

MarineNews

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May 2006

Jacques de Chateauvieux
Why is this man's
company investing
\$1.8 billion in new boats?

Combat Craft
Boatbuilders Prep
for MACC 2006

The Phoenix Rises
New Jobs
for Old Tugs

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MarineNews

May 2006 • No. 5 • Vol. 15

On the Cover: Bourbon CEO Jacques Cheauteauviex, recently announced plans to expand the company's offshore and tug fleet, with the intent to invest approximately \$1.8 billion in new boats.

NEWS

- 6** Young Bros. to Invest \$186m
- 7** EBDG Supports BBSR's New Research Vessel
- 8** BCGP to Co-Manufacture FB Design Boats
- 10** Nicols Brothers to Build WTA Boats

FEATURES

16 Bourbon Expands

Bourbon has launched an aggressive expansion plans targeting the offshore market, with the intent to build many new state-of-the-art Offshore Service vessels.

18 Combat Craft Report

MACC 2006, set for June in Norfolk, Va., will provide the stage for the constantly evolving combat craft sector. The latest trends in combat crafts are highlighted in the Combat Craft Annual.

27 Phoenix Rising

The 54-year old tugboat, Dorothy Elizabeth, formerly named Gotham, has a storied history, but even more potential.

— by Don Sutherland



- | | |
|----------------------------|------------------------------|
| 12 Legal Beat | 40 Advertising Index |
| 34 Directory | 43 Vessels for Sale |
| 38 Ship's Store | 44 Marine Marketplace |
| 39 Employment Guide | |

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NOAA Research Vessel on Vegetarian Diet

A National Oceanic and Atmospheric Administration (NOAA) small research vessel is now powered by soybeans. The Huron Explorer, a 41-ft. former Coast Guard vessel now serving on the Great Lakes, is the first U.S. research vessel to operate free of petroleum products.

The vessel was given an award by the Department of Energy's Federal Energy Management Program during an Earth Day Week event on the shores of Lake Michigan.

"NOAA has a commitment to stewardship of the environment, and this research vessel, the R/V Huron Explorer, demonstrates that commitment in very practical ways. Environmentally friendly vessels are better suited to tread lightly on the ecosystems they help research," said Stephen B. Brandt, NOAA acting deputy assistant administrator for oceanic and atmospheric research.

The "You Have the Power" campaign helps federal agencies reach their energy-saving goals by raising awareness about energy efficiency at federal facilities. The federal government can encourage wise energy use, while simultaneously protecting the environment and conserving natural resources.

In 2004, the Huron Explorer, a 41-ft. former U.S. Coast Guard vessel, joined the fleet of the NOAA Great Lakes Environmental Research Laboratory's other two ships that are used to conduct research on the Great Lakes. The Huron Explorer serves the NOAA Thunder Bay National Marine Sanctuary and Underwater Preserve in Lake Huron.

The other two ships, including the 67-ft. Shenehon, which is one of the oldest in the NOAA fleet, use some non-petroleum products. The Shenehon began its use of

Leadership

The National Oceanic and Atmospheric Administration's (NOAA) Great Lakes Environmental Research Laboratory set a goal to minimize the use of petroleum products onboard its research ships and demonstrate the operational benefits of bio-products in marine applications. This project introduced soy biodiesel at 100% for ship propulsion and generators—a significant advancement in alternative diesel fuels that typically were based upon a 20% blend of soy oil with petroleum oil.

The project was then expanded to replace all petroleum lubricants, hydraulic, transmission, and motor oils with products formulated from renewable stock such as canola and soy oils. In August of 2005 the *Huron Explorer*, serving the National Marine Sanctuary at Thunder Bay, became the first U.S. research vessel to operate free of petroleum products, demonstrating NOAA's commitment to the marine environment.

YOU HAVE the POWER

United States Department of Commerce
Federal Energy Management Program

been in use for a number of years in road vehicles, such as cars, buses and trucks.

GLERL's Ship Operations Group, headed by Dennis Donahue, expanded the use of bio-hydraulic oil on the Laurentian, an 80-ft. research vessel built in 1974. All systems using the bio-hydraulic oil performed satisfactorily without change to pump or equipment performance while contributing to improved onboard storage and reduced inventory.

In August 2005, the Huron Explorer completed its transformation from petroleum products to biofuels and lubricants by incorporating rapeseed-based hydraulic oil for its deck crane, winches, transmission and steering gear, and 100 percent soy biodiesel for engine fuel and canola-based motor oil.

"We saw dramatic reductions in emissions and improvements to the original 1974 engines in wet exhaust odor and pollution," Donahue said. "The biodegradable vegetable oils offer an additional level of environmental protection in case of a spill or leak."

Donahue added that the switch to agri-products has improved the work environment of the ships' crews and scientists.

"These ships have become real-world field studies that can be used to expand field test data and support other ship conversions," said Donahue. Other NOAA boat operations and some private vessels are implementing similar bio-product conversions based upon experiences at GLERL.

GLERL plans to convert the Shenehon's remaining systems to agri-products this year and the Laurentian is slated to convert to B100 biodiesel in 2007, making all three of the ships 100 percent petroleum-free.

B100 biodiesel in 2000 and was dubbed the "french fry" ship by some. It showed immediate reductions in visible emissions, smoke and offensive odor, with unchanged performance of the main

engine or generators. The use of B100 was a significant achievement in demonstrating soy oil as an alternative fuel in marine applications. B20, a 20 percent blend of soy oil with petroleum diesel, has

The Index

Directory of companies given editorial coverage in this edition of MarineNews.

Aaron Richter	18	Cummins	22, 33	Kurt Nagle	8	Reid Supply	38
Alan C. McClure	6	Dan Lungren	8	MAN B&W	38	Reinauer	25
Albert De Cruz	25	Dennis Donahue	4	Marine Safe Electronics	38	Rickie Regan	18
All American Marine	20	Derecktor	29	Maritime Academy	31	Robert Byrd	8
Altair	38	Donald Bollinger	31	Mark Leskoff	18	Ron Spencer	18
American Commercial Lines	10	Dr. Shashi Kumar	31	Mary Frances Culhane	10	Russell Polansky	10
ASA/Jensen	38	Elliott Bay Design	7	Metals USA	38	Stephen B. Brandt	4
Atlantic Marine Holding Company	31	Elmridge	38	Mike Vinik	25	Steyr Motors North America	10
Autoship	38	ESL Power Systems	38	Miller	38	Stinger	38
Bank of Bermuda	7	Feteris	38	Moose Boats	22	Teri Shore	10
Bernard	38	Fiat Powertrain Technologies	31	Mustang	38	Thermo Electron	38
Bollinger	20	Fixturlaser	38	Nichols Brothers	10	Thoma-Sea shipyard	33
Bouchard	25	Frank Basil	33	NOAA	4	Todd Pacific Shipyards	31
Bourbon	16	Gilbert Ortiz	18	Northrop Grumman	7	United States Naval Academy	16
Brunswick CGP	8, 20	Glosthen Associates	6	Omegadyne	38	Veronica Marshall	25
Bullfrog Boats	6	Herschel T. Vinyard Jr.	31	Orange Shipbuilding	10	Viking	38
CapRock Communications	14	Homeland Integrated Security Systems	10	Parker	38	Water Transit Authority	10
Cat Pumps	38	Incat	20	Pat Cannon	26	Western Fire & Safety	38
CCWS	38	Iveco Motors of North America	31	Patty Murray	8	Willard Marine	23
Charlie Chillemi	25	Jane Harman	8	PetroCom	31	Young Brothers Ltd.	6
Chris Roehrig	25	Jason Walter	16	Railko	38	Zodiac	24
Comnav	38	Joel Broussard	33	Ralph Romano	18		
Conrad	10	K-Sea Transportation	6	Randi Dreis	16		

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Bullfrog Delivers Rescue Boat

Bullfrog Boats delivered a 17-ft. rescue boat to Camano Island Fire and Rescue.

Craig Henderson, owner of Bullfrog Boats said, "The people at Camano Island

Fire and Rescue were great to work with in developing this mission-specific rescue boat. This boat replaces an older inflatable that had outlived its usefulness."

"This mission-specific rescue boat is the first of its type for Bullfrog Boats and

the first of a new product line.," said Henderson. "We have been selling primarily to the general public but the rescue/water patrol is a natural for our indestructible boats. Bullfrog Boats just celebrated delivery of its 250th boat."



ACMA Completes Structural Analysis Project for K-Sea

Alan C. McClure Associates (ACMA) has completed a structural analysis project for K-Sea Transportation. ACMA's assignment included the structural analysis for the modifications to the tank barge DBL 134 and the tug Viking, with the addition of the Beacon Finland LTD's JAK integrated rack pin system.

The proposed modifications to the barge are such that the hull structure will remain essentially as the original since the rack for the connection system will be installed using a cantilevered bracket, port and starboard. This type of installation will greatly reduce the time the barge is out of service.

ACMA provided basic hand calculations for the initial structural analysis. The final analysis for both the tug and the barge modification was completed with a Finite Element Analysis (FEA) program, the latest version of ANSYS.

The additional analysis was required to ensure the structure was adequate for the loads that would be imposed. The design is currently under review at ABS and installation is expected the last half of 2006.

Young Bros. to Invest \$186m

Young Brothers Ltd. announced it will spend \$186m over 10 years on a new fleet of barges, tugboats, shipping containers, lifts and other equipment.

The company's first new barge, a car-carrying RoRo that can transport 500 vehicles, is scheduled for delivery late this year, sources said.

The vessel, which is enclosed to protect cars from sea spray and salt air, is now being designed by Glosten Associates Inc. of Seattle, a naval architecture firm.

The company now has 11 barges and eight tugboats, but plans to begin retiring some of those in the coming years. The new fleet of eight barges and six tugboats will replace the old vessels with more efficient ones.

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Northrop Grumman Awarded Sub Work



Northrop Grumman Corporation has been awarded a contract from the U.S. Navy for maintenance work on the nuclear-powered submarine USS Oklahoma City (SSN 723). Northrop Grumman's Newport News sector is the prime contractor for the work, which will include inspection and repair of the submarine's hull, sail, tanks and torpedo systems, as well as modifications to engine room equipment. The contract is valued at approximately \$15m and is a modification to a contract awarded in 2004 for initial planning work. The total estimated value of that contract, including the planning and execution, is approximately \$21.5m.

The ship arrived at the Newport News sector on April 10 for a performance period to last approximately two months. Approximately 300 employees will work on the project.

As one of only two U.S. shipyards capable of building nuclear-powered submarines, Northrop Grumman Newport News has built 25 of the Navy's Los Angeles-class submarines in use today, including the

USS Oklahoma City (SSN 723). Oklahoma City was launched in 1985 and delivered to the Navy in 1988. At 360 ft. in length, it can travel in excess of 20 knots.

EBDG Supports BBSR's New Research Vessel

Elliott Bay Design Group designed the modifications for the R/V Bank of Bermuda Atlantic Explorer; a 168-ft. research ship recently christened by the Bermuda Biological Station for Research (BBSR).

Purchased as the R/V Seward Johnson from the Harbor Branch Oceanographic Institute by the non-profit BBSR, the vessel will be used in oceanographic research primarily off the coast of Bermuda; throughout the Atlantic Ocean and into the Caribbean.

EBDG provided engineering guidance during the extensive modification. Work included the relocation and refit of the existing pilot house to serve as a new aft-facing scientific operations center; as well as the design, construction and installation

of a new wheelhouse atop the scientific operations center. The mast was relocated; a SOLAS rescue boat installed; and the main deck bulkheads relocated to provide a new CTD garage. In addition, EBDG has completed arrangements and structur-

al design to support future plans to extend the central stair arrangements from the main deck to the hold deck and to provide a completely new winch deck serving the aft and side A-frames.

Modifications were completed at Lyon

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Shipyards in Norfolk, Va. The R/V Atlantic Explorer has a beam of 38 ft. and a depth of 14 ft., three inches. It draws just under 12 ft. at full load. It replaces the smaller, 115-ft. Weatherbird II. The modified vessel offers expanded deck space to carry up to four, 20-foot scientific vans and/or work boats simultaneously. It will allow for the launching of larger scientific mooring buoys and instruments, provide more room for multi-investigator equipment and offer larger wet and dry laboratory space as well as greater stability for carrying more delicate instruments.

BCGP to Co-Manufacture FB Design Boats

Brunswick CGP will co-manufacture and distribute FB Design's boats to extend its product line and offer larger, high-speed, performance craft up to 80 ft. The agreement, for which terms were not disclosed, takes effect immediately. Brunswick CGP will be offering two FB Design lines: a line of traditional hard-sided patrol boats using the patented STAB system and ranging from 38 to 80 ft., and a line of high-performance RIBs from 33 to 55 ft. The STAB system combines all the advantages of RIBs with those of traditional hulls, resulting in a hybrid boat. The Nighthawk 38, a hybrid boat, was previewed at the 2006 Miami International Boat Show and will be showcased again at the Multi Agency Craft Conference (MACC) in Norfolk, Va.

Senate Approves FY 2006 Emergency Supplemental Appropriations Bill

The American Association of Port Authorities (AAPA) praised the U.S. Senate Appropriations Committee for approving the FY 2006 Emergency Supplemental Appropriations bill, which would result in a major boost in security funding for America's seaports. As part of the bill, the committee approved an amendment, offered by Sen. Robert Byrd (D-WV), which would provide an additional \$648 million in resources for radiation portal monitors, container inspections, port inspections and port facility security grants.

"Securing America's seaports, which are essential for the nation's economic growth, vitality and way of life, must be a top national priority," said AAPA President/CEO Kurt Nagle. "This legislation, along with pending port and cargo security legislation in the House and Senate for future years, provides heightened focus on protecting the cargo, people and critical infrastructure of our ports that we as a nation depend on."

In total, the Senate Appropriations' supplemental bill allocates \$106.5 billion in emergency funding, including \$72 billion for the global war on terror and \$27 billion for hurricane recovery efforts. Within the \$648 million port security amendment to the bill, \$227 million of additional funds are allocated to the federal Port Security Grant program, \$211 million for Customs and Border Protec-

tion (CBP) to purchase 60 more cargo container inspection systems, \$23 million for CBP to hire 50 additional port inspectors, \$23 million for the U.S. Coast Guard to triple the number of port security plan specialists, \$32 million for CBP to hire 85 cargo container security specialists, and \$132 million to place more than 300 additional radiation portal monitors in U.S. seaports to check cargo containers for carrying radioactive materials.

Nagle noted that, in addition to providing funds to protect port facilities, the emergency supplemental bill would provide money for CBP and the Coast Guard to more thoroughly scrutinize the cargo-both at home and abroad-that moves through our nation's seaports. He also praised a pair of bills recently introduced in Congress that will enhance port and cargo security, and provide port security grant funding beyond the current fiscal year. The "GreenLane Maritime Cargo Security Act," offered by Sen. Susan Collins (R-ME) and Sen. Patty Murray (D-WA) on the Senate side (S. 2459), and the "SAFE Port Act," proposed by Rep. Dan Lungren (R-CA) and Rep. Jane Harman (D-CA) on the House side (H.R. 4954), both would fund the existing Port Security Grant program at \$400 million a year in fiscal years 2007-2012, enhance high risk cargo targeting capabilities, establish container security standards, improve nuclear and radiological detection systems, authorize establishment of maritime security command centers, and have DHS develop protocols for resuming trade in the event of a terrorist incident.



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Nichols Brothers to Build WTA Boats

The San Francisco Bay Area Water Transit Authority is starting to build boats, issuing a Letter of Intent to Award a contract to Nichols Brothers Boat Builders to construct two new 149 passenger vessels.

Vessel construction will start this summer, and the first boats will be delivered by 2007. "We're proud to be leading the way with regional ferry service," said Charlene Haught-Johnson, chair of the Board of Directors of the Authority. "We've promised to deliver a reliable, cost-effective, convenient and environmentally friendly water transit system. And that's just what we're doing."

These boats are the first of 10 new boats that the Authority expects to build over the next 10 years.

Mary Frances Culnane, the Authority's Manager of Marine Engineering, will manage the construction contract for the Authority. "These boats have the potential to alter the course of the entire ferry industry in a technically feasible, economically practical and environmentally responsible fashion," said Culnane. "We are developing the most stringent emission standard for ferryboats anywhere in the world. The propulsion systems used will be 10 times cleaner than current vessels. In addition the boats will be built to the highest level of reliability, passenger comfort, safety, and low wake impact."

Teri Shore, Clean Vessels Campaign Director for Bluewater Network (the environmental conscience of the Maritime industry) agreed adding "the new ferries will usher in the next generation of clean water transit."

Conrad Contract Modified

Conrad Industries, Inc. has entered into a Memorandum of Understanding with the U.S. Army Engineer District, Philadelphia for the issuance of a modification for \$4.3m to increase the contract price of the contract entered into in September 2002 to design, construct, test and deliver four tow-boats. In addition, the agreement provides for time extensions to complete certain aspects of the contract. This agreement was reached to fully resolve and settle the claim filed by Conrad's subsidiary, Orange Shipbuilding, in July 2005. The Corps has agreed to pay the settlement amount at the earliest possible date as funds become available. Conrad expects to receive the funds within the second quarter of 2006, although no assurances can be given.

Polansky New President of Steyr Motors North America

Russell Polansky has been appointed president of Steyr Motors North America, a wholly-owned subsidiary of Steyr Motors, GmbH, Steyr, Austria. Polansky has overall responsibility for all business activities of Steyr Motors in North America, with a primary focus on the marine industry. All of Steyr's North American highway, military and governmental business activities will also be handled through Polansky's office.



ACL Announces 1Q Results

American Commercial Lines Inc., (ACL) announced results for the first quarter ended March 31, 2006. Revenues for the quarter were \$198 million, a 36 percent increase compared with \$146 million for the first quarter of 2005. Net income for the quarter was \$11.1 million or \$0.36 per diluted share compared to a net loss of (\$6.3) million for the first quarter last year. Revenues within the transportation segment

increased 31 percent to \$170 million for the first quarter compared to \$130 million during the first quarter of 2005. The increased revenues were driven in part by fuel neutral rate increases of 24 percent on the dry freight business and 11% on the liquid freight business compared to the first quarter of 2005. Revenues from the manufacturing segment (not including revenues for inter-company production) increased 82 percent to \$25.7 million for the first quarter of 2006 compared to \$14.1 million during the first quarter of 2005. The increased revenues were driven by the production of 52 dry cargo barges and two liquid tank barges during the first quarter versus zero dry cargo barges and 11 liquid tank barges during the first quarter of 2005.

Rentrop Uses Data/GPS Device to Transmit Real-time Video

Homeland Integrated Security Systems, Inc. has completed the installation of its revolutionary Cyber Tracker on the fleet of Rentrop Tugs, based on the Gulf Coast of Louisiana. The tugboat company is utilizing the Cyber Tracker's data capabilities to transmit real-time video from every boat on its fleet. The video provides security as well as a way for the company to monitor things such as location and weather as its fleet works along the 400 miles of the Louisiana coastline. The cameras are now especially valuable due to the damage done last year by Hurricane Katrina, since many of the docks and shore structures have been destroyed.

The Cyber Tracker is a GPS device that features real-time tracking, geo-fencing, and push-to-talk technology along with an extended-life battery. Its Ethernet port provides the ability to transmit wireless data and video. Developed by Homeland Security Systems, the Cyber Tracker is the first of its kind to offer this combination of technology in a tracking device that monitors a vehicle's location, stops, and speed, all at an affordable cost.

The Cyber Tracker's convenient rugged design makes it applicable in a variety of situations where it is necessary to know the exact location of a person or object.

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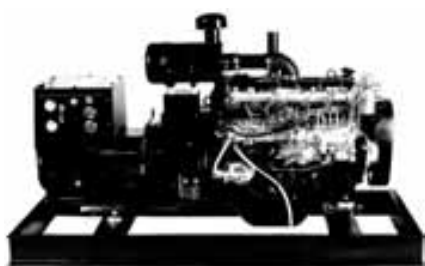
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May, 2006 • MarineNews • 11

Contract Compliance to Include Export Compliance:

Are You Ready?

By Barbara D. Linney and Edward J. Hoffman

Many government contractors doing business with the Department of Defense (DoD) are unaware of a pending proposed rule that will mandate use of a contract clause on export compliance. A new DFARS subpart will require use of the clause in solicitations and contracts for research and development or services and supplies that may involve the use or generation of export-controlled information or technology. The proposed rule focuses attention on the much misunderstood "deemed export" concept, under which a release or disclosure of export-controlled information or technology to foreign nationals in the United States constitutes an export that requires prior authorization from the applicable export control agency. Contractors who brush off the new

requirements as inapplicable to their operations because they mistakenly believe that they are not engaging in export activity will risk contract claims as well as export enforcement action.

The proposed rule is designed to implement the recommendations contained in a 2004 report issued by the DoD Office of the Inspector General (OIG), which concluded that DoD did not have "adequate processes to identify unclassified export-controlled technology and to prevent unauthorized disclosure to foreign nationals." The report cited the tendency of government contractors to rely on their contract to identify whether use or generation of unclassified export-controlled information or technology would be required in the course of performance. However, the OIG found that less than a

third of the contracts reviewed in the course of the audit on which the report was based contained clauses that referenced export control laws, and that approximately 25% of the contractors visited were unaware of the federal export control laws and regulations.

The primary sources of export control regulations affecting federal government contractors are the Arms Export Control Act, as implemented by the International Traffic in Arms Regulations (commonly referred to as the ITAR), and the Export Administration Regulations (EAR). The ITAR regulates the export of defense articles, defense services, and technical data listed on the United States Munitions List (USML), while the EAR regulate various commercial items, primarily those that are critical to national security or can be

diverted for uses contrary to national security or in support of terrorism. The EAR contain a comprehensive list of items subject to national security and other controls (known as the Commerce Control List or CCL), as well as a number of important end use and end user restrictions. The ITAR are administered by the U.S. Department of State's Directorate of Defense Trade Controls (DDTC); the EAR are administered by the U.S. Department of Commerce's Bureau of Industry and Security (BIS).

In response to the OIG's concerns, in July 2005, DoD published a proposed rule that attracted comments from over 300 contractors, universities, and federally funded research and development centers. The new contract clause, as then proposed, would have required compliance

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with export control laws, implementation of a compliance plan, access controls including badging requirements and segregated work areas for foreign nationals, periodic training and audits, and flow down of requirements to sub-contractors.

As originally proposed, the new clause stated that "in performing this contract, the Contractor may gain access to export-controlled information or technology" and required the Contractor to "comply with all applicable laws and regulations regarding export-controlled information and technology, including registration in accordance with the" ITAR (emphasis added). "Export-controlled information and technology" was defined to mean information and technology subject to export controls under the ITAR or EAR. Unfortunately, however, although a clause in this format would serve to alert contractors to the existence of the export control regulations, it would not identify with any precision the specific controlled technology that might be used or generated during contract performance. Thus, under the proposed rule, as under the currently applicable export control regulations, contractors will still have to familiarize themselves with the USML and the CCL in order to ensure contract and regulatory compliance.

Determining whether information, technology or software is listed on the USML or CCL and thus export-controlled is no easy task. While the CCL contains a very specific list of controlled items and related software and technology (including items falling under the Navigation and Avionic, Marine, and Propulsion System categories), the USML is expressed in more general terms, with the result that contractors frequently assume that the "COTS" products they are supplying are not controlled. For example, Category VI of the USML covers, among other things, "Vessels of War" - defined to include not only combatants, but also non-combatant auxiliary vessels and support ships and service and miscellaneous vessels, as well as Coast Guard cutters and patrol craft. Category VI(f) controls "all specifically designed or modified components, parts, accessories, attachments, and associated equipment" for such vessels, while Category VI(g) controls technical data (including software) and defense services directly related to such vessels and components (emphasis added). Any modification to what may appear at first glance to be a standard commercial component or part could subject the contractor to ITAR jurisdiction.

One of the most controversial aspects of the original proposed contract clause was the requirement that contractors imple-

ment compliance plans that included, among other things, unique badging requirements for foreign nationals and segregated work areas for export-controlled information and technology. In this respect, the clause represented a

marked departure from current export control regulations. Although both BIS and DDTC recommend that contractors implement compliance programs and have published guidelines for use by contractors and exporters who choose to do

so, neither the EAR nor the ITAR explicitly require such programs, and both agencies traditionally have declined to dictate the specific operating procedures that should be adopted as part of an effective program. However, even though export






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The Kulamanu was originally built in 1946 in Wilmington, Delaware by Lancaster Iron Works. It was converted to a four-master barkentine passenger vessel under Subchapter H in 1980. She is U.S. Coast Guard certified for 1,000 passengers and a crew of up to 60 for a total of 1,060 persons. She has been primarily operating for dinner cruises every evening off Waikiki Beach with occasional special daytime charters. Her marine crew is approximately 14 persons.

The vessel is all steel-welded with a long bow sprit and has four steel masts that carry small sails, essentially for visual and aesthetic purposes. The vessel is powered by twin 1,000 hp Superior engines.


Measuring a full 282 feet long and 55 feet wide, the Kulamanu is licensed to carry 1,000 passengers. Her four masts stand 131-feet above the water, there are four decks giving her a romance and appeal which is truly unique.

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LEGAL BEAT

compliance programs currently are not compulsory, responsible contractors have recognized the importance of such programs in limiting exposure for export violations.

The July 2005 version of the proposed rule was widely criticized for imposing

requirements not mandated by export control regulations and agencies, and utilizing terminology that was inconsistent with the applicable export control regulations. After several months of review and analysis of public comments and inter-agency consultation, the proposed rule was

revised and recently has been approved for publication by DoD. Following completion of required pre-publication procedures, the new proposed rule will be published in the Federal Register - probably by early to late summer. What are the implications for contractors? Currently,

those who ignore their export compliance obligations under the EAR and the ITAR risk civil and criminal penalties, suspension of export privileges, and suspension and/or debarment from contracting with the United States government. Under the proposed rule, such contractors also will be subject to contract termination for default and potentially excess costs of procurement should the government be forced to purchase the supplies or services elsewhere. In view of these risks, even if the revised rule does not make implementation of a compliance program mandatory or specify the procedures that should be followed in order to control access to export-controlled information by foreign nationals, contractors who are not familiar with the EAR and the ITAR should begin preparing for compliance with the new DFARS subpart by determining whether their operations entail use or generation of export-controlled information or technology and implementing compliance programs designed to limit the new risk of contractual violations as well as the existing risk of regulatory exposure.

CapRock Marks 25th Anniversary

For CapRock Communications April 2006 marks an important milestone in the company's history - its 25th anniversary. Founded in 1981 to meet the communications requirements of the Gulf of Mexico oil industry, the company has seen tremendous growth and expansion since its inception, and now has offices and service centers in seven countries around the world, and customers in six global markets including energy, maritime, mining, disaster recovery and government.

During this time, CapRock has seen the launch of its pioneering IPxpress network architecture which makes it possible for customers to use a single Internet Protocol-based satellite network to place a call, connect to their corporate networks or use the Internet from virtually any remote location in the world - be it an oil rig 200 miles offshore in the Gulf of Mexico or a mining operation in the wilds of Indonesia.

The global satellite communications provider has also grown significantly in the past quarter of a century, more than tripling in revenue and employees in just the last five years. CapRock also has significantly expanded its technology infrastructