rates and temperature, fuel efficiency, GPS data and engine RPM. This data can be downloaded and sent via e-mail as an attached file to operations headquarters. The most recent advancement for inland fleet operators is the addition of a Geo-Fencing feature that tracks propulsion fuel consumed through various geographic areas for federal tax reporting purposes.



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THE COMPANY:

Calgon Carbon Corporation is a global leader in innovative solutions, high quality products and reliable services designed to protect human health and the environment from harmful contaminants in water, and air. As a leading manufacturer of activated carbon, with broad capabilities in ultraviolet light disinfection, the company provides purification solutions for drinking water, wastewater, pollution abatement, and a variety of industrial and commercial manufacturing processes. Hyde Marine, a Calgon Carbon Corporation company, has more than 100 years of experience in the maritime industry. Pioneering the development of ballast water treatment technologies, Hyde Marine has become a leading U.S. manufacturer, educator and stakeholder in the regulation, technologies, installation experience, and challenges facing the ballast water treatment sector. Since its initial launch in 1998, the Hyde GUARDIAN BWTS has rapidly emerged as an industry leader that features mechanical separation with stacked-disc filtration followed by UV disinfection. In fact, more than 400 Hyde GUARDIAN units have been sold to date for installation in various ship types and sizes around the world.

THE CASE:

Hyde Marine is a leading supplier of ballast water treatment systems. With more than 400 systems sold and 50 systems delivered into the retrofit market, Hyde Marine leads the industry with the most real-world experience in ballast water treatment.

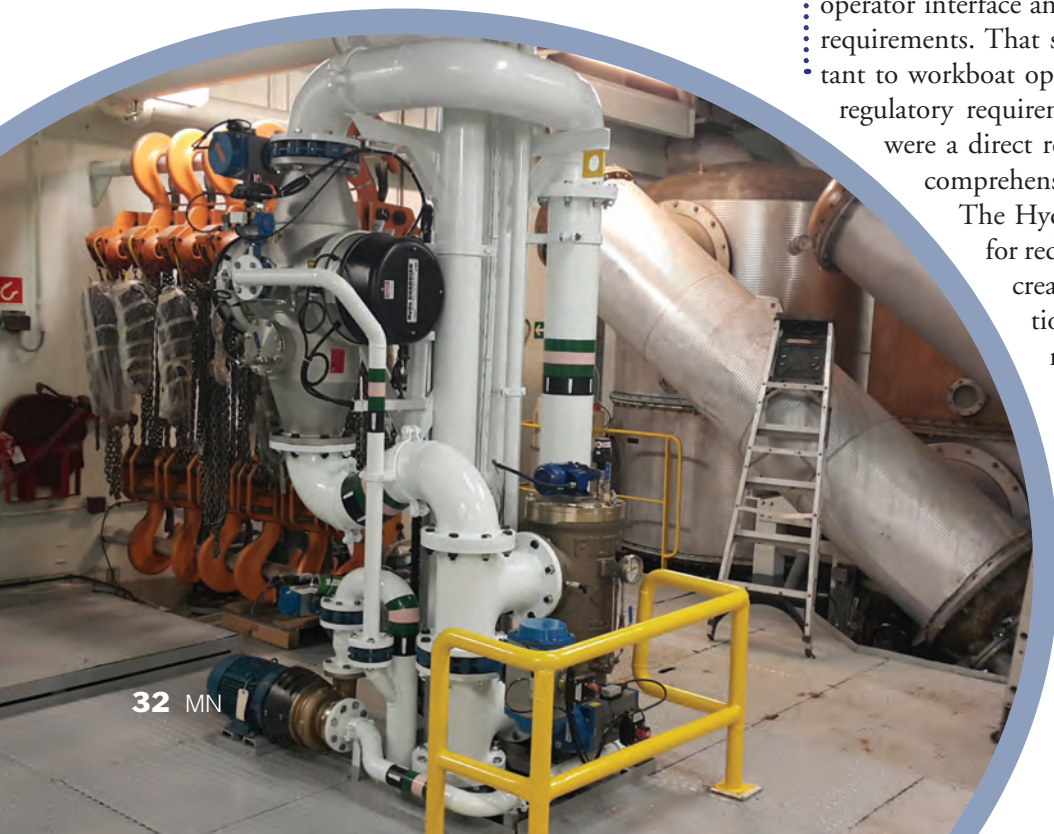
HYDE MARINE

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Email: mriggio@hydemarine.com
Website: <http://hydemarine.com>
CEO/President: John Platz

*PRIMARY PRODUCT:*

Through its Hyde GUARDIAN BWTS, Hyde Marine was one of the first suppliers of a safe, chemical free, and efficient UV disinfection solution to receive IMO Type Approval from Lloyd's Register in April 2009. Beyond this, Hyde Marine was also one of the first to receive Alternative Management System (AMS) approval from the U.S. Coast Guard (USCG) on April 15, 2013. Additionally, the company installed one of the first BWTS ever aboard a ship – the M/S Coral Princess – which subsequently was the first BWTS accepted into the USCG's Shipboard Technology Evaluation Program (STEP). Building on more than twelve years of shipboard experience, Hyde Marine now leads the ballast water treatment market with over 50 retrofit units installed and operating. In 2014, the company introduced the Hyde GUARDIAN Gold BWTS, an IMO Type Approved and USCG AMS approved system with the smallest footprint on the market, an optimized operator interface and updates to meet current regulatory requirements. That smaller footprint is especially important to workboat operators who also need to meet BWT regulatory requirements. These product improvements were a direct result of both customer feedback and comprehensive testing to improve performance.

The Hyde GUARDIAN Gold BWTS allows for reduced ballast time, continuous and increased flow to ballast tanks and a reduction in peak power requirements. With more than 400 systems sold, the Hyde GUARDIAN BWTS is suitable for a broad range of treatment requirements and can be installed in new builds or retrofitted in-situ to existing vessels with no downtime.



THE COMPANY:

Gilbert Associates is a Naval Architecture and Marine Engineering firm, originally founded in 1964 by John W. Gilbert. The firm has designed more than 600 boats, of which 300 have been built to its designs. The company is firmly rooted in the domestic brown water and workboat trades. The company's vigorous focus to detail, arrangements, conflict resolution, and structural design is well illustrated by the number of sister vessels built to their designs. Ten separate designs have seen sister vessels built for a total of 23 boats within the last 10 years.

THE CASE:

Within the last nine years, Gilbert Associates (GAI) has designed 12 different towboats to which 17 vessels have been built. Under construction at this moment is a 120 foot conventional towboat and a 120 foot tow boat with jacking pilothouse. Recently, Gilbert assisted in the design and powering improvements to the Eastern shipbuilding 90 foot tow boat to which 60+ vessels have been built

GILBERT ASSOCIATES, Inc.

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 Email: Jgilbert@jwgainc.com
 Website: www.jwgainc.com
 President/CEO: John Gilbert



for FMT. Beyond this GAI is a team member associated with the Eastern Shipbuilding Hybrid designed "Thunderbolt."



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THE COMPANY:

Since 1955 Gladding-Hearn Shipbuilding, Duclos Corporation of Somerset, U.S.A. has designed and built more than 400 specialized commercial vessels of all types and materials, which include traditional and high-speed ferries, Pilot boats, Patrol Boats, Tug Boats, and Fire Boats. Since 1987 Gladding-Hearn has teamed with Incat-Crowther Designs of Sydney Australia on more than 40 high-speed catamaran ferries. Leveraging 160 long term and highly skilled employees all working on a 7.5 acre facility, and with designs ranging from 10 to 75 meters, no other U.S. builder can offer the same experience in high-speed ferries.

THE CASE:

In 2015, Gladding-Hearn is celebrating its 60th anniversary and its 417th hull. The firm's impressive backlog includes 10 vessels under contract. These include four 53 foot aluminum pilots boats, three 165-foot 600 passenger steel ferries, the last of a seven patrol boat orders for the Colombian Navy, the last of five patrol boat orders for the NYPD, and a 46-meter 500 passenger high speed catamaran ferry.

GLADDING-HEARN SHIPBUILDING

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Email: peterd@gladding-hearn.com
Website: www.gladding-hearn.com
President/CEO: Peter J Duclos



THE PRODUCT LINE:

Gladding-Hearn Pilot Boats are the choice of more pilot organizations in the U.S. than any other vessel. Teamed with Hunt Design, Gladding-Hearn offers deep-vee Pilot Boats from 40 to 100 feet. In August of 2014, the firm delivered a 64 foot high speed offshore response/pilot boat to Southeast Ocean Response Corp. This multi-mission vessel has a top speed of 29 knots and range of 400 miles, fire fighting, dynamic position keeping. Featuring triple Volvo Penta IPS pod propulsion systems, the efficient system makes it possible to fit all the accommodations and capabilities required in a compact 64 foot package.

GUIDO PERLA & ASSOCIATES, INC.

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E-mail: gpa@gpai.com
Web Site: www.gpai.com
President/CEO: Guido Perla



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 hundreds of offshore vessels, workboats, passenger vessels and fishing vessels constructed for commercial owners worldwide and governmental institutions. The GPA team consists of over 60 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 more than 36 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 Representation. 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.

GLOSTEN

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Email: memoon@glosten.com

Website: www.glosten.com

President/CEO: John (Jay) L. R. Edgar, PE



THE COMPANY:

Glosten is an employee-owned, full-service consulting firm of naval architects, marine engineers, electrical engineers, and ocean engineers. Founded in 1958, the firm specializes in commercial and public sector vessels including research vessels, passenger/car ferries, tugs, barges, dredges, and special purpose platforms. Services include hull, structural, mechanical, and electrical systems design, as well as construction management.

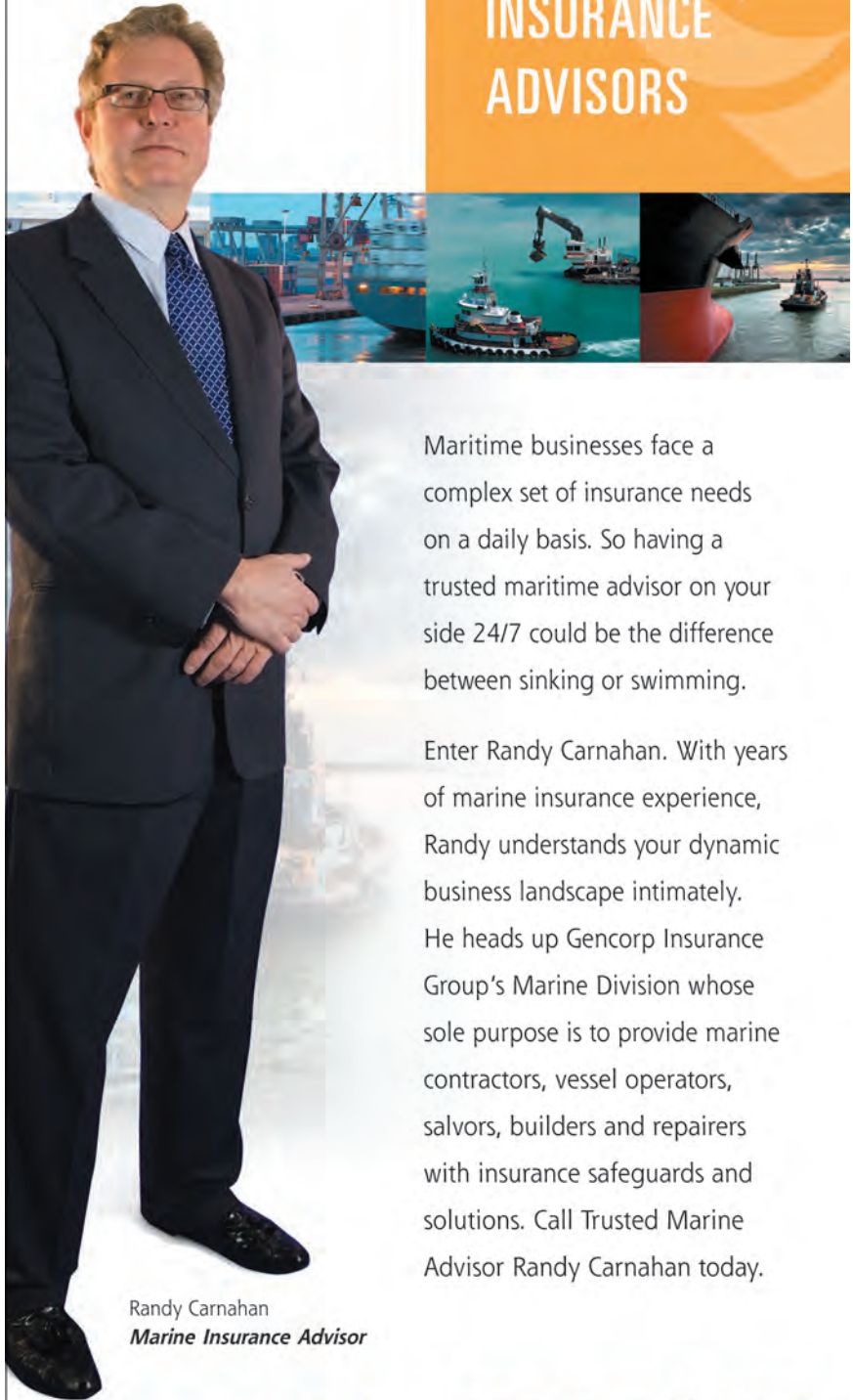
THE CASE:

For over 55 years, Glosten has delivered innovative marine solutions rooted in a comprehensive understanding of all things marine. With solutions ranging from an ice-capable research vessel design to a cutter suction dredge repower, Glosten's depth and breadth of experience spans every sector of the marine industry. The firm supports the marine and offshore industry with engineers who have seagoing, salvage and shipyard experience. In 2012, Foss Maritime engaged Glosten to execute a new design for arctic class tugboats capable of worldwide ocean towing service – from concept through detailed production design. With a focus on environmental stewardship, the challenge was to improve operational and environmental performance while reducing routine maintenance. The first of three vessels was christened this past April as the Michele Foss.

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THE COMPANY:

John Deere Power Systems, like *MarineNews*, celebrates this year a significant anniversary – in its case, the 40th anniversary of John Deere Engine Works factory in Waterloo, Iowa. The firm manufactures and markets industrial, marine, and generator drive diesel engines, as well as drivetrain components for use in a variety of off-highway applications.

THE CASE:

John Deere is one of the few manufacturers that build engines exclusively for off-highway applications. This specialization has given John Deere unparalleled experience in developing and packaging marine propulsion and generator drive engines. John Deere engines deliver performance, power, reliability, easy installation and emissions compliance to both boat builders and end users. The new lineup features a range of choices to keep marine operations productive. EPA Tier 3 PowerTech auxiliary engines are available with displacements from 4.5L to 13.5L and power ratings from 99 to 600 hp, including constant- and variable-speed ratings. They provide more of the reliable and cost-effective solutions customers expect from John Deere — on the jobsite or in the water.

PRIMARY PRODUCT:

John Deere Power Systems offers a full line of PowerTech marine engine models; the 4.5L, 6.8L, 9.0L, 13.5L. These range in power from 55 kW to 559 kW (75 –750 hp). These marine engines meet IMO, EPA Tier 2, and European Union Recreational

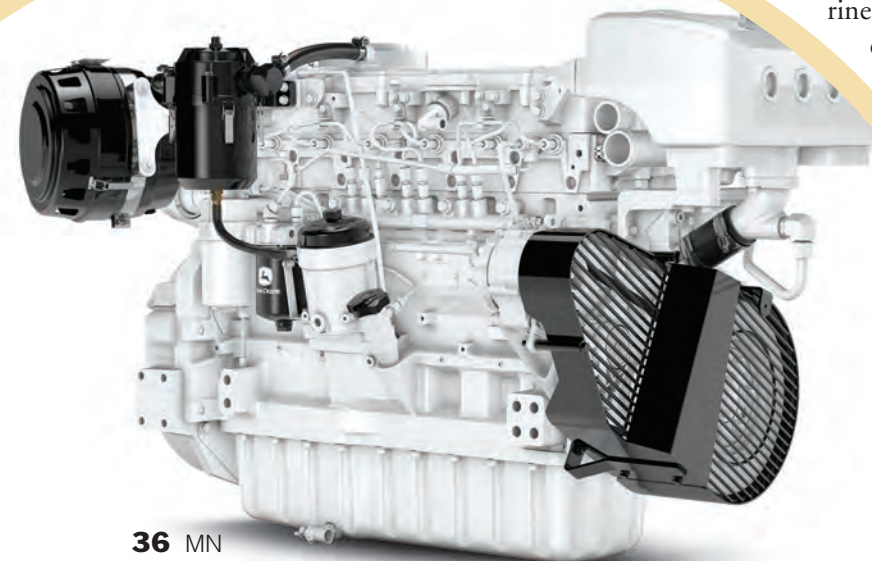
JOHN DEERE POWER SYSTEMS

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Waterloo, Iowa 50704 - 5100
Tel: (800) 533-6446
Email: jdpower@JohnDeere.com
Website: www.JohnDeere.com/engines
CEO/President: Sam Allen



Craft Directive emissions requirements, and feature low noise, low vibration, and excellent fuel economy. In addition to installation in new boats, the entire lineup of PowerTech marine engines is ideal as repower engines for commercial and recreational vessels, due to their exceptional reliability, durability, fuel economy, and performance. The engine package sizes allow for easy installation without major modification to vessels. For workboats with especially small engine and machinery spaces, the smaller physical footprint is a real advantage. Last year, John Deere rounded out its line of Marine Tier 3 propulsion and generator-drive engines for commercial and recreational applications. The John Deere commitment to meeting marine emissions standards and customer needs goes beyond propulsion and gen-set offerings. John Deere also offers marine auxiliary-drive configurations and recently introduced a full line of radiator-cooled, dry-exhaust manifold industrial diesel engines that are U.S. EPA Marine Tier 3-certified. These engines are ideal for powering vessel auxiliaries including pumps, winches, cranes, and hydraulics. Marine workboat operators everywhere have come to depend on these engines. For example, after years of powering its towboats with the PowerTech 6.8L engine, Florida Marine now installs the new PowerTech 4045AFM marine engines to comply with Tier 3 emissions regulations.

The John Deere-powered gen-sets alternate operations every 24 hours; each serving as backup to the other. Those towboats are part of an ever-growing fleet of boats and barges with John Deere-powered gen-sets and pump engines. These vessels have also included 35 hot-oil barges, 71 clean-service barges, and 14 refurbished river-class towboats. All in all, Florida Marine Transporters alone has purchased and installed 295 John Deere engines.



THE COMPANY:

Haugen Software is a software company that's laser-focused in the demurrage space – a lean team based in Houston that's making a big impact. Voyager is a SaaS solution that was born out of the experience of Haugen Consulting, a marine logistics consultancy that has specialized in demurrage management for over 20 years. Frustrated with the tools available, they decided to build the ultimate demurrage system, capable of simplifying the claims handling process and provide data-driven analytic techniques. Voyager also features a claims sharing option that streamlines the workflow and expedites settling claims with counterparties. Following Voyager's launch last year, Haugen has found traction with small and mid-sized companies and recently signed majors ENI and Marathon Oil.

THE CASE:

Haugen Software has simplified the management of complex demurrage claims in the shipping industry. They are passionate about standardizing the de-

HAUGEN SOFTWARE
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 Email: khaugen@haugenconsulting.com
 Website: www.haugensoftware.com
 President/CEO: Jacob Amonette




murrage workflow and creating transparency as a pathway to reducing costs and complexity. The solution, Voyager, saves users 40% of their time while providing analytics needed for making informed business decisions.

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HORNBECK OFFSHORE SERVICES, INC.

103 Northpark Boulevard – Suite 300
Covington, LA 70433
Tel: (985) 727-2000
Email: Sales@hornbeckoffshore.com
President/CEO: Todd Hornbeck



THE COMPANY:

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. Since its establishment, the firm has focused on providing innovative solutions to meet the evolving needs of the deepwater and ultra-deepwater energy industry in domestic and, more

recently, foreign locations. Throughout history, Hornbeck has expanded its fleet of vessels primarily through a series of new vessel construction programs, as well as through acquisitions of existing vessels. The Company's fifth OSV newbuild program consists of four 300 class OSVs, five 310 class OSVs, ten 320 class OSVs and five 310 class MPSVs. As of April 29, 2015, the Company has placed 16 vessels in-service under this program. There are eight remaining vessels under this 24-vessel domestic newbuild program. The firm has a staff of nearly 2,000 in Covington and Golden Meadow, La.; Houston; Brazil and Mexico.

THE CASE:

Hornbeck Offshore Services, Inc. is a leading provider of technologically advanced, new generation offshore support vessels primarily in the Gulf of Mexico and Latin America. Hornbeck Offshore currently owns a fleet of 65 vessels primarily serving the energy industry and has eight additional high-spec Upstream vessels under construction for delivery through 2016. The firm has built one of the most diverse and capable fleets of high-specification vessels servicing oilfield and select specialty markets.

THE COMPANY:

Incat Crowther is a diversified marine design business with offices in Sydney, Australia; Lafayette, Louisiana, USA, Rio De Janeiro, Brazil and the United Kingdom. Over the course of the past 30+ years, Incat Crowther has had a hand in developing more than 400 vessels which remain in operation today. Incat Crowther's success is founded on the model of robust ideas. The company has a proud history of developing forward-thinking concepts on a robust foundation, allowing the company to evolve and offer innovative solutions with best practice engineering, design and service. Recent deliveries include the ultra quiet and environmentally correct Research Vessel *Spirit of the Sound*, and today, as many as 73 vessels are currently under construction to Incat Crowther designs. Other vessels built to Incat Crowther designs include a 24m Catamaran WFSV, a 48m Catamaran Passenger Ferry, 206' Monohull Crew Supply Vessel, two 41m Catamaran Passenger Ferry (for WETA), and two 58m Catamaran Crew Boat.

THE CASE:

Incat Crowther continues to lead in the design of commercial vessels with innovative, robust solutions.

INCAT CROWTHER

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Email: stewartm@incatcrowther.com
Website: <http://incatcrowther.com>
President/CEO: Brett Crowther



The firm partners with many North American companies that have in turn built scores of vessels based on Incat Crowther's catamaran designs and engineering plans. The firm's penetration into U.S. and regional brown water and workboat markets has been, and remains unquestionable, and deeply impactful.

THE COMPANY:

Hydrex offers turnkey underwater repair solutions to owners wherever and whenever they are needed. A leader in underwater ship repair and maintenance technology, it also markets economically and environmentally sound ship hull protection and performance systems. For almost forty years, Hydrex has introduced innovative solutions and delivered reliable underwater repair and maintenance which previously would have required drydocking. Development of these techniques have made Hydrex the first choice for rapid, reliable underwater repairs, small or large, simple or complex.

THE CASE:

Dedicated to creating and maintaining a sustainable marine environment, Hydrex has developed, tested and put into use a completely non-toxic hull protection and fouling control system: Ecospeed. The system consists of a hard glassflake vinyl ester resin coating which is applied once and lasts the service life of the vessel and in-

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 President/CEO: Boud Van Rompay



cludes routine in-water cleaning using advanced Hydrex equipment and methods. This combination eliminates hull fouling without resorting to poisonous chemicals. It enables operators to save fuel, money and therefore reduce CO2 and other emissions. Beyond this, the company is currently pioneering an environmentally safe contained dredging system.



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THE COMPANY:

A technology innovator and market leader, Iridium is advancing the way global enterprises and local businesses conduct daily activities through reliable, near real-time communications services. A name synonymous with reliability and affordability in the sailing space, Iridium has helped those who travel out of range of terrestrial communications networks to maintain connectivity when they would otherwise go without. Reaching over oceans, through airways and across the Polar Regions, Iridium solutions are ideally suited for many industries. As more activities generate the need for more data being transmitted during every minute of a voyage, the reliable connectivity the Iridium network provides is invaluable, even when used to supplement traditional radio and cellular communications. These advantages are only set to increase as Iridium NEXT, the company's new constellation of higher-powered satellites, expected to launch later this year, bringing enhanced and entirely new services and capabilities, including higher broadband speeds, to all customers.

THE CASE:

Iridium is the world's only truly global mobile satellite communications company, with voice and data solu-

IRIDIUM COMMUNICATIONS, INC.

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 Email: iridiumpr@breakawaycom.com
 Website: www.iridium.com
 President/CEO: Matthew J. Desch



tions covering 100 percent of the Earth's surface. As brown water vessels' data needs have increased in recent years, Iridium's unrivaled coverage and its solutions' affordable price points have helped sailors adapt and prosper. Iridium SBD, a short burst data transceiver, has proven increasingly popular among brown water sailors as they work to meet growing demands for an always-on data flow. The generation of such detailed telemetry data far outpaces the capability of traditional vocal check-ins, encouraging more businesses to embrace machine-to-machine (M2M) communications, especially in light of newer safety and tracking regulations.

KLÜBER LUBRICATION NA LP

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 Email: ben.bryant@us.kluber.com
 Website: www.klubersolutions.com
 President/CEO: Ralf Kraemer



THE COMPANY:

Klüber Lubrication is a leading manufacturer of specialty lubricants, offering high-end tribological solutions to virtually all industries and markets worldwide. Most products are developed and made to specific customer requirements. During its more than 80 years of existence, Klüber Lubrication has provided high-quality lubricants, and the company holds all common industrial certifications and operates a test bay hardly rivaled in the lubricants industry. For example, Klüberbio EG 2 Series gear oils are high-performing, readily biodegradable and non-toxic and are based on synthetic ester

oil. Klüberbio EG 2 series gear oils contain > 90 % of renewable raw materials and comply with the European Ecolabel. Klüberbio EG 2-68, 2-100 and 2-150 gear oils were developed for the lubrication of ship gearboxes, particularly for thrusters and rudder propellers. They comply with the oil specifications of leading thruster manufacturers. Klüberbio AG 39-602 is an environmentally acceptable adhesive lubricant for open gears and steel cables. Based on ester oil, selected additives and solid lubricants, the grease complies with the requirements for environmentally acceptable lubricants (EALs) as defined in Appendix A of the U.S. Environmental Protection Agency's 2013 Vessel General Permit (VGP).

THE CASE:

Klüber Lubrication develops efficiency-boosting marine lubricants to help vessel operators achieve organizational objectives in cost reduction, improved safety, improved environmental compliance and increased operational uptime. These lubrication solutions maintain their performance characteristics in demanding marine environments while significantly extending maintenance intervals and the service life of components.

HydroComp, Inc.

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Email: info@hydrocompinc.com
Website: <http://hydrocompinc.com>
President/CEO: Jill Aaron



THE COMPANY:

Responding to the growth in desktop computing during the mid-1980s, HydroComp introduced the first version of the NavCad software in 1987. NavCad is still HydroComp's flagship product, with users in all corners of the world from design to construction to academia. In addition to NavCad, HydroComp's software products have grown to include PropExpert, PropCad, PropElements, SwiftCraft, and Swift-Trial – programs for propeller sizing and analysis, propeller CAD, resistance and powering, and sea-trial & analysis. Consulting services have always been an important part of HydroComp's business offerings. Using the same commercial software sold to industry, HydroComp provides a broad range of technical services to companies large and small.

THE CASE:

For 31 years, HydroComp has provided hydrodynamic software and services for resistance and propulsion prediction, propeller sizing and design, and forensic performance analysis. The firm provides service to naval architectural design firms, shipyards, yacht owners, ship operators, propeller designers, universities and militaries around the globe. Most of the world's major propulsion equipment manufacturers and research institutions count themselves among HydroComp's clients. Today, HydroComp is justifiably proud of the loyalty of more than 700 companies directly influenced by HydroComp software and services.

THE COMPANY:

J.K. Fabrication well known as a builder of commercial fishing equipment, but also serves the workboat market in many, innovative ways. Other products include winches for use on yachts and research vessels. Products are primarily hydraulic driven, but the firm also works with and produces electric and air driven equipment.

J.K. FABRICATION, INC.

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Email: jkfabrication@comcast.net
Website: www.jkfabrication.com/index.html
President/CEO: James Kreider



THE CASE:

The firm notably has designed and produced an Emergency tow wire storage reel for use in retrieving a lost barge as well as an innovative petroleum hose reel system. The firm reports contracts with both Vigor Marine and Harley Marine for the Emergency tow wire storage reel, as well as its new petroleum hose reel that holds 2000 feet of 3.56" diameter hose. Their thru-hull / deck fittings are commonly used to transfer oil, air, and/or electrical through bulkheads and deck surfaces. J.K. Fabrication has also received DNV Type approval for their anchor windlass.



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MN100 Premier Vessel Operators *Shine* in 2015

Domestic workboat operators are blazing new trails, each in their own unique way. Four heavyweights – Crowley Maritime Corporation, Harvey Gulf International Marine, Ingram Barge Company and Kirby Inland Marine – were among this year’s pacesetters. The reasons why are crystal clear to see.

By Joseph Keefe

Crowley’s Busy Year: just getting started ...

Crowley Maritime Corporation is perhaps best known as the parent company of farflung marine solutions, and a transportation and logistics company providing services in domestic and international markets through multiple operating lines of business. These 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 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 by Thomas Crowley, the grandfather of current chairman and CEO Thomas B. Crowley, Jr, the company remains wholly and privately owned by the Crowley family and Crowley employees. To

say that the last year or two in particular have been busy ones for the Jacksonville, Florida-based firm, would not shed proper light on the real story.

Today, Tom Crowley Jr. and his leadership team direct a company with more than \$1.6 billion in annual revenues and more than 5,500 employees. The firm, one of the largest employers of U.S. mariners, maintains a fleet of 200 vessels, many of which fit nicely into the workboat, brown water niche. These include one of the nation’s largest fleets of ATBs, tugs and barges.

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 2013, Crowley entered the liquefied natural gas (LNG) market by acquiring Carib Energy LLC. And, Crowley’s salvage subsidiary was closely involved in the salvage of the Costa Concordia cruise ship.

There isn’t much on the waterfront that Crowley hasn’t looked into or is actively involved – especially in the workboat / brown water space. Take its subsidiary Jensen Maritime, whose client base is wide and includes all sizes and types of tonnage – including LNG bunker barges, an LNG-powered tug, and LNG powered ATB designs. That

leadership continues today on many fronts.

Separately, Svitzer and Crowley's Titan Salvage announced plans to merge its salvage operations. The new company – dubbed Ardent and headquartered in Houston – commenced operations on May 1. The bold move leverages the strength of the salvage division of AP Moller-Maersk and Titan Salvage, a division of Crowley Maritime and will meld two of the more enviable corporate cultures in the maritime world.

Domestically, Crowley additionally deployed a new flat-deck barge, a major part of Crowley's rapid response to the sudden departure of Horizon Lines from the Puerto Rico trade. Eventually, of course, Crowley has environmentally correct, blue water assets which will come into service to service most of that volume. Until then, the strength of Crowley's brown water, workboat assets comes into play. And, arguably, few other firms could've structured their business ventures in this fashion.

On the waterfront, however, size isn't everything. That metric became particularly evident this year when 88 Crowley vessels received the Chamber of Shipping of America's (CSA) annual Jones F. Devlin Award in recognition of their safety records. CSA annually honors merchant

vessels that have operated for two or more years without incurring a Lost Time Injury (LTI), highlighting the skills of crewmembers responsible for safe vessel operations. And Crowley is always in the mix.

Crowley's 2014 Devlin Award-worthy vessels together have achieved an impressive total of 565 years of service without an LTI. Crowley's vessels have earned Devlin Awards annually since 2005. Mike Golonka, Crowley vice president, summed it up nicely when he said, "Safety continues to be a primary focus for us at Crowley – whether shoreside or aboard one of our vessels – we believe that safety begins and ends with our employees. The vessels recognized today are proof that together, we can reach our goal of zero – zero harm to people, property and the environment."

It has been a good year at Crowley – one that is not yet over. And, the accolades continue to roll in. In April, Crowley



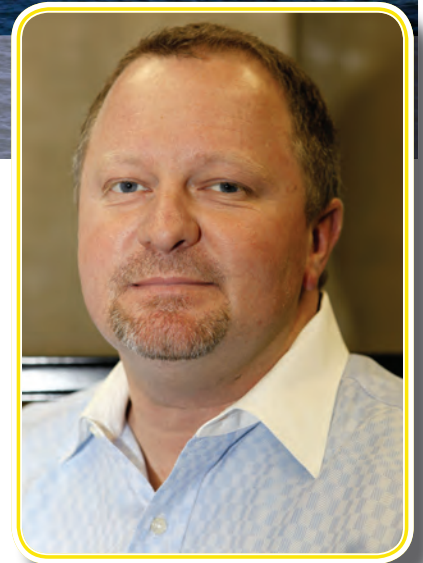
**Thomas B. Crowley, Jr.,
Chairman and CEO
Crowley Maritime Corporation**



Harvey Gulf Deep Sea



Shane Guidry,
Chief Executive Officer
Harvey Gulf International Marine, LLC



was honored with the 2015 Federal Maritime Commission (FMC) Chairman's Earth Day Award in recognition of the organization's companywide environmental stewardship initiatives. The FMC cited Crowley's broad commitment to active environmental efforts, including participation in the spill protection program of the State of Washington, and its membership in the Trident Alliance, a coalition that advocates robust enforcement of fuel sulfur restrictions. Crowley: the company that places the highest priority on individual safety, security, prevention of pollution and customer satisfaction once again finds just the right market spot – one of the centerpieces of our 2015 MN100 edition.

Harvey Gulf's Vertical Integration – the sky is the limit

Everyone knows that Harvey Gulf International Marine, LLC (HGIM) 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. But today's Harvey Gulf is so much more than that.

As the first U.S. vessel operator to contract for construction of vessels capable of operating exclusively on natural

gas and the first to deploy such a vessel into service, the firm's leadership has few peers when it comes to forward-thinking vision. Another five dual fuel support vessels will follow. Operating the most environmental friendly OSV's in Gulf of Mexico is, however, just one leg of the Harvey Gulf business plan. Supporting the LNG venture is the very first LNG Bunkering Facility in America, as well their ongoing \$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. HGIM's multi-missioned, modern assets place it amongst the top tier of operators in the oil and gas support sector. Ultimately, an emerging two-tier market for this type of tonnage will keep the firm in the thick of the mix, even during the toughest of business conditions. A conservative chartering strategy, based on a high percentage of time-chartered assets, even as rivals lay up countless vessels,

has allowed Harvey Gulf to weather the storm nicely.

Seemingly never content to sit back on its laurels, HGIM also this year launched a new affiliate – Harvey Shipyard Group – to manage its shipbuilding assets. As the basis for the move, Harvey Shipyard Group acquired Gulf Coast Shipyard and Trinity Yachts. The shipyard acquisitions position Harvey Gulf as America's only builder, owner and operator of dual-fuel (diesel/LNG) offshore supply vessels and will likely allow them to pass along the savings of lower operating costs and environmental protection to the marine transportation industry. Unspoken in all of that is the power that a now vertically-integrated HGIM will bring to the market.

Far ahead of the curve in terms of compliance with the relatively new Maritime Labor Convention (MLC 2006), you nevertheless get the impression that Guidry and Harvey Gulf care less about complying with a new statute than they do about the welfare of their people. If so, they are more than on their way to accomplishing both. Other operators might take note.

The Maritime Labor Convention, 2006 (MLC, 2006) is now in effect. That said, the United States has not and likely will not ratify the convention. And, Harvey Gulf doesn't care. The newly delivered Harvey Energy is a perfect example. The LNG/dual fuel aspect of the vessel and cutting edge equipment in virtually every aspect of its design leads the way for other U.S. operators to follow suit or get left behind. Nevertheless, the interior outfitting of the state-of-the-art vessel is often overlooked.

The initial reaction of crews who get to sail on these richly appointed, sparkling U.S. flag vessels is predictable. The decision to comply with MLC where possible is a business decision for most American operators. None of that comes without a cost, but the chosen course will eventually determine where and when an operator can deploy his or her fleet. Once there, that decision will drive the quality of the mariners tasked with carrying out that operator's missions.

Underpinning all of that success, however, it turns out that safety is really the most important part of CEO Shane Guidry's business plan. He insists, "At our company, there is no budget in our safety department – they get whatever they want. They can make any changes they need to for the betterment of the boat; no matter what the cost or the time involved." Guidry knows that the price of oil shouldn't dictate the level of commitment to safety any more than the economy should dictate the safety of the vehicles we drive to work. As far back as 2013, when we first interviewed him on this subject, Guidry's formula for

success has focused tightly on safety. "It's my most costly division and there's no doubt it brings in the most in terms of return." If so, then you can't argue with what that philosophy has so far produced.

Ingram Barge Company: Greening America's Marine Highway

Ingram Barge Company (IBCO) has been a marine transporter on America's inland waterways since 1946, and has grown to become a leading carrier on America's inland waterways. A commitment to continuous improvement sets Ingram apart from the competition and provides the best possible service and value for the transportation dollar. The IBCO 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.

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. Looking ahead, however, Ingram has its eyes on much, much more. As they move forward, the inland intermodal world could well be the primary ultimate beneficiary.

In a nutshell, Ingram Barge Company moves bulk cargo, with quality service and a business approach rooted in safety. Beyond this, and no less important, are Ingram's goals that include Zero Harm to associates, the environment, customers, communities, and property. Emphasizing those commitments, David G. Sehr, Senior Vice President and Chief Engineering Officer of Ingram Barge Company, was recently elected Chairman by the members of the American Waterways Operators (AWO), the national trade association representing the tugboat, towboat and barge industry. Sehr will serve as AWO's Chairman until April 2016. As it turns out, that kind of green approach can lead to another.

IBCO 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. It all adds up to



Orrin Ingram,
President & CEO
Ingram Barge Company



David G. Sehrt,
Senior Vice President and Chief
Engineering Officer of Ingram
Barge Company

superior customer service.

Like Harvey Gulf and Crowley, 2015 has been a busy year for this domestic inland giant. In late March, the Paducah-McCracken County Riverport Authority and Ingram Barge Company announced plans to assess the viability of Intermodal River Transportation, utilizing the largest flat-top crane in North America and Ingram's towboats and barges. On March 27th, an Ingram towboat transported a container laden barge to the port of St. Louis and then back to Paducah for unloading. The highly successful trial run of 54 containers tested the logistics of moving the intermodal containers via barge in the nation's heartland.

For IBCO, the intermodal container move now opens up a world of other opportunities and options – not only for Ingram, but also for shippers, environmental reform proponents and everyday users of the roadways that will see less traffic, if and when the fledgling enterprise takes flight. Ingram's bold test run, which ended in April, certainly demonstrated the viability of the concept.

Chuck Arnold, Ingram's Vice President of Business and Strategic Development, told *MarineNews*, "We're ready to go. We're kind of a silent industry for transport, but this will give shippers an opportunity and for us, an opportunity to grow. As an industry, we think we could grow by as much as 50 percent without any impact on the environment or the recreational users." Moreover, Arnold sees a shift in how to market the new service in a manner that appeals to everyone.

Ingram sees the future and the future includes dry cargo barges that just happen to fit containers nicely in good numbers. Sure, it makes for a 'green footprint' but Ingram also sees a different kind of green. Ingram Barge Company certainly isn't the first to try this service on America's inland waterways. But, sometimes, it isn't about being first – it's about collaboratively providing the right service, for the right reasons, in the right fashion, at the right time. And, when it is all said and done, that just might leave some competitors 'green' with envy.

Kirby Corporation: Rolling on the River with Record Earnings

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.

In January, Kirby announced record net earnings of \$68.1 million, or \$1.19 per share, for the fourth quarter 2014. The results impressively bested 2013's fourth quarter figures of \$64.3 million, \$1.13 per share. Consolidated revenues for the 2014 Q4 increased 18% to \$668.3 million compared with \$568.4 million for Q4 2013. That kind of

The Kirby Inland fleet of 884 active tank barges and 247 towboats

has a total liquid cargo capacity of 17 million barrels. That fleet, representing the broadest capabilities in the marine inland tank barge industry today, also 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.

performance in a market which had slowed noticeably in many sectors, is ample testimony to the patient, and strategic way in which Kirby runs their impressive fleets.

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.

Like other MN100 profile operators, 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 – as demonstrated by its full year 2014 fiscal performance – is consistent and reliable service, safer operations and lower costs. A member of the AWO Responsible Carrier Program since 1998, 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 Kirby Inland fleet of 884 active tank barges and 247 towboats has a total liquid cargo capacity of 17 million barrels. That fleet, representing the broadest capabilities in the marine inland tank barge industry today, also 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. Nevertheless, like Harvey Gulf International Marine, Kirby is always upgrading its equipment and expanding its horizons.

A 2015 capital spending plan in the range of \$300 to \$310 million includes approximately \$75 million for the construction of yet another 39 inland tank barges and three inland towboats, all expected to be delivered within this calendar year. These expenditures also include approximately \$85 million in progress payments on the construction of two 185,000 barrel coastal ATBs and two 155,000 barrel ATBs. The balance of \$140 to \$150 million is primarily for capital upgrades and improvements to existing inland and coastal marine equipment and facilities, as well as diesel engine services facilities.

Common Denominator for Quality Carriers

It seems like four different companies serving four largely different sectors and customer bases all circle back to just one thing: safety and the environment. From there, and according to these MN100 marine operators, all good things emanate. That much, like the environments that they strive to keep clean, is crystal clear.

Analytics Cuts Downtime, Boosts Savings

HSQE, Maintenance Apps Drive Operational Efficiencies

“Little details have special talents in creating big problems!”
– Mehmet Murat ildan

By Patricia Keefe

Little things really do mean a lot. Small habits, for example, can prove to be surprisingly costly, as can the slightest deviations from course, recommended speed or timetables. Doesn't sound like much, but over time, these seemingly innocuous aberrations can lead to some pretty painful losses, such as when a captain anxious to get home, pushed down on the throttle, and sped his way through the job's profits.

The good news is that the fix sometimes can be as simple as issuing an order to “stop doing that now,” or to update or complete certification. No parts, no downtime, no costly repairs or punitive fines. When repairs are necessary, forewarning can forearm service providers, resulting in less time spent waiting for parts, workers, and ultimately, a slot and time in dry dock.

Admiral Hyman Rickover famously noted that “The Devil is in the details, but so is salvation.” It's hard enough to see what's in front of your face, day in and day out, never mind dig down through daily logs and sensor reports to ferret out the devil in those details – telling patterns, creeping wear and tear, increased fuel consumption or shrinking efficiencies. Once these issues (the devil) do come to light, they can be addressed (salvation) – but first, they have to be found.

Savvy operators know that salvation also comes in the form of technology used to organize and search through reams of data to expose critical details. What humans fail to notice, software can be configured to track. Be it preventative or predictive maintenance, a light or heavy hand on the helm, or the potential for non-compliance, the right applica-

tion can document processes and reveal weaknesses, creating opportunities for attentive administrators to make corrections or head off disaster, and thus reap quantifiable savings, ensuring a reasonably quick ROI for the investment.

In this year's *MarineNews* 100, we take a look at three providers of what are at their core, operations and equipment management applications – managing maintenance, compliance, internal policies, fuel consumption and security, among other things. In the last year, two of these developers have expanded their reach by gaining the underpinnings of a larger sales and support structure through their acquisition by larger companies.

Each vendor has a different focus, and provides different levels of technical sophistication. gplink targets remote monitoring and diagnostics of what it calls “high horsepower” equipment; Helm's newest application, CONNECT, is heavily focused on ease-of-use; and Caterpillar Marine, which recently purchased last year's *MarineNews* 100 inductee ESRG, wants to expanding its reach beyond engine support to provide customers with comprehensive, multi-system tracking predictive analytics.

Helm: Simple, But Smart

Helm Operations, acquired a year ago by ClassNK, is a developer of web-based, workflow-centered operations software designed to help its mostly work boat clients manage safety, compliance, preventative maintenance, billing and jobs. Its installed base of a little over 1,000 vessels includes customers such as Svitzer, Blessey Marine Services,

Florida Marine Transporters, and McAllister Towing and Transportation. More recently, Helm says it has attracted interest from passenger, fishing and research vessels, as well as offshore companies.

The 16-year old company made its mark by selling its HELM Marine Operations data base-oriented application, which provides comprehensive administrative, management and communications tools designed to increase business intelligence and operational efficiency, typically to fleets with at least 20 vessels. That product was heavily

customizable, and had to be integrated with other ship-board systems. It is still supported, but no longer actively marketed. Helm today is moving in the direction of standardized, off-the-shelf technology.

Helm is currently focused on two products: Helm Dispatch Manager, an off-the-shelf billing, dispatch and operational application designed specifically for the harbor services industry; and its fairly new-to-market flagship product Helm CONNECT, the next-generation follow-up to Marine Operations, for preventive maintenance and compliance.



“Just because you are automating certain things doesn’t necessarily give comfort to people managing oversight of these systems. Some prospects want physical inspections and manual data input, and there’s a lot of stuff you have to do on a vessel that you can’t automate.”

**– Roger Banister,
Vice President of marketing,
Helm Operations**

The screenshot displays the Helm CONNECT interface. On the left is a navigation menu with options like HSQE, Jobs, Administration, Setup, Templates, Operations, Vessels, People, Locations, Ships, Sales, Fleet, Orders, and Invoicing. The main area shows an 'Inspections' section with a 'Testing' form. The form includes fields for Frequency (Daily), Start (5/15/2015), and a list of test items: 1.1 Test, 1.2 Fail, 1.3 Yes No, and 1.4 asdf. On the right, a 'Vessels' table lists various vessel types with checkboxes for selection.

Name	Short Name	
Helm Aircraft	HAC	<input checked="" type="checkbox"/>
Helm Amphibious Assault	HAA	<input checked="" type="checkbox"/>
Helm Battleship	HB	<input checked="" type="checkbox"/>
Helm Coast Guard	HCG	<input checked="" type="checkbox"/>
Helm Combat ship	HCS	<input checked="" type="checkbox"/>
Helm Cruiser	HC	<input checked="" type="checkbox"/>
Helm Destroyer	HD	<input type="checkbox"/>
Helm Frigate	HF	<input type="checkbox"/>
Helm Patrol	HP	<input type="checkbox"/>
Helm Submarine	HS	<input type="checkbox"/>
Helm Transport	HT	<input type="checkbox"/>
SS Mango	SSM	<input type="checkbox"/>
SS Paradise	Diso	<input type="checkbox"/>
XX	XX	<input type="checkbox"/>

Setup Templates Inspections Edit:
Once an inspection or maintenance checklist has been created in Helm CONNECT, it can easily be deployed to one vessel, multiple vessels or an entire fleet through the overlay selection tab.

Released in March, a key component of Helm CONNECT, a data base that supports both manual and electronic data entry, is its ease-of-use and intuitive approach, created by working with the target users of the application - engineers and crew members, according to vice president of marketing Roger Banister.

“We are making their role easier through easy-to-use software. We don’t want the software to get in the way,” says Banister. “The goal is to enable customers to get ahead of maintenance, instead of reacting to it, improving asset utilization as well as increasing billing and operational efficiency.

Manual support is necessary, he explains. “Just because you are automating certain things doesn’t necessarily give comfort to people managing oversight of these systems. Some prospects want manual data input, and there’s a lot of stuff you have to do on a vessel that you can’t automate.”

Helm CONNECT today consists of five applications comprised of five shore-side modules – Inspection, Action Items, Maintenance, Shipyard and Crew tracking, and one shipside module – a user log divided into three areas – engineers, mates and wheelhouse, and is available for free trials, after which it is priced at \$99/vessel/month. Based in a cloud, CONNECT is hosted on Amazon’s web service, although a link is installed locally in the event of an internet outage. The software runs off any computer or laptop. Users get 10 hours of training to learn how to create templates and configure the system to their needs.

“The goal is to be as self-serve as possible. We want to give power back to the customer. Every company has a unique way of doing inspections or maintenance. They don’t want to rely on a software company to set up a process for them. It’s a ‘drag-and-drop’ template; they can set up the system any way they want.”

“What we have today is a robust preventative maintenance solution that allows anybody [authorized] to track anything in the system, create and assign an action item or check list, to see who is working on it, what progress has been made and when it will be completed,” says Banister. Features include automated notification of assignments, and separate “desks” for engineers, mates and the wheelhouse. Users can see everything they need on a single screen, including daily log items and task lists, as well as a link to the permanent log, which retains every entry ever made, especially important for compliance and certification documentation. “Over time, it’s a good way to establish a trend in what’s happening with equipment. You can see what iterative changes you can make to extend the lifespan of the vessel.”

Still in the early adopter stage, CONNECT already

boasts 10 customer installations. Early returns from those users cite several benefits, according to Banister:

- *Intuitive ease-of-use and improved visibility show personnel only what they need to see and do, significantly lowering resistance to using the product and increasing productivity on ship. Offshore, better visibility into everything that is tracked enables proactive, money-saving maintenance.*
- *Direct ship-to-shore data delivery improves planning efficiencies, resulting in less downtime and less risk of lost documents, also boosting productivity.*
- *Auditors gain a single resource containing all relevant data, reducing the time and stress that often accompanies an audit.*

“What we found out recently and through a commissioned report is that the majority of detentions that vessels undergo are due to lack of proper certification.” CONNECT enables an organization to stay current and know when all expiries are coming up, and allows users to attach a digital document or record to a file.

Users also asked for added functionality, says Banister, “Things we had not considered in our original due diligence and testing.” These include specialized filters to sort through information more quickly and more thoroughly; the ability to track medical, training, certification etc. of crew members, which came out in June; and a module to track vessels, slated to debut at summer’s end.

Bannister says the company is just at the point of finishing a full solution of preventative maintenance. The next release - CONNECT 7.10 – will be out this month, and will help users track critical inventory and spares. Eventually this feature will be synched up to purchasing applications to enable a seamless process of reordering. Up next, he adds, is compliance, and reporting functionality. The main application – digitizing policies and cumbersome forms crew have to fill out on a daily basis – will be out mid-to-late fall.

Also in the plan is an eventual move into predictive maintenance, and integration with other systems.

gplink: Limited Pain, Big Gains

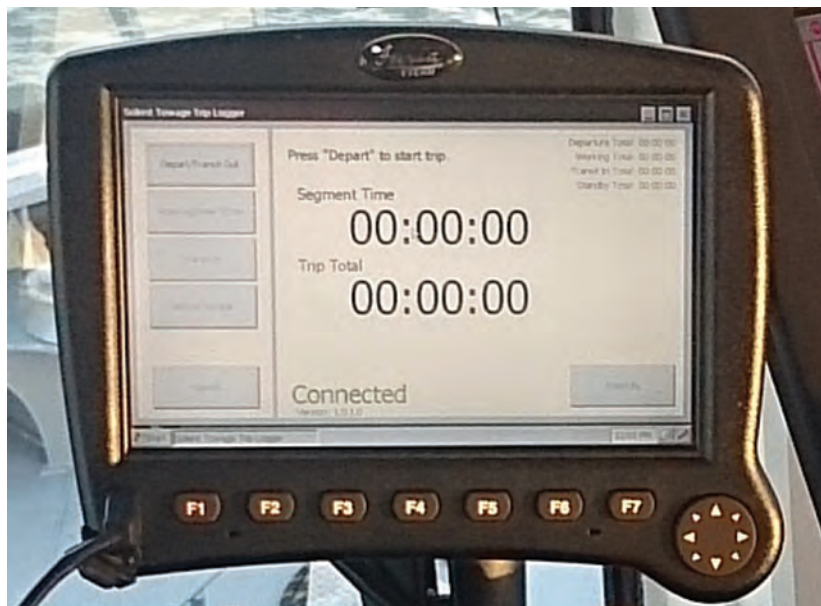
Launched in 2010, gplink is a privately held developer of preventive maintenance and security software for high horsepower systems. Its namesake remote monitoring and tracking diagnostic tool and support and notification system debuted in the fall of 2011, and uses dual band technology – GSM and Iridium satellite networks - “to help keep America’s shallow draft work boats on the water longer and increase their bottom lines,” according to general



“gplink helps keep America’s shallow draft work boats on the water longer and increase their bottom lines.”

**– Dan Webb,
General Manager,
gplink LLC**

gplink’s newest SEEMP touchscreen product makes recording and reporting compliance easy, but what customers like most about it is the ability to name, track and print reports for precise cost and usage calculations.



manager Dan Webb. That’s primarily accomplished via fuel savings and reduced downtime.

“We can monitor anything on the vessel but our core is engine efficiency, performance and fuel consumption,” says Dan Webb, gplink’s general manager. “We are the only one that is really tied into the engine companies.”

gplink helps vessel owners and fleet managers by remotely plotting asset locations while also monitoring engines and critical systems. The standard application can be configured to monitor up to 75 items from a wide range of data points by the shift, day, week or month or vessel, such as latitude and longitude, speed, heading, battery strength, engine RPM and loads, oil pressure, engine hours, idle time, coolant and intake manifold temperatures, rudder variables, fuel burn rate and total fuel used, alert-related data and various data histories, including geofencing logs.

The information gathered under those data points can be viewed through a dashboard page on the web, and fuels the following capabilities:

Resource management – Comprehensive reporting enables identification of abnormal or wasteful behavior patterns, for example when boats are exceeding corporate-

dictated speeds or straying from proscribed routes and specified zones, gplink can track those details and the fleet manager gets a report or alarm. This is critical given that profit is often based on how fuel is managed. “We can put an alert at the helm so the captain knows when he is exceeding corporate guidelines. It’s amazing how often the captain will self-correct when he receives the alarms,” says Webb. “One owner told me [using gplink] he can tell by the way his vessels operate which captain is on which boat.”

A barge company even uses the application to keep track of where its vessels are. “They lose them; believe it not,” says Nancy Ray, director of sales and marketing.

It can also tackle wasteful overcharges via geofencing. When boats enter a taxed zone, they can either pay a flat tax on the fuel they burn, or use gplink to track the actual fuel burned between entering and exiting a zone. “Most of the guys tell us they realize 3%-6% on fuel savings. Depending on the vessel, [and the price of oil] that can add up to a ton of money,” says Webb. That same capability can be used to bill for jobs more quickly, and more accurately. “Companies have found that they were undercharging. Now they get a factual detailed bill versus taking logs

off the boat and trying to create a bill from it,” says Webb.

Asset management – Potential engine problems can be identified before they happen, and downtime minimized by using chronological diagnostic reports that include critical details. “When we spot alarms or abnormalities we work with the vessel to facilitate what needs to happen to keep the boat up longer,” says Webb. That could be as simple as pulling the boat over and finding a tree stuck in the wheels or a bent wheel. In the latter case, gplink can get the part ordered before the boat is taken out of service, significantly shortening downtime. Or, it can have an already briefed tech waiting at the dock, with parts in hand, versus spending several days trying to figure out what’s wrong and what’s going to happen. “It makes maintenance and troubleshooting really proactive,” says Webb. He says engine resellers put gplink on client vessels and use the technology to monitor their customers so they can be “Johnny on the spot” if a problem arises.

Fleet view – Customers can monitor current or historical data for one ship or the entire fleet in near real-time. Charter customers can be given access to track movement of goods the whole way.

A full suite of security alarms can detect theft, fire, smoke, high water, movement, an open door or hatch – even unauthorized use of the vessel. A typical install, including hardware, runs about \$5,000. Webb says commercial customers say they can get their money back on the hardware alone in the first six months based on something as simple as discovering an operator habit that needs immediate modification. “If you tie in fuel consumption [savings], ROI is usually 30 days,” Webb claims.

gplink’s next generation is slated for a workboat release. “It will give users more memory, and ability to do more things, such as predictive analysis and monitoring different types of systems on the vessels.

Today, gplink is installed on 500 vessels, and sold through a supplier relationship with Caterpillar Marine, relationships with builders (Viking, Princess, Paul Spencer) and distributors such as Cummins distributors, MTU, MAN and John Deere.

Caterpillar Marine: The Next Level of Value

Caterpillar Marine, the Marine power arm of engine giant Caterpillar, took a huge leap forward this spring in customer support when it purchased ESRG Technologies Group, LLC, a provider of sophisticated vessel monitoring and data analytics software. The ESRG product line has been renamed Caterpillar Marine Asset Intelligence

(CMAI), and joins gplink in Caterpillar’s line up of monitoring, tracking and data analysis tools.

The acquisition enabled Caterpillar Marine to expand its monitoring efforts well beyond its traditional focus on engines, to providing monitoring and diagnostic services system wide. It also moves the company into the “next frontier of creating value, which is being able to get the next level of performance out of an asset,” according to Rob Bradenham, Global Sales & Business Development Manager, CMAI. He said the goal of CMAI’s data analytics package “is to put the right information in front of the right shareholders so they can determine what the cost benefit is of a certain action.”

“This is not about remote monitoring. It’s about analytics and the manipulation of that data,” agrees P. Jaime Tetrault, Director, Product Support, CMAI. “Engineering technology has gotten to a certain level where you might be able to squeeze out 1% in fuel consumption by changing this or altering that. But we’re talking about 15%-20% opportunity in cost savings by productivity optimization.”

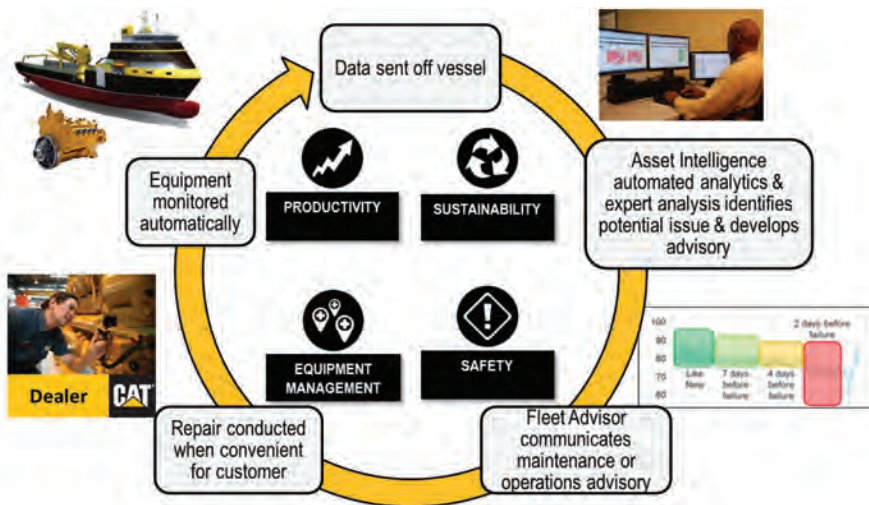
“The advantage of this technology is that it doesn’t cost much too install the equipment, and to run it for six to twelve months and validate the commitments isn’t an unreasonable expectation. However, we expect that following one month of operation, most of our clients would have already recognized productivity and equipment management savings, which would justify expansion across the entire fleet,” Tetrault adds.

“ESRG has a very complex system of algorithms that works with all the collected data to try and be predictive about what’s going to happen. It’s a total vessel predictive-type monitoring system,” sums up gplink’s Webb. “Today we really don’t do that, we’re more about what is actually happening. What [Caterpillar Marine] tells people is that we are more their entry-level offering. When you get into very complex systems monitoring the total vessel, that is when ‘ESRG’ kicks in,” he said, adding, “We are not about trying to control every light that is on board.”

That complex system includes a comprehensive software suite for the remote monitoring and diagnostics of more than 65 on-board systems, along with data analytics that not only can foretell (and potentially head off) that a piece of equipment will breakdown in say, six months, but can look at interrelated equipment and give a read as to how those systems are or will likely be degraded by the issues with the piece being looked at.

The savings from avoiding failures is harder to benchmark, and not easily visible, but Bradenham and Tetrault say it’s not that hard to estimate what parts, service calls

This graphic shows how data and information flow within the CAT CMAI program.



“This is not about remote monitoring. It’s about analytics and the manipulation of that data. Engineering technology has gotten to a certain level where you might be able to squeeze out 1% in fuel consumption by changing this or altering that. But we’re talking about 15%-20% opportunity in cost savings by productivity optimization.”

– P. Jaime Tetrault, Director, Product Support, CMAI.

and downtime might have cost had a budding problem not been nipped in the bud or addressed at an earlier stage. The former ESRG suite’s analytics also helps owners by providing prognostic recommendations for increasing efficiency, and reducing downtime on their vessels. One long-term project lies in gaining classification society approval for the CMAI software, so that its inspectors and auditors will back the recommendations produced by the software. Tetrault says this could take five years.

With ESRG, CAT Marine also got one of the most experienced providers of remote monitoring and analytics. ESRG has been on the market for 15 years, primarily servicing the U.S. Navy for much of that time. Today, the former ESRG software is monitoring thousands of assets on vessels operating around the world, according to Bradenham. Looking ahead, Caterpillar Marine says it will introduce a “full suite of analytic solutions” targeting what it sees as the four top customer priorities: Increasing reliability of machinery operations, optimizing vessel productivity, ensuring safety; and operating more sustainably.

Tetrault also wants to automate regulatory compliance to enable customers to take corrective action prior to ex-

ceeding tolerance limits, and to build interfaces to customer systems, OEMs and classification societies.

Data In: Results Come Out

When it comes to keeping a close watch over vessel and fleet operations, equipment and processes, mariners today have their pick of applications. Regardless of how sensed up or manually-oriented a vessel may be, these systems are each capable of bringing to the fore that “aha!” moment when a previously hidden and silent drag on profitability is suddenly, and sometimes to the utter shock of managers, brought to light. With pricing ranging from \$1,200 per year per vessel to \$5,000, and ROI promises of three to six months, relief is on the horizon for owners and fleet managers determined to profitably navigate today’s torrent of data.



Patricia Keefe is a veteran journalist, editor and commentator who writes about technology, business and maritime topics.

U.S. Boatbuilders:

Conrad Industries



U.S. boatbuilders that previously only catered to local needs just a half century ago now have expanded to serve the military, federal and state agencies, the oil and gas industry and foreign governments. As new vessel orders grew alongside diversified portfolio offerings, their annual revenues also swelled. That could describe a dozen different North American yards, but this month, we caught up with four MN100 honorees; Conrad Industries, Vigor Industrial, Eastern Shipbuilding and Willard Marine to how they got from point A to point B. Construction and repair services are fully booked now at these companies – but how they make that work for their customers is the real story.

Conrad Industries: Newbuild, Repair Portfolio Continues to Grow

Established in 1948, Conrad Industries, Inc. operates five shipyards in Louisiana and Texas, with direct access to the Gulf of Mexico. Led by CEO Johnny Conrad, the

Eastern Shipbuilding



Morgan City-based firm with a staff of 1,100 employees, designs, builds and repairs tugboats, ferries, liftboats, barges and offshore supply vessels for commercial and government clients. With \$309 million in annual sales, it also makes steel and aluminum products and does conversions.

“Our biggest strength is our solid, 68-year reputation for delivering quality vessels on time and budget,” Conrad general manager Robert Sampey said last month. “When we agree to build a vessel, we make a good estimate up front and don’t forget things. That helps our clients, who have contracts specifying day rates for completed boats. We don’t want our customers losing revenue because a boat was delivered late.”

Maximizing Resources to Meet Expanding Orders.

By Susan Buchanan

Vigor



Sampey continued, “We’re thoroughly diversified. But we’re also careful not to become overcommitted on construction.” Key to Conrad’s service is a matrix of dozens of construction and repair buildings and six ABS-classed drydocks. The company provides round-the-clock service to its shallow and deepwater customers alike.

“We consistently grow our product portfolio and services,” Sampey said. “We’ve been expanding on a 55-acre site in Amelia, La., adjacent to our deepwater facility. With this new yard, Deepwater South, we have over 100 acres in total at the joint location. The new land increases our ability to fabricate larger vessels. We’ve already delivered our first Deepwater South product—a 300 foot by 100 foot ABS

ocean deck barge.” In another initiative, “we’re currently under construction in Orange, Texas with the nation’s first dedicated LNG bunker barge,” Sampey said. “The steel’s being cut, and the barge should be complete by early- to mid-2016 and then ready for service in Tacoma, Washington.”

Conrad has operated its 11-acre Front Street yard since 1948 on the Atchafalaya River in Morgan City, about 30 miles from the Gulf. The yard has 14 buildings, ten overhead cranes, a submersible launch barge, 1,700 linear feet of steel bulkhead, five rolling cranes and a slip. It houses offices and three large fabrication warehouses for marine vessels. More than a decade ago, Conrad expanded its Front Street capacity to produce pre-fabricated components and do more modular construction. The site makes small- and medium-sized vessels for commercial and governmental customers, with much of it done indoors to avoid weather delays. “We employ modular construction techniques and zone outfitting, reducing building time and also simplifying systems integration and improving quality,” Sampey said.



Willard

Conrad's 52-acre Deepwater yard in Amelia on the Bayou Boeuf/Intracoastal Waterway is 5 miles from Morgan City and a mile from Conrad Aluminum. After buying the undeveloped site in 2000, Conrad began steel repair and conversion operations there in 2003. "This facility allows us to handle vessels with deeper drafts," Sampey said. The site has a maintenance shop and stock room; 1,100 linear feet of bulkhead and a slip. Deepwater has six drydocks--two with 900-ton lifting capacity; two with 2,400-ton lifting ability; one with 3,000-ton lifting; and one with 12,500-ton lifting.

At Deepwater, Conrad expanded its repair and conversion capacities. It can repair large boats there, including derrick and pipe-laying barges and offshore vessels; and it can launch big-vessel projects more efficiently.

Conrad's 23-acre Orange, Texas yard on the Sabine River is just 37 miles from the Gulf, boasting six construction bays under enclosed buildings, 13 overhead cranes, 200 feet of steel bulkhead and one slip. The yard's equipment includes a gantry-type Numerical Control plasma burner, more than 60 automatic and semi-automatic welding machines, two rolling cranes; 600-, 800- and 1,600-ton transfer/load-out systems; and a marine railway. At Orange, Conrad has room to build LPG barges, double-hull tank barges and deck barges.

Still another facility, Conrad Aluminum, is located on 16 acres in Amelia. After buying the yard in 1996, the company adapted the site in 2003 for aluminum fabrication and repairs. Its primary product has been steel tank barges. The site has seven buildings; 2,100 linear feet

of bulkhead; two slips; and a 300-ton travel lift used to launch and transfer crew boats and small tugs. The travel lift allows clients using the Intracoastal Waterway to leave the water, have repairs done and get back on route.

As for its vessels, Conrad has in-house designs for inland, offshore, coast-wise and harbor boats, and it builds the designs of naval architecture firms. Since its inception, Conrad has been known for making quality deck barges for U.S. and foreign clients. The company has also produced spud barges, keyway barges, anchor barges, rock barges and crane barges.

For tank barges, "we have in-house inland and offshore designs, and we welcome clients to bring in their own designs," Sampey said. The company builds LPG barges and has teamed with naval architecture and marine engineering firms to produce them. "Our barges are as small as you need up to 100,000-barrel, petroleum-product barges," he said.

Conrad's record in building liftboats is extensive too, with a portfolio ranging from 175-230 class boats, along with designs on file for larger sizes. As for dredges, Conrad worked with some of the industry's top designers to deliver the Dredge Murden to the U.S. Army Corps of Engineers several years ago. That 156-foot hopper split-hull shallow-draft dredge operates in small harbors and inlets along the U.S. East Coast.

Conrad has delivered ferries to the State of North Carolina, the Puerto Rican Transit Authority, Washington State Ferries, the Texas Department of Transportation and the State of Alaska Marine Highway Division. "Our ability to deliver the highest quality, passenger-carrying vessels to



Eastern Shipbuilding

governments sets us apart as one of the industry's most reputable builders," Sampey said. Conversions keep Conrad busy, especially at Deepwater in Amelia and at the Orange, Texas yard. With its drydocks, in-house engineering and ample equipment, the company does anything from engine upgrades to OSV stretch jobs. Indeed, there is little they can't or won't take on. Delivering all of that on time and on budget – that's also the Conrad way.

Vigor Industrial Continues to Innovate

Portland, Ore.-based Vigor Industrial, led by CEO Frank Foti, is the top provider of shipbuilding, repair and complex fabrication services in the Pacific Northwest and Alaska. With 12 locations and over 2,500 employees, "Vigor has expanded its complex manufacturing capabilities and developed a critical mass to thrive in today's competitive marine market," Vigor's marketing director Athena Maris said.

In a little over a year, Vigor has merged with Oregon Iron Works and Kvichak Marine Industries, uniting resources in advanced manufacturing, shipbuilding and repair, and aluminum workboat fabrication. "These mergers have created the mass of innovation, infrastructure and financial strength needed to pursue more complex projects, to enter new markets and to win more work," Maris said. The company earns \$650 million annually in revenue.

In the marine sector, Vigor's production ranges from large vessel construction to high-performance military craft and aluminum workboats. Vigor builds fishing boats, tugs, ferries, barges, fireboats and combatant crafts. "We

lead in building aluminum vessels, including pilot, utility, patrol and survey, oil spill, response, fishing and passenger boats, and hovercraft," Maris said. Vigor's customers include marine-transport firms; oil and gas companies; the armed forces; barge lines; city, county and state governments; transit authorities and utility owners.

"If it floats, we repair it," Maris said. "Our ship repair teams can tackle any project, wherever our customers need us, when they need us." Repair work is done on small fishing boats to bigger ones owned by the nation's largest catchers and processors; on anything from basic barges to articulated tug-and-barge sets; on offshore supply vessels to floating drill rigs; and emergency response boats to cruises ships.

In addition, Vigor fabricates heavy, complex items ranging from structural bridge girders to nuclear containment devices and dam lift gates to space-launch towers. "Our teams deliver quality products to the exacting standards of industries including nuclear, hydro, bridge, structural and aerospace," Maris said. "We love to build. The tighter the tolerance and the more complex, the better."

Vigor's experienced staff makes repairs and does refits at state-of-the-art facilities. Vigor's twelve sites include shipyards in Ketchikan and Seward, Alaska; Portland, Oregon; Harbor Island, Ballard, Kent, Tacoma, Everett and Port Angeles, Washington. "We offer right-sized drydocks for just about any project, along with topside repairs on our piers, at our customers' locations and at sea," Maris said. "We specialize in vessel upgrades and overhauls for everything from barges to ferries, and fishing trawlers to cargo and cruise ships."

For the inland sector, Vigor is notably building three 102-foot tugs for Tidewater Barge Lines, designed for Columbia River service. Engines on these tugs are EPA Tier III compliant and meet upgraded standards for cleaner emissions and a reduced environmental impact. These tugs have ergonomic accommodations and comforts to minimize fatigue and crew injuries. In recent years, Vigor's subsidiary Kvichak built two push boats for Seattle City Light, a publicly owned utility. They operate on Ross Lake and Diablo Lake in the Northern Cascades, removing large pieces of debris to allow continuous power generation through the dam.

Other recent workboat projects include the P/V Tecopa, a 65-foot passenger catamaran for the Chemehuevi Transit Authority in Lake Havasu, Calif. The vessel runs as a

Eastern's 2015 order book is full to bursting, and includes multi-service support vessels for Hornbeck Offshore and Harvey Gulf International; towboats for Florida Marine Transporters; an ATB tug and an ATB dredge barge for Great Lakes Dredge & Dock; a hopper dredge for Weeks Marine; Z-drive tugs for Suderman & Young Towing, Bay Houston Towing, Bisso Marine and other clients; and inland towboats for IWL River, Inc. Its track record includes high-tech construction that includes installation of gas-turbine propulsions, Swath technology, ride-control systems, dynamic positioning systems, diesel-electric systems and systems integration, Berthold said.

One of the top employers in Bay County, Fla., Eastern is committed to a safe, clean workplace for its 1,600 staff-



ers, vendors, subcontractors and clients, Berthold said. Eastern has two, new construction and repair facilities in Panama City. The 24-acre Nelson Street Shipyard, with over 2,000 feet of water frontage leading to St. Andrew's Bay and out to the Gulf of Mexico, is equipped with two 1,250-ton marine railways, a 700-foot steel bulk-headed side-launch facility, pipe and

ferry on Lake Havasu, with ports of call in Arizona and California. And in 2011, Kvichak delivered five Military Preposition Force utility boats to the U.S. Navy, with one of them based at the Naval Station Great Lakes in Illinois.

Eastern Shipbuilding Expands its Portfolio

At Eastern Shipbuilding Group in Florida, diversification and a dedicated workforce are key to the company's success. "Our portfolio of over 325 vessels makes us one of the most diverse vessel-construction companies in the United States," Eastern's sales and marketing vice president Steve Berthold said. The Panama City firm, led by CEO and founder Brian D'Isernia, got its start producing commercial fishing boats in 1976. Eastern broadened its offerings, and in 1981 delivered its first offshore supply vessels.

"To date, we've built everything from offshore supply and construction vessels to tugs, inland towboats, ro-ro/passenger ferries, barges, fire boats, research vessels, fishing vessels and more," Berthold said. "We build and deliver any type of vessel that our clients require on time and on budget. Quality Eastern vessels are found in the U.S. coast to coast and around the world."

mechanic shops, a warehouse, a paint building and a corporate office building.

"Adjacent to the Nelson St. shipyard is a 6-acre facility where much of our modular pre-fabrication is done," Berthold said. The fabrication yard includes a 23,400-square foot building, a 16,800-square-foot warehouse and concrete fabrication platens.

Eastern's Allanton Road Shipyard, with over 6,000 feet of frontage leading into St. Andrew's Bay and out to the Gulf, sits on a 300-acre site and occupies half of it. A 32,000-square-foot building houses steel-processing equipment and includes a Wheelabrator automated, horizontal shot-blasting and painting machine for plate and structural members; three 10-ton overhead cranes; a plasma plate-burning machine; a 500-ton apron brake and a 1-inch Pacific plate shear. The Allanton Road site has electrical, carpenter, pipe, and sandblasting and painting shops; a 21,000-square foot warehouse; and an office building.

As for the future, "our focus here is 'full steam ahead,' meaning that we're devoted to continue providing quality-built, on-budget, on-time vessels to our customers," Berthold said. That's the Eastern way, says Berthold.

Willard: 1,500 Boats Built & Counting

California-based Willard Marine, led by CEO Ulrich Gottschling, builds aluminum, fiberglass and rigid inflatable boats for U.S. and overseas law-enforcement, military and commercial customers. Founded in 1957, Willard is the main supplier of 7-meter RIBs to the U.S. Navy. “We design and build some of the safest and most rugged vessels in the world,” Willard marketing director Karen Jacquelin said. “By managing design and production from beginning to end with experienced production teams, we guarantee our vessels will be the ultimate in quality, consistency, safety and performance.” Willard’s facilities in Anaheim, CA and Virginia Beach, VA house over 100,000 square feet of production and office space. The company has delivered more than 1,500 boats, of up to 60-feet in length, to the U.S. Navy, Coast Guard and Marine Corps, along with foreign agencies, oil-and-gas companies, and search-and-rescue organizations.

“Our experienced designers and manufacturers develop specialized boats that often exceed regulatory standards and our customers’ expectations,” Jacquelin said. Lamination, welding, assembly and rigging are done in-house, and the company’s boats are built to meet USCG, ABYC and ISO standards. In 2014, Willard acquired rights to the designs of Crystaliner and SeaArk Marine commercial vessels. That savvy move expanded Willard’s design offerings on aluminum boats for law enforcement, firefighters and spill response, along with fiberglass vessels for ocean search-and-rescue.

Given its throughput volume, Willard has to be skilled at workload management for multi-boat contracts. “Regular planning and scheduling allow us to work on many vessels simultaneously, while avoiding production delays, costly rush-charges and overtime production,” Jacquelin said. “Efficient manning and workload controls have been significant to the success of our business for decades.”

Over time, Willard has developed more than 20 types of craft for the U.S. military and foreign governments, used in special ops, training exercises, harbor and port security, and inland water patrols. “From our 6’6” 490 RIB to our 60’ SAR Fire Boat, our lines feature the best in safety and performance to meet the needs of any search-and-rescue team,” Jacquelin said. “We offer special, on-board options and extensive electronic and power packages.”

Willard is the only U.S. manufacturer of Safety of Life at Sea fast-rescue boats, tested by the U.S. Coast Guard and certified to meet the highest safety standards, she said. “Customers count on our SOLAS rescue boats to get peo-

ple to safety.”

“Our manufacturing team’s experience is key to our record of producing the highest-quality military vessels on time,” she said. “Dave Gutierrez, our manufacturing vice president, has been with the company for 39 years, guiding and improving our production processes. The average tenure of our manufacturing employees is 22.5 years. Willard’s experienced shop foremen have each been here for over 30 years.”

“We also have a team of nine technicians with expertise in Fiber-Reinforced Plastic, gel coat and composites—ranging from minor gel-coat repairs to major hull-and-deck development,” Jacquelin said. Most of them have more than 25 years of experience in FRP. “These technicians are also trained in vacuum-infusion and vacuum-bagging, which is a process replicating the same weight across multiple vessels,” she said.

The company also designs and produces tour boats, glass-bottom sightseeing boats and shore boats. And says Jacquelin, a fair portion of Willard’s backlog involves repair of Willard boats. Spares can be shipped around the world on short notice, drawing from a large on hand inventory. The final piece of the puzzle involves Willard’s customized, crew-familiarization courses in operation, maintenance and repair of the company’s boats. “With a basic one-day, introductory course in the U.S. or an extensive ten-day course abroad, we’ll collaborate with you to design the most effective and cost-efficient program possible,” Jacquelin said. That, in a nutshell, it is the Willard way.

Customers’ Needs Must be Met

What do these companies have in common? They’ll do almost anything to satisfy and keep their clients. And, they are collectively careful not to become over-extended because late deliveries might hurt their customers and impact future work. “We build our boats right so our government customers come back year after year,” Willard’s Karen Jacquelin said. According Robert Sampey, Steve Berthold and Athena Maris, the domestic shipbuilding game is very competitive. American builders are vying for lucrative contracts for military and offshore oil vessels. What’s the bottom line? For a boat builder to grow, it’s important to listen to customers and not take them for granted. And, these MN100 winners practice what they preach.

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.

THE COMPANY:

Metal Shark is a leading shipbuilder specializing in the design and production of boats and ships for military, law enforcement, fire rescue, and a wide spectrum of commercial applications. At its facilities in Franklin and Jeanerette, Louisiana, Metal Shark manufactures vessels in aluminum, steel, and fiberglass. In addition to the diverse lineup of models designed by its in-house team of naval architects, Metal Shark has partnered with Damen Shipyards to offer the proven and globally supported range of Damen vessels up to 80 meters. These are produced at its Franklin, Louisiana shipyard where they are easily launched into the Gulf of Mexico. Metal Shark also works with leading naval architectural firms to offer passenger ferries and other specialized vessels. The Metal Shark story is one of careful, calculated growth driven by continual reinvestment in the company's people, facilities, and technology. Today, Metal Shark fields a workforce of over 250 employees spread across two facilities, with nearly 1,000 vessels in service worldwide. Each component of every Metal Shark vessel is digitally designed, router cut, and assembled to precise tolerances utilizing industry-leading technologies and construction methods.

THE CASE:

Well established as a producer of welded aluminum boats for military and law enforcement, Metal Shark has significantly expanded its capabilities with its new Franklin, Louisiana shipyard now operational. The company has expanded into several commercial markets and now offers aluminum, steel, and fiber-

METAL SHARK BOATS

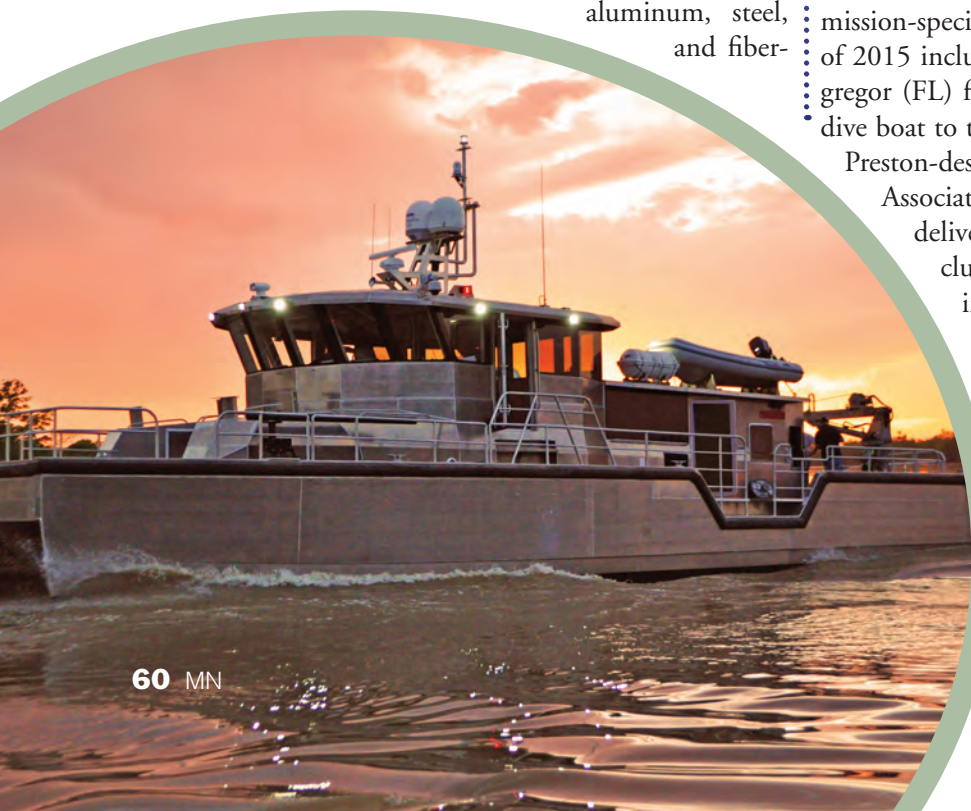
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CEO: Jimmy Gravois
President: Chris Allard



glass vessels up to 250'. Its facilities include a 15-acre production facility in Jeanerette, Louisiana, and a 25-acre waterfront shipyard in Franklin, Louisiana.

THE PRODUCT LINE:

Metal Shark offers purpose-built vessels for defense and security, law enforcement, fire rescue, pilot associations and port operators, passenger ferry and excursion boat operators, and many other commercial markets. Metal Shark is a leading supplier of boats to the U.S. Armed Forces, with several active contracts underway and boats delivering to installations in the U.S. and abroad on a weekly basis. In addition, Metal Shark provides vessels for a growing list of state, local, and municipal law enforcement and fire rescue agencies. The company specializes in the installation of equipment such as positive-pressure Chemical, Biological, Radiological, Nuclear, and High-Yield Explosive (CBRNE) crew protection systems, fire pumps and monitors, Command and Control infrastructure, and other mission-specific systems. Recent deliveries in the first half of 2015 include a 32' Defiant fire boat to the Iona Macgregor (FL) fire department, a 75' Endurance catamaran dive boat to the Aqueos Corporation (LA), and a 45' Bill Preston-designed pilot boat to the Canaveral (FL) Pilots Association. Through June of 2015, Metal Shark also delivered numerous boats to foreign militaries including multiple 38' patrol boats to a country in Southeast Asia and 24' Riverine combat vessels to two countries in Latin America, all in addition to the company's ongoing deliveries to the U.S. Coast Guard and Navy. Key contracts awarded in the first half of 2015 include a contract worth up to \$47 million to produce 7-meter RIBS for the U.S. Navy, and a contract to produce large offshore patrol vessels for Vietnam.



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President/CEO: Martin Kits van Heyningen



THE COMPANY:

KVH Industries is a leading 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, IP-MobileCast content delivery service, TracPhone satellite communications systems, and TracVision satellite television systems. The company has designed, manufactured, and sold more than 175,000 mobile satellite antennas. KVH's mini-VSAT Broadband service utilizes advanced spread spectrum technology that enables KVH's TracPhone V-IP antenna systems to be 85% smaller than competing maritime VSAT products, thereby reducing the installation time and cost for maritime customers and making it ideal for new applications being adopted by leading vessel and workboat managers.

THE CASE:

KVH's mini-VSAT Broadband service provides broadband connectivity to more than 5,000 vessels around the world. KVH's IP-MobileCast content delivery service utilizes multicasting technology to deliver entertainment and operations content to vessels. KVH developed, tested, and launched the IP-MobileCast content delivery service, which utilizes multicasting technology to deliver large amounts of content to many vessels at once, overcoming the prohibitively high satellite communications costs typically charged to deliver files for individual use. Content is delivered over the top of the network so the multicasting transmission does not affect the vessel's mini-VSAT Broadband onboard data speed, and the service ensures digital rights management (DRM) of copyrighted material, such as Hollywood movies and television programs. KVH has collaborated with maritime navigation and weather content providers – Jeppesen, Transas, and AWT – to deliver electronic charts and weather data via IP-MobileCast. KVH also acquired Videotel, whose courses are also available via IP-MobileCast.

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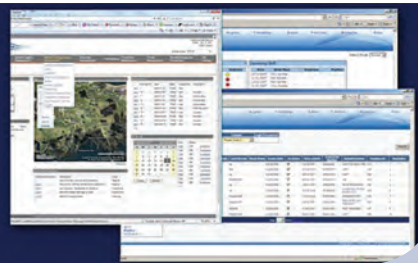
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MarineCFO “Endurance” product line is comprised of the three software models E-150, E-250, and E-350 all of which utilize the same operational chassis but differ based upon workload “pull capacity”, option packages, and client customization requirements. The base model, Endurance E-150, comes equipped with classic MarineCFO Planned Maintenance, Personnel, Operations, and Safety & Compliance modules. This entry level model is best suited for a 1-3 vessel fleet or marine operators with little to no IT infrastructure. Endurance 350 was developed for larger fleets or marine operators with sophisticated IT resources. Endurance E-150, E-250, & E-350 can be deployed either as a capital expenditure solution or subscription based solution.

THE COMPANY:

MarineCFO provides premise-based and Software as a Service (SaaS) solutions to a broad spectrum of the maritime market. The company’s primary focus has been the workboat sector comprising OSV, tug & barge, salvage, dive support, & marine construction vessel/fleet operators. Purchased by Verticalive in March, 2013 the company retained its’ executive leadership team. By late summer 2015, MarineCFO will obtain voluntary IACS UR-Z 20 Compliance. The

THE CASE:

MarineCFO pioneered operational cost saving efficiencies in the workboat sector through innovative software solutions in the early 2000’s. Building on its base software line, MarineCFO helped revolutionize how the industry does business by the transitioning marine operators from a paper and pencil environment to digital, intuitive, and automated processes.

THE COMPANY:

Mascoat was founded in 1995 to provide a thermal barrier solution that has revolutionized how many vessel and ship manufacturers prevent condensation, radiant heat gain, and unwanted vibration. Mascoat’s coatings are now widely accepted as a viable alternative to conventional thermal barrier and sound control methods in many areas of a vessel. Along with a flagship production facility and corporate office in Houston, Mascoat also has sales offices in Holland and China. Mascoat provides coatings that protect commercial marine substrates, and engineers and manufactures a product line that fulfills market-specific needs. Mascoat Marine-DTM Thermal Barrier and Anti-Condensation Coating is lightweight and offers a sound absorption factor as well. Its spray-applied format allows for easy application to even the most complicated geometrical surfaces. Vessel owners continually save 50% on total installed costs over conventional methods and have reduced total construction time frame of the vessel. Mascoat Sound Control-dB Sound Damping Coating is designed to reduce structural borne noise found inside most vessels. Vessel owners report dramatic reduction of structure-borne sound after application.

MASCOAT

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Email: info@mascoat.com
Website: www.mascoat.com
President/CEO: George More



THE CASE:

With 20 years in the business, Mascoat is the sole manufacturer of its products, which have been installed on vessels in over 70 countries around the world. The company has more marine approvals than any other company in the field of thermal barrier, anti-condensation and sound damping coatings. With thousands of vessels coated from Alaska to the Antarctic, Mascoat has revolutionized the way ship-builders around the world are protecting their vessels from temperature, sound, corrosion and condensation.

INTERNATIONAL PAINT

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Website: www.international-marine.com/marinehome.aspx
President/CEO: Ton Buechner
Vice President: Dave Heflin



THE COMPANY:

For over 130 years, AkzoNobel's Marine Coatings business, International, has pioneered the development of market-leading coatings for the shipping industry. The firm prides itself in its commitment to innovation, continual investment in research and development and a resolute focus on solving the increasing challenges our customers face. Understanding the changing dynamic of the marine industry is at the heart of product development, aligned with a focused and unrelenting dedication to driving as much efficiency into customers' operations as possible while improving performance and increasing profitability.

THE CASE:

Owned by AkzoNobel, International Paint is among the world's largest coatings suppliers. Additionally, International Paint holds a significant market share in the marine coatings market. AkzoNobel's marine business, International, has worked to create the first approved carbon credit methodology in the marine industry. Through this, vessel operators can be rewarded for investment in cleaner technologies through the generation of carbon credits. To qualify, a vessel needs to be converted from a traditional biocide-containing antifouling to International's Intersleek during routine drydocking. Those vessels already coated with Intersleek already qualify.

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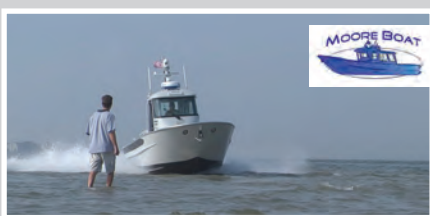
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President/CEO: Leighton Moore



THE COMPANY:

American owned and operated Moore Boats creates shallow draft custom aluminum boats. Created and based on a void in the marketplace, its patented hull form is the culmination of multiple revisions and advancements, each one yielding a more well rounded and capable hull. The hull has the unique ability to excel in extreme shallow water, while remaining more than capable in various sea states. The Moore Boat portfolio includes diesel, gas, and outboard powered options, all produced utilizing state of the art TIG and MIG welding and water-jet cutting to ensure consistency and reproducibility.

THE CASE:

Moore boat specializes in shallow draft platforms used in a wide variety of applications including (but not limited to) military, law enforcement and commercial operations. As inland waterways continue to silt in and dredging becomes more politically and financially difficult to undertake, the unique Moore boat philosophy that drives their shallow draft platforms is getting the attention it deserves from industry. Additional hulls are under contract and construction to add to recent delivery of a new Coast Guard approved Subchapter T shallow draft water taxi. A new 25' prototype design is nearing completion.

KRAL-USA, Inc.

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Matthews, NC 28106
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Email: sales@kral-usa.com
Website: www.kral-usa.com
President/CEO: Christoph Tschegg



THE COMPANY:

KRAL has been manufacturing pumps and flow meters for the marine industry since 1950. KRAL is well renowned for high quality, durable and rugged solutions suitable for harsh marine environment. KRAL is quality, innovation and quick response anytime and anywhere. 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.

THE CASE:

KRAL provides innovative cost saving solutions for the marine industry. KRAL offers accurate, real time fuel consumption measurement and monitoring to reduce operating and maintenance costs. 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.

METALCRAFT MARINE, INC.

583 East Broadway
Cape Vincent, NY 13618
Tel: (613) 542-1810
E-mail: info@metalcraftmarine.com
Website: www.metalcraftmarine.com
President/CEO: Tom Wroe



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 water-jet propelled craft building over 600 hulls to date. Customers include the U.S. 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. MetalCraft last year delivered the Firestorm 70 command center and high-speed response vessel to the Port of Houston, a central piece of the port's response mission set. The vessel has quad diesel inboard engines to propel the boat to a top speed of 45 knots. Beyond this, four firefighting pumps can produce flow meter results of 13,600 gpm at 150 PSI and 17,000 GPM at 130 PSI and stream up to 450 feet with a roof-mounted Stang monitor – a marked improvement to the Authority's previous capabilities.

MILLER ELECTRIC MFG. Co.

1635 West Spencer Street
Appleton, WI 54912

Tel: (920) 734-9821

Email: info@millerwelds.com

Website: www.millerwelds.com

President/CEO, Industrial Systems Group:

Jeff Lonigro



THE COMPANY:

Miller Electric Mfg. Co. manufactures arc welding products designed for manufacturing, fabrication, construction, shipbuilding and marine applications. The company, wholly owned by Illinois Tool Works, sets the industry standard for reliability, quality and responsiveness. Miller is recognized for multiprocess machines that offer the versatility to weld multiple material thicknesses to remote control technology that provides complete process control at the weld joint. Miller manufactures arc welding products, including MIG, TIG and stick welding power sources, as well as a variety of welding safety equipment ranging from fume extraction units to helmets and respirators.

THE CASE:

Miller Electric Mfg. Co. makes it a top priority to understand customers' needs and to create welding solutions that help them to address the challenges of operating a productive, profitable business. As a trusted strategic partner to its customers, Miller offers leading-edge technologies, along with superior technical support and service.

THE COMPANY:

Mitsubishi Engine North America, Inc. is the North and South American distribution and sales center for Mitsubishi industrial and marine diesel engines as well as turbochargers and their related parts. This Illinois-based facility reinforces Mitsubishi's commitment to the North and South American market. Whatever the customer's requirements, Mitsubishi's staff in both our Itasca office and headquarters in Japan, as well as Mitsubishi's international organization, stand behind all products with absolute determination to maintain top-ranking quality. The firm's primary product line includes Industrial Diesel Engines, Marine Diesel Engines, Turbochargers, and Natural Gas Engines.

THE CASE:

Mitsubishi Engine prides itself on meeting strict Tier 3 EPA regulations, while also maintaining a mechanical marine engine product. End users like the product because of its ease of operation as opposed to electronic engines which can be too complex out on the water for workboat crews to quickly work on the engines.

MITSUBISHI ENGINE NORTH AMERICA, INC.

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Email: sgarcia@mitsubishi-engine.com

Website: www.mitsubishi-engine.com

President/CEO: Mr. Tetsuya Nagayama



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THE COMPANY:

The Patterson Company provides a full product line for an array of industries – from winches to ratchet turnbuckles to tensors and beyond. Every day, Patterson seeks out new ways to improve its products through innovative teamwork with customers and partners throughout every market sector they touch. Patterson’s winches, turnbuckles, and tensors are designed and manufactured with an eye toward innovation.

THE CASE:

The Patterson Manufacturing Company began operations in 1858 on the banks of the Monongahela River in Pittsburgh. In the 1950s, it 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. For more than 100 years, Patterson has been designing, building and innovating for the North American shallow draft market, always listening and trying to understand better this market to provide safer, easier and faster products to service it.

THE PRODUCT LINE:

The Patterson patent pending Self-Aligning Roller Chocks (S.A.R.C.) are the next evolution in boat to barge coupling. Effectively utilized for both face wires and wing wires, the Patterson line of S.A.R.C.’s include all of the features mariners have come to expect: optimized sheave materials for both synthetic rope and steel cable, rounded edges to minimize wear points,

c o r r o -

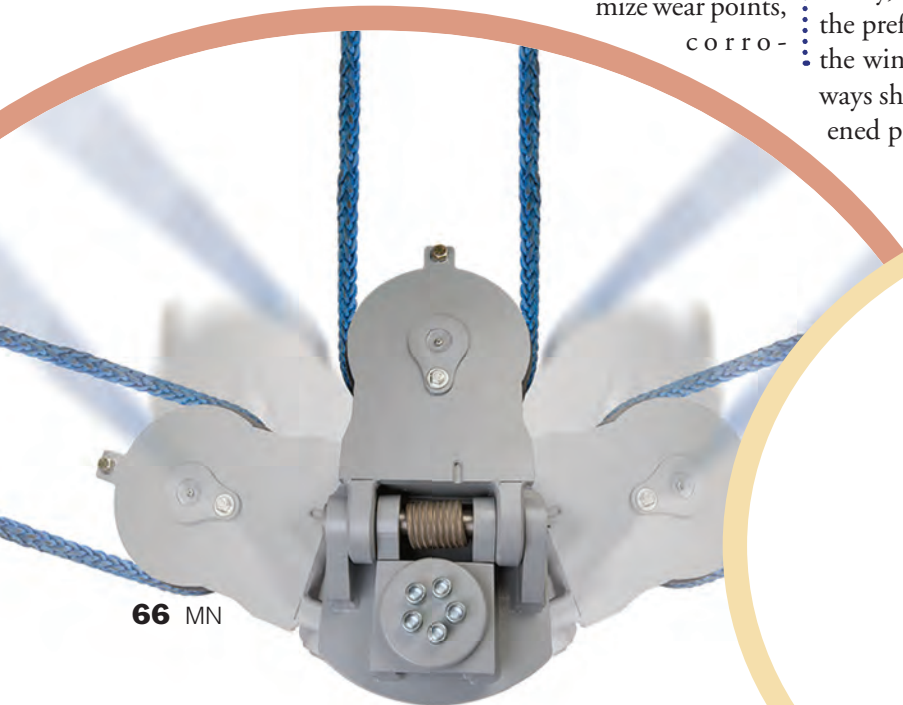
**PATTERSON
MANUFACTURING, INC.**

870 Riversea Road
Pittsburgh, PA 15233
Tel: (412) 291-8064
Email: Russ.Mayhew@patterson-
mfg.com
Website: www.pattersonmfg.com
CEO/President: David Grapes

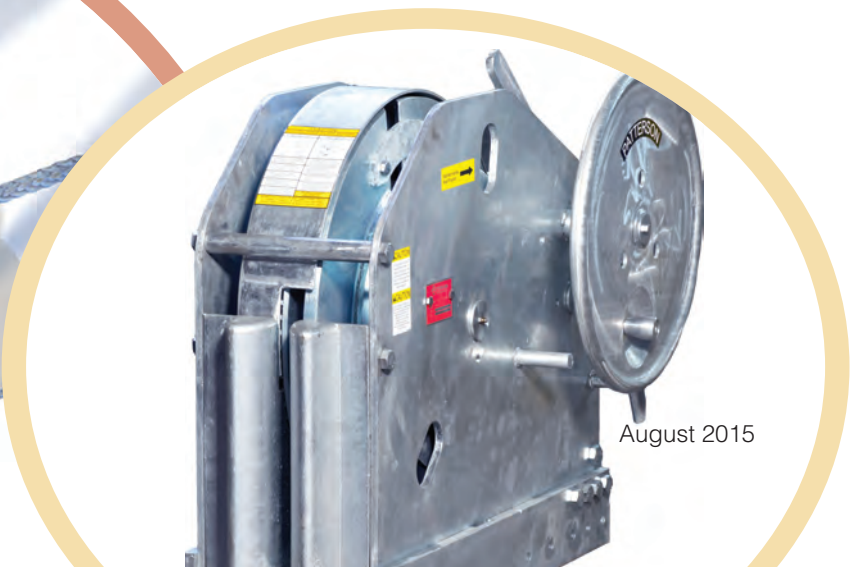


sion resistant construction utilizing stainless steel and protective coatings for extended life, and extreme durability.

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 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. In response, and 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. Today, Patterson has already delivered its 10,000th YoYo winch—a significant milestone that reflects just how thoroughly the YoYo has advanced in North America’s waterways in just a few years. 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. For inland waterways shipping, SARC and YoYo both translate into heightened productivity and profitability.



66 MN



August 2015

THE COMPANY:

Massachusetts Maritime Academy presently offers seven undergraduate Bachelor of Science degrees and two graduate Masters of Science programs. The institution is one of nine state universities in the Commonwealth of Massachusetts. While approximately 70 percent of the students are from Massachusetts, the regiment of cadets is comprised of students from around the globe. 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. RADM Fran McDonald recently replaced RADM Rick Gurmon who has retired after 37 years of service.

THE CASE:

Massachusetts Maritime Academy is celebrating one hundred twenty five years of service this year. The in-

MASSACHUSETTS MARITIME ACADEMY

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 Email: blima@maritime.edu
 Website: www.maritime.edu
 President/CEO: RADM Fran McDonald



stitution originally established as Massachusetts Nautical School in Charlestown, MA has been training deck and engine licensed seafarers since it opened 125 years ago. The academy now brings in a class of 500 cadets of which fully one-half are USCG license track students. The institution has always maintained the highest commitment to academic quality and seafarer proficiency. Massachusetts Maritime Academy also offers professional seafarer training through a variety of 20 USCG approved courses offered under the Division of Continuing Education. A unique element of this professional training offered is a four vessel “Manned Model” fleet is used to train pilot globally.

McALLISTER TOWING

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Email: Corporate@mcallistertowing.com
 Chairman: Captain Brian A. McAllister
 President: B. Buckley McAllister, Esq.



THE COMPANY:

McAllister Towing & Transportation last year celebrated 150 years in marine transportation. McAllister operates a fleet of more than 75 tugboats, crew boats and barges in 17 locations along the U.S. East Coast from Portland, ME to San Juan, PR. The fleet of over 270,000 H.P. consists of 28 Z-Drive/ Tractor tugs, 11 Tier II compliant tugs, 20 plus vessels involved in coastal towing and 35 ABS load line classed vessels. In each port, McAllister is engaged in ship docking (servicing more than 1,000 steamship companies), general harbor towing, coastal towing and bulk transportation.

THE CASE:

McAllister endures, says Buckley McAllister, “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.” As always, McAllister has embraced technology and the future and welcomed dozens of new Z-drive or azimuth thruster tugs, and its fleet is rapidly becoming one of the most modern in the United States. Buckley McAllister adds, “We’re investing to improve services to our customers. That’s the best way to assure a resilient business.” Appropriately enough, Buckley McAllister recently 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. McAllister also owns and operates the Bridgeport & Port Jefferson Steamboat Company, established in 1883, that presently runs three passenger-car ferries, the GRAND REPUBLIC, PARK CITY, and P.T. BARNUM, each capable of carrying 1,000 passengers and 100 automobiles, between Bridgeport CT, and Port Jefferson NY.

KARL SENNER, LLC

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 Email: Chris@karlsenner.com
 Website: www.karlsenner.com
 President/CEO: Ralph Senner



THE COMPANY:

Karl Senner, LLC is the exclusive North American distributor and service provider of Reintjes Marine Transmissions, Steerprop Azimuth Thrusters and EPD Electrical Systems. The firm supplies robust, industry-proven marine propulsion systems; all backed by an experienced factory-supported technical team, resulting in superior service. As a family owned and operated business, Karl Senner maximizes customer satisfaction by professionally delivering prompt, effective solutions.

THE CASE:

The inland waterways have always been a major focus of business since the company's inception in 1967. Karl Senner prides itself in knowing what it takes to support inland customers, from sizing the appropriate equipment, to stocking spare parts, and providing quick service turnaround. They know the demands of the river, and how to support customers accordingly. Family owned and operated, the company provides both the flexibility and personal approach in order to respond to market demands quickly and effectively. The firm has extensive experience in Z-drive systems and technology – both in the offshore and inland markets.

MOOSE BOATS, INC.

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 Email: stephendirkes@mooseboats.com
 Website: www.mooseboats.com
 President/CEO: Roger Fleck



THE COMPANY:

Moose Boats builds quality aluminum catamarans, all designed to meet a variety of mission specific applications for law enforcement, emergency response, and security patrol purposes. Widely known for their durability, sensible design, and unparalleled attention to detail, Moose Boats are simply the finest aluminum boats on the market. Every Moose Boat is built to the needs of the customer, so they are sure to meet any mission-specific needs.

THE CASE:

For over 15 years, Moose Boats has been building top-of-the-line boats for law enforcement, fire, and government agencies that meet a wide range of mission needs with unsurpassed quality and attention to detail. For example, the Moose Boats M2-37 Fire Rescue Catamaran appeals to smaller agencies that need a multi-mission hull, shallow draft, a rescue system and one that can get to places where there is no hydrant and where, perhaps, the need to beach the boat in obscure areas is a necessary option. Delivering robust water flow to a land based firefighting assignment, the boat takes suction from the stern area, which remains unfouled and on the offshore side. On the water today, there are not too many catamaran firefighting vessels. Moose's version is one of the best – providing bang for the buck.

NABRICO

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 Email: nabrico@trin.net
 Website: www.nabrico-marine.com
 President/CEO: Neal Langdon



THE COMPANY:

From the design of barge accessories and deck fittings to the day-to-day commitment to customer service, NABRICO is one of the most highly respected names in the water transportation industry. NABRICO started building bridges in 1902 and built its first piece of floating equipment for the U.S. Corps of Engineers in 1915. More than nine decades of experience, engineering and nautical expertise go into every piece of equipment built today. NABRICO is a major supplier of marine deck hardware on the river system as well as the offshore industry.

THE CASE:

The NABRICO deck winch and "Big Blue" barge moving winches along with a complete line of hand, electric, and hydraulic winches are prime examples of Nabrico's ongoing commitment to excellence in design and quality. NABRICO is now producing Constant Tension Winches and other special winches using state-of-the-art electric motors and controls. In addition, NABRICO offers a complete line of hatches, castings (bitts, kevels, chocks, D-Rings, Panama Canal chocks, etc.), watertight doors, and tank barge fittings (expansion trunks, drip pans, warning signs, small tanks, etc.). NABRICO has the capability to meet the needs of almost any customer's deck fittings requirement.

NAUTICAN

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Email: elizabeth@nautican.com
Website: www.nautican.com
President/CEO: Elizabeth Boyd



THE COMPANY:

Nautican is a marine propulsion company that engineers and manufactures hydrodynamic solutions that increase power and maneuverability, while significantly reducing fuel use and maintenance needs. Nautican offers Integrated Propulsion Units, High Efficiency Nozzles and Propellers, high aspect ratio Triple Rudders, Pre-Swirl Stators, and also Hydralift Skegs for barges. Founded in 1972, and for more than 40 years, Nautican units have shown proven performance gains on a variety of vessels, including tugs, ATBs, barges, and other vessels – all with varying demands and requirements.

THE CASE:

Nautican holds nine patents for their innovative designs. In 2003, Nautican developed the Integrated Propulsion Unit, which combines the High Efficiency Nozzle, Triple Rudders, Stators, and Propeller in a fully assembled, ready-to-install unit. The first application was on a retrofit of Northern Transportation's tug, Edgar Kotokak. In 2015, many significant vessels, built with Nautican units, were launched. These include the Michele Foss – Foss Maritime's first of three arctic class tugs. Additionally, Nautican was also involved in several ATB designs, including two for Bouchard at Halter, two for Kirby at Nichols Marine, and several Reinauer ATBs at Senesco. In recent years, the company has come under new leadership, resulting in increased sales and notable growth.

THE COMPANY:

Ocean Tug & Barge Engineering Corporation's primary business involves Naval Architecture and Marine Engineering, Specializing in AT/B, Ocean tug and Ocean Barge Design. When you think "AT/B" today, one cannot help but think Bob Hill and Ocean Tug & Barge Corporation. That said; OT&BE has also done a number of "everyday" tug and barge related projects, which include Repowering, Shafting Design, Stability Studies, Fendering Modifications, Upper Pilothouse Additions, Tug Rehabilitation, Conversions to Yachts, and Harbor and Towing Tug Design. In a nutshell – and if it has to do with the brown water, workboat industries – OT&BE has been there and done that.

THE CASE:

Ocean Tug & Barge Engineering Corporation and Robert Hill are the co-inventors of the Intercon Connection System, and specialists in the design of AT/B's or articulated tug/barge units for unlimited service. Currently, the firm is involved in the design of AT/B gas carriers, container carriers, clean product and crude carriers, and their attending tugs. Beyond this, the firm created the FacetTug concept, and currently has building to its design, 2 gas carrier barges, two petroleum carrier barges, and 13 AT/B tugs from 4 to 8000 hp. This means the firm will have had a hand in over 70% of the operational AT/B's in service in America – including, nearly 80% of those built or converted since 1994. In large part due to Bob Hill's efforts, the AT/B is now a familiar standard in the U.S. flag fleet for coastal, Jones Act and some inland applications.

OCEAN TUG & BARGE ENGINEERING CORP.

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Email: sgarcia@mitsubishi-engine.com
Website: www.mitsubishi-engine.com
President/CEO: Mr. Tetsuya Nagayama



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 Website: www.shockmitigation.com
 President/CEO: John Haynes



cation, training and specialist online resources that link manufacturers and decision makers in the sub IMO sector (sub 80 feet / 24 meter). The company delivers accelerated knowledge transfer by conferences, workshops and specialist in-house events that are designed to engage with various groups. Next generation solutions include the utilization of hybrid power and propulsion. Viable solutions include combined diesel / electric / battery systems for workboats, wind farm support vessels, pilot boats, patrol craft, survey vessels, Superyacht tenders and unmanned craft.

THE COMPANY:

Shock Mitigation provides marine organizations, boat builders and equipment manufacturers with relevant subject matter expertise plus an independent overview of how this sector is rapidly changing. For OEM boat builders and equipment manufacturers, Shock Mitigation addresses strategic product development requirements regarding high speed craft, marine and special projects. For professional maritime organizations operating fast boats, Shock Mitigation delivers expertise to increase efficiency, reduce injury and reduce the risk of damaging litigation. Shock Mitigation brings together market analysis, communi-

THE CASE:

Shock Mitigation has demonstrated the ability to combine next generation innovation with the delivery of practical solutions across various maritime sectors around the world. Specialist knowledge gained in government and professional sectors is utilized to create viable working practices that improve efficiency and reduce costs in the commercial sector. Shock Mitigation founded the RIB and High Speed Craft Directory as an open access online resource that brings together specialist boats, equipment and new technology for maritime professionals.

THE COMPANY:

The Shearer Group, Inc. is a full service naval architecture and marine engineering firm. A leader in the design of inland towboats and barges, with a rich history of providing naval architecture and marine engineering services to the marine industry, it has a particular focus on the inland sector. Inland barges built to TSGI designs number in the thousands, along with towboats, dry dock and other specialty designs involving modifications and conversions of existing marine vessels. Other notable design projects include new azimuth drive towboats, and chemical and pressure barge designs. TSGI provides naval architecture, marine engineering, marine surveying and technical support services to clients worldwide. TSGI's marine engineering practice focuses on the design of new vessels, but also works on repowerings, vapor control systems, and mechanical and electrical upgrades. TSGI offers a full spectrum of service, from concept design, shipyard oversight, implementation of tests and trials, and eventual life cycle management and maintenance support.

THE CASE:

The Shearer Group, Inc. (TSGI) is a premier inland barge designer and innovator of inland z-drive

THE SHEARER GROUP, INC.

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 Website: http://shearer-group.com
 President/CEO: Greg Beers, P.E.



towboats. TSGI is also actively involved in the conversion of vessels to LNG to keep the environment clean. LNG projects include private contracts and work for the U.S. Army Corps of Engineers (USACE). In 2014, TSGI was awarded "Approval in Principle" (AiP) by ABS for the design of a 4,200 horsepower Liquefied Natural Gas (LNG) towboat. The towboat is based on TSGI's proven azimuth drive (z-drive) towboat design.

THE COMPANY:

New York State Marine Highway Transportation Co., LLC is based at the head of Navigation on the Hudson River. Whether you need Project Cargo moved from the East Coast and unloaded at a NYS Canal Port with limited or non-existent infrastructure, desire surplus marine equipment repositioned from the Great Lakes, require ship assist on the upper Hudson, support for a drill rig rental barge or need bulk/general towing along the East Coast, Long Island Sound or Hudson River, NYS Marine can provide the logistics and equipment to do so.

THE CASE:

NYS Marine has specialized equipment that uniquely enables the firm connect any U.S. East Coast Ocean Port with any Great Lake Port via the New York State Canal System. This saves transportation costs by reducing distance and eliminating the peril of an Ocean Transit. NYS Marine is virtually the sole source provider for this service, routinely shipping more tonnage and cargo

NEW YORK STATE MARINE HIGHWAY TRANSPORTATION Co., LLC
 427 River Street
 Troy, NY 12180
 Tel: (518) 365-3305
 Email: rob@nysmarinehighway.com
 Website: www.nysmarinehighway.com
 President/CEO: Rob Goldman



value annually than any other shipper. The firm this year transported approximately 100,000 tons of Canadian corn to support Ethanol Production on the Oswego Canal. This represents the largest tonnage transported on the Canal in 30+ years.



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THE COMPANY:

Robert Allan Ltd. is Canada's most senior consulting Naval Architectural firm, established in Vancouver, B.C. in 1930. The company has earned an international reputation for innovative, successful designs for a wide range of vessels and has been a leader in creating cost-efficient vessels for service in the marine transportation industry. Their experience includes designs for hundreds of vessels of almost all types, from small fishing boats to ocean-going ferries. The firm provides independent professional marine consulting and design services to a worldwide client base, supported by the latest in computer-aided design technology.

THE CASE:

Robert Allan Ltd. is a world leader in innovative Naval Architecture and Marine Engineering, with a particular focus on the Tug and fireboat sectors. Robert Allan Ltd. has won many awards for their design work from a variety of publications and the firm has long been synonymous with workboat and brown water solutions.

PRIMARY SERVICE:

Ship Design Robert Allan Ltd. has an experienced, professional staff of Naval Architects and Engineers capable of handling any type of ship design, but the company is best known for tackling the innovative and unusual design problem. Starting by working with clients to develop a clearly defined statement of operational requirements, design drawings and specifications are prepared to suit the client's specific vessel and construction requirements and budget.

ROBERT ALLAN LTD.

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Tel: (604) 736-9466
Email: jhyslop@ral.ca
Website: www.ral.ca
CEO/President: Mike Fitzpatrick



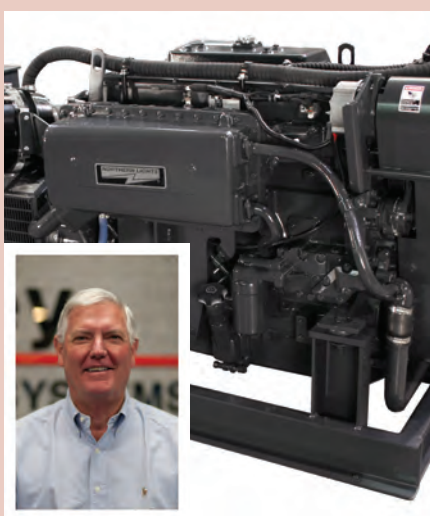
The scope of services can range from concept outlines, through complete design documentation for contract bidding and Classification Society approval, to construction working drawings. Use of the latest in CAD facilities expedites and improves the accuracy of every aspect of the ship design process. Robert Allan Ltd. offers professional consulting services in a wide range of marine engineering topics. A total of 85 fully qualified and experienced staff members are supported by a network of professional associates in specialized disciplines, and by extensive in-house computing facilities. Marine Engineering analysis services are offered in a wide range of subjects, 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 systems, Resistance and propulsion and Shafting system design. Recently, Robert Allan Ltd. has been awarded a contract to design a new and innovative tug for a Norwegian owner. These new tugs, RA-star 4000 DF designs, are at the leading edge of escort tug technology and are the culmination of Robert Allan Ltd.'s extensive experience in the field of vessel design. The three

LNG fueled escort tugs will be operated by Norway's Østensjø Rederi for operation at Statoil's Melkøya terminal. Spanish shipbuilder Astilleros Gordan has been awarded the newbuilding contract for the tugs, which will have Wärtsilä dual-fuel (DF) engines integrated with a customized gas storage and supply system. With dimensions of 40 m length and 16 m beam, they will have a bollard pull of 100 tons and escort steering force of 155 tons. Delivery is set for first half of 2017.



NORTHERN LIGHTS, INC.

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Website: www.northern-lights.com
President/CEO: Sam Hill



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.

MOPS MARINE LICENSE INSURANCE

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Website: www.mopsmarinelicenseinsurance.com
General Manager: Randy O'Neill
President/CEO(Lancer Insurance Company): David P. Delaney, Jr.



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

THE CASE:

For over 80 years, MOPS has provided pre-paid legal defense representation by qualified local maritime attorneys to USCG-licensed deck officers, engineering officers, state & federal pilots and tankermen being investigated or charged following a marine casualty. Many marine companies purchase the coverage for their officers as an employee benefit in today's competitive job market. Not surprisingly, MOPS has provided peace of mind to thousands of maritime professionals, and is chosen by more mariners over all competitors combined.



NORTHWEST TO NORTHEAST
AND ALL THE SHORELINES IN BETWEEN



ALL AMERICAN MARINE, Inc.

Tel: 360.647-7602 Email: sales@allamericanmarine.com Web: www.allamericanmarine.com

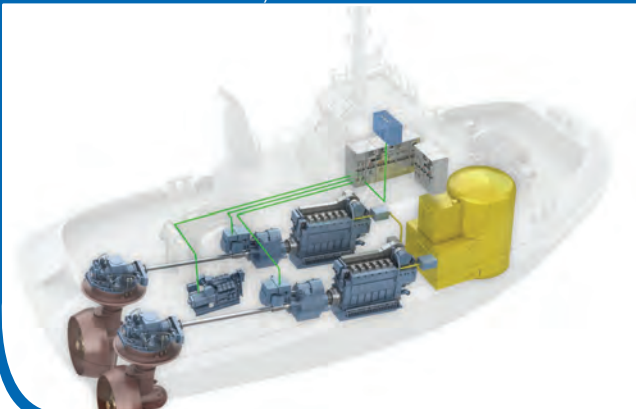
THE COMPANY:

Rolls-Royce designs, develops, manufactures and services integrated power systems for use in the air, on land and at sea. Rolls-Royce has the largest highly innovative product and power systems capabilities in the marine market, enabling the support of offshore, merchant and naval customer needs from conceptualization through design, build, testing, delivery and after market life cycle support. For sea markets, reciprocating engines and systems from Rolls-Royce are in marine, distributed energy, and oil & gas applications. The full range of equipment in service with 4,000 customers onboard more than 25,000 vessels includes marine gas turbines and generator sets, high speed and medium speed diesel reciprocating engines (MTU & Bergen), fully integrated propulsion systems (Controllable Pitch Propellers, Fixed Pitch Propellers, steering gear, waterjets, azimuthing thrusters and tunnel thrusters), vessel design, automation and control systems, stabilization systems, ship replenishment systems, deck machinery and winches.

THE CASE:

Rolls-Royce is a leading power and propulsion systems and equipment provider to the brown water mar-

Rolls-Royce
 1875 Explorer St
 Reston, VA 20190
 Tel: (301)820-8246
 Email: jonathan.webster@rolls-royce.com
 Website: www.rolls-royce.com
 President/CEO: Mikael Makinen



ket. The firm supplies MTU high speed diesel engines, z-drive azimuth thrusters, waterjets, control systems, anchor winches, steering gear and a broad range of equipment, to countless harbor and escort tugs, push boats and ATBs, in addition to ferries, crew boats and many other classes of work boats in North America – and around the world.

R.W. FERNSTRUM & COMPANY

P.O. Box 97 / 1716 11th Avenue
 Menominee, MI 49858 USA
 Tel: 906-863-5553
 E-Mail: sales@fernstrum.com
 Website: www.fernstrum.com
 CEO: Paul Fernstrum
 President: Sean Fernstrum



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 more than two dozen 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. In the workboat and brown water sector, Fernstrum applications and solutions can be found on a myriad of platforms, including ATB's, Barges, Dredges, Escort/Specialty Tugs, Inland River Boats, Landing Craft, OSV's, Passenger Vessels & Ferries, Pilot Boats, Push Boats and many other hull forms. Fernstrum is also active in the Repower markets.

RAYTHEON ANSCHÜTZ GmbH

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Email: sales-commercial@raykiel.com
Website: www.raytheon-anschuetz.com
President/CEO: Dr. Lueder Hogrefe



THE COMPANY:

In 1905, Anschütz & Co. was founded in Kiel, Germany. In 1995 Anschütz & Co. was acquired by the Raytheon Company. Raytheon's wide range of products reflects their core competences – navigation and systems integration. Raytheon Anschütz is a leading supplier of integrated navigation solutions and navigation components for all kinds of commercial vessels, megayachts, work boats, coast guard, naval surface ships and submarines. The product range covers gyro compasses (including HRG and ring-laser gyros), repeater, manual steering control systems, adaptive and non-adaptive autopilots / trackpilots, network-based radars and chart radars, ECDIS, C2 systems, conning displays, multifunctional workstations and specialized equipment for military ships. A wide variety of customized services (from project outline to lifecycle) is offered with each program.

THE CASE:

Raytheon Anschütz GmbH is an integrator of navigation systems for commercial vessels and naval ships. A significant share of worldwide 35,000 vessels, which are equipped with Raytheon Anschütz systems, are controlled from or operate in North America backed by the Raytheon Anschuetz USA LLC entity in San Diego, CA.

RECONCRAFT

320 Nevada Street - Suite 301
Newton, MA 02460
Tel: (877) 645-7761
Email: info@reconcraft.com
Website: http://reconcraft.com
President/CEO: Jay Hoflich



THE COMPANY:

ReconCraft is headquartered in Boston with its assembly facility located in Estacada, OR. ReconCraft's vessels are designed to operate in waterways previously inaccessible to traditional watercraft, such as extreme tidal regions, swamps, shallow rivers, debris-laden flood zones, and military conflict theaters. Its products include aluminum boats for federal, state and International governments, riverine shallow draft vessels, amphibious and coastal vessels and maritime training services. Militarized ReconCraft models are armored and "weapons ready" for counter-narcotics operations. Law-Enforcement models are designed for high-speed pursuit and interception. Boat model sizes range from 21 to 65 feet.

THE CASE:

ReconCraft is a leading manufacturer of shallow draft workboats built for military, law enforcement, and emergency response purposes. In 2014, ReconCraft was named Veteran-Owned Business of the Year in New England by the US SBA. The firm has notably been awarded a DHS/USCBP contract for 80 Riverine Shallow Draft Vessels, of which 10 have already been delivered. Amphibious vessels will be offered in the fall of 2015.

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Eugen-Reintjes-Straße 7
Hamelin, Germany 31785
Tel: 49 5151 1040

Email: info@reintjes-gears.de
Website: reintjes-gears.de

President/CEO: Dr. Christian Schliephack



THE COMPANY:

Founded in 1979, Reintjes GmbH is an independent propulsion technology company that manufactures thousands of gearboxes annually. 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 global partners on all continents. The firm designs, develops, and manufactures marine gearboxes for all manners of workboats. Products are sold through a sales and service network, and subsidiaries worldwide. It's gearboxes are trusted by myriad North American inland operators.

RIBCRAFT USA

88 Hoods Lane
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Email: mvelluto@ribcraftusa.com
Website: www.ribcraftusa.com

President/CEO: Brian Gray



THE COMPANY:

RIBCRAFT designs and builds safe, durable, performance oriented rigid inflatable boats (RIBs) that fulfill the most demanding military and professional applications. With over twenty-five years experience, RIBCRAFT provides the highest quality professional grade RIBs and inflatables for military agencies, law enforcement, safety professionals, tour operators, private industry, and other marine professionals. As an American owned RIB manufacturer, RIBCRAFT has delivered thousands of RIBs worldwide.

THE CASE:

RIBCRAFT has developed one of the most recognized brands in the rigid inflatable boat (RIB) market. As the only manufacturer based in the United States who specializes exclusively in building RIBs, RIBCRAFT serves all markets from military agencies, safety professionals, state and local governments, and private industry. RIBCRAFT was recently awarded a five-year contract by the U.S. Navy to provide 7-meter rigid inflatable boats (RIBs) that will serve as deployable ready service lifeboats for search and rescue missions onboard US Naval ships around the world. The contract involves the same RIBs which the company has produced for the Navy and others many years. Beyond this, RIBCRAFT has contracts to build several USCG Certified Sub T boats for tour operators throughout the contiguous United States and Islands.

SCHOTTEL GMBH

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Rhein, Germany
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Email: info@schottel.de
Website: www.schottel.de

CEO: Dr.-Ing. Gerhard Jensen



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:

Since the 1950's, Schottel has propelled inland waterway vessels with Z-drives and individually fitted thruster concepts. The firm's expertise in the inland markets is well represented by strong push boats in Brazil, comfortable river cruise vessels in Europe and right here at home on U.S. inland rivers. Beyond this, 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.

SCIENTO/FAST

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Email: jcisneros@biomicrobics.com
Website: www.sciencofast.com
President/CEO: Robert J. Rebori



THE COMPANY:

Scienco/FAST is an original equipment manufacturer specializing in marine sewage devices, environmentally-friendly cleaners and other industrial water management technologies. These MSDs treat sewage and ensure compliance with ever-changing regulations. Scienco/FAST has several different models to offer, depending on physical footprint, weight of operating unit, access for retrofit installations, and price. Every system is functionally tested before shipping to ensure performance and eliminate service issues.

THE CASE:

In its 30th anniversary, Scienco/FAST's commitment to environmental stewardship is providing superior sewage and water management systems that lessen the impacts of wastewater in waterways. The MarineFAST is the result of decades of experience to provide the best environmental sanitation technology and continually requested by vessel owners and chief engineers. Since the first installation in 1969 on board the M/V Missouri Tugboat, MarineFAST Sewage Treatment Systems have been installed on myriad workboats and offshore facilities to provide total sewage treatment, pretreatment, and (in some cases) water reuse opportunities. Scienco/FAST takes pride in the fact that these certified, Type II Marine Sanitation Devices (MSD) and Systems are installed on some of the 'greenest' ships in the world.

SIGNATURE FINANCIAL, LLC



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Email: rpaine@signatureny.com

Website: www.signatureny.com/business/credit-lending/signature-financial-llc
President/CEO: Joseph DePaolo



THE COMPANY:

Signature Financial, LLC's Marine Group offers construction and term loans for commercial vessels. In addition, Signature offers a full selection of Bareboat Charters and other lease products. With terms to 10 years and amortization to 20 years, Signature's products are highly competitive in the marine lending industry. Signature can provide refinance, repower and refit loans and additionally works with Volvo Penta and MTU Distributors to provide financing for their clients.

THE CASE:

In a competitive and challenging market, Signature Financial, LLC, with over 30-years experience, has stayed the course and committed millions of dollars in new capital to sustain the industry. Signature considers the ups and downs of the market to be normal cycles that come and go. Signature Bank is rated number 1 on the Forbes 2015 Best Banks in America list and has been named one of their 10 Best Banks for the 5th consecutive year.

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Ogdensburg, New York 13669-2205 USA

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.

THE CASE:

Scania U.S.A.'s ability to be flexible and understand its 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.

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. Scania has been a face in the North American workboat market for several years now, entering a large and mature market with a history of providing power solutions across multiple industries globally. With a long-term plan to penetrate one of the world's largest workboat markets, Scania's patience is starting to pay dividends with steady growth in new installations and re-powers. Today, marine power providers are at the tip of the spear in the quest to make commercial marine

opera-

SCANIA USA Inc.

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 E-Mail: contact@scaniausainc.com
 Website: www.scaniausa.com
 CEO/President: Mikael Lindner

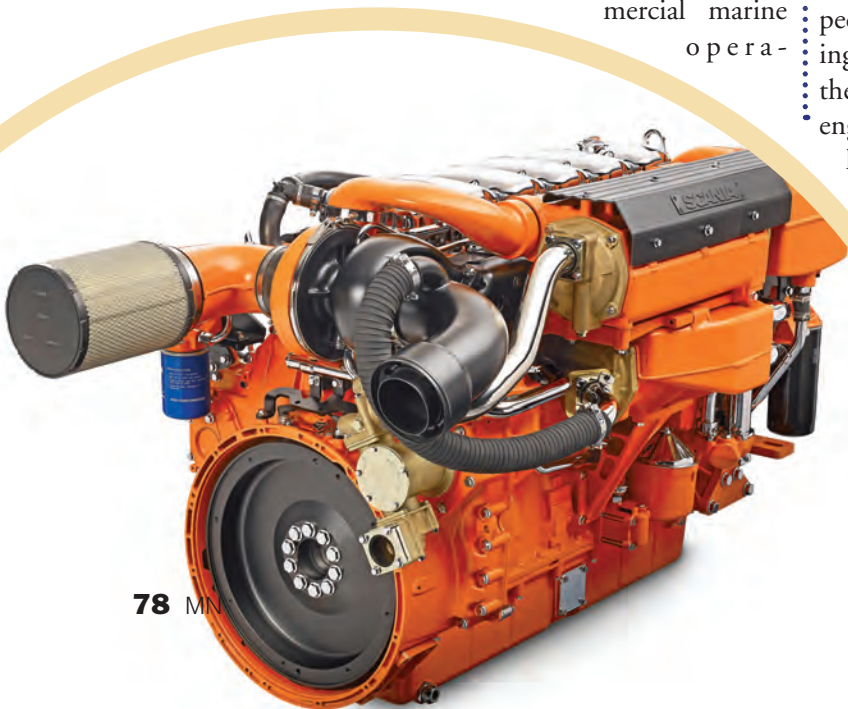


tions more environmentally benign and in line with new regulations on emissions. Broad-based global corporate power companies such as Scania boast an advantage in this regard, able to apply lessons learned from other industries and leverage a well-funded R&D budget to ensure its lines are modern, capable and ready. As Tier 4 rules approach, Scania is ready. Mikael Lindner, Scania CEO and President, told *MarineNews* earlier this year, "There is a buzz regarding Tier 4, even though it is still two to three years away." He continued, "I think we have a really good plan, and it is not rocket science by any means; you will likely need to have after-treatment in some form. As Scania is a global manufacturer of power for trucks, buses and many different markets, we have all of these technologies within our own company (to meet the strictest new emission regulations)."

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.



SCOTT SAFETY

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 President/CEO: Andrew Chrostowski



THE COMPANY:

Tyco's Life Safety Products division operates under the brand name of Scott Safety, and is a world leader in the design, manufacture and sale of high performance respiratory protection, gas detection, and safety equipment used by all types industrial workers around the world. Tyco is one of the world's largest pure-play fire safety and security companies, with annual revenue exceeding \$10 billion. Tyco and Scott have been in the gas and flame detection business for several decades. In early 2015, the purchase of Industrial Safety Technologies (IST) made Tyco one of the largest global designers and manufacturers of gas and flame detection products.

THE CASE:

Scott Safety is committed to becoming a world leader in gas detection as demonstrated by the recent acquisition of IST. The advanced products manufactured by Detcon, Simtronics, Oldham, and Gas Measurement Instruments (GMI) together with Scott's own offerings provide proven, holistic gas detection solutions for the marine industry. Scott's Meridian Universal Gas Detector, for example, is an innovative next generation gas detection solution. Meridian's single detector head supports combustible and toxic sensors. Designed for ease-of-use, Meridian significantly reduces upfront investment and ongoing maintenance costs.

SMITH BERGER MARINE, INC.

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 Tel: (206) 764-4650
 Email: tomp@smithberger.com
 Website: www.smithberger.com
 President/CEO: Bonnie Warrick

THE COMPANY:

Smith Berger Marine, Inc., an employee owned company, designs and manufactures mooring and towing systems for wire and chain. The firm's conservative designs allow them to provide robust equipment for mooring and towing projects for workboats around the world. Smith Berger's equipment offerings include fairleads, guide sheaves, flag blocks, roller fairleads, chain stoppers, towing pins, stern rollers and shark jaws.

THE CASE:

Smith Berger Marine, Inc. is the leading manufacturer of mooring and towing equipment for all types of vessels. Their ability to customize products to suit the operating requirements of the customer sets them apart from the competition. Recent deliveries include a set of 200MT Shark Jaws and Tow Pins for the new Foss Ocean Tug Michelle Foss, two Model MF-874 Swivelhead Fairleads for 4" wire for a riser pull-in system in the Gulf of Mexico and an 8-point mooring system consisting of Fairleads, Guide Sheaves and Load Monitoring System for a Pipe Lay Barge in the Cook Inlet of Alaska. Smith Berger truly serves the entire spectrum of the workboat and brown water industries.

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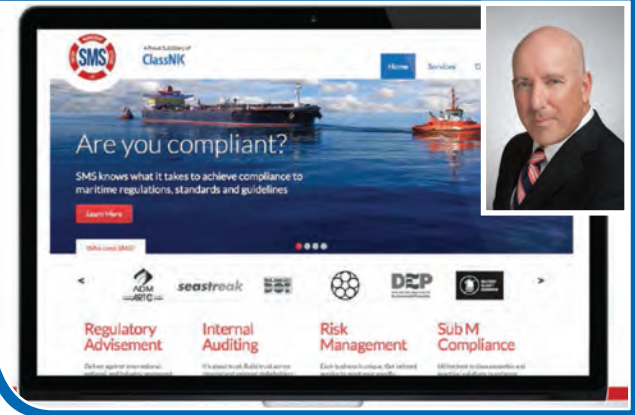
As a leading US maritime consultancy established in 1996, SMSLLC provides practical risk mitigation solutions for vessel operators and related industry stakeholders. Clients include a broad range of operators including Genesis Marine, American River Transportation Company, Seabulk Towing, Military Sealift Command and many others. Primary services include, Regulatory Advisement, Internal Auditing, Risk Management, and the creation of Management Systems.

THE CASE:

SMSLLC has been in the business of bringing practical safety management solutions to the marine industry for close to 20 years. ClassNK acquired SMSLLC in 2013 based on its commitment to build business in the US domestic towing industry. SMSLLC is offering and expanding its services to address this industry sector based on its solid track record in the blue water industry. The company is experienced with operators and vessels of all types including tugboats, towboats, tankers, bulk carriers, ferries, and general cargo. Recent business highlight include a Towing Safety Management System development for a major inland operator with fleet of 90 vessels. SMSLLC

SAFETY MANAGEMENT SYSTEMS, LLC

2 Union St, Suite 300
 Portland, ME 04101
 Tel: (207) 321-2830
 Email: info@smsllc.com
 Website: www.smsllc.com
 President/CEO: William (Bill) Mahoney



is an active contributor to AWO RCP Working Group for alignment with Subchapter M. The firm was also awarded contract in May 2015 to continue servicing City of New York Dept of Environmental Protection Marine Section in marine safety. This impacts a fleet of sludge tankers and small vessels operating in the NY Harbor region.

SCHOELLHORN-ALBRECHT

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 Email: john@schoellhorn-albrecht.com
 Website: www.schoellhorn-albrecht.com
 CEO: Bob Pavlisin
 President: Brian Pavlisin



tings and Vessel Access Systems. In addition to a standard product line, the firm specializes in designing and manufacturing castings, fabrications, and specialized machinery. A complete pattern, machine and fabrication shop allows the manufacture of custom items as well as repair, recondition or modify existing equipment. Products can be designed and certified to ABS, LLOYDS, MIL, ISO, NAVSEA, ASTM, JIS, OCIME, and NVR specifications as required.

THE CASE:

Since 1887, Schoellhorn-Albrecht has been designing and manufacturing Marine Deck Equipment such as Capstans, Winches and Deck Fittings. Schoellhorn-Albrecht provides tailored Deck Equipment designed to meet the most stringent requirements. In addition to the Inland River Industry, Schoellhorn-Albrecht is a trusted supplier to the Military and Commercial Marine market worldwide. One recent assignment involved Capstan replacement for all the Dry Docks at the U.S. Navy's Pearl Harbor location. In this instance, Schoellhorn provided [42] Capstans for Pearl Harbor and another [3] capstans for Beckoning Point at Pearl Harbor.

THE COMPANY:

Schoellhorn-Albrecht is an industry leader in the design and manufacture of Mooring Equipment and Systems, including Capstans, Anchor Windlasses, Deck Fit-

2015 Editorial Calendar

ISSUE

EDITORIAL

BONUS DISTRIBUTION

JANUARY

Ad Close: Dec 12

Passenger Vessels & Ferries

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

PVA/Maritrends

Jan. 31 - Feb 3, Long Beach, CA

REGIONAL FOCUS: West Coast

FEBRUARY

Ad Close: Jan 15

Dredging & Marine Construction

Market: U.S. Coast Guard
Technical: Naval Architecture
Product: Fire & Safety Equipment

ASNE Day

March 4 - 5, Crystal City, VA

MARCH

Ad Close: Feb 14

Fleet Optimization

Market: Management Software
Technical: SATCOM for Workboats
Product: Water Treatment & Technology

CMA Shipping 2015

March 23 - 25, Stamford, CT

REGIONAL FOCUS: US East Coast

APRIL

Ad Close: March 14

Shipyard Report: Construction & Repair

Market: Push Boats & Barges
Technical: Marine Coatings/Corrosion Control
Product: Interior Outfitting / Design / HVAC

Sea-Air-Space

April 13 - 15, National Harbor, MD

MAY

Ad Close: April 14

Offshore Annual

Market: OSV and Offshore Vessel Trends
Technical: Safety & Prevention
Product: Oil Pollution: Prevention & Response

OTC Houston

May 4 - 7, Houston, TX

JUNE

Ad Close: May 14

Combat & Patrol Craft Annual

Technical: Shortsea Shipping / Bulk Transport
Technical: Lubricants, Fuels & Additives
Product: Inland Boat Builders

Inland Marine Expo

June 15 - 17, St. Louis, MO

MACC June, Virginia Beach, VA

Seawork June 16 - 18, Southampton, UK

REGIONAL FOCUS: Inland Rivers

JULY

Ad Close: June 15

Propulsion Technology

Market: ATBs - Expanding Roles & Types
Technical: Deck Machinery
Product: Safety & Prevention

AUGUST

Ad Close: July 15

MN 100 Market Leaders

Market: Workboat Boatbuilding & Repair
Technical: Marine Operators
Product: E-Solutions & Technology

Marine News
25th Anniversary Edition

SEPTEMBER

Ad Close: Aug 15

Inland Waterways

Market: Navigation, E-Solutions & Software
Technical: Training/Regulatory Compliance
Product: Cordage, Wire Ropes & Rigging

ShippingInsight

Stamford, CT

REGIONAL FOCUS: Great Lakes

OCTOBER

Ad Close: Sept 15

Salvage & Spill Response

Market: Maritime Security Workboats
Technical: Emissions Control/Management
Product: Deck Machinery/Cargo Equipment

SNAME

Nov. 4 - 6, Providence, RI

CleanGulf

Nov. 10 - 12, New Orleans, LA

NOVEMBER

Ad Close: Oct 16

Workboat Annual

Market: Outfitting the Modern Workboat
Technical: Pumps, Pipes & Valves
Product: Marine Propulsion

International Workboat Show

Dec. 2 - 4, New Orleans, LA

REGIONAL FOCUS: Gulf Coast

DECEMBER

Ad Close: Nov 15

Innovative Products & Boats of 2015

Market: Fire, Patrol & Escort Craft
Technical: Onboard / Wireless Comms
Product: CAD/CAM Software

THE COMPANY:

SSI develops Autodesk based solutions for the shipbuilding and offshore industry. SSI's flagship software is ShipConstructor, an AutoCAD based CAD/CAM suite. These solutions take advantage of the native DWG platform and the global pools of experience provided by the world's most popular CAD platform. SSI combines this with industry specific standards, terminology and best practices. IT expertise is also applied to ensure the ability to share engineering data with other business processes and applications such as MRP, ERP or PLM tools.

THE CASE:

More tugs, OSVs and other workboats are designed and built with SSI's ShipConstructor CAD/CAM software than any other similar application on the market. For example, all of the U.S. Coast Guard's Fast Response Cutters are as well, as with all variants of the U.S. Navy's Littoral Combat Ships for shallow draft operation. Shipbuilders, naval architects and marine engineers trust SSI solutions on a broad range of projects. SSI solutions are flexible enough to handle the largest and most complex engineering challenges, but can also be scaled down to be cost effective in any budget. The majority of US Naval

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 President/CEO: Darren Larkins



warships are now built with the SSI solutions and prestigious names in global marine construction are increasingly choosing SSI to meet their needs. Some current customer projects include Austal USA, Marinette Marine (Designer: Gibbs & Cox), Eastern Shipbuilding's Series of 10 HOS-MAX 310 Offshore Support Vessels and Bollinger's CGC Richard Dixon, the 13th Fast Response Cutter. New sales include Ferguson Marine Jade Yachts.

SUPERIOR-LIDGERWOOD-MUNDY CORPORATION

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 E-mail: stenerelli@lidgerwood.com
 Website: lidgerwood.com
 President: Kent Phillips



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.

SUNY MARITIME COLLEGE

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 E-mail: tkelly@sunymaritime.edu
 Website: www.sunymaritime.edu
 President: Dr. Michael A. Alfultis



THE SCHOOL:

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. Maritime College offers undergraduate and graduate degrees in the following areas: Engineering (Marine, Mechanical, Electrical and Facilities), Naval Architecture, Marine Transportation/Business Administration (minors in Ship Management and Maritime & Port Security), Maritime Studies, Marine Environmental Science (minors in Marine Biology and Meteorology & Oceanography), Humanities, International Transportation and Trade, and a Master's degree in International Transportation Management.

THE CASE:

The first maritime school in the country, SUNY Maritime College also maintains a robust brown water license program, specifically intended to provide a quality education for those students looking for a career in the workboat markets. Morton S.

Bouchard, III officially opened the Bouchard Transportation Co., Inc. Tug & Barge Simulation Center on the campus of the State University of New York (SUNY) Maritime College last October. At SUNY, attention is given to the complexities of all operating tugs and barges, ranging in size

from 3,000 to 12,000 horsepower, which carry all types of commodities. 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.



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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, China, Dubai, and Brazil. A service office is located in Houma, Louisiana to assist offshore clients. 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 fundamentals towards the reliability and quality of Thrustmaster's products.

THE CASE:

Thrustmaster of Texas, Inc. designs and manufactures commercial marine propulsion thrusters at the largest thruster factory in the USA and the world. A total of 289 employees produce results for its customers in a facility that spans 200,000 square feet. This year's highlights include a purpose-built, RINA-classed, DP-2 monohull shallow dive support vessel (SDSV) that was recently delivered for service in Brazilian offshore waters. The vessel was designed by Incat Crowther in collaboration with the vessel's builder, SeaSafe Barcos Manufacturados S.A. in Angra dos Reis, Brazil for Sistac Sistemas De Acesso S.A. The Sistac Victoria's aft working deck includes integrated winches for ROV and dive bell launching and retrieving

THRUSTMASTER OF TEXAS, INC.

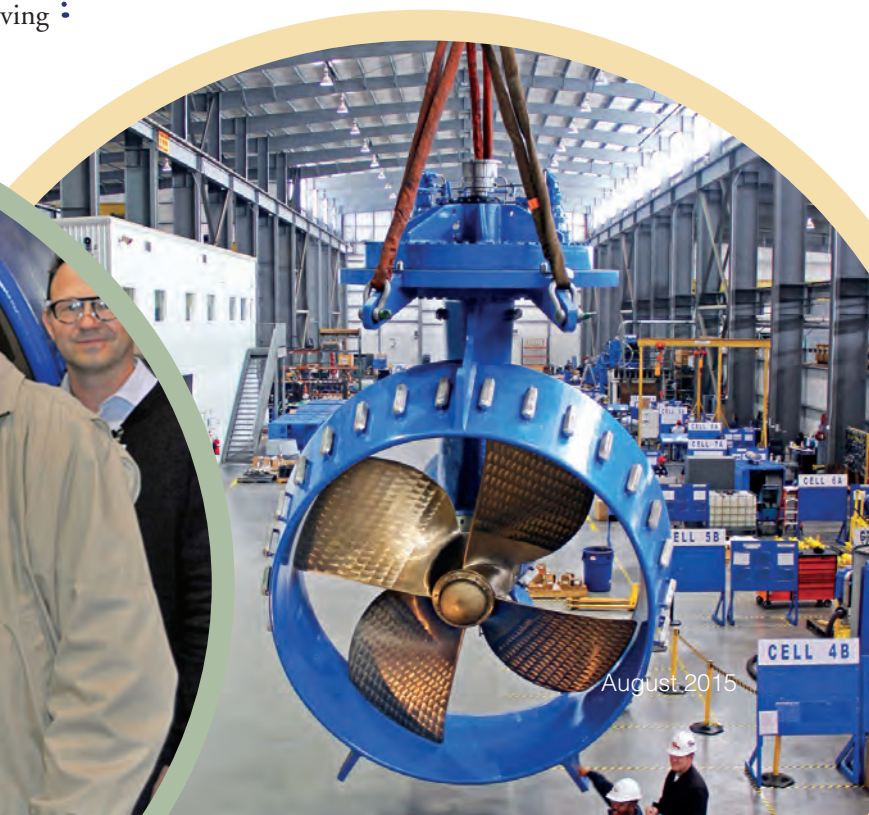
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Houston, TX 77041
Tel: (713) 937-6295
Email: johnray.strickland@thrustmaster-texas.com
Website: www.thrustmaster.net
CEO/President: Joe Bekker



as well as a knuckle boom crane for handling deck gear and a small rescue/service vessel. The aft deck also features a lower platform at the stern to facilitate direct access to the sea by diving personnel. The vessel has a landing area complying with Petrobras requirements for accommodating a crane-loaded man-riding basket, and for carriage and delivery of supplies and small cargo.

THE PRODUCT LINE:

Thrustmaster provides engineered thrusters (to shipyards) for barges, RoRo ferries, Tugs, etc. that are specially designed for shallow draft and brown water applications. Thrustmaster's product line includes heavy-duty commercial marine propulsion and thrusters including waterjets, propulsion out drive units for barges, through-hull azimuthing propulsion in the form of Z and L drives, retractable thrusters, transverse tunnel thrusters, and the patented Portable Dynamic Positioning System.



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 CASE:

Thordon products reduce downtime for shallow draft vessel owners and eliminate 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

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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.

TRANSAS USA, Inc.

18912 North Creek Parkway Suite 100
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 Tel: (425) 486-2100
 Email: sales@transasusa.com
 Web Site: www.transas.com
 President & General Manager: George Toma



THE COMPANY:

Transas provides navigation systems, integrated shipboard solutions, training and simulation services and equipment and a host of other technical, marine-based offerings. Notably and in July of this year, the Transas Group advised that it will now focus its efforts solely in the maritime market. The move takes into account the success of Transas and its

brand awareness in the maritime IT market and dominating position in several key segments of this market. The service and solution provider operates more than 20 fully owned regional offices as well as its global network of partners serving Transas customers in more than 120 countries.

THE CASE:

Transas has been a technology leader virtually from the start, when it entered the market with the industry's first PC-based application. Transas today is the biggest provider of full-featured simulation systems for marine training and certification. 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 equipment is used on more than 13,000 commercial vessels. With a simple and intuitive user interface, Transas is especially well adapted to inland waterways. Transas tools have been used to model changes on the Ohio River. As the cost of simulation has dropped, the interest from cost-conscious tug and workboat sectors has risen.

TENNECO

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Website: www.tenneco.com
President/CEO: Gregg Sherrill



THE COMPANY:

Tenneco, an \$8.4 billion global manufacturing company with approximately 29,000 global employees, is one of the world's largest designers, manufacturers and marketers of clean air and ride performance products and systems for commercial original equipment markets and the aftermarket. Tenneco's principal brand names are Monroe, Walker, XNOx and Clevite Elastomer. The firm is a global leader in designing, engineering and manufacturing diesel aftertreatment systems – for all transport modes.

THE CASE:

Tenneco leverages decades of emissions and exhaust systems experience to offer emission control solutions designed for high horsepower engines used in the marine space. The company recently introduced a complete aftertreatment system which employs a complete urea dosing control, fluid handling and catalyst solution for selective catalytic reduction (SCR) aftertreatment. The system is specifically designed for marine engine applications up to 7,500 kW or 10,000 hp and enables auxiliary and propulsion engines to meet EPA Tier IV and IMO Tier III requirements via a proprietary, high-performance injector design, a precision mechatronic fluid delivery pump, and customizable remote monitoring and controls. The result is more effective NOx reduction and overall catalyst performance.

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Email: vcantara@unifrax.com
Website: www.unifrax.com
President/CEO: David E. Brooks



THE COMPANY:

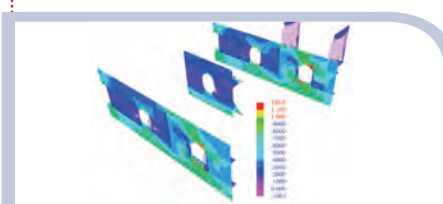
Unifrax is a leading producer of high performance specialty products for worldwide fire protection, industrial thermal management and emission control markets. The company helps its worldwide customers save energy, reduce pollution and improve fire safety. Unifrax was formerly part of The Carborundum Company. In 1942, one of the company's research scientists invented ceramic fiber, later trademarked under the Fiberfrax name. Today, the Fiberfrax ceramic fiber product line, revolutionary Insulfrax and Isofrax AES products, Saffi PCW fibers, glass fibers and other high performance specialty products are available in more than 50 product forms.

THE CASE:

FyreWrap Marine Blanket from Unifrax provides fire protection insulation in a variety of rated assemblies on marine vessels and offshore platforms. It provides superb insulation value in a flexible, lightweight, non-combustible product form used worldwide. It also offers lower installation costs and significant weight savings resulting in increased vessel speed, fuel savings and available payloads. Unifrax offers systems that are USCG certified for steel and aluminum structures, Comply with SOLAS safety objectives, meet IMO FTP code fire test requirements and have approvals from the U.S. Navy, ABS, Lloyds and Bureau Veritas.

VIKING SYSTEMS INTERNATIONAL

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Houston, TX 77084
Tel: (281) 579-1888
Email: fritz.waldorf@viking-systems.net
Website: www.viking-systems.net
President/CEO: Lars Henriksen



THE COMPANY:

Viking Systems International is a worldwide leader in the design, analysis and verification of structures focusing on the offshore oil and gas industry, commercial vessels, and the military and defense community. Customers benefit from Viking's deep knowledge and experience in hull structural design, classification society standards, design codes, and use of advanced analysis methods in hydrodynamics, finite element analysis, yielding and buckling strength assessment, and fatigue life predictions. Viking Systems International uses state-of-the-art structural analysis software tools in combination with an in-house software program, SAGA, for modeling, loading and evaluation of industry structures. SAGA allows Viking engineers to address complex and difficult industry problems with a systematic and pragmatic approach.

THE CASE:

Viking Systems has solved many structural problems for the brown water and workboat industry. The firm has extensive knowledge regarding issues on both new build and conversion vessels. Examples of Viking's capabilities include ATB analysis, cable and pipe laying accommodation barges, repair vessels, etc. Viking Systems' clients include Halter Marine, Bay Shipbuilding, Gunderson Marine, Bristol Harbor Groups, Netsco, OGI, as well as Corn Island Shipyard.

YANMAR AMERICA

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Email: dlangston@yanmar.com

Website: <http://us.yanmar.com>

President/CEO: Tim Fernandez



THE COMPANY:

YANMAR America Corp. is a subsidiary of YANMAR Co., Ltd., which celebrated its 100th year of operation in 2012. YANMAR America is a recognized designer and manufacturer of advanced performance diesel engines and diesel-powered equipment for a multitude of market segments including marine engines, and energy systems. YANMAR in 1933 became the world's first manufacturer to develop a practical small diesel engine. Over the last 80 years, YANMAR has been a manufacturer of world-renowned diesel engines for a wide range of applications. With global headquarters in Osaka, Japan, YANMAR is well recognized for the unsurpassed quality of its products.

THE CASE:

YANMAR has been providing quality diesel engine propulsion packages and auxiliary generator sets for more than 60 years. In December 2014, YANMAR America introduced its first EPA Tier III compliant commercial marine diesel, the 6AYAM-ET. Rated at 755 mHP and 1900 RPM, the 20.38 liter engine uses a fully mechanical control system for easy servicing and reliable performance. The engine also offers low fuel consumption and a continuous rating suitable for river pushboats, tugboats, trawlers

and other applications with uninterrupted operations or load cycles. To comply with emissions regulations, the 6AYAM-ET uses an internal exhaust gas recirculation (EGR) system. This design does not require any external control devices or significant

engine structure changes. The new engine consistently produces more power while also lowering exhaust emissions and fuel consumption. This engine's first application in the US is repowering a Gulf Coast push boat, Sherry L.

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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. Volvo Penta is part of the Volvo Group, one of the world's leading manufacturers of heavy trucks, buses and construction equipment. Volvo Penta engines are type approved by major classification societies and comply with all applicable national and international emission regulations. Volvo Penta's 3-16 liter diesel engines, gensets, sterndrives and IPS pod drives are developed for a broad range of commercial marine applications, including Coast Guard and patrol boats, short-sea and river transport, supply vessels, passenger transport and sightseeing vessels, workboats and tugs. Volvo Penta's new-generation marine diesel engines provide higher torque out of the hole, better performance at all rpm ranges and the lowest costs of ownership – lower fuel consumption, longer service life and less downtime on the job.

THE CASE:

For over 100 years Volvo Penta has led the marine industry in introducing new engine technologies that reduce fuel consumption and emissions, extend service life and minimize downtime. As a part of the Volvo Group, Volvo Penta draws on the R&D and engineering resources of one of the world's largest engine manufacturers. 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

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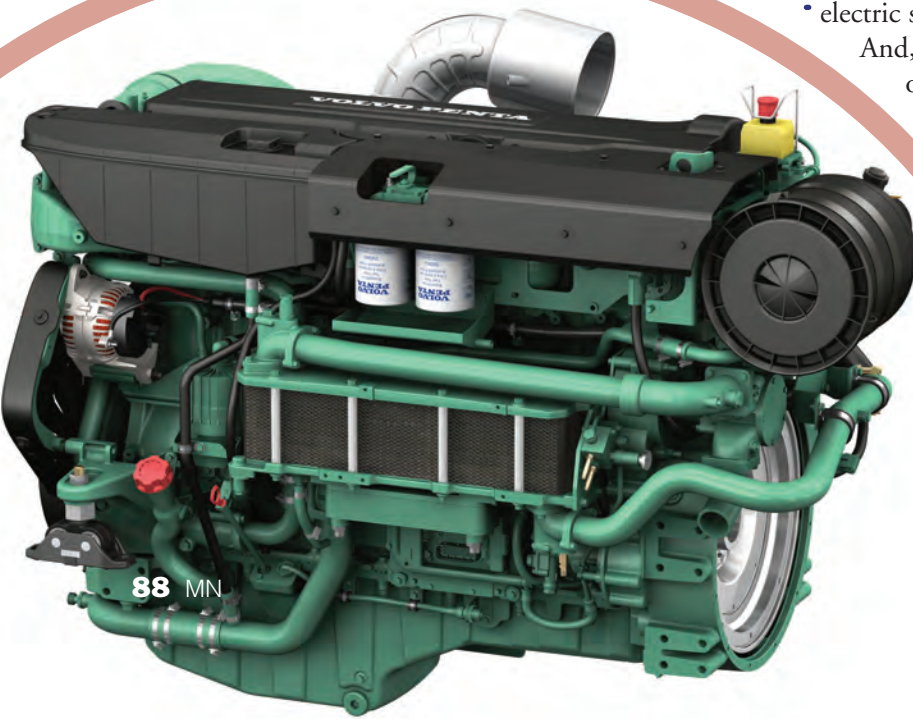


with boat builders, designers and operators, leveraging products that reduce fuel consumption and emissions, extend service life and minimize downtime. The award-winning offshore emergency response boat Fort Ripley, which entered service in Charleston in late 2014, is the first commercial vessel in North America to be powered by triple steerable Volvo Penta IPS drives. The 64-ft aluminum boat also has Volvo Penta three-axis joystick control and dynamic positioning.

THE PRODUCT LINE:

Recent significant new build projects include twin IP-S650s for the new 50-ft patrol boat Thomas Paine operated by the Massachusetts Environmental Police, and twin diesel sterndrives for a Metal Shark 29 Defiant patrol boat for the New York City Department of Environmental Protection. Notable recent repowers include the Niagara Falls tour boat Maid of the Mist VI and a 150-passenger ferry for Hampton Roads Transit. At Nor-Shipping 2015, Volvo Penta announced a cooperation agreement with Callenberg Technology Group to develop complete diesel-electric solutions powered by Volvo Penta marine gensets.

And, in June, the firm announced the development of a series of interceptor stabilization systems optimized for workboats, patrol boats and other commercial vessels. The stabilizers provide three-axis trimming to meet dynamic acceleration and cruising phases of operation. The system can be controlled either automatically or manually. In the automatic mode, it is activated by boat speed. The interceptors are installed in pairs and are compatible with Volvo Penta IPS, Volvo Penta DPH with electronic steering and Volvo Penta inboards.



88 MN

THE COMPANY:

Victaulic is the originator and has been the world's leading producers of mechanical pipe-joining solutions since 1919. Used in the most demanding markets, Victaulic innovative piping technologies and services put people to work faster while increasing safety, ensuring reliability and maximizing efficiency. In the maritime industry, Victaulic grooved piping products are used on a wide range of vessels, including tugs and workboats, FPSO's and drill ships, among others. Victaulic systems offer a number of advantages for newbuilds, including quick, simple and safe installation and maintenance, space and weight savings, noise and vibration attenuation, and proven reliability. The systems are also valuable for retrofit and repair services as they reduce system downtime and time out of service.

THE CASE:

Victaulic offers a complete line of grooved mechanical couplings and grooved-end valves, fittings and accessories which are tested and Type Approved by IACS members. These can be used for applications such as ballast and cooling water systems, bilge systems, vent lines, firefighting systems, deck drains, fuel and oil systems. Joining pipe with Victaulic does not require hot work per-

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 President/CEO: John F. Malloy



mits. Victaulic systems reduce installation time required for piping projects by a minimum of 30 percent. A union at every joint allows for inline maintenance in less than half the time and manpower. In many cases, repairs can be made while the ship is in service. Victaulic valve assemblies are 58 percent lighter than a flanged assembly. The couplings have a smaller profile than flanged components and allow 360 degrees of rotation, easing installation and maintenance in tight spaces, reducing the size of wall and deck penetrations.

WING INFLATABLES

3701 Mt Diablo Boulevard, Ste 200
 Lafayette, CA 94549
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 Email: dkelly@wing.com
 Website: www.wing.com
 President/CEO: Andrew Branagh



THE COMPANY:

Wing has been a privately held company for over 30 years. Wing sponsons and collars support more than 90 percent of all OEM new rigid hull inflatable work boats in North America. This success emanates from satisfy loyal, discerning, demanding, top-tier RHIB manufacturers that appreciate quality, durability, long-life performance, and support for their boats. For over three decades, Wing's first-

in-the-field innovative use of polyurethane and pioneering new technology have led to the development of sponsons and inflatable boats that are lighter, last longer, look better and outperform the competition. Wing's proprietary CAD software and design team factor material strength and stretch into the patterning of each sponson and boat. Wing inflatable boats are the new leader in Rescue inflatables and Combat Rubber Raiding Craft (CRRCs).

THE CASE:

Wing has more than doubled in size in the past two years through the further support of its North American customers. In partnership with prime vendor ADS and Evinrude, Wing has been awarded the largest ever inflatable boat contract by the US Military. The FoBaM contract is for 1,500 4.7m and 5.8m inflatable boats and matching motors over five years. Late last year, Air Force Special Operations Command committed to replacing their legacy 4.7m inflatable combat craft with over one hundred Wing P4.7s. With increasing demand for made-in-America, quality, inflatable rescue boats, many municipal and State agencies have turned to Wing to broaden their offering into a 4.2m inflatable rescue boat (P4.2 Rescue).

THE COMPANY:

SENNEBOGEN has been a leading name in the global material handling industry for over 60 years. Based in Stanley, NC, SENNEBOGEN LLC offers a complete range of purpose-built machines to suit virtually any material handling application. Established in America in the year 2000, SENNEBOGEN LLC quickly became a leader in specialized equipment solutions for recycling and scrap metal yards, demolition, barge and port operations, and log-handling. A growing network of SENNEBOGEN distributors includes more than 50 service locations on the Ohio and Mississippi River systems alone. SENNEBOGEN machines are renowned for their durable construction and efficient engineering. Their modular design combines with a flexible manufacturing approach to provide a high degree of customization at costs competitive with standard equipment from other OEMs. Aftersale service is supported by the firm's North Carolina-based 100,000 square foot facility, where America's largest inventory of repair parts and major components is stocked. A dedicated training facility provides hands-on instruction for operators and sales consultants. For waterways applications, SENNEBOGEN offers the widest range of machines, from 100,000 up to 750,000 lbs. including mobile and stationary models in diesel and electrically powered configurations.

THE CASE:

SENNEBOGEN provides purpose-built solutions for primary port operations, transloading barges and

SENNEBOGEN LLC

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Email: sales@sennebogen-na.com

Website: www.sennebogen-na.com

President/CEO: Constantino Lannes



ships. The firm's modular engineering supports built-to-order manufacturing that uniquely matches the needs of each facility. Compared to cable cranes or converted excavators, SENNEBOGEN machines allow the fastest duty cycles to move more material at the lowest operating cost. For example, Robindale, a multi-faceted coal-mining and processing enterprise, recently acquired an existing dock on the Monongahela River in Donora, PA. By upgrading its vintage excavator to a SENNEBOGEN 875, the Donora dock will dramatically improve time-to-market for its adjacent conditioning plant, loading many barges per day.

ZF MARINE PROPULSION SYSTEMS

15351 SW 29th St. Ste 300

Miramar, FL 33027

Telephone: 786 417 3496

E-mail: edward.schwarz@zf.com

Website: www.zfmarinecc.com

President/CEO: Wolfgang Schmid



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.

THE CASE:

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

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REPORTS PACKAGE Includes Complete Report with 5-year forecast, 12x Monthly Updates for a full year. Each monthly report provides up-to-date details for (1) projects in the planning stage, (2) units on order, (3) units in service and (4) available units. Also includes long term forecast in October and forecast recalibration in March.	Yes	Yes	No	No
DATABASE PACKAGE Full online Database Access (updated daily, details for 240 floating production projects in the planning stage, 75 production and storage units being built, 365 floating production projects in operation and 25 production floaters off field and looking for redeployment contracts.) with Key Contacts	No	Yes	Yes	Yes
EXECUTIVE INTELLIGENCE PACKAGE Includes Complete Reports Package and Database package (5-year forecast, 12x monthly Updates, full online Database Access (updated daily) with Key Contacts for a full year	Yes	Yes	Yes	Yes

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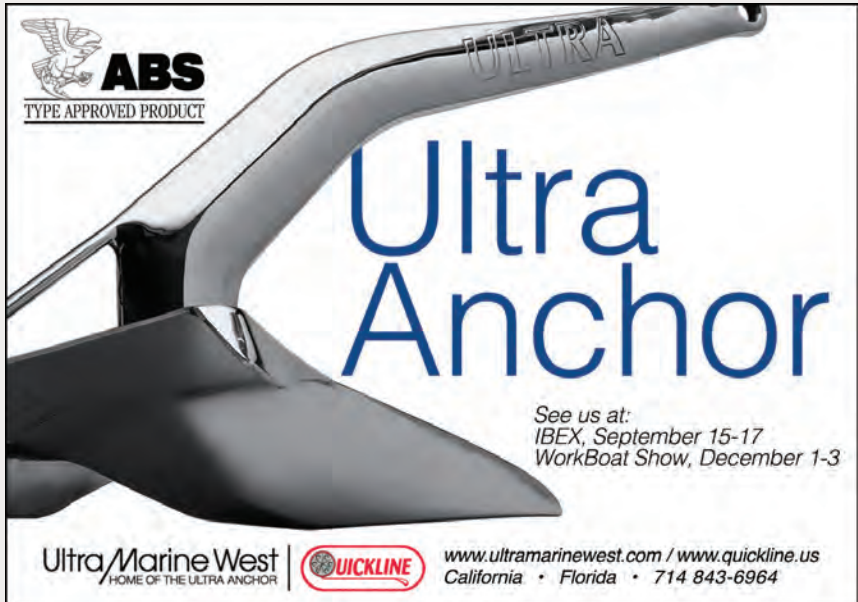
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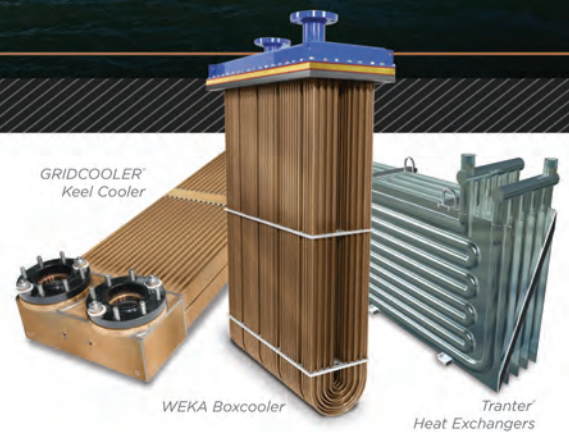


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