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Profile

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Forget the Oil ... What About the Rats?



While the majority of attention is paid to oil spilled in the wake of a ship's break up and sinking, research scientists in Alaska are far more concerned with what they consider to be an even larger environmental problem: a rat spill. According to a story in the *New York Times* published December 28, 2004, the recent grounding of the freighter *Selendang Ayu*, pictured, touched off a panic in the science community, as scientists tried to gauge the incident's proximity to local islands. Scientists maintain that foreign rats, particularly those of the "hardy Norway breed", can attack and decimate delicate and rare bird nesting areas, claiming that rats have "whittled away entire bird colonies on some islands, where rats do not belong in the food chain," the Times reported.

Maritime Meanings

A1

A1 is the old and famous classification given by Lloyd's Register of Shipping to vessels as an indication of their state of seaworthiness. The letter refers to hulls that meet Lloyd's requirements concerning materials and method of construction. The numeral refers to a vessel's ground tackle; if her anchors, cables and such meet Lloyd's standards, then they are given the classification 1. Thus, to be "A1" was to be first rate, the very best. The more modern system uses the notation 100 A1, but the older classification is still widely used and has since the 18th century gone into colloquial usage to designate anything that is of the best quality.

Source: *An Ocean of Words: A Dictionary of Nautical Words and Phrases*, by Peter D. Jeans; Birch Lane Press, 1998

What is BOE?

A BOE (or barrel of oil equivalent) is a unit of energy equal to the amount of energy contained in a barrel (42 liquid gallons) of crude oil. The BOE is used for giving comparative overall production figures that include both oil and natural gas. It is approximately equal to 6.12x10⁹J (joule), based on the approximate energy released by burning one barrel of crude oil. The energy content of natural gas varies because of minor variations in the amount and type of energy gases (methane, ethane, propane, butane) it contains - the more non-combustible gases in a natural gas, the lower the gigajoule value. Unless otherwise noted, a BOE is assumed to refer to 6,000 cu. ft. (6 Mcf) of natural gas.

Source: Minerals Management Service

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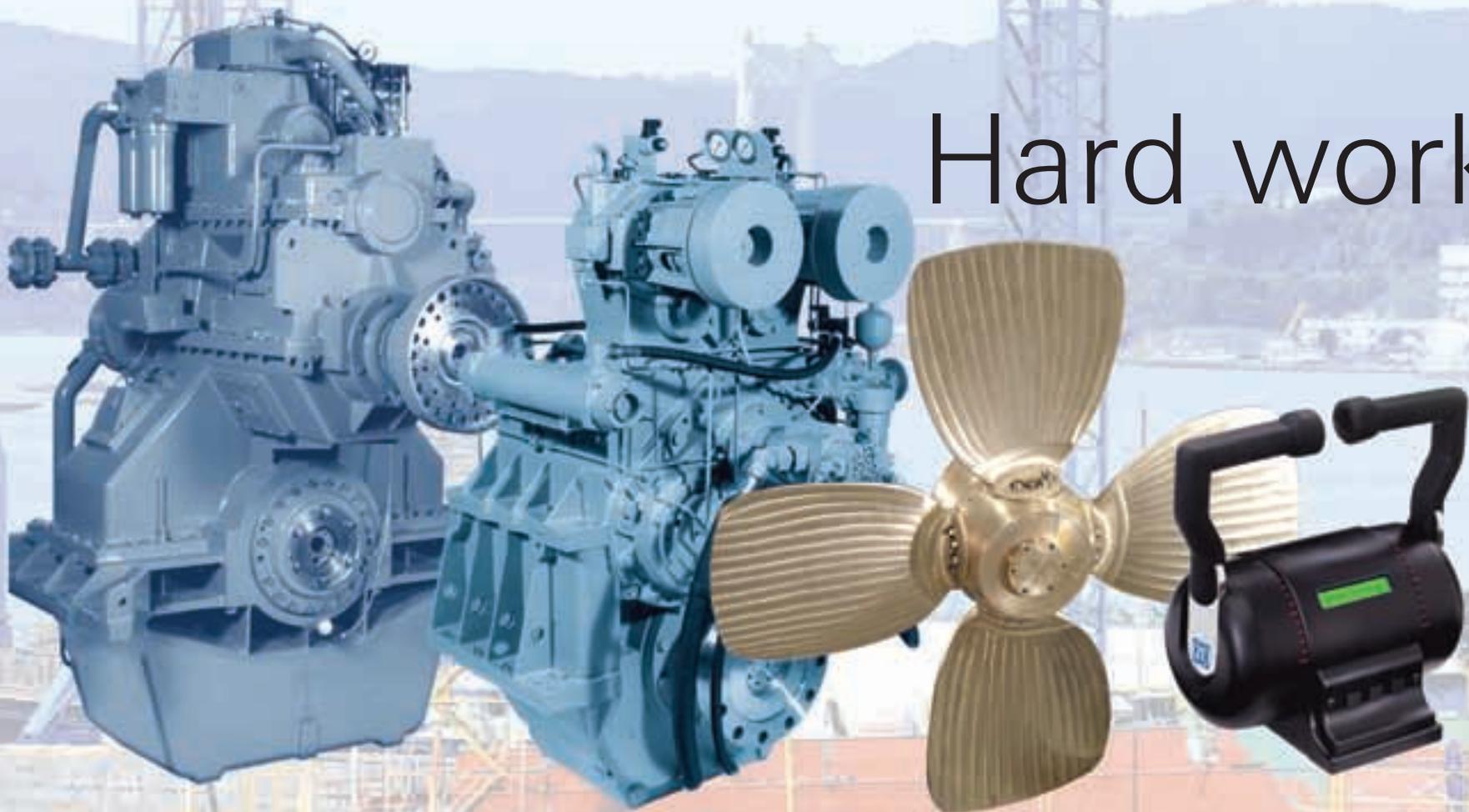
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Editor's Note

Longtime readers of *Maritime Reporter* know by now that, above all else, I like to find and deliver a good story. Whether discovered at a small, family-owned business in the Bayou, or in a more corporate setting across the ocean, this industry offers an abundance of interesting characters and companies, each with a unique plot twist in the constant battle to make a living in an ever-changing, ever-challenging business environment.

Admittedly, most of the *really* good stories come with the disclaimer: "but you can't print that", which I always honor, but in general I'm amazed to continually find top editorial ideas, often right in my own backyard.

Such is the case this month, which in my opinion contains several worthy articles. I had the opportunity last month in New Orleans to spend some time with **Larry Rigdon**, owner of Rigdon Marine. The story of the creation of Rigdon Marine is a great one, if for no other reason it contains several key factors that make a story good, including: heated competition, political intrigue and capitalistic success. In the end, though, it is a simple story, a man and a company identifying and fulfilling an industry need, in this case filling it with Bender-built, state-of-the-art, DP-2 capable Platform Supply Vessels.

On another day, not one mile from my office in Manhattan, I spent the time with Captain **Greg Hanchrow**, Director of Marine Operations for Spirit Cruises. While Captain Hanchrow was adamant that the story not be about him, I defy anyone to spend the day talking shop with him and not walk away enamored with the marine business. He entered the business at a young age and has seen the "maritime life" from many different vistas, and his and Spirit's story are one of perseverance and success.

Finally, **Dennis L. Bryant** of Holland & Knight, a long-time and highly valued contributor to our pages, presents the latest developments on the emerging National Cargo Security Strategy in his usual straight-forward manner. His article emphasizes the fact that no matter how much ground has seemingly been covered in the effort to keep shipping and U.S. shores safe from further terrorist attack, there is still much work to be done, and funds to be spent.

And the story continues ...

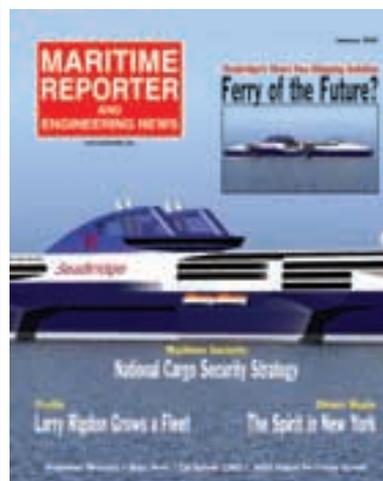


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On the Cover



Pictured on this month's cover is a computerized rendition of Seabridge's new RoRo ferry, as the U.S. short sea shipping market sparks innovation. Coverage of this, and more Passenger Vessel coverage, starts on page 20.

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Repair Duty Repealed

President **George Bush** has signed into law legislation repealing a four year old rule imposing a 50% duty on the cost of routine repairs and maintenance carried out by U.S. merchant mariners while their vessel is at sea. The elimination of the duty, which customs authorities have levied on U.S.-flag carriers since April 2001, represents a victory for the domestic shipowning community.

Intelligence Reform and Terrorism Prevention Act

President Bush signed into law the Intelligence Reform and Terrorism Prevention Act of 2004 (S. 2845). The major emphasis of the legislation is reform of the U.S. intelligence organization. Other measures, though, may impact the maritime community. The Secretary of Homeland Security is directed to prepare a National Strategy for Transportation Security. This document is to identify and evaluate transportation assets (including maritime) in the United States that must be protected from attack or disruption and develop a risk-based priority addressing those security needs. Also, the Secretary is to promulgate a rule requiring operators of cruise ships to provide passenger and crew information so that the Department can develop a "watch list" program similar to that utilized by airlines. The problem is that the definition of "cruise ship" is so broad as to include any vessel on an international voyage that embarks or disembarks passengers in the United States. This provision has the potential to capture recreational vessels and small charter boats. One wonders whether, in the last minute rush to cobble this bill together, the members of Congress actually knew what this provision entailed. (HK Law).

Consolidated Appropriations Act, 2005

President **Bush** signed into law the Consolidated Appropriations Act, 2005 (H.R. 4818). This 658-page bill provides monies for all federal agencies other than Defense and Homeland Security, which were handled earlier. The bill also includes a number of miscellaneous provisions. Some maritime highlights follow. Ocean freight differential costs for shipment of certain government-impelled agricultural shipments are funded in the amount of \$22.7 million. The National Oceanic and Atmospheric Administration (NOAA) receives \$2.8 billion for operations and \$1 billion for procurement, acquisition, and construction. The bill includes the Oceans and Human Health Act, intended largely to implement portions of the

recommendations for the Ocean Policy Commission. The U.S. Army Corps of Engineers receives \$1.8 billion for construction, including river and harbor projects. Foreign military assistance monies for the Indonesian navy are for purposes of enhancing maritime security.

The St. Lawrence Seaway Development Corp. receives \$15.9 million, to be derived from the Harbor

Maintenance Trust Fund. The Maritime Administration (MARAD) receives \$98.7 million for the maritime security fleet program; \$109.5 million for operations and training; \$21.6 million for disposal of obsolete vessels; \$4.76 million for the Title XI program; and \$75 million for the national defense tank vessel construction program. The Federal Maritime Commission (FMC) receives \$19.5 million. The NTSB receives

\$76.7 million. The allocation of funding for the Maritime and Land Security Division of the Transportation Security Administration (TSA) will be as follows: credentialing, \$5 million; TWIC, \$15 million; hazardous materials truck tracking, \$2 million; hazardous materials safety, \$17 million; enterprise staffing, \$24 million; rail security, \$12 million; and offsetting collections, \$27 million. (HK Law)

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Cargo Security Strategy

The U.S. Department of Homeland Security recently released its draft White Paper on a National Cargo Security Strategy. The Department is seeking stakeholder feedback. The vision is for "a system for supply chain security that mitigates the evolving terrorist threat and facilitates the free flow of global commerce in order to ensure the physi-



Dennis L. Bryant, Senior Maritime Counsel at the law firm of Holland & Knight, Washington, D.C., is a contributing editor of MR/EN.

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cal and economic well being of the United States and its trading partners."

The White Paper is a long-belated and somewhat half-hearted attempt to mend fences and appear to be moving forward, while expending little new capital. The paper runs on for nine pages, offering no new ideas and making few commitments. It has the appearance of an uneasy political compromise between feuding federal agencies.

The one clear commitment is found on page eight, where it says the Department "will, as a short-term step, mandate the use of high security mechanical seals on all in-bound containers." There is, as yet, no official government standard as to what constitutes a high security mechanical seal.

While there is a recently-developed ISO standard on this topic, it is unclear if qualifying seals are being produced in sufficient numbers to meet the projected need.

The remainder of the White Paper is vague, talking about enhancing the physical security of the supply chain, leveraging federal resources, pushing out the border, and working with the international community without really explaining how. The document itself is what the State Department would call a "non-paper."

It is marked "Draft". It bears no letterhead or other indication that it is an official DHS document. It was distributed at a forum sponsored not by DHS, but by the Homeland Security Institute. It talks about seeking industry feedback, but provides no points of contact or addresses to which comments can be submitted. The term "plausible deniability" comes to mind.

The concept with which DHS is laboring is — at its heart — fairly direct, although the execution is extremely difficult. There are three basic elements: (1) the authorities must know what is entering the system, where entry is

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Government Update

being made, and who is responsible for the entry; (2) the authorities must know that the cargo is secure during transit; and (3) the authorities must know when the shipment is complete, so that it can be deleted from the active system.

For intermodal containers, this means knowing what is being stuffed into the

box, where the box is being stuffed, and who is doing the stuffing.

The White Paper briefly discusses the need for information at the point of box stuffing. It then indicates that meeting this strategic objective requires the rapid build-out of the Automated Commercial Environment (ACE) platform, being

developed by Customs and Border Protection (CBP).

The problem is that ACE was designed in the pre-9/11 era and is not intended to capture box-stuffing information.

Express package companies, such as UPS, already track their items electronically from pickup to delivery. A similar

approach, but admittedly more complex, could be used for cargoes generally.

The current dumb box is inherently insecure. There is an Internet site showing how to remove the doors from a container without disturbing the seal, just by jimmying the hinges.

There have been cases where goods have been inserted into (or removed from) a container by going through the floor. Until a secure, tamper-evident container has been developed and deployed, putting a high security mechanical seal on the door only deters amateurs and creates a false sense of security.

Installation of GPS transponders (like those placed on many trucks) should also be considered. Access could also be provided for insertion of sensor probes to detect anomalies.

The use of non-intrusive sensors should be significantly increased. Detectors utilizing the entire electromagnetic spectrum (x-rays, gamma rays, infrared, radiation, etc.) are available, but expensive. Personal to operate the devices must be employed and trained.

Current programs, such as Operation Safe Commerce, the Customs-Trade Partnership Against Terrorism (C-TPAT), and the Container Security Initiative (CSI), were a good first step. Follow-through, though, has been lacking.

C-TPAT was advertised a providing participants with expedited handling of their cargoes upon arrival in the United States.

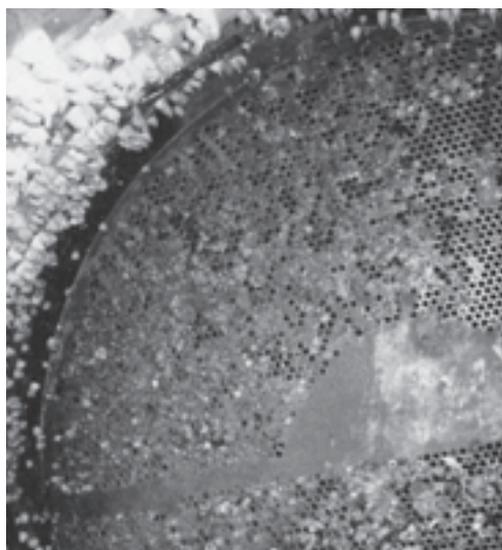
CBP is unable, though, to demonstrate that C-TPAT cargoes receive preferential treatment. Operation Safe Commerce seems to have stalled. These programs have not been coordinated and potential synergies have been lost.

I do not, by these comments, mean to imply that the cargo security problem is easily solved. I do mean, though, to say that the White Paper employs far too much bureaucratic language and leaves one with the impression that we just need to let the government finish what it has started.

In some instances, there are excellent government initiatives that promise to bear fruit. In other areas, though, the government needs to have meaningful dialogues with other stakeholders in order to just figure out the problem, let alone coming up with a viable solution.

Having a private group host a two-day meeting in Washington, DC on cargo security is not the end of the process. It is only just the most basic beginning, and was long overdue.

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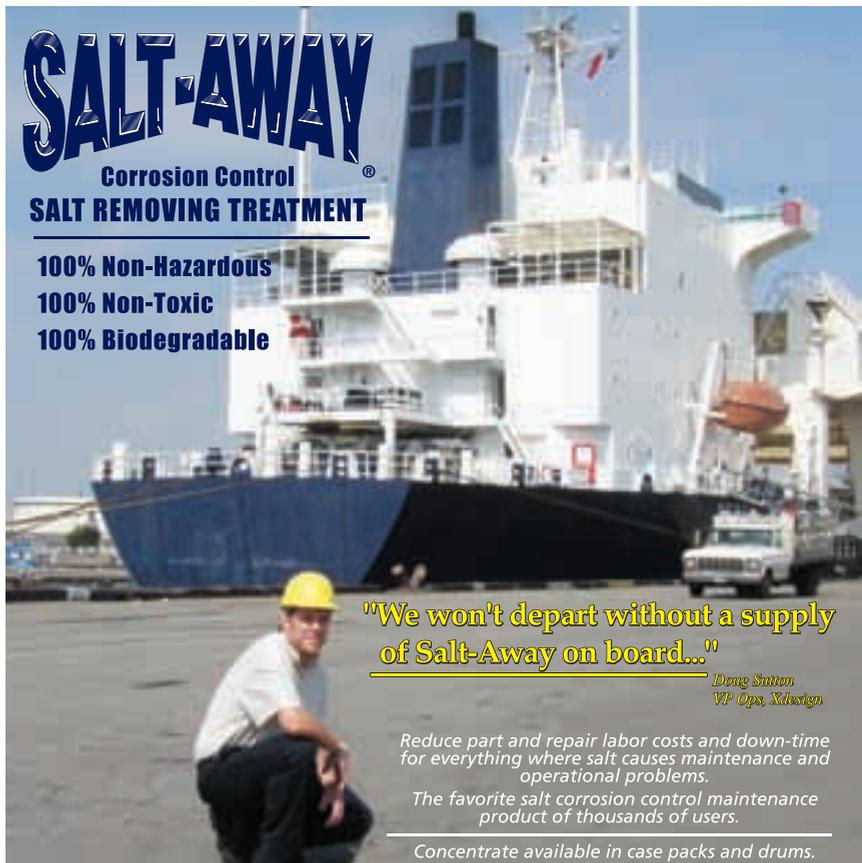


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Rigdon's on the Point



A recent visit to New Orleans afforded MR a chat with **Larry Rigdon**, a man who has stirred controversy and heated debate among offshore vessel providers, while steadfastly building what is far from the largest but arguably the finest fleet of boats serving the offshore market. — by **Greg Trauthwein**

Politics, Money & Competition: By all accounts, Larry Rigdon has had an interesting run through his mid-50s. While thoughts of the majority of men his age are turning to 401K values and retirement, Rigdon decided to design and build a fleet of ten 210- x 54- x 19-ft. diesel-electric platform supply vessels, vessels designed to offer the offshore market an unprecedented level of performance via an adherence to top technical specification. At the same time his alliance with a French organization to help finance the construction endeavor brought critics — including former colleagues and friends — out of the woodwork in an attempt to ground the project before it started. On the morning following the christening of Iberville — the fifth vessel in the 10 vessel fleet — a relaxed and seemingly satisfied Larry Rigdon shared with *Maritime Reporter* his thoughts on the past, present and future of the offshore boat business and Rigdon Marine's place in it.

Established in November, 2002, Rigdon Marine was designed to create a technological revolution in the offshore marine services industry with its design of the GPA 640 Platform Supply Vessels (PSV). Designed by Guido Perla and



(Photos: Don Sutherland)

Associates, and built at Bender Shipyard in Mobile, Ala., these supply boats are designed to effectively reinvent the way the marine offshore industry does business.

While it is impossible to focus on just one aspect of the vessel as the most attractive, Rigdon concedes that the fleet's Dynamic Positioning capability — to the class 2 (DP-2) standard — is the cornerstone of the vessel's capability, and the driving reason for selecting the diesel/electric propulsion solution, which he reckons otherwise is not a cost-effective choice.

Prior to starting his own company, Rigdon served for two major international offshore service companies, including his stint at Tidewater where he lost in his bid to become the company's

president and CEO to **Dean E. Taylor**.

"I was competing with Dean Taylor for the head of Tidewater," Rigdon said. "He got the job and he didn't want me to stay, which is understandable."

During his tenure, Rigdon felt these companies were not reacting quickly enough to adapt to fast paced business environment of the offshore energy and oil industry. Specifically, he felt the fleet renewal programs were not conducted effectively, with ordering sporadic versus a continual, reasoned approach with an eye at continually updating a fleet's capabilities with the best technologies available. Following a self-admitted short retirement, Rigdon was anxious to return to the business that had been his life's work for the previous three decades. Putting his money as well as

that of a corporate investor from France at stake, Rigdon set out to design and build a fleet of vessels that "would make a realistic speed at full load. These vessels deliver a true 13-knot speed at full load line."

This story is more than of a man, his boats, and a business, however, as once Rigdon's plans to build were unveiled he was assailed with an accusations avalanche from competitors and a noted politician, who generally characterized Rigdon's financing plans as outside of the rules, namely the Jones Act and the Foreign Lease Finance law.

"Frankly," Rigdon conceded, "the attitude and response surprised me, especially considering came from colleagues and friends."

Claims and counterclaims notwithstanding, fast-forward to December 2004 and the result of the row is plain to see with the delivery of the fifth Rigdon vessel. Ironically, when the plan to build a fleet and a company bearing his name was hatched he feared that he might have started too late. But the notorious cycles of the offshore business played in Rigdon's favor. "As it turns out, though, it was perfect (timing)," he said. He noted that he started in the offshore business during the last big boom, and that the huge building splurge of the late 1970s and early 1980s is just now ending. There is still an abundance of 20 years and older vessels working, and Rigdon figures the market is still evaluating how to proceed, either by dumping money into older tonnage or investing in modern vessels and technologies.



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Profile

Rigdon took the Guido Perla and Associates design of a diesel-electric PSV with DP-2 certification and a streamlined hull for fuel efficiency, able to produce a top speed of 13 knots fully loaded and 15 knots in light conditions, and shopped it to shipyards, with Bender Shipbuilding of Mobile, Ala., winning

the contract. As for the future, Rigdon envisions additional consolidation, but not necessarily in the form of complete corporate takeovers. He believes there will be more loose affiliations between companies in an effort to share costs, and while he admits his company is engaged in conversations along these

lines, he was not ready to share details.

To build and grow the business, Rigdon has invested in people as well as boats, hand selecting his key executive staff, which consists mainly of young, technically competent people, to build a solid foundation for the company's growth and long-term future.

Main Particulars

| | |
|----------------------------------|--------------------------|
| Type | Platform Supply Vessel |
| Owner | Rigdon Marine LLC |
| Builder | Bender Shipbuilding |
| Flag | U.S.A. |
| Classification | ABS |
| Length, o.a. | 210 ft. (64 m) |
| Length, b.p. | 202 ft. (61 m) |
| Beam | 64 ft. (16.5 m) |
| Depth | 19 ft. (5.8 m) |
| Operating draft | 16 ft. (4.9 m) |
| Operating displacement | (3,571 lt) (3628 mt) |
| Light draft | 7.9 ft. (2.4 m) |
| GRT | under 18,000 gt |
| Speed at operating draft (4.9 m) | 13 knots |
| Deadweight | 2,535 |
| Cargo deck area | 136 x 45 (6,120 sq. ft.) |
| Cargo deck loading | 5.51 st per sq. ft. |
| Deck cargo | 1,322 st |
| Fuel oil | 4,881 bbl (205,000 gal.) |
| Bulk mud - 4 tanks | 7,133 cu. ft. |
| Bulk mud - 8 tanks | 5,107 bbl |
| Rig fresh water | 5,642 bbl (236,962 gal.) |
| Drill water/ballast | 2,886 bbl (121,200 gal.) |
| Foam tank | Optional |
| Marine Sanitation | Omnipure - |
| | Severn Trent De Nora |
| Ultraviolet disinfection | UltraDynamics - |
| | Severn Trent De Nora |

Fuel consumption at 4.9 m Draft

| | |
|-----------------------------|---------|
| Maximum speed - 13 knots | 230 gph |
| Cruising speed - 11 knots | 143 gph |
| Economical speed - 10 knots | 88 gph |

Main Diesel Generators

- 2 x 1,825 kW (2,500 hp) 480 V/60 Hz (Cummins QSK 60)
- 1 x 910 kW (1,220 hp) 480 V / 60 Hz (Cummins KTA 38)

Emergency Generator • 1 x 170 kW (228 hp) 480 V / 60 Hz (Cummins 6 CTA 8.3)

Main Propulsion • 2 x 1,566 kW (2,100 hp) Z drive, 360° azimuthing (Steerprop 20)

Bow Tunnel Thrusters • 2 x 746 kW (1,000 hp) CPP at 1,200 rpm (Berg)

Deck Equipment

| | |
|-------------------------------------|------------------------------------------|
| Rescue Boat | 1 x MOB boat with Tugger Winch |
| Telescopic boom / electro-hydraulic | 1 x 12 st (11 mt) pull |
| Anchor Windlass | 2 |
| Roll Reduction System | "Flume" type roll stabilization tank |
| Bilge Keels | Fire fighting system (optional) |
| Fire fighting system (optional) | 2 pumps at 1,200 m ³ / hr |
| | 2 monitors at 1,200 m ³ / hr. |

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- Fully integrated DP / control dual redundant system
- Alarm, monitoring and control system for periodically unattended ops.
- Remote control & monitoring of liquid mud and bulk mud cargo syst.

Cargo Discharge (approximate)

| | |
|-----------------------------------------------------------------------------|---------------------|
| Fuel Oil | .660 gpm at 196 ft. |
| Rig Fresh Water | .660 gpm at 196 ft. |
| Liquid Mud | .660 gpm at 196 ft. |
| 2 Independent Liquid Mud pumping systems | |
| Flyght mixers and Butterworth washdown system | |
| Bulk Material Compressors rated for 55 st/hr at 196 ft. (50 mt/hr. at 60 m) | |

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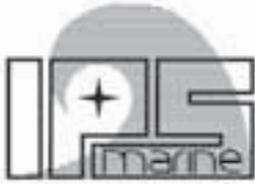
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Among the recent new hires are **James (Jay) A. Harkness** as Vice President and CFO; **Richard M. Currence**, Vice President, Operations; and **Thomas Sweeney** as Marine Superintendent.

Harkness is responsible for the financial management of the company, including fiscal controls, insurance placement and claims management and financial reporting. Harkness has been involved in the marine services industry for over 14 years, and spent the last seven, prior to joining Rigdon Maine, as the Financial Controller for Europe and Africa for a major offshore energy support company.

As Vice President, Operations, Currence is responsible for the company's vessel operations, vessel construction, conversions, repair and maintenance, purchasing, and sub-contract management. He has more than 14 years of experience in the offshore marine services, offshore drilling, and ship-building industries.

Sweeney, along with **Ken Dawson**, will be responsible for the day-to-day operations of Rigdon Marine's vessels and crews, tasked to ensure crew safety, vessel staffing schedules, operational performance, in-field customer service, environmental responsibility, ship inspections, ship-to-shore communications, and safety meetings.

The GPA 640

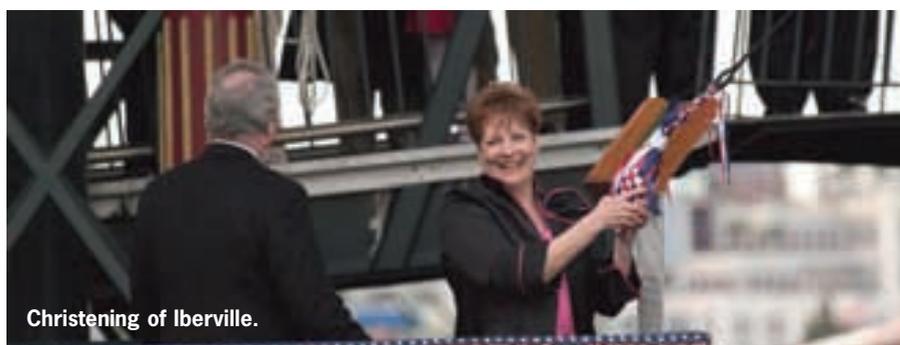
The GPA 640 Platform Offshore Supply boats are 210 x 54 x 19-ft. diesel-electric PSVs with a dynamic positioning class 2 (DP-2) certification and a modern streamline hull designed for fuel efficiency with top speeds of 13 knots fully loaded and 15 knots in light conditions.

The Guido Perla and Associates designed (GPA 640) vessels are equipped with two stern-mounted Steerprop SP 20 azimuthing Z-drive units that are driven by two Alconza 2,100-hp variable-frequency AC electric motors, which provide the main propulsion. A further enhancement to the diesel-electric drives is the technologically advanced dynamic positioning system and vessel management system from Alstom Power Conversion that provides the total system redundancy required for the DP-2 certification.

The cargo capacity is increased due to the space saving diesel-electric engine room which hosts two 1,825kw (2,500 hp) generators driven by Cummins QSK 60 engines and a third 910kW (1,200 hp) generator driven by a Cummins KTA 38 engine. The fuel burn of the system has been rated at 230 gph at 13 knots when fully loaded, and only 88

gph at 10 knots.

The vessels can carry 7,133 cu. ft. of bulk material and 5,100 barrels of liquid mud in self-cleaning oval tanks. The vessels' two Mission Magnum 5-in. x 4-in. x 14-ft. pumps deliver mud to a height of 196 ft. above water. The two 80-PSI air compressors can also deliver 50 metric tons of dry cement or barite per hour to the same height.



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W&O: An Engineered Ascension

W&O Supply is a maverick. What's so exciting about pipes and valves, you ask? How about growing from \$22 million in revenue per year to \$75 million in the last 13 years.

— by **Greg Trauthwein**

In today's rapid-paced industrial environment, companies that stand still will more than likely get trampled. **David Turner**, W&O's president and CEO, realized this many years ago, and the company known for providing pipes and valves for the commercial and naval shipbuilding markets embarked on the path to provide engineered solutions.

W&O Supply was founded in 1975 and by its own estimation is the largest marine piping supplier in the U.S. It boasts a wide customer base representing all aspects of the maritime industry, including the U.S. Navy, commercial shipping companies, barge owners, cruise companies and shipyards all across North America and Europe.

Up until the early 1990s the company was known for its supply of mostly commodity type equipment, mainly manually operated gate valves. Seeking growth in an ever-tightening maritime market, the company shifted gears toward becoming an engineered solutions provider. Instead of providing shipyards single pieces, W&O started providing complete manufactured systems.

Along the way, a number of deals were struck and companies acquired, perhaps none more key than the acquisition of Valve Automation Control, which helped to quickly expand the engineered solution/added value approach.

"We helped the shipyards evolve toward the lean manufacturing process," said Turner, explaining that where as the shipyards used to bring all components - valves, actuators, brackets, etc. - in house for final assembly and testing, today W&O manufactures the complete



David Turner

set up and delivers it, fully tested and approved, for installation.

While the newbuild yards have profited handsomely with reduced manhours and better quality control, the process of helping to streamline its shipyard customer's business actually started in the ship repair yards. Ship Repair yards many years ago recognized the need to exit from the warehousing business, and companies such as W&O were critical in implementing this strategy. Turner explained that his company would sit down with customers to help develop a processes flow chart, and some yards took the efficiency a step further by adoption W&O's part numbering scheme. While there are far too many projects to mention, perhaps the company's work aboard the TOTE ships built at NASSCO best exemplifies the company's direction and capability.

Projects at NASSCO

Valve Automation and Controls, a wholly owned subsidiary of W&O Supply, proved the value of adapting existing technology to new uses aboard a series of 840 x 118 ft. RoRo cargo ships built by National Steel and Shipbuilding Co. (NASSCO), which is



owned by General Dynamics, for Totem Ocean Trailer Express (TOTE).

The risk: switching from hard-wired electrically controlled valve systems in sea-going vessels to a computer-based digital system. National Steel and Shipbuilding Company (NASSCO), builds support vessels for the government and commercial ships. According to **Cal Cardiff**, VAC's Chairman, the hard part was talking General Dynamics into trying the digital system.

One advantage of the digital control system is that it can incorporate a large number of valves in a continuous loop, an enormous saving in labor and wiring over the electrically-controlled systems which require individual wiring for each valve. Another advantage is that the computer-based digital system can monitor and provide much more information on each unit in the loop.

The first ship to carry the system — TOTE's M. V. *Midnight Sun*, the first of two new Orca-class trailerships delivered in 2003 — successfully passed all tests, and is significant as it is the first digitally controlled valve network on a U.S. built ship. The innovation is featured on another series of NASSCO-built vessels, the four British Petroleum double-hull oil tankers, also built by

NASSCO, as well as up to 12 U.S. Navy supply vessels designed to carry fuel, munitions and dry cargo (TAKE), Turner said. According to Turner, the advantage is particularly pronounced in the BP tankers, as there are more than 300 valve systems in each ship, and up to 325 per TAKE ship.

"Our goal was to take their (Valve Automation & Control's) expertise and sell it throughout the rest of our branch network," Turner said.

While W&O has recorded impressive growth, it is hardly resting on its laurels, with a new five-year business plan in place to concentrate on the domestic maritime business opportunities and further expand the engineered product line. "But we will be picky," Turner said, opting only for those technologies that complement the company's line and direction.

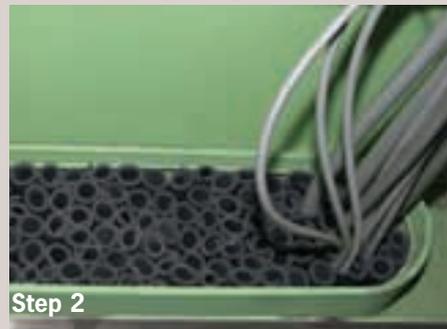
In addition to an expected uptick in the cruise business, Turner sees the offshore market as ripe for W&O, mainly as the company has not traditionally been a player in the market as it was viewed more as oil and gas rather than marine business. That view is changing, and Turner expects good penetration in the coming years.

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CSD RISE Installation: Manufactured by Beele Engineering and sold by W&O, the RISE system can be used to seal multi-cable penetrations or pipe penetrations.



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Step 2



Step 3



Step 4

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When it comes to improving their maintenance and repair, shipyards rely on Climax. The solution may range from a clever new mount for a standard Climax tool to an all-new custom machine. It may involve on-the-job consultation or a major training program like one we recently held for ten of China's largest shipyards. Today Climax is uniquely equipped to support you everywhere that machining and machine tools affect your bottom line.

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Short Sea Shipping: Nurturing a Modal Shift

By David Tinsley, technical editor

Swelling U.S. interest in fostering the development of coastwise shipping may be set against the backcloth of an anticipated 55 percent growth in demand for domestic freight transport over the period 2000-2010. Aside from its breathtaking scale, one of the most remarkable aspects of the U.S. projection is its similarity to the forecast, 50-percent increase in European road freight volume within the same timeframe.

U.K.-based technical consultancy BMT Nigel Gee and Associates, no stranger to the North American market, has prepared a high-speed RoRo freight and passenger carrier design for SeaBridge, a new company founded by Mediterranean shipping and North American trucking interests.

While offering a solution to U.S. national shipping needs, the concept could feasibly equally well serve the intra-European theater. Distinguished by an exceptionally high payload relative to speed, the proposed SeaBridge RoPax is also underpinned by practical considerations relating to construction materials, power plant, seakeeping and all-weather scheduling reliability.

Based on the innovative Pentamaran hull form, the 42-knot design has been shaped by the requirements for a fast and efficient service along the U.S. Eastern seaboard. BMT Nigel Gee has previously drawn up a various Pentamaran RoPax and trailership design proposals for operation in European waters, and structural detail design development for European Pentamarans has been carried out jointly with Spanish shipbuilding and engineering group IZAR. New licensing arrangements will have to be put in place for construction of

U.S. newbuilds employing the patented, Pentamaran stabilized monohull configuration.

The envisioned SeaBridge Pentamaran class would have the capacity to transport 150 trucks, 300 cars and up to 1,800 passengers at a service speed of 40-knots. As explained by the consultancy's managing director Nigel Gee at the recent Fast Ferry Information Conference in Southampton, the SeaBridge vision is one of the ship as a bridge, maintaining fixed-time daily departures and arrivals. One application could be a link between Connecticut and Florida, providing a north-south coastwise operation offering benefits to truckers and the traveling public alike, as an alternative to interstate highway routings.

After investigating various powering possibilities, the designer has proposed a multi-engine, medium-speed diesel power plant and diesel-electric drive, for reasons of maintainability, operating versatility in terms of power and speed requirements and permutations, heavy fuel oil-burning capability, part-load efficiency, redundancy, onboard conditions and design flexibility.

The draft specification nominates eight MAN B&W 18V48/60B diesels as the main genset prime movers, representing an astonishing 172,800-kW power base,



delivering electrical energy to five 31.5-MW propulsion motors driving five Lips waterjets. The layout is intended to ensure a 40-knot laden speed at 90-percent maximum continuous output of the main engines. Four of the waterjets would be steerable.

Nigel Gee considers that the fuel efficiency of the medium-speed prime movers, and the ability to ingest high viscosity fuel, cheaper than that required by gas turbines and high-speed diesels, is fundamental to the commercial viability of the proposition. Indeed, fuel burning characteristics are considered more significant than the engine weight factor, and Nigel Gee believes that the availability of larger, high power-to-weight prime movers are a key to achieving a modal shift from road to sea. As has been the case throughout the Pentamaran ferry program, the nomination of all-steel construction and diesel machinery denotes a pragmatic approach to the targeted client market's preferences and to the need to ensure operational competitiveness and scheduling dependability in the longer-haul sectors of the coastal and short-sea business.

At around 984 ft. (300 m) o.a., the 6,500-dwt SeaBridge type is the longest Pentamaran design announced to date. Waterline length would be 951 ft. (290 m), and the molded beam would be 147 ft. (45 m). The Pentamaran concept, whereby a slender hull is stabilized by two sets of sponson-like structures, makes for a wide, cargo carrying area over much of the vessel's length. It also promises good seakeeping properties and speed maintenance in higher sea states.

It is estimated that demand for domestic freight transport in the U.S. will rise by 55-percent from 2000 to 2010. Over the period 1980-2000, vehicle miles traveled grew by 80-percent, although the increase in road

lane miles was a mere 2-percent, and it was indicated that the cost of constructing new roads was around \$32-million per mile. Recent years have seen greater usage of the rail system, although the rail mode still only accounts for less than five-percent of domestic freight volume.

In Europe, road haulage accounts for 50 percent of freight movement, although the road system is saturated and capacity growth is at a very slow rate. Estimated road building costs are about Euro 30-million per mile. Yet it is forecast that road freight traffic will increase by 50-percent over the decade to 2010, making for a rate of growth equivalent to 50-billion ton/km every year.

Rail transport carries only six-percent of European freight, and currently has a much slower average transit speed than road haulage. It is suggested that even a doubling in the rail's penetration of the freight market would have little effect on the overall situation, in an era of considerable compound growth in freight transportation overall.

By contrast, the seaborne mode, which already accounts for 40 percent of European freight exchange, offers ample room for expansion, and could be spurred by the availability of direct routes and competitive services at 30-knots plus, and any requisite port investments. The projected expansion in road freight traffic could also be equated to 100 x 3,000-ton payload new ships per annum.

The statistics accordingly indicate a similarity in the magnitude of the problem facing the U.S. and Europe, and Nigel Gee advocates the fast Pentamaran concept as a viable way of stimulating a shift to the waterborne mode on both continents.

Capturing the *Spirit* in New York

The dinner boat niche could be considered the Rodney Dangerfield of the maritime world. No respect. A visit with Spirit Cruises' Captain Greg Hanchrow, Director of Marine Operations, leaves one with nothing but respect. — by Greg Trauthwein

Norfolk-based Spirit Cruises LLC is not unlike most other sectors of the maritime industry: battling for profitability while fending off an infinite sea of challenges, a burgeoning list that includes controlling rising operating costs, training and retaining qualified crew and fighting for market share in a sometimes crowded - always cyclical - marketplace. If that's not enough, Spirit and its competitors in the dinner boat market niche are entrenched in a seemingly never-ending battle for respect in the maritime market.

This lack of respect, real or perceived, is much more than a fight for self-serving recognition, rather it presents a constant challenge to attract and maintain top

notch crew. Recognizing this, Spirit Cruises — a company with a large corporate backing with regionalized management control — has invested much in developing its systems to attract and keep the best crews available. In 1978, a company called C.I. Travel in Norfolk,

Va., purchased an old World War II landing craft with the idea of converting it into a dinner cruise vessel. After a series of major renovations, the ship was finally christened the Spirit of Norfolk, and a new company called Spirit Cruises was born. From there, the company expanded rapidly, with the addition of five 192-ft. Blount built boats in five years, and another three Service Marine-built boats in three years. Today, Spirit Cruises has a fleet of 13 vessels cruising in seven port cities: Boston, Chicago, New York and Weehawken,



Captain Greg Hanchrow

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Passenger Vessel Report

NJ (New York Harbor), Norfolk, Philadelphia, and Washington, D.C.

In 1990, Spirit Cruises was purchased by a French company then known as Sodexho S.A., and became the American counterpart of that company's fleet of dining vessels operating in Europe, including Bateaux Parisiens and

Bateaux London. In 1995, Sodexho created a unique partnership with two giant competitors in England and Scandinavia. The result was the formation of Sodexho Alliance, one of the largest food service management companies in the world. With their guidance, Spirit Cruises has grown beyond its

original harbor cruise concept into a company of many different kinds of cruise brands.

Smooth Operator

The process of operating a fleet of boats to an ever changing and fickle consumer is fraught with challenges,

with keeping the vessels operating in a safe and efficient manner at the top of the list. A myriad of details follow in close succession - rising fuel costs, ever tightening maritime security regulations and overall vessel maintenance and repair, but Captain Hanchrow claims that the single biggest challenge in running a successful operation is personnel. "Without question, human resources matters take up (proportionately) a lot of time," Captain Hanchrow said. "In this business sometimes it is tough to build legitimacy, and it can be a real challenge to get and grow a crew." Aside from the fact that the dinner boat market is sometimes looked down upon by other maritime sectors, the fact that the business is seasonal only adds to the challenge. While Spirit maintains six permanent captains in New York year round, it can need between 15 and 18 during the high season. "We spend a lot of time legitimizing the dinner boat business, and to attract and retain quality crews," Captain Hanchrow said.

It should be noted that Captain Hanchrow speaks from experience, having served in a wide variety of positions and vessels since first earning license in 1991. Though he grew up around boats and worked side jobs as a teenager on the river, he never envisioned it as a permanent career. But when the construction industry tanked in the late 1980s, he found himself working the waterways, first on tour boats around West Point and eventually in New York City, working for industry standards McAllister and Turecamo, as well as United Pilots, where his tug career ended. He joined Spirit Cruises in 1997 after a short stint in the deep sea market with Lamont Dougherty, and has since quickly



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Favorite Boat: Commander

There's something about your first. Spirit Cruises' Captain **Greg Hanchrow**, Director of Marine Operations, when considering which, over his career was his favorite boat, took little hesitation in answering "Commander," this first commercial vessel he ever worked on. Commander is a wooden ferry built originally for the U.S. Navy in 1917 to tow anti-barrage balloons in the lower bay New York region. After WWI, the vessel worked as a tender in the Brooklyn Navy Yard, after the war serving as a ferry between Sheepshead Bay and Breezy Point, New York, where it served until the 1980s. Capt. Hanchrow said the 65 x 30 ft. vessel ... "this little putt-putt thing," has a wheelhouse the "size of a closet." Captain **Tom Dodrill**, who hired Hanchrow, still operates the vessel as a seasonal tour boat around West Point.



legitimized the positions by doling out considerable responsibility and stability in the form of a defined career path. "We had to develop a plan that gave them room to move up," Captain Hanchrow said. An example: though it is not required, mates are given fire fighting training as a means to show them that the company is interested in their professional development.

Captain Hanchrow is a good example of this success as well. He recently received a "huge honor" when he was selected for the delivery crew aboard the M/V Chenega, the new Derecktor-built, Nigel Gee-designed fast ferry built for Alaska Marine Highway. He recently completed his GMDSS training at MITAGS in Baltimore in order to be fully qualified for the 23-day delivery run, and cites his company allowance to participate in the delivery as a part of the bridge team as further proof to Spirit's commitment to ensuring the professional growth of its team. Much of this is made possible by the fact that Spirit City Cruises is a part of a much larger corporate structure, and advantage in a market filled with small operations. In fact, he cites the corporate culture as to why the implementation of all of the new maritime security regulations has been relatively seamless. "Our corporate structure made it (the implementation of new security rules) easy, but if you talk to the 'mom and pop' guys down the block, they think it's a disaster."

moved up the company ladder to his present position of Director of Marine Operations. This diverse background was of assistance when Spirit effectively overhauled the way in which it approached the hiring and retention of its crew. "First, we had to look at how the boats were crewed and staffed," Captain Hanchrow said. "We had to develop a complete staff matrix, looking at the positions which were the most difficult to fill, that being the captains and mates.

The company considered it imperative to create several corporate management slots, executive level career paths for the captains and mates, and Captain Hanchrow notes that of the current crop of six permanent captains, five started out as deck hands with Spirit. For mates, the company offers full time employment and benefits, and has successfully

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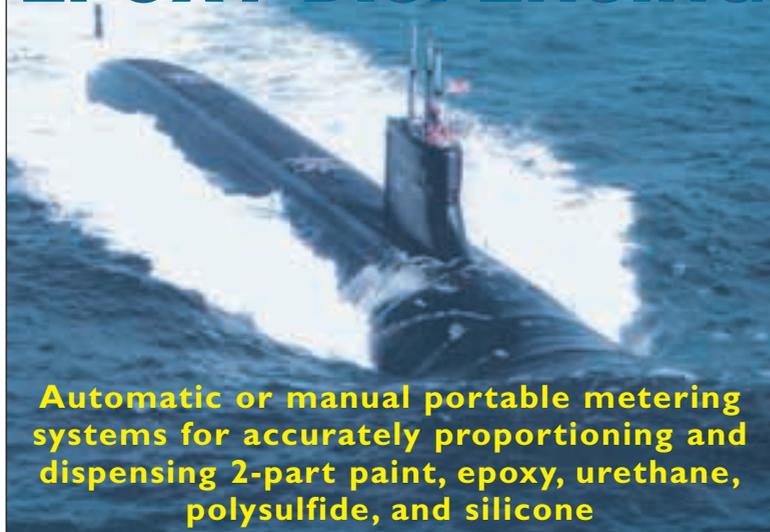
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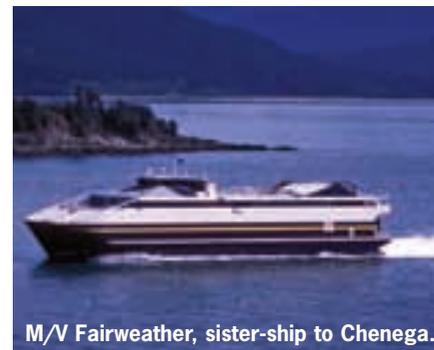
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New Alaskan Fast Ferry Christened at Derecktor

M/V Chenega was recently christened at Derecktor Shipyard and is scheduled to begin service in Alaska's Prince William Sound in late spring 2005. Designed by Nigel Gee, the vessel is the second aluminum passenger and vehicle

carrying catamaran built for the state. Once in service, it will provide daily transport between its homeport of Cordova and the surface highway accessible communities of Valdez and Whittier. The name Chenega was nomi-

nated by sixth grader **Emily Oskolkoff** of Ninilchik School in the Kenai School District who won a Statewide Essay contest to name the new ferry. Alaska law requires a state ferry to be named after an Alaska glacier. "The addition of



M/V Fairweather, sister-ship to Chenega.

the Chenega will continue to change our system," noted **Tom Briggs**, Deputy Commissioner of the Alaska Department of Transportation and Director of Marine Operations. "While we've done a good job of providing regular service to Cordova, Valdez and Whittier, the Chenega will greatly improve access by providing these communities with daily service."

Captain **John Falvey**, General Manager, noted the system began using fast ferries last year with the introduction of the M/V Fairweather, and that the learning curve is steep. "We've gotten to the point where the crew is comfortable navigating the Fairweather and traveling at more than 30 knots - a major accomplishment, especially during the winter," he said. "While we now have crew trained for the Inside Passage, we are going to have to adapt that knowledge to Prince William Sound."

Gavin Higgins, COO of Derecktor Shipyard, noted the importance of the vessel's construction to the shipyard, as well. "The Chenega, like its sister ship, the Fairweather, utilizes the latest technology in building techniques and equipment. We've learned a great deal from the Fairweather's performance and have applied that to the Chenega. It's a great vessel, a true prototype for 21st century ferry travel, and one that will provide Alaska with another great, "state of the art" ship."

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| | |
|--------------------|-----------------------------------------------------------------------------------|
| Operator |AMHS, State of Alaska |
| Designer |Nigel Gee and Associates |
| Vessel Type |Catamaran, High Speed Craft |
| Length/Beam/Draft |235 x 60 x 8 ft. |
| Passengers |250 persons |
| Crew |10 persons |
| Vehicle Capacity |35 large cars |
| Vehicle Weights |270,000 pounds total |
| Service Speed |32 knots full load at 78% power |
| Max. speed |42 knots, light load at 100% power |
| Range |500 nm at 32 knots |
| Home Port |Cordova, Alaska |
| Routes |Cordova-Whittier-Valdez |
| Power |(4) MTU 16V595TE70 diesels |
| Power |19,200 installed hp |
| Propulsion |(4) Kamewa 90S11 series waterjets |
| Electric Power |(4) Northern Lights, 185 kW each, |
| Switchboards |Thompson Technologies |
| Electronics |PMC, Raytheon, Ansul, Current Corp.,Matrix, Hose McCann, Weir Jones |
| Displacement |approx. 750 long tons |
| Registered Tonnage |Intl. 3,424/Domestic 1,280 |
| Fuel Capacity |13,400 gallons |
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| Construction |Aluminum structure,USCG/IMO/HSCC/DNV rules |
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Caterpillar Debuts the 3600 Series Upgrade, the C280

Last month in New Orleans Caterpillar Marine Power Systems Division made several major announcements, the biggest being the introduction of the new C280 series engine, an upgrade of the 3600 series and a change in naming nomenclature. The C280 will employ Electronic Unit Injection (EUI) for reduced fuel consumption, emissions and smoke.

The 3600 series is a 280 mm-bore, medium-speed engine with a long track record in tugs, fishing vessels, tow boats, supply vessels, AHTS vessels, and military and patrol vessels. The C280 is designed for the same applications, available for either propulsion or auxiliary power. The new C280 incorporates all the core components of the 3600 series marine engine, including the cylinder block, crankshaft, connecting rods, pistons and camshafts, which have made it one of the most reliable and durable engines in its class.



C280

The difference lies in the fuel injection, as the C280 replaces the mechanical fuel injection system of the 3600 series with Caterpillar's Electronic Unit Injection (EUI) fuel system. The EUI fuel system, which combines the Caterpillar ADEM-III governor with electronic unit injectors, is designed to take the C280 to a new level of precision. Variable injection timing and duration optimize combustion for any given speed and load. This electronic fuel system is similar to the one utilized in the Caterpillar 3500B series.

Unlike many fuel injection systems, the Caterpillar EUI system does not employ high pressure fuel lines and therefore does not require threaded fuel connections or double-walled fuel lines. Rather, the system employs a low-pressure fuel supply. Injection pressure is created via a pump that is an integral part of the unit injector itself. Each injector solenoid controls fuel delivery and eliminates the need for mechanical synchronization of the injectors. The ADEM-III precisely controls each injector solenoid so the timing and the length of the injection are adjusted to match the specific load and speed requirements at any given moment. ADEM-III monitors the amount of boost pressure generated by the turbochargers and the throttle speed demanded and then dispenses just the right amount of fuel for an optimum combustion process.

ADEM-III also enables customer programmable features such as droop, gain, and fuel/air ratio control so

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Propulsion Update

the capability to meet future EPA and IMO Tier II emissions standards.

Other C280 upgrades include:

- High-performance aftercoolers (HPAC) deliver cooler combustion air for longer valve life
- An anti-polishing ring in the cylinder liner prevents soot accumulation above the top piston ring land, which improves lube oil control and liner life
- For certain cyclical load applications, bi-metallic cylinder liners are employed to meet the rigors of these

applications and to maintain long component life. Early marine installations have been used to validate performance, with nearly 20,000 hours accumulated to date in applications such as line haul towing, harbor tugs, and tractor tugs. Feedback indicates that the C280 has virtually eliminated transient smoke, reduced steady state smoke, and lowered fuel consumption by as much as 11 percent in a line haul towing application.

"The C280 is a powerful and reliable marine workhorse, with electronic con-

trols for improved performance. We're receiving very positive reports from the field," said **Mike Mahn**, Manager for Marketing Support, Caterpillar Marine Power Systems. "Also, our early installation customers have consistently reported less vibration and noise, and with today's increased emphasis on crew comfort, they are very pleased about this."

The C280 is available with continuous and maximum continuous ratings from 1730 -5420 kW (2320-7270 bhp) for

propulsion applications, and prime power ratings from 1900-5420 kW (2550-7270 bhp) for marine auxiliary and diesel electric drive applications. Rated speeds of 900 or 1000 rpm may be selected for 6, 8, 12, and 16 cylinder configurations. Factory shipments are planned for mid-2005.

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Cat Offers Class-Approved Gensets

Caterpillar Marine Power Systems has reduced marine genset assembly bottlenecks and certification delays in the shipbuilding industry, providing vessel builders with fully certified and documented units ready for installation, moving the traditional process upstream to its in-house facilities. Gensets leave the factory with Marine Classification Society (MCS) certification. To provide gensets featuring more consistent components, Caterpillar will be packaging all of its Cat and MaK gensets in house with MCS certification.

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Repair Service Extended

Wärtsilä Propulsion Netherlands (former LIPS Propellers) has extended its worldwide metallurgical propeller repair service activities. Since the introduction of a Flying Squad Toolbox Container (FSTC), metallurgical propeller repairs engineers have all professional repair tools and equipment on site to perform major propeller repairs and guarantee quality repairs. This FSTC is a 20-ft. sea container fully equipped with water cooled MIG welding equipment, measuring equipment, straightening tools, grinding/cutting machines and a power converter. The FSTC is currently located in Greece and has already performed over 10 jobs since its introduction in March 2004.

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Improved Engine Monitoring Available

A new maintenance management system, CoCoS Maintenance, from MAN B&W Diesel, is designed to provide improved engine condition information and reduce operating costs. Among the key CoCoS Maintenance objective are effective planning of preventive and corrective maintenance work, performance of condition-based maintenance, the creation of reports detailing resource allocation and use, efficient stock control and the correct processing of documentation as required by the classification societies.

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February 28, 2005 for SMTC&E
May 12, 2005 for Ship Production Symposium

Final Electronic files due
May 1, 2005 for SMTC&E
August 5, 2005 for Ship Production Symposium

Submit SMTC&E draft papers to Deborah Sirotiak at dsirotiak@sname.org
Submit SPS draft papers to Dolly Peltó at peltó@aticorp.org

Author instructions can be found at www.sname.org
The Society of Naval Architects and Marine Engineers
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Circle 253 on Reader Service Card

LM6000 Certification

GE Transportation's marine gas turbine business has launched a program to obtain American Bureau of Shipping (ABS) certification, to the Steel Vessel and the new Naval Vessel Rules, for its LM6000 aeroderivative gas turbine. GE plans to certify the LM6000 at a power level greater than 36 MW based on U.S. Navy standard day conditions (100oF).

The LM6000 was introduced in 1990, and boasts an efficiency of 41.9% at the ISO rating point.

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New from PMC

Prime Mover Controls expanded its line of electric shaft control heads. PMC electric shaft systems are designed to ensure precise synchronization of control lever position at all stations, providing enhanced operability and increased safety. The new MCH-ES2 is the smallest twin screw electric shaft control head in the PMC product line and features full size electric shaft components.



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Bearingmaster for Two-Stroke Temp Control

The Kongsberg BearingMaster is a new bearing temperature monitoring system for two-stroke engines, based on the DataChief and AutoChief automa-

tion systems. The Kongsberg Midi Operator Station 33 (MOS 33) can be used for local display of temperatures and the GB-100 Sentry system can also be integrated to offer real-time monitoring of crosshead and crank pin bearing temperatures.

Circle 19 on Reader Service Card

New Sterntube Seals

Wärtsilä introduced a new family of face-type seals specifically for water-lubricated stern tubes. These new Deep Sea Seals brand ManeGuard seals are suited to vessels sailing frequently in coastal or other waters with high sand and silt contents. ManeGuard face-type

seals are produced for shafts of 70 to 240 mm (3 to 9 in.) diameter, and are either partially split (PS type) or fully split (FS type). They are able to accept high shaft speeds up to 2700 rpm. They provide maximum sealing capability for all types of water-lubricated bearings.

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This Isn't Your Father's Coast Guard Manual

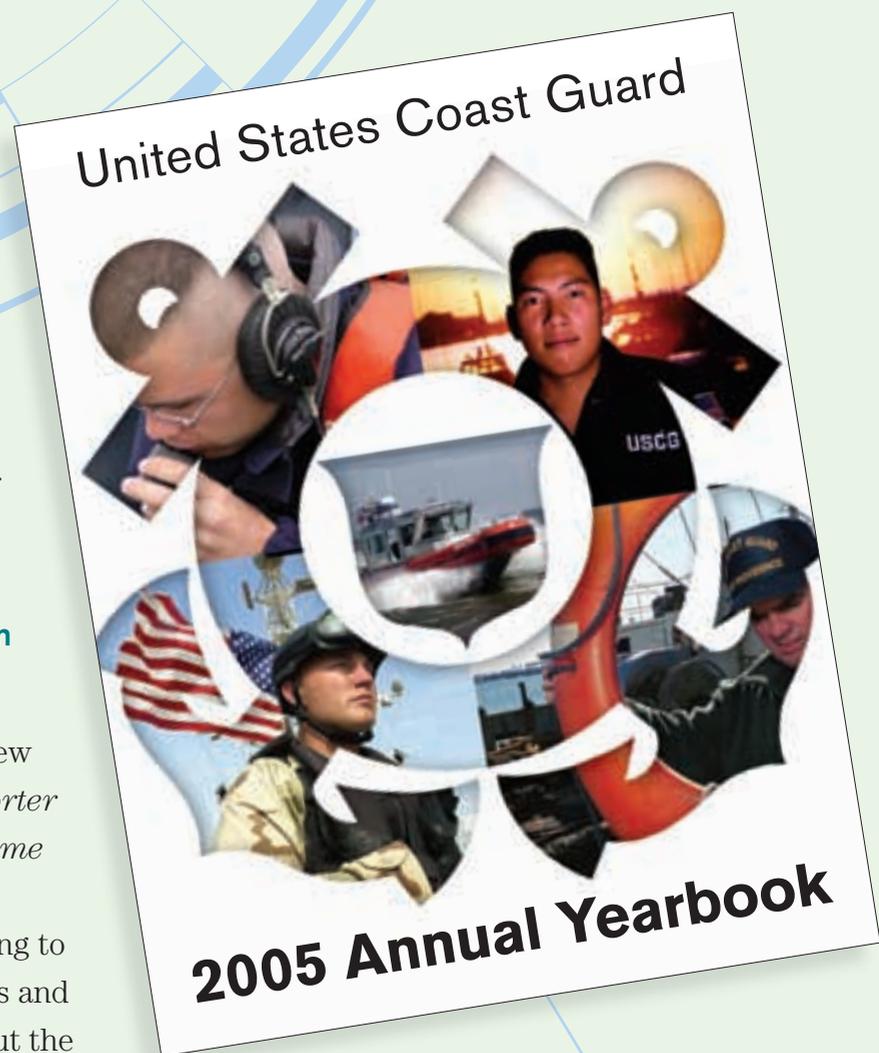
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Wärtsilä Italian Style

Former GMT works to shoulder more of the manufacturing workload

By David Tinsley

Trieste engine plant enters new era Skilful management has been core to the shaping of the huge Trieste engine building factory as a pivotal element in Finnish-owned Wärtsilä Corporation's production network. As the one-time Grandi Motori Trieste (GMT) works, a symbol of Italian industrialization in the 1970s, the factory has been the subject of far-reaching organizational change since the Finns took charge. It has emerged as a much leaner, increasingly efficient builder of marine diesels.

Cessation of engine production at other Wärtsilä plants in recent years has imbued Trieste with additional manufacturing responsibilities, and its strengthened role as a European supplier to the international market has assumed greater significance in the light of the continuing shift of global shipbuilding and marine production activity to the orient. Under the latest stage of restructure at Wärtsilä, Trieste is now one of only two European



engine building centers maintained by the Finnish group. Furthermore, the plant's focus is now entirely on medium-speed engines, following the decision to leave Sulzer two-stroke diesel production wholly in the hands of licensees. Although global engine production is expected to attain new heights in 2005 and 2006, in line with projected, record commercial shipbuilding output, Wärtsilä's concentration of engine manufacture on just two factories, Vaasa in Finland and the Trieste works, reflects a bid to achieve greater balance in matching its supply capacity to market demand for its products over the long term.

Wärtsilä's decision to end manufacturing at Turku, one of its two Finnish plants, and the discontinuation of high-speed engine building at Mulhouse, France, followed earlier production closures in France and Sweden and the cessation of operations at the modern Zwolle works in the Netherlands. Turku was due to close on January 1, 2005, bringing wholesale production of the popular Wärtsilä 46-series medium-speed diesel and derivatives into the province of the Trieste factory. The Italian factory's production remit also includes the industry's largest and most potent medium-speed diesel, the Wärtsilä 64, along with the 26- and 38-series types, earlier transferred from Zwolle, and the 50DF dual-fuel engine, derived from the 46. In keeping with customer demand, the Sulzer-originated ZA40S medium-speed design remains in the portfolio, although the group is promoting more modern, similar-bore

Wärtsilä models where possible for future projects involving ZA40S devotees. The factory has previously acted as a back-up manufacturing facility to Turku for the Wärtsilä 46, during a time of peak demand, a factor which will undoubtedly assist its uptake of wholesale production of the Finnish 460mm-bore design and various derivatives. The new addition to the family, the significantly more powerful, 46F common-rail engine, will give added dimension to production in the coming years.

Wärtsilä's recent success in landing a contract for 50DF dual-fuel engines as the prime movers for BP's four diesel-electric LNG carrier new-builds in South Korea will impact on the Trieste

program in 2006. The north-east Italian factory's deliveries of 50DF plant for consecutive, diesel-electric LNG carriers laid down for Gaz de France at Chantiers de l'Atlantique will accordingly be followed by shipsets of two 12-cylinder and two 9-cylinder 50DF engines for each of BP's 155,000-cu.-m. gas tankers entrusted to Hyundai Heavy Industries and Hyundai Samho. Although the capacity for producing Sulzer RTA and RT-flex low-speed engines will be retained, Wärtsilä has decided to relinquish Trieste's role in this sector, given the cost-attractive, volume possibilities offered by eastern Asian licensees in the main regions of two-stroke engine shipbuilding consumption. Wärtsilä Italia in Trieste had been the Finnish corporation's only self-owned maker of Sulzer two-stroke diesels, and had demonstrated its prowess by turning out the first RT-flex electronically-controlled, common-rail two-stroke engines in 2002.

Wärtsilä's financial interest in the Trieste works dates from 1997, with the formation of Wärtsilä NSD Corporation, when it had assumed a 40-percent stake in what was then the Fincantieri subsidiary Grandi Motori Trieste. The Finnish group's 1999 purchase of Fincantieri's 60-percent holding gave it outright ownership of the plant and associated companies in Italy. The change in productivity and output over the past seven years has been dramatic. This has derived mainly from improvements in organizational measures and manufacturing methodology, and the adoption of 'best practices' honed in the Wärtsilä production network, along with equipment transfers from other factories and selective investments.

A major reduction in the payroll has been achieved without confrontation and disruption, although pay-offs and early retirements have been accompanied by a substantial intake of new

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Circle 223 on Reader Service Card

Propulsion Update

blood, which has also had the effect of markedly reducing the average age of personnel. At the same time, greater recourse has been made to subcontracting. Output has risen from 274 MW in 1997 to 632 MW in 2003, with a further advance this year to an anticipated level in the order of 850-900 MW. The payroll

has gone in the opposite direction over the same period. In 1996, immediately prior to Wärtsilä's involvement, the workforce had numbered approximately 1,900. By 2003, the payroll had come down to 1,090. The near 1,200 pay-offs during the period have been accompanied by an intake of 412 newcomers,

dramatically altering the age profile and leading to a younger average age.

The physical dimensions of the Trieste works and the capacity of its production lines and assembly areas are complemented by an enormous testbed resource, which encompasses provision for the test running of eight large

engines plus eight small engines. The facilities can handle the 64-class engine up to its present largest size, the 12-cylinder vee model, and could also receive a 20-cylinder model of the 46-type, although the latter series only appears in the maker's current catalogue in configurations of up to 18 cylinders. Two of the testbeds are equipped to provide gas fuel, and a third will be similarly-fitted during 2005.

Production in 2004 included the roll-out in February of what may prove to be the last two-stroke from Trieste, a seven-cylinder Sulzer RTA72U machine. However, the overall growth in activity during the year included the rapid assimilation of 46-series manufacture, with a total of 19 such engines figuring in the program.

Wärtsilä Italia's throughput targets for Trieste include hoisting output on the combined 46- and 64-series production line from one engine per week, the level attained in October 2004, to two per week, plus or minus 25 percent, by the end of 2005. With similar 25-percent margins, build capability for the Wärtsilä 38-class was one engine per week from October 2004, with the production rate for the 26-series standing at two per week from mid-year.

Wärtsilä Integrates Spares Online With MTS

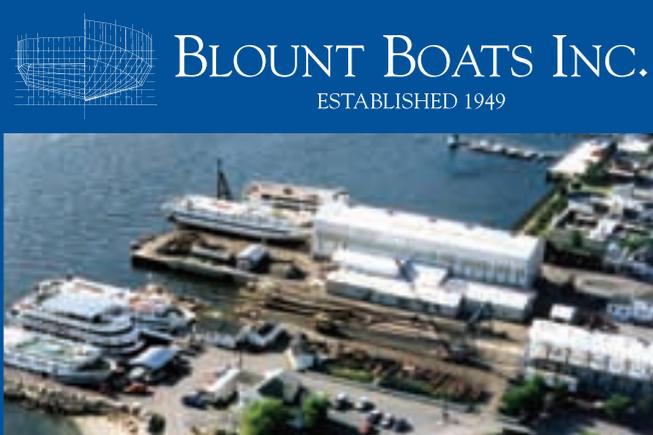
Wärtsilä has decided to cooperate with MTS within the marine e-business market and has through the MTS infrastructure integrated its Spares Online service. Spares Online gives ship owners/operators full control of their parts ordering and delivery process directly in their existing purchasing system. Spares Online keeps track of all ship owners/operators installations and provides an updated view of the equipment installed in their plant.

Circle 15 on Reader Service Card

Iveco Introduces New Marine Diesel

Iveco Motors Of North America introduced the NEF 370, a six cylinder, high performance engine with an electronic common rail fuel injection system. With 370 hp and weighing 1,312 lbs, the engine provides a power to weight ratio of 3.54lbs./hp. The NEF 370's control module supervises the engines performance and protects the engine from misuse. The better integration of electronics provides more accurate information to the skipper. The electronic installation process requires a couple of wires, making it simple and time efficient.

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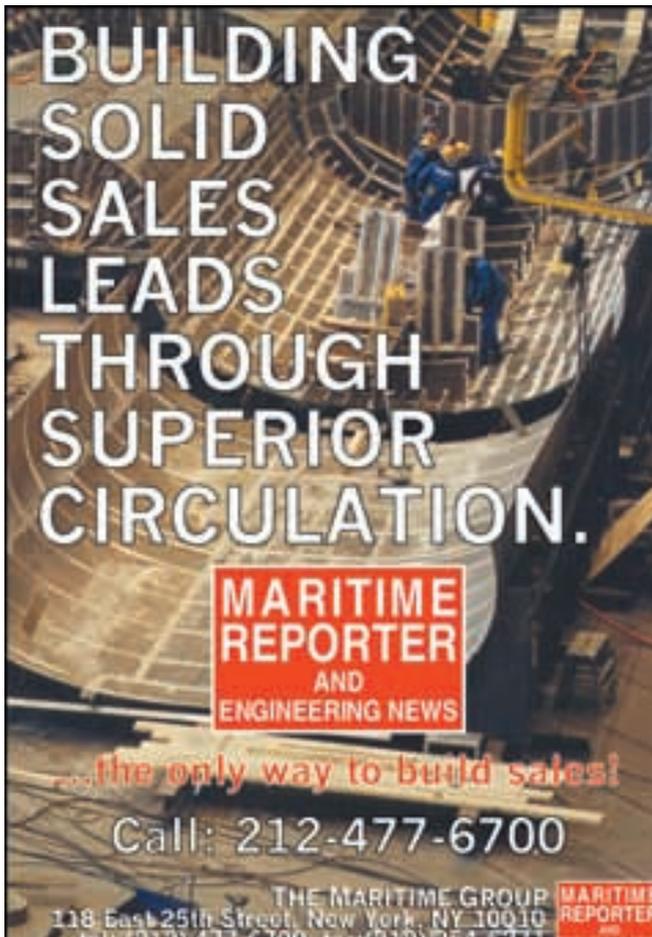
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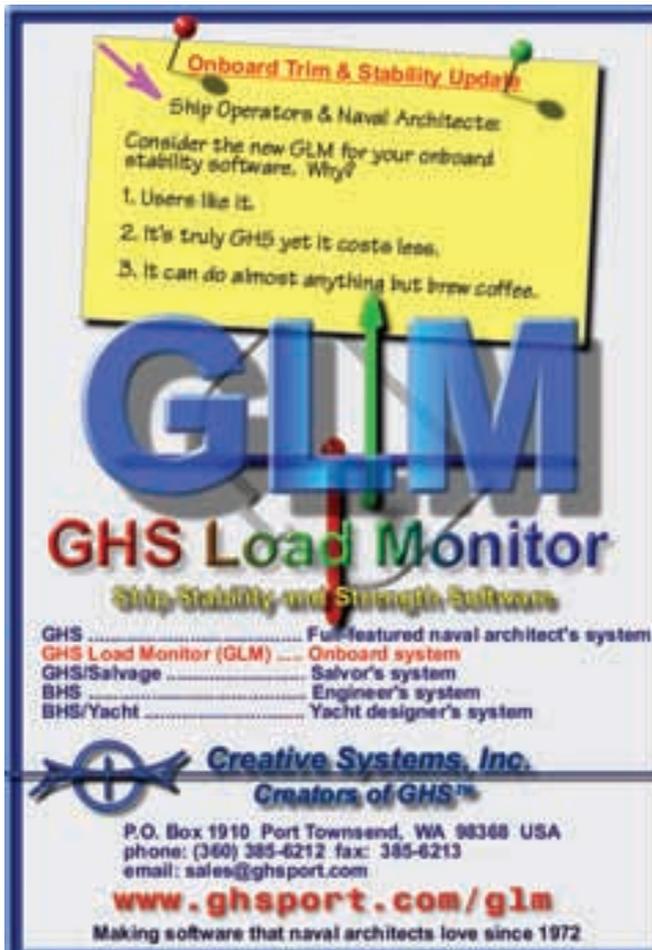
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New 3500C Marine Engine Ratings

Caterpillar has increased ratings for the 3500 Series marine engine family. Caterpillar's new 3500C-HD (high displacement) 1,800 rpm program features six new engine ratings that offer up to 21 percent increased power ratings. The Cat 3516C-HD engines are 60-degree V16 cylinder, 78l, 4-stroke marine diesel engines with dry weights of about 7850 kg and dimensions of 3187 x 1753 x 1703 mm. The 3512C-HD engines are 60-degree V12 cylinder, 58.6 liter engines with dry weights of 5554 kg and dimensions of 2819 x 1806 x 1703 mm.

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Table 1: Engine Ratings Comparison

| Model and Rating | New 3500C-HD Ratings at 1800 rpm | | | Current 3500B-HD Ratings at 1600 rpm | | | % Power Increase to 3500C-HD |
|------------------|----------------------------------|------|------|--------------------------------------|------|------|------------------------------|
| | bkW | bhp | mhp | bkW | bhp | mhp | |
| 3516 "D" | 2525 | 3385 | 3435 | 2088 | 2800 | 2839 | 21 |
| 3516 "C" | 2350 | 3150 | 3195 | 2000 | 2680 | 2720 | 18 |
| 3516 "A" | 1900 | 2550 | 2585 | 1825 | 2445 | 2480 | 4 |
| 3512 "D" | 1895 | 2540 | 2575 | 1566 | 2100 | 2129 | 21 |
| 3512 "C" | 1765 | 2365 | 2400 | 1500 | 2010 | 2040 | 18 |
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Angelo Joins Intertanko

Former United States Coast Guard Director of Standards for Marine Safety **Joe Angelo** joins INTERTANKO as its representative in North America effective January 10, 2005. He will be based in Washington DC, as Director - Americas and Regulatory Affairs, taking over the North American role of **Dragos Rauta** who remains as Director of INTERTANKO's Technical and Engineering Division, but is now operating from the association's Oslo office.

Costa Crociere Orders Another Cruise Ship

Costa Crociere — a member of Carnival Corporation — doubled its order with Fincantieri, signing an agreement to build the Costa Concordia's sistership, a 112,000-ton, 475 million euro ship. The Costa Concordia and its future sister ship will measure 951 ft. long with a total capacity of 3,800 passengers. More than 60% of the 1,500 cabins will include a private balcony or window.

SeaWave Offers Suite of IT Applications

SeaWave builds on the functionality of the Integrator 3.0 product line with its latest advancement in marine communications - the Remote Management Suite (RMS). RMS is a portfolio of IT tools which allow shore-side administration of vessel operations with near-zero ship-based intervention. These IT tools streamline vessel operations by transferring IT responsibilities to land-based IT personnel.

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Raimo Lind



Mikael Mäkinen

Lind, Mäkinen Promoted

Raimo Lind, MSc (Econ.), Group Vice President, CFO, and **Mikael Mäkinen**, MSc (Eng.), Naval Architect, Group Vice President, Ship Power, have been appointed Executive Vice Presidents of Wärtsilä Corporation with effect from January 1, 2005. Lind will also act as deputy to President and CEO **Ole Johansson**.

CP Ships Strengthens Management

David Auger joins CP Ships as Group Financial Controller. A new position, VP Business Control, has been assumed by **David Nicklin**. He will oversee internal financial reporting controls across the group, including continuing maintenance of the new SAP financial accounting processes. He will also lead the senior level task force established to review and strengthen financial controls and related

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business processes. Both Auger and Nicklin report to **Ian Webber** as does **Iain Torrens**, who continues to be responsible for treasury and tax functions. Another new position, VP Taxation, has been filled by **Sarita Sood**. **Tod Sizemore** joins CP Ships as VP Finance Americas & Asia based in Tampa, Fla., reporting to Auger. He succeeds **Julie Harte** who has assumed the

new role of VP Finance Systems Implementation.

Creel to Head FMC

Harold J. Creel, Jr., was sworn in as a the Federal Maritime Commission (FMC) Commissioner for a term to expire on June 30, 2009. Creel was confirmed by the Senate on November 20, 2004.

OSG To Acquire Stelmar

Overseas Shipholding Group, Inc. (OSG) signed a definitive merger agreement to acquire Stelmar Shipping Ltd. Holders of Stelmar's common stock will receive \$48 per share in cash upon the closing of the merger, implying an aggregate equity market value of \$843 million for Stelmar. Taking into account Stelmar's outstanding debt, the total

value of the transaction is approximately \$1.3 billion. The Stelmar fleet includes 24 Handymax product tankers, 13 Panamaxs and 3 Aframaxs. OSG will finance the transaction with cash and funds available under its existing credit facilities. The transaction is expected to close by the end of January 2005. UBS Investment Bank is acting as OSG's sole financial advisor and Cravath, Swaine & Moore LLP is acting as legal counsel.

Jurong Completes FPSO

Singapore's Jurong Shipyard Ltd (JSL) announced that the upgrading of the FPSO Sendje Berge was completed on December 7. Measuring 1145 x 170.6 x 88.6 ft. (349 x 52 x 27 m), the 274,000 dwt FPSO vessel underwent major upgrading and installation works to boost its production and storage capabilities. On delivery, the FPSO was chartered to Addax Petroleum, a subsidiary of Addax & Oryx Group, for exploration and development works in the Okwori Field, offshore Nigeria.

German Shipowning Up

German shipowners have moved up globally to rank number four in terms of tonnage. At the mid-point of this year they controlled 5.8% of the global fleet, said the German owners' association VDR. German owners continue to dominate the containership segment, controlling about 28% of global tonnage. By the end of the year German owners will control about 2,560 ships with 40 million gt capacity, 160 ships and six million gt more than a year ago.

SkyFile Increases Compression Ratio

The new version of France Telecom's SkyFile communication software starts with a single-button automatic installation or update. Windows-compatible, the software has a standard web-mail interface so registered users can manage their e-mail via the Internet, even onshore from any PC. Besides e-mail, SkyFile can send and receive text messages (SMS) and e-faxes. Connection time is now cut by up to 90% through WinZip-type data compression, shorter dial-in times and reliable transfers.

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MAN B&W to Open Jadaf Facility

MAN/B&W is about to complete the construction of a new state-of-the-art turbocharger service and repair facility at Jadaf. This new facility will be operational during the first quarter of 2005 and will reportedly house some of the most technically-advanced machines, such as the Schenk H4/20 and HM 10 Cab 803 balancing machines.

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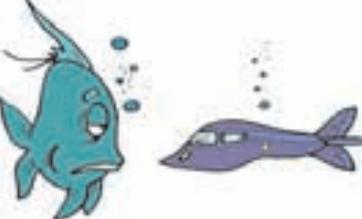


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Hornblower Marine Services, P.O. Box 112476, Campbell, CA 95011-2476

CONTROL SYSTEM-MONITORING/STEERING

Alma Impex, Inc., 4000 Brodertown Ave., Suite 15, Sayreville, NJ 08872
Electronic Marine Systems, 800 Ferndale Pl., Rahway, NJ 07065
Electrowave U.S.A., 6125 W. Sam Houston Pkwy., Ste 406, Houston, TX 77041
G.R. Bowler, 2261 Lake Rd., Ontario, NY 14519

Industrial Power Systems, 3010 Powers Avenue Unit 16, Jacksonville, FL 32207, 904 731-8844, 904 731-0188, marine@ipsjax.com

Kobelt Manufacturing Co., Ltd., 8238-129 Street, Surrey, BC V3W0A6, Canada
MMC International, 60 Inip Dr, Inwood, NY 11096
Prime Mover Controls, 3600 Gilmore Way, Burnaby, BC V5G 4R8, Canada
Seastate Pty.Ltd., 2 Egmont Road, Henderson WA 6166, Australia

CORROSION CONTROL

Apex Engineering Products, 1241 Shoreline Dr., Aurora, IL 60504
Furuno USA Inc., 4400 NW Pacific Rim Blvd, Camas, WA 98607
Ultra Strip, 3515 SE Lionel Terrace , Stuart, FL 34996

COUPLERS- TUQ & BARGE

Intercontinental Engineering , PO Box 9055 , Kansas City, MO 64168

COUPLINGS

American Vulkan, 2525 Dundee Rd, Winter Haven, FL 33884
Centa Corp., 815 Black Hawk Drive, Westmont, IL 60559
Mapeco Products, 91 Willenbrock Rd., Unit B, Oxford, CT 06478
MMC International, 60 Inip Dr, Inwood, NY 11096

CRANE - HOIST - DERRICK - WHIRLEYS

DMW Marine, LLC, 1123 Street Matthews Road, Chester Springs, PA 19425
E. Crane, 241 Executive Dr., #3, Marion, OH 43302

CRANKSHAFT REPAIR

In-Place Machining, 3811 N. Holton St., Milwaukee, WI 53212
Waltz & Krezner, 91 Willenbrock Rd., Oxford, CT 06478

CUTTING & WELDING MACHINES

Bug-O-Systems, 3001 W. Carson St., Pittsburgh, PA 15204
ESAB Cutting Systems, 411 South Ebenezer Road, Florence, SC 29501

DECK MACHINERY- CARGO HANDLING EQUIPMENT

Allied Shipbuilders Ltd., 1870 Harbour Road, Vancouver V7H 1A1, Canada
Allied Shipbuilders Ltd., 1870 Harbour Road, Vancouver V7H 1A1, Canada
Burrard Iron Works Ltd., 220 Alexander Street, Vancouver, BC V6A 1C1, Canada, 604-684-2491, 604-684-0458, sales@burrardironworks.com
Coastal Marine Equipment, Bldg 9114 MISAAP Ind. Complex, Stennis Space Center, MS 39529
DMW Marine, LLC, 1123 Street Matthews Road, Chester Springs, PA 19425
Hyde Marine Inc, 28045 Ranney Parkway G, Cleveland, OH 44145-1144
Intercontinental Engineering , PO Box 9055 , Kansas City, MO 64168

Markey Machinery, P.O. Box 24788, Seattle, WA 98124
McElroy/Catchot Winch Company, Inc., P.O. Box 4632, Biloxi, MS 39535-4632, 228-875-6327, 228-872-7880, hcatchot@bellsouth.net, Contact: Harold Catchot, www.mcelroycatchotwinch.com
Norwegian Maritime Equipment AS, BOX 244, NO-5480 HUSNES, Norway
Rapp Hydema, 4433 27th Ave. West, Seattle, WA 98199, (206) 286-8162, (206) 286-3084, scotta@rappus.com
Skookum , P.O. Box 280, Hubbard, OR 97032
Smith Berger Marine, 7915 10th Ave. S., Seattle, WA 98108
Superior Lidgerwood Mundy, 1101 John Ave., Superior, WI 54880

DEEPWELL PUMPS

Marflex Deepwell Pumps, Louis Pasteurstraat 12, 3261 LZ Oud-Beijerland, Netherlands

DESALINATION - REVERSE OSMOSIS

Exstar International, 6709-B Netherlands Drive, Wilmington, NC 28405

Reverse Osmosis of South Florida, Inc., 150 S.E. 29th St., Fort Lauderdale, FL 33316

DESIGN PUBLICATIONS

SNAME, 601 Pavonia Ave, Jersey City, NJ 07306

DETECTOR DOG TEAMS

American Detection Technologies, Inc., 415 Main St. (3rd flr), Worcester, MA 01608

DIESEL CYLINDER INDICATORS

General Thermodynamics Corp., PO BOX 642, Hampton Falls, NH 03844
Kiene Diesel, 325 S. Fairbanks St., Addison, IL 60101

DIESEL ENGINE OVERHAUL

Detroit Diesel Corporation, 13400 Outer Drive West, Detroit, MI 48329-4001

Motor-Services Hugo Stamp, 3101 S.W. 3rd Ave., Ft. Lauderdale, FL 33315

DIESEL ENGINE- SPARE PARTS & REPAIR

Alma Impex, Inc., 4000 Brodertown Ave., Suite 15, Sayreville, NJ 08872
Caterpillar, Inc., P.O. Box 610, Mossville, IL 61552-0610
Chris Marine AB, Box 9025, 200 39 Malmo, Sweden
Cummins Marine, 4500 Leeds Ave., Ste 301, Charleston, SC 29405

Man B&W Diesel, 17 State St., NY, NY 10004
Man B&W Diesel A/S, Teljtholmsgade 41, Copenhagen SV DK-2450, Denmark

Man B&W Diesel AG, Stadtbachstrasse 1, Augsburg D-86153, Germany

Marine Exhaust Systems of Alabama, P.O. Box 698, 757 Nichols Ave., Fairhope, AL 36533

Marine Turbo & Diesel Inc., 1090 7th St., Richmond, CA 94801
Mariso USA, Inc., 100 Davidson Ave., Somerset, NJ 08873

Motor-Services AB, Box 2115 , Ronninge S- 144 04, Sweden
Motor-Services Hugo Stamp, 3101 S.W. 3rd Ave., Ft. Lauderdale, FL 33315

Scardana Americas Bkg., 502 Empire St., Greenfield Park J4V 1V7, Canada

Wartsila Diesel, 201 Defense Hwy, Annapolis , MD 21401
Wartsila North America, Inc., 16330 Air Center Boulevard, Houston, TX 77032

DIESEL FUEL DECONTAMINATION

Algae X International, P.O. Box 4011, Fort Myers Beach, FL 33932

DIGITAL TORQUE METER SYSTEMS

Instruments, Computers & Controls, 78 Londonderry Tpke, Hookset, NH 03106

DIVING & SALVAGE

Muldon Marine Services Inc., P.O. BOX 41340, Long Beach, CA 90853

DOORS- MARINE & INDUSTRIAL

Joiner Systems, 1925 52nd Avenue, Lacine, Quebec H8T 3C3, Canada
Juniper International, 72-15 Metropolitan Ave., Middle Village, NY 11379

Manly Marine, P.O. Box 86788, N. Vancouver, BC V7L 4L3, Canada

Mapeco Products, 91 Willenbrock Rd., Unit B, Oxford, CT 06478

Nabrico Marine Products, 1050 Trinity Road, Ashland City, TN 37016

Pacific Coast Marine, 4314 Russell Road, Mukiteo, WA 98275
USA Sliding Doors, Inc., 801 Hosmer Road, Churchville, NY 14428, 585-538-4160, 585-538-2806, info@usaslidingdoors.com, Contact: Mr. Robert Weiland, www.usaslidingdoors.com

Waltz & Krezner, 91 Willenbrock Rd., Oxford, CT 06478

DRIVES

Allied Systems, 2300 Oregon St., Sherwood, OR

DRIVESHAFTS

The Cline Company, 600 Buncombe St., Greenville, SC 29602

DRUG TEST KITS

Sun State Specialty K-9s, 1500 Beville Road, Daytona Beach, FL 32114

DRY DOCKS- DESIGN

Heger Dry Dock, Inc., 13 Water St., Holliston, MA 01746

EDUCATION

Massachusetts Maritime Academy, 101 Academy Drive, Buzzards Bay, MA 02532

ELECTRICAL EQUIPMENT

MMC International, 60 Inip Dr, Inwood, NY 11096

ELECTRONIC CHARTS

C- Map Commercial, 133 Falmouth Rd, Mashpee, MA 02649

EMERGENCY DISTRESS SIGNAL

Greatland Laser, LLC., 4001 West International Airport RD, Anchorage, AK 99502, 907-245-4475, 907-245-4599, laser@alaska.net, Contact: Jim O' Meara, www.greatlandlaser.com

EMPLOYMENT

All American Marine, P.O. Box 191237, Tillman's Corner, AL 33619

ENGINEERING PUBLICATIONS

SNAME, 601 Pavonia Ave, Jersey City, NJ 07306

ENGINES

Dynamold, Inc., 2905 Shamrock Ave., Fort Worth, TX 76107

FDGM, Inc., 800 Principal Court, Suite C, Chesapeake, VA 23320

Giro Engineering Limited, Talisman, Duncan Road, Park Gate, Southampton, Hants SO31 7GA, UK

ENVIRONMENTAL SOLUTIONS

Hyde Marine, 28045 Ranney Parkway G, Cleveland, OH 44145-1144

EVAPORATORS

Alfa Laval Separation, Inc., 955 Meams Rd., Warminster, PA 18974

Sasakura Engineering , 7-32 Takeshima, 4-Chome, Nishiyodogawa KY Osaka555, Japan

EXHAUST

American Vulkan, 2525 Dundee Rd, Winter Haven, FL 33884

Applegate Industrial Materials, P.O.BOX 428, Baton Rouge, LA 70821-0428

Marine Exhaust Systems of Alabama, P.O. Box 698, 757 Nichols Ave., Fairhope, AL 36533

EXPANSION JOINTS

Applegate Industrial Materials, P.O.BOX 428, Baton Rouge, LA 70821-0428

Silex Inc., 6659 Ordan Dr., Mississauga, ON L5T 1K6, Canada

EXTRUDED RUBBER PRODUCTS

Clean Seal Inc., PO Box 2919, South Bend, IN 46880

FASTNERS

Superbolt, PO Box 683, Carnegie, PA 15106

FENDERING SYSTEMS/ BUOYS - DOCK & VESSEL

Duramax Marine LLC, 17990 Great Lakes Parkway, Hiram, OH 44234, 440-834-5400, 440-834-4950, Contact: Richard Spangler

Marine Fenders International, Inc., 909 Mahar Avenue, Wilmington, CA 90744, 310-834-7037, 310-834-7825, jerry.thermos@mpowercom.com, Contact: Jerry Thermos

Maritime International, Inc., 204 Ida Rd., Broussard, LA 70518

Schuyler Rubber Co., 16901 Woodred Rd., Woodinville, WA 98072

Trelleborg Engineered Products, P.O. Box 98, Clearbrook, VA 22624

Urethane Products, 9076 Rosecrans Ave, Bellflower, CA 90706

Viking Fender Co., 1160 State St., Perth Amboy, NJ 08861

FILTERS/FILTER SYSTEMS

Alfa Laval Tumba AB, 147 80, TUMBA, Sweden

Algae X International, P.O. Box 4011, Fort Myers Beach, FL 33932

Boll Filter, 9822 General Drive. Ste. 180, Plymouth, MI 48170

Hellan Strainer, 3249 East 80th St., Cleveland, OH 44104

US Filter , 2 Milltown Ct., Union , NJ 07083

FIRE & SAFETY PRODUCTS

Brookdale International, 1--8755 Ash St., Vancouver, BC V6P 6T3, Canada

DBC Marine Safety Systems, 101-3760 Jacobs Rd., Richmond, BC V6V 6T3, Canada

IFSTA/Fire Services Program, 9030 N. Willis, Stillwater , OK 74078-8045

IMSSCO Corporation, 2040 Harbor Island Drive, Ste. 201 A, San Diego, CA 92101

FLANGES

HOSES/HOSE FITTINGS

JGB Enterprises, Inc., 115 Metropolitan Dr., Liverpool, NY 13088

HYDRAULIC SYSTEMS

Allied Systems, 2300 Oregon St., Sherwood, OR
Anchor Lamina, 38565 Country Club Drive, Farmington Hills, MI 48331

INFRARED IMAGING EQUIPMENT

Flir Systems, 16505 SW 72ND AVE, Portland, OR 97224

INSPECTION EQUIPMENT

Staveley Instrument, 421 N. Quay St., Kennewick, WA 99336

INSULATION

Mascoat Products, 10890 Alcott, Unit 12, Houston, TX 77043
Shannon Enterprises of W.N.Y., Inc., 162 Sweeney Street, PO BOX 199, North Tonawanda, NY 14120-0199

Superior Energies Inc., 3115 Main Ave., Groves, TX 77619

INSURANCE SERVICES

WQIS, 80 Broad St., 21st Floor, New York, NY 10004

INTERIORS

Jamestown Metal Marine Sales, Inc., 4710 Northwest 2nd Ave., Boca Raton, FL 33431

Lit Industries, 516 Costner School Rd., Bessemer City, NC 28016-9801

JOINER PANELS/FURNITURE

Thermax Marine-Panel Specialists, Inc., 3115 Range Rd., Temple, TX 76501, 254-774-9800, 254-774-7222, thermax@panelspec.com, Contact: John Hutchinson, www.thermaxmarine.com

JOINER- WATERTIGHT DOOR-PANELING-CEILING SYSTEM

Joiner Systems, 1925 52nd Avenue, Lacine, Quebec H8T 3C3, Canada

Waltz & Krezner, 91 Willenbrock Rd., Oxford, CT 06478

K-9 DETECTION

Sun State Specialty K-9s, 1500 Beville Road, Daytona Beach, FL 32114

KEEL COOLERS

Duramax Marine LLC, 17990 Great Lakes Parkway, Hiram, OH 44234, 440-834-5400, 440-834-4950, Contact: Richard Spangler

LASER ALIGNMENT

Ludeca, Inc., 1425 NW 88th Ave, Miami, FL 33172

LEAK REPAIR

Indumar Products Inc., 2500 Tanglewilde, Suite 260, Houston, TX 77063

LIFEBOAT TESTING

Water Weights, Inc., 5139 Brook St., Suite E, Mont Clare, CA 91763

LIFEBOATS/DAVITS

Umoe Schat-Harding, Inc., 912 Hwy 90 East, New Iberia, LA 70560

LIFEBOATS/RAFTS

DBC Marine Safety Systems, 101-3760 Jacombs Rd., Richmond, BC V6V 6T3, Canada
Viking Life Saving Equipment, 1400 NW159th Street Suite 101, Miami, FL 33169
Willard Marine Inc., 1250 N. Grove St., Anaheim, CA 92806
Wolong International, 151 Chin Swee Road #03-14, Manhattan House, 169876, Singapore

LIFESAIVING EQUIPMENT

C.M. Hammar AB, August Barks Gatan 15, 421 32 Vastra Frolunda, Sweden
Umoe Schat-Harding, Inc., 912 Hwy 90 East, New Iberia, LA 70560
Viking Life Saving Equipment, 1400 NW159th Street Suite 101, Miami, FL 33169

LIFT EQUIPMENT TESTING

Water Weights, Inc., 5139 Brook St., Suite E, Mont Clare, CA 91763

LIGHTING PRODUCTS

Phoenix Products Co., Inc., 8711 West Port Avenue, Milwaukee, WI 53224

LIGHTING SYSTEMS/ EQUIPMENT

ACR Electronics Inc., 5757 Ravenswood Rd., Ft. Lauderdale, FL 33310-5247

L.C. Doane, P.O. Box 975, Essex, CT 06426

Maritime Associates, P.O. BOX 1788, Crystal Bay, NV 89402, 775-832-2422, 775-832-2424, maritimeas@charter.net

LINE & NET CUTTERS

Spurs Marine, 201 S.W. 33rd St., Ft. Lauderdale, FL 33315

LUBRICANTS/LUBRICATION SYSTEMS

Benjamin R. Vickers & Sons Ltd., Airedale Mills, 6 Clarence Road, Leeds, W. Yorkshire LS10 1ND, UK

MACHINERY MAINTENANCE, REPAIR & TESTING

Mackay Communications, 2721 Discovery Dr., Raleigh, NC 27616-1851

MANEUVERING EQUIPMENT

Schottel GMBH & Co. KG, Mainzer Str 99, D-56322-Spay/Rhine, Germany

MARINE & OFFSHORE SIGNAGE

Maritime Associates, P.O. BOX 1788, Crystal Bay, NV 89402, 775-832-2422, 775-832-2424, maritimeas@charter.net, Contact: unknown, www.marinesigns.com

MARINE DECKING & FLOORING

Lonsel Flooring, 928 East 238th Street, Carson, CA 90745

MARINE DIESEL ENGINES

Wärtsilä North America, Inc., 16330 Air Center Boulevard, Houston, TX 77032

MARINE ELECTRONICS

ACR Electronics Inc., 5757 Ravenswood Rd., Ft. Lauderdale, FL 33310-5247

Comark Marine, 93 West Street, Medfield, MA 02052, 800-280-8522, 508-359-2267,

sales@comarkcorp.com

Hatteland Display, Bogstadvæien, 19, N-0355 Oslo, Norway
Jotron Electronics, Box 85, NO-3280T Jodalynge Norge, Norway

Marine Electronic Solutions, 1522 Crabapple Cove, Jacksonville, FL 32225

Saab Marine Electronics, Box 13045, 402 5Goteborg, Sweden

MARINE ENGINEERING

Elliot Bay Design Group, 5301 Shishole Ave. NW, Ste. 200, Seattle, WA 98107

Heger Dry Dock, Inc., 13 Water St., Holliston, MA 01746
Ocean Crest, 2 Pidgeon Hill Dr., Sterling, VA 20165

MARINE EQUIPMENT

Scardana Americas Bkg., 502 Empire St., Greenfield Park J4V 1V7, Canada

Waterman Supply, P.O. Box 596, Wilmington, CA 90748

MARINE FURNITURE

Deansteel Mfg., 111 Merchant St., San Antonio, TX 78204

MARINE HARDWARE

HMS Marine Hardware, 333 W. Merrick Road, Valley Stream, NY 11580-5219

MARINE HAZARD RESPONSE

Marine Respose Alliance LLC, 1102 SW Massachusetts St., Seattle, WA 98134-1030

MARINE MANAGEMENT

Hornblower Marine Services, P.O. Box 112476, Campbell, CA 95011-2476

MARINE POWER PLANT SYSTEMS

Auramarine Ltd., Box 849, FI-20101 Turku, Finland
Wärtsilä North America, Inc., 16330 Air Center Boulevard, Houston, TX 77032

MARINE SERVICES

International Shipping Agency, Freeport Harbour Complex,Bldg.#2,Ste.#9, Freeport F41109, Bahamas

MARITIME TRAINING & SCHOOLS

Maine Maritime Academy, MMA, Castine, ME 04420-5000
Marine Safety International, Marine Terminal, Laguardia Airport, NY 11371

METALIZING

Climax Portable Machine, 2712 E. 2nd ST., NEWBERG, OR 97132

MONITORING SYSTEMS

American Vulkan, 2525 Dundee Rd, Winter Haven, FL 33884
Mackay Communications, 2721 Discovery Dr., Raleigh, NC 27616-1851

Prime Mover Controls, 3600 Gilmore Way, Burnaby, BC V5G 4R8, Canada

MOORAGE FACILITY

Sea Ark Marine, P.O. Box 210, Monticello, AR 71655-0210

MOTION CONTROL SYSTEMS

Seastate Pty.Ltd., 2 Egmont Road, Henderson WA 6166, Australia

MOTOR PROTECTION

Marine Safe Electronics, 261 Milway Ave. #12, Concord, Ontario L4K 4K9, Canada

NAV/COMM EQUIPMENT

C-Map Commercial, 133 Falmouth Rd, Mashpee, MA 02649
Chartco, New North Road, Hainault, Ilford Essex 166 2UR, UK
Electronic Marine Systems, 800 Ferndale Pl., Rahway, NJ 07065

Furuno USA Inc., 4400 NW Pacific Rim Blvd, Camas, WA 98607

Hose-McCann Telephone Company, 1241 W. Newport Center Drive, Deerfield Beach, FL 33442, 954-429-1110, 954-429-1130, mchip@hosemccann.com
Mackay Communications, 2721 Discovery Dr., Raleigh, NC 27616-1851

NAVAL ARCHITECTS, MARINE ENGINEERS

A.K. Suda, Inc., 3004 19th St., Metairie, LA 70002-4989
Aker Marine, 1818 CORNWALL AVE, VANCOUVER, BC V6J 1C7, Canada

Arthur D. Darden, Inc, 3200 Ridgelake Dr., Suite 403, Metairie, LA 70002

Band, Lavis, & Associates, Inc., 900 Ritchie Hwy, Suite 203, Severna park, MD 21146

Bay Engineering, 253 N. First Ave., Sturgeon Bay, WI 54235
Bristol Harbor Group, Inc., 103 Poppasquash Road, Bristol, RI 02809

C. Baxter & Associates, P.O. Box 9006, Mobile, AL 36609
CDI Marine Co., 9550 Regency Square Blvd, Ste 400, Jacksonville, FL 32222

Computer Sciences Corporation-Advance Marine Center, 1201 M St. SE., Washington, DC 20003

Elliot Bay Design Group, 5301 Shishole Ave. NW, Ste. 200, Seattle, WA 98107

Jamestown Marine Service, 1084 Shennecossett Rd., Groton, CT 06340

John J. McMullen Associates, 4300 King St., Suite 400, Alexandria, VA 22302

Kvaerner Masa Marine Inc., 201 Defense Highway, Ste 202, Annapolis, MD 21401

MCA Engineers, Inc., 2960 Airway Ave., #A-103, Costa Mesa, CA 92626

McElroy Machine & Mfg Co., Inc., P.O. Box 4454, Biloxi, MS 39535-4454

MIL Systems, 200-1150 Morrison Drive, Ottawa, Ontario K2H 8S9, Canada

Nautical Designs, Inc., 2101 S. Andrews Ave., Ste 202, Fort Lauderdale, FL 33316

Robert Allan Ltd., 1639 W. 2nd Avenue Ste 230, Vancouver, BC, Canada

The Glosten Associates Inc., 600 Mutual Life Bldg., 605 First Ave., Seattle, WA 98104

VUUYK Engineering, P.O. Box 204, , 9700 AE Groningen, Netherlands

Washburn Doughty, P.O. Box 296, E. Boothbay, ME 04544

NAVIGATION

ComNav Marine Ltd., 13511 Crestwood Pl., Ste 15 15, Richmond, BC V6V 2G1, Canada

D & B Technologies, 1458 OCEAN SHORE BLVD #132, ORMOND BEACH, FL 32176-3613

Nauticast AG, Mariahilfer Strasse 50/211, A-1070 Vienna, Austria

OIL SPILL RESPONSE

Marine Spill Response Corporation, 220 Spring Street, Suite 500, Herndon, VA 20170

OIL/WATER SEPARATORS

Alfa -Laval Separation, Inc., 955 Meams Rd., Warminster, PA 18974

Alfa Laval Tumba AB, 147 80, TUMBA, Sweden
MMC International, 60 Inip Dr, Inwood, NY 11096

PAINT APPLICATOR

Mr.Longarm, Inc., P.O.BOX 377, Greenwood, MO 64034-0377

PAINT MARKERS

Sakura of America, 30780 San Clemente St., Hayward, CA 94544, 800-776-6257, 510-475-0973

PARTS LOCATOR SERVICE

Inventory Locator Service, 8001 Centerview Parkway Suite 400, Memphis, TN 38018, 901-794-5000, 901-794-1760, ppugh@ilsmart.com

PIPE FITTINGS/CUTTINGS/CONNECTING/ SYSTEMS

Jesse Engineering, 5225 7th St., E. Tacoma, WA 98424, 253-922-7433, 253-922-2536,

tmorgan@jesse-wallace.com

RAMCO Manufacturing Co., 365 Carnegie Ave., Kenilworth, NJ 07033

PIPE LEAK REPAIR

CSD North America, 880 Candia Rd., Unit 10, Manchester, NH 03109

PLANNED MAINTENANCE SYSTEMS

Design Maintenance Systems, Inc, 340 Brooksbank Ave, Ste.100, North Vancouver,BC VTJ 2C1, Canada

PNEUMATIC LINE THROWERS

Restech Norway A/S, Box 624, NO-8001 BODO, Norway

PORT AUTHORITY

National Port Authority, BOX 32696, 2017 Braamfontein, South Africa

PORT DEVELOPMENT

Sasakura Engineering, 7-32 Takeshima, 4-Chome, Nishiyodogawa KY Osaka555, Japan

PORTABLE FOAM APPLICATORS

IMSSCO Corporation, 2040 Harbor Island Drive, Ste. 201 A, San Diego, CA 92101

PORTABLE VENTILATORS

Americ Corp, 785 Bonnie Lane, Elk Grove Village, IL 60007

PREVENTATIVE MAINTENANCE

Marine Safe Electronics, 261 Milway Ave. #12, Concord, Ontario L4K 4K9, Canada

PROPELLERS

Rice Propulsion, Av. Rios Espinoza 88, Mazatlan, Sin. 82180, Mexico, 8778396304, 011526699842533, rice@ricepropulsion.com

PROPULSION EQUIPMENT

ABB Turbocharger, Inc., 1460 Livingston Ave., North Brunswick, NJ 08902

Alstom Power Conversion, 3 Ave. Des Trois Chenes, 90018 Belfort Cedex, France

Brunvoll A/S, P.O. Box 370, N-6401 Molde, Norway
Caterpillar, Inc., P.O. Box 610, Mossville, IL 61552-0610

Cummins Marine, 4500 Leeds Ave., Ste 301, Charleston, SC 29405

CWF Hamilton Co., P.O. Box 709, Christchurch, New Zealand
Fincanteri, Diesel Engine Div., GMT, Bagnoli della, Rosandra 3334 Trieste, Italy

Hagglunds Drives Inc., 2275 International Street, Columbus, OH 43228

Harbormaster Marine, Inc., 31777 Industrial Rd., Livonia, MI 48150
Karl Senner Inc., 25 W Third, Kenner, LA 70062

Kawasaki Heavy Indust., World Trade Center Bldg., 4-1 Hamamatsu-cho, 2-chome, Minato-ku Tokyo 105-6116, Japan

L.A.M.E Srl. Marine Division, Via della Fornace 4, Opera (MI), Italy
Man B&W Diesel, 17 State St., NY, NY 10004

Man B&W Diesel A/S, Teligholmsgade 41, Copenhagen SV DK-2450, Denmark
Man B&W Diesel AG, Stadtbachstrasse 1, Augsburg D-86153, Germany

Mapeco Products, 91 Willenbrock Rd., Unit B, Oxford, CT 06478
Napier Turbochargers, P.O. Box 1, Waterside, South Lincoln LN5 7FD, UK

Nya Berg Propulsion AB, Box 1005, 430 90 Ockerö, Sweden
Philadelphia Resins, P.O. Box 309, Montgomeryville, PA 18936

Rolls-Royce Commercial Marine, 10255 Richmond Ave., Ste 101, Houston, TX 77042

Schottel GMBH & Co. KG, Mainzer Str 99, D-56322-Spay/Rhine, Germany

Ultra Dynamics (UltraJet), 1110A Claycraft Road, Columbus, OH 43230

Voith Schiffstechnik GMBH & Co., P.O. Box 2011, 89510 Heidenheim, Germany

Wartsila Corporation, Box 244, FI-65101 Vasa, Finland
Wartsila Lips, 3617 Koppens Way, Chesapeake, VA 23323

Wärtsilä North America, Inc., 16330 Air Center Boulevard, Houston, TX 77032

ZF Marine Group, Ehlert. 50, 88046 Friedrichshafen, Germany

PROPULSION MONITORING

Azonix-Dynalco, 3690 NW 53rd St., Ft. Lauderdale, FL 33309

PUMP-REPAIR-DRIVES

Scardana Americas Bkg., 502 Empire St., Greenfield Park J4V 1V7, Canada

Wooster Hydrostatics, 4570 West Old Lincoln Way, Wooster, OH 44691

RADARS-ARPAS

Furuno USA Inc., 4400 NW Pacific Rim Blvd, Camas, WA 98607

REMANUFACTURED PUMPS & MOTORS

Wooster Hydrostatics, 4570 West Old Lincoln Way, Wooster, OH 44691

REMOTELY OPERATED VEHICLES

Seabotix Inc., 1425 Russ Blvd. T112D, San Diego, CA 92101
VideoRay LLC, 415 Engleview Blvd., Exton, PA 19341

RIGID INFLATABLE BOATS

Willard Marine Inc., 1250 N. Grove St., Anaheim, CA 92806

ROPE-MANILA-NYLON-HAWSERS-FIBERS

Lankhorst Touwfabrieken by, Maritime Div., P.O.Box 203, 8600 AE Sneek, Netherlands, T:+31 515 487629, F:+31 515 487669, mar.div@lankhorst-touwfabrieken.nl, www.lankhorst-touwfabrieken.nl

Marlow Ropes, South Road, Halisham, East Sussex BN27 3JS, UK

ROTATING EQUIPMENT

Seaworthy, 22 Main Street, Centerbrook, CT 06409

RUDDER BEARINGS & BUSHES

Duramax Marine LLC, 17990 Great Lakes Parkway, Hiram, OH 44234

Orkot Composites, 2535 Prairie Rd, Unit D., Eugene, OR 97402

SAFETY PRODUCTS

Brookdale International, 1--8755 Ash St., Vancouver, BC V6P 6T3, Canada

D & B Technologies, 1458 OCEAN SHORE BLVD #132, ORMOND BEACH, FL 32176-3613, 407-647-7500, 407-647-7505, HOTEYE@HOTEYENOW.COM

DBC Marine Safety Systems, 101-3760 Jacombs Rd., Richmond, BC V6V 6T3, Canada

Lalizas SA, 21 Haidariou St., 545 Piraeus, Greece

Norwegian Maritime Equipment AS, BOX 244, NO-5480 HUSNES, Norway

Stearns Mfg. Co., PO Box 1498, St. Cloud, GA 56302-1498
Thorndon Bearings Inc., 3225 Mainway, Burlington, Ontario L7M 1A6, Canada

Viking Life Saving Equipment, 1400 NW159th Street Suite 101, Miami, FL 33169

SHIPBUILDING-REPAIRS, MAINTENANCE, DRYDOCKING

Atlantic Marine, Inc., P.O. Box 3202, mobile, AL 36652
Austal USA, 100 Dunlap Dr., Mobile, AL 36633
Bayonne Drydock, PO Box 240, Bayonne, NJ 07002-0240
Blohm & Voss, P.O. Box 10 07 20, D-20005 Hamburg, Germany
Blount Marine, 461 Water St., Warren, RI 02885
Bollinger Lockport & Larose, P.O. Box 250, Lockport, LA 70374
Curacao Drydock Co., Box 3012, Willemstad, Curacao, Netherlands Antilles
Damen Shipyards, P.O. Box 1 Gorinchem, 4200AA Holland, Netherlands
Fincantieri Cantierieri Navali Italiani Spa, Merchant Shipbuilding Div., 34123 Trieste, Italy
In-Place Machining, 3811 N. Holton St., Milwaukee, WI 53212
Leevac Industries, LLC, P.O. Box 1190, Jennings, LA 70546
Motor-Services AB, Box 2115, Ronninge S-144 04, Sweden
Newport News Shipbuilding, 4101 Washington Ave., Newport News, VA 23607
Signal International LLC, 1011 S.Hwy 6, Ste 108, Houston, TX 77077
United Defense, 1525 Wilson Blvd., Ste 700, Arlington, VA 22209-2444
United Marine Enterprises Inc., P.O. Box 22077, Beaumont, TX 77720
VT Halter, PO Box 3029, Gulfport, MS 39505
Washburn Doughty, P.O. Box 296, E. Boothbay, ME 04544

SHIPYARDS

Alabama Shipyard, P.O. Box 3202, Mobile, AL 36652
Atlantic Marine, Inc., P.O. Box 3202, mobile, AL 36652
Derecktor Shipyard, 311 E. Boston Post Rd., Mamaroneck, NY 10543
Jeffboat, 1030 E.MARKET STREET, JEFFERSONVILLE, IN 47130
Kvaerner Masa-Yards Oy, BOX 132, FI-00151, Helsinki, Finland
Leevac Industries, LLC, P.O. Box 1190, Jennings, LA 70546
Offshore Inland, 3521 Brookdale Dr. S., Mobile, AL 36618
R&R Maintenance Inc., 5700 Proctor St. Extension, Port Arthur, TX 77642
United Defense, 1525 Wilson Blvd., Ste 700, Arlington, VA 22209-2444

SILENCERS

Silex Inc., 6659 Ordan Dr., Mississauga, ON L5T 1K6, Canada

SIMULATION TRAINING

Marine Safety International, Marine Terminal, Laguardia Airport, NY 11371
Maritime Institute of Technology, 5700 Hammonds Ferry Rd., Linthicum Heights, MD 21090
Poseidon Simulation AS, Box 89, NO-8370 Leknes, Norway
Transas Marine Overseas Ltd., 12 Obukhovskoy, Oboron, St. Petersburg 193019, Russian Federation

SLIDING DOORS

Waltz & Krezner, 91 Willenbrock Rd., Oxford, CT 06478

SOFTWARE

Autoshop Systems Corp., 611 Alexander Street, Suite 312, Vancouver, BC V6A 1E1, Canada, 604-254-4171, 604-254-5171, sales@autoshop.com, Contact: Ross Muirhead, www.autoshop.com

Creative Systems Inc., P.O. Box 1910, Port Townsend, WA 98368

Design Maintenance Systems, Inc, 340 Brooksbank Ave, Ste.100, North Vancouver, BC VTJ 2C1, Canada
Loadmaster International, St. Varvsgarten 11B SE, 211 19 Malme, Sweden
Resurgence Software Inc., 2021 Lakeshore Dr., Ste 21D, New Orleans, LA 70122

STEERING GEARS/ STEERING SYSTEMS

Kobelt Manufacturing Co., Ltd., 8238-129 Street, Surrey, BC V3W0A6, Canada
Offshore Inland, 3521 Brookdale Dr. S., Mobile, AL 36618

STERN TUBE BEARINGS/ BUSHES

Duramax Marine LLC, 17990 Great Lakes Parkway, Hiram, OH 44234, 440-834-5400, 440-834-4950, Contact: Richard Spangler

Orkot Composites, 2535 Prairie Rd. Unit D., Eugene, OR 97402
Thordon Bearings Inc., 3225 Mainway, Burlington, Ontario L7M 1A6, Canada

STERN TUBE SEALS

Superbolt, PO Box 683, Carnegie, PA 15106

STRAINERS

Hellan Strainer, 3249 East 80th St., Cleveland, OH 44104

SURFACE PREP TOOLS

Aurand Mfg., 1210 Ellis St., Cincinnati, OH 45223
Dalseide Shipping Services, NO-5397, BEKKJARVIK, Norway
Flow International Corp., 23500 64th Ave., South Kent, WA 98059

SURVEYORS

Merrill Marine Marketing & Capital Group, 7909 Big Bend Blvd., Webster Groves, MO 63119

SURVIVAL EQUIPMENT

Brookdale International, 1-8755 Ash St., Vancouver, BC V6P 6T3, Canada

SWITCHBOARDS

Industrial Power Systems, 3010 Powers Avenue Unit 16, Jacksonville, FL 32207, 904 731-8844, 904 731-0188, marine@ipsjax.com

TANK LEVELING INDICATORS

Ian Conrad Bergan, 3119 North Davis Highway, Pensacola, FL 32503, 850-434-1286, 850-434-1246, sales@icbergan.com, Contact: Ron Monell, www.icbergan.com

King Engineering Co, PO Box 1228, Ann Arbor, MI 48106
Saab Marine Electronics, Box 13045, 402 5Goteborg, Sweden
Technical Marine Services, 6040 North Cutter Circle, Portland, OR 97217

TESTING SERVICES

Wyle Laboratories, 7800 Govern's Dr. S.W., Huntsville, AL 35807

THRUSTER SYSTEMS

Omnithruster, 30555 Solon Industrial Parkway, Cleveland, OH 44139, 440 542-9260, 440 542-9265, widmer@omnithruster.com, Contact: Kurt Widmer, www.omnithruster.com

TRAINING

International Maritime Training, 910 SE 17th St., Ste 200, Fort Lauderdale, FL 33316
Massachusetts Maritime Academy, 101 Academy Drive, Buzzards Bay, MA 02532
USMMA- Global Maritime and Transportation School, 300 Steamboat Rd., Kings Point, NY 11024

TRAINING VIDEOS

Coastal Training Technologies Corp., 500 Studio Drive, Virginia Beach, VA 23452
Moxie Media, PO Box 10203, New Orleans, LA 70181

TRANSMISSIONS

Karl Senner Inc., 25 W Third, Kenner, LA 70062

TRAVEL SERVICES

MarineTravel Services, 200 Golden Oak Court, Suite 120, Virginia Beach, VA 23452

TURBOCHARGERS

ABB Turbo Systems AG, CH 5401, Baden, Switzerland

TURBOCHARGERS- REPAIRS

Motor-Services Hugo Stamp, 3101 S.W. 3rd Ave., Ft. Lauderdale, FL 33315
Napier Turbochargers, P.O. Box 1, Waterside, South Lincoln LN5 7FD, UK

ULTRASONIC TESTING

M.A.C.E. 5910 NE 15th Ave., Fort Lauderdale, FL 33331

UNDERWATER SURVEILLANCE SONAR

C-Tech LTD, P.O.Box 1960, Cornwall Ontario K6H6N7, Canada

VACUUM EQUIPMENT

Industrial Vacuum Equipment Corporation, N8091 Maple Street, Ixonia, WI 53036, 800-331-4832, 920-261-7117, randy@industrialvacuum.com

VACUUM TOILET SYSTEM

Envirovac Inc, 1260 Turret Dr., Rockford, IL 61111
Jets Vacuum Sewage System, P.O. Box 14, N-6060 Hareid, Norway

VALVES & FITTINGS

Superbolt, PO Box 683, Carnegie, PA 15106

VENTILATION SYSTEMS / PRODUCTS

Delta T Systems, 858 West 13th Court, Riviera Beach, FL 33404
Dry Air Technology, 313 North Oak St., Burlington, VA 88233

VIBRATION ANALYSIS

Ludeca, Inc., 1425 NW 88th Ave, Miami, FL 33172
Maritech, LLC, 100 Powermill Rd., Acton, MA 01725

VISCOMETERS

Cambridge Applied System, 196 Boston Ave., Medford, MA 02155

VOYAGE DATA RECORDERS

Rutter Technologies Inc., 22 Pearl Place, P.O. Box 427, St. John's NL A1C 5N8, Canada

WASTE WATER TREATMENT

FAST@Systems, 8229 Brentwood Industrial Drive, Brentwood, MO 63144, 314-645-6540, 314-645-6131, solutions@marinefast.com, Contact: Alan Fleischer, www.marinefast.com
RWO, Leerkampe 3, D- 28259 Bremen, Germany

WATER JET CLEANING

Flow International Corp., 23500 64th Ave., South Kent, WA 98059
Gardner Denver Water Jetting Systems, 12300 N. Houston Rosslyn Road, Houston, TX 77086

WATER PURIFIERS

Alfa-Laval Separation, Inc., 955 Meams Rd., Warminster, PA 18974

Everpure, 502 Indiana Avenue, Sheboygan, WI 53081, 866-873-7506, 866-203-7361, customerservice@plymouthwater.com, Contact: Jerry Letcher, www.everpure.com

Gardner Denver Water Jetting Systems, 12300 N. Houston Rosslyn Road, Houston, TX 77086

WATERTIGHT CLOSURES

Waltz & Krezner, 91 Willenbrock Rd., Oxford, CT 06478

WINCHES & FAIRLEADS

Burrard Iron Works Ltd., 220 Alexander Street, Vancouver, BC V6A 1C1, Canada, 604-684-2491, 604684-0458, sales@burrardironworks.com
Coastal Marine Equipment, Bldg 9114 MISAAP Ind. Complex, Stennis Space Center, MS 39529

Intercontinental Engineering, PO Box 9055, Kansas City, MO 64168

Jeamar Winches, 1051 Clinton St., Buffalo, NY 14206

Markey Machinery, P.O. Box 24788, Seattle, WA 98124

McElroy/Catchot Winch Company, Inc., P.O. Box 4632, Biloxi, MS 39535-4632, 228-875-6327, 228-872-7880, hcatchot@bellsouth.net, Contact: Harold Catchot, www.mcelroycatchotwinch.com

MMC International, 60 Inip Dr, Inwood, NY 11096
Nabrico Marine Products, 1050 Trinity Road, Ashland City, TN 37016

Rapp Hydema, 4433 27th Ave. West, Seattle, WA 98199, (206) 286-8162, (206) 286-3084, scotta@rappus.com

Skookum, P.O. Box 280, Hubbard, OR 97032
Smith Berger Marine, 7915 10th Ave. S., Seattle, WA 98108
Superior Lidgerwood Mundy, 1101 John Ave., Superior, WI 54880

Timberland Equipment Ltd & Almon Johnson, 459 Industrial Ave., Woodstock, ON N4S 7Z2, Canada

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Coastal Marine Equipment Inc., BLDG. 9114 MISAAP Industrial Complex, Stennis Space CTR., MS 39529, 228-813-1700, 228-813-1709, sales@coastalmarineequipment.com, Contact: Ralph Waguespack, www.coastalmarineequipment.com

McElroy/Catchot Winch Company, Inc., P.O. Box 4632, Biloxi, MS 39535-4632, 228-875-6327, 228-872-7880, hcatchot@bellsouth.net, Contact: Harold Catchot, www.mcelroycatchotwinch.com
Rapp Hydema, 4433 27th Ave. West, Seattle, WA 98199, (206) 286-8162, (206) 286-3084, scotta@rappus.com

WINDOWS

Deansteel Mfg., 111 Merchant St., San Antonio, TX 78204
Garibaldi Glass, 7344 Winston Street, Burnaby, British Columbia V5A 2G9, Canada

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Bae Systems, 550 South Fulton St., Mt. Vernon, NJ 10550
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Wynn Marine, Ltd., Wynn House, Lansdown Estate, Cheltenham, Gloucestershire, UK

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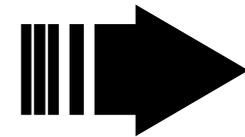
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Products



ABB

ABB has supplied electric propulsion systems to ships for over 50 years and has the longest experience and highest number of deliveries of any company in the world. In 1983, they delivered the world's first AC electric propulsion system. In 1990, they delivered the first electric podded propulsion system, Azipod.

Circle 101



Aker Marine

Formed in 1983 to serve the North American market, Aker Marine has grown steadily and now offers naval architecture and marine engineering worldwide from its Canadian and U.S. operations. Aker Marine has responded to the current and future requirements of the service industry by developing a series of standardized designs known as the K-series vessels.

Circle 102



Americ

Americ's ventilators are designed for most confined space applications. From man cooling to hazardous space atmospheres, they can provide the proper ventilator for the job. Manufactured of high density-polyethylene plastic, Americ's VAF-Series is portable. With features like centrally located handles that allow for maneuverability, Americ covers all the practical details.

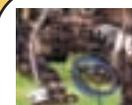
Circle 103



Caterpillar

Caterpillar's 3500C HD marine engine offers high power density for continuous applications with ratings at 1800 rpm. The 12 and 16 cylinder engines offer up to 20 percent more power. Its electronic control system provides improved engine monitoring, communication, and display capabilities.

Circle 104



Kistler

Over 2,000 Kistler cylinder pressure sensors for online monitoring have now been installed on a wide variety of engines. Some of these sensors have already been in continuous use for over three years. The Type 6613CA sensor with integral amplifier for continuous measurement of cylinder pressures offers longevity and constant sensitivity.

Circle No. 105



MAN B&W

MAN B&W's L21/31 propulsion engine features compact size, where the overall length is short in comparison with other long-stroke engines in its power class. Its low height is designed to optimize the synergism of the engine, the flexible coupling and the gearbox. It is designed for minimal maintenance and major overhaul can be carried out with minimum resources.

Circle 106



Mekanord

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

Circle 107



MMC

MMC CL Couplings provide a pick and safe flanged connection on a wide variety of applications. The helical cams are rotated into place with the average connection taking less than one minute. Each cam is individually locked into place resulting in a vibration proof, leak proof, twist proof connection.

Circle 108



MTU

MTU's new Series 2000 and 4000 engines in the 330 up to 3,010 kW power range were jointly developed with the American cooperation partner Detroit Diesel Corporation. MTU's Series 1163 features a power and reliability, while offering propulsion solutions for a number of applications in commercial navigation as well as fast naval vessels.

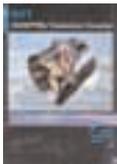
Circle 109



Peck & Hale

Peck & Hale is a designer and manufacturer of cargo securing systems for the Defense and Transportation industries. Peck & Hale focus on continued product development that services the needs of their customers by offering a comprehensive service for the design, supply, refurbishment and replacement of equipment for all types of cargo securing systems.

Circle 110



Schottel

Schottel's Transverse Thruster accepts either horizontal or vertical drive applications, which is designed to optimize prime mover location and ensure space-saving installation. L-Drives are directly coupled to the drive of the prime mover, with power transmitted via a single pair of bevel gears to the propeller.

Circle 111



Stork-Kwant

Stork-Kwant recently obtained ISO 9002 certificate, demonstrating that the aim for quality and safety. The Stork-Kwant product range consists of: engine and pitch control units; bow thruster control units; rotating speed control units; integrated telegraphs; emergency telegraphs; synchronizing systems; indicators; electronic dimmers and complete control panels.

Circle 112



Van der Velden

Van der Velden Marine Systems supplies and can deliver complete maneuvering packages, including rudders, rudder trunks, streamline bodies, steering gear and steering gear foundations. Their BARKE, conventional and Timon rudders are also available in an asymmetric profile version.

Circle 113



Viking

Offering specifications, certificates of approval and technical drawings of life-saving equipment, www.vikingsafetyshop.com is a valuable online tool for customers. The site provides detailed information about all of the products Viking Life-Saving Equipment manufactures and distributes worldwide in a user-friendly format.

Circle 114

H.O. Bostrom

H.O. Bostrom's SeaPost Helm offers complete adjustability and ergonomic support for ultimate occupant comfort. Available in 3 base module heights and can be used with 36" floor slide rails.

Circle 115



Viking Fender

Viking Fender custom measures and manufactures these bow fenders to fit properly, realizing that lines must work over them without fouling. All of their fenders have their particular advantages. To ensure the best selection to meet your specific need, please feel free to consult with them before placing your order.

Circle 116



Ultra Dynamics

Ultra Dynamics manufactures high efficiency single-stage axial flow pump waterjet propulsion system with a variety of control options, including Joystick controls. UltraJet waterjets excel when more thrust is required to quickly accelerate the boat, to permit getting on plane with a full load, and to maintain planing performance at cruise throttle settings, even in tight turns.

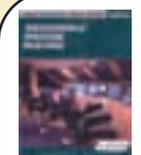
Circle 117



Parker

Parker Hannifin is a component systems supplier for marine applications such as steering systems, engine controls, fuel/water systems, refrigeration and air conditioning, bow thrusters, stabilizers, trim control, door/hatch operation and more.

Circle 118



Stidd

Stidd Systems manufactures a complete line of commercial and military seating incorporating knowledge in ergonomic design, human factors engineering, and government contracting. Built to MIL specifications using CNC manufacturing techniques and proprietary materials, Stidd seats provide strength and corrosion resistance.

Circle 119



FBM Babcock

FBM Babcock Marine designs and builds high speed ferries, military patrol vessels and specialist craft, including SWATHs and Bridge Erection Boats (BEBs). Vessels are either built in the FBMA Babcock Marine shipyard in Cebu, Philippines or in a suitable licensed shipyard local to the customer.

Circle 120



Wärtsilä

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

Circle 121



Ultima

A new bulletin detailing the features and benefits of the Ultima RF Wireless Network is now available from MSA Instrument Division. The Ultima RF System is a gas detection system combining the digital networking benefits of the Ultima PLUS System with the latest in wireless communication technology.

Circle 122



VingCard

VingCard Marine's North American and Caribbean Service Centre is situated in Dania, Florida. The Dania office stocks a complete range of TrioVing and VingCard traditional products. Contact our Sales Manager at: marinesales.usa@vingcard.com for further information.

Circle 123



Smiths Detection

Smiths Detection offers security solutions through trace detection equipment and Smiths Heimann x-ray systems. In both areas we are world-leaders. Their combination of technologies results in products & services no other company is capable of supplying, to protect our freedom.

Circle 124



SolarSolv

Solar Solve Marine designs develops and manufactures retractable anti-glare roller screens for ships navigation bridge windows. There are more than 45,000 SolarSolv screens in use on over 4,500 commercial and military vessels worldwide. All roller blinds and screens are manufactured to withstand the demands of a marine environment.

Circle 125



Products & Services



'Gotcha'
International Marine Insurance
Fraud and Conspiracy.

By Ed Geary

Insurance is supposed to be based on *Uberrimae Fidei* or utmost good faith but it hasn't always worked out that way, just ask Eliot Spitzer the NY Attorney General.

- **'Gotcha'** delves into the CIA's involvement in the theft of high value yachts to smuggle Colombian narcotics through Venezuela to the United States; the flawed business practices of The London Salvage Association and the fraud and "trickle-down-corruption" that has tainted the Lloyd's Agency System.

- The author's exposure of the cover-up of Arthur Andersen's fraudulent ship valuation conspiracy involving the Lloyd's List, the American Society of Appraisers and the American Institute of Certified Public Accountants brought threats against his life.

'Gotcha' provides an intriguing depiction of maritime fraud in Latin America and the Caribbean, an area the author knows intimately well. An interesting and easy reading book packed with useful information that exposes both the good guys and the bad. I know because I know them all."

..... *Carlos the Fox (el Zorro) NOC Asset Panama;*

"Captain Geary has made a promising literary debut with his masterful portrayal of international maritime fraud. He names names and tells it like it is in a terse writing style that will hold readers spellbound. 'Gotcha' is both interesting and informative and provides a refreshing insight into insurance scams involving boat owners brokers and underwriters is needed.

..... *Robert Tralins, Author/Yachtsman [The majority of stories on the Sci-Fi channel's "Beyond Belief: Fact or Fiction" show now in its sixth edition are based on Robert Tralins' original books]*

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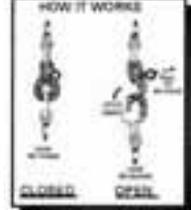
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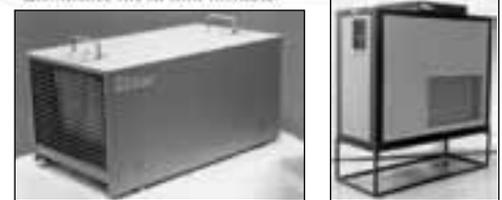


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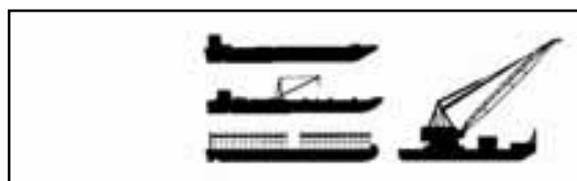
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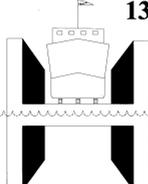
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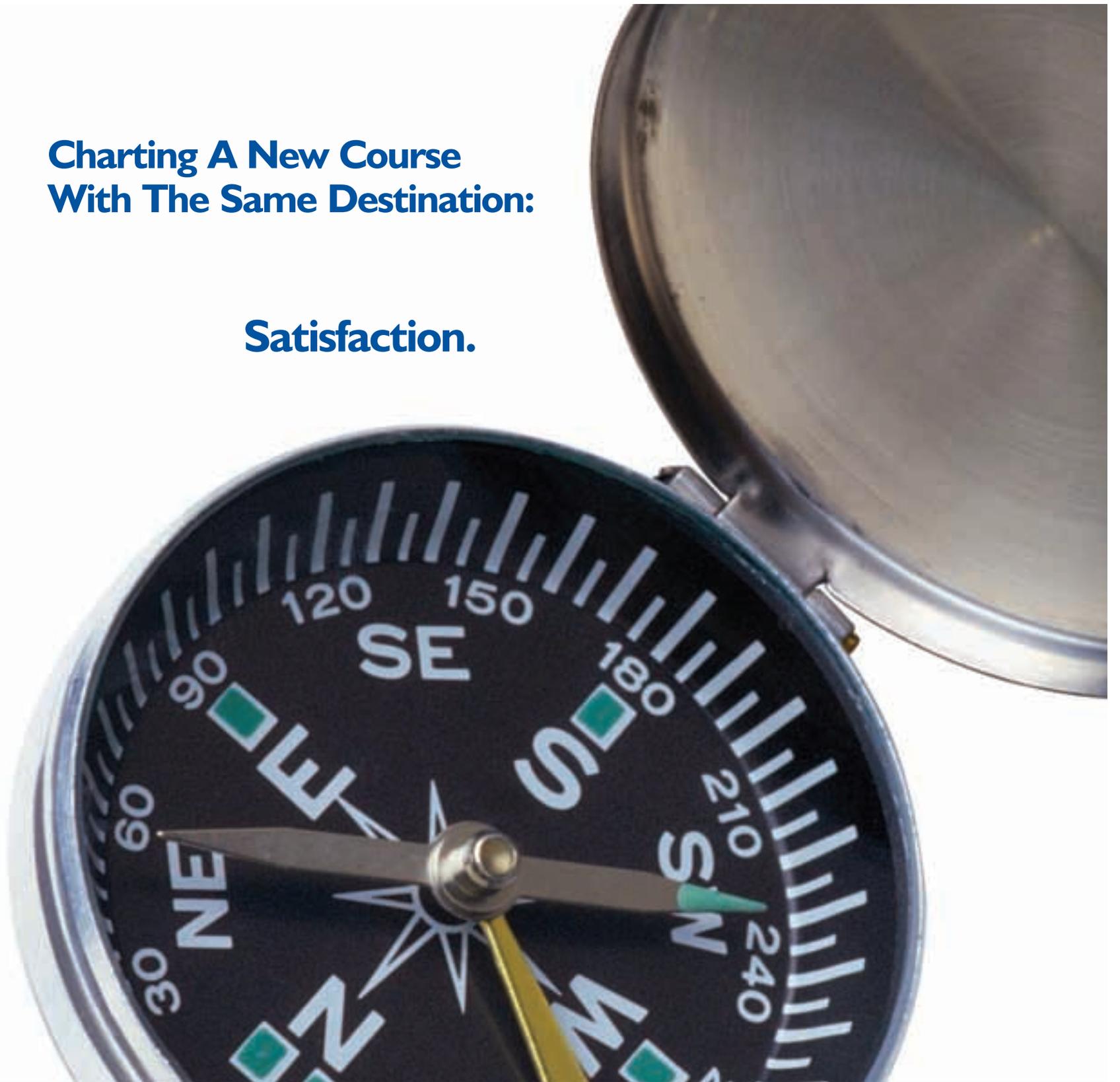
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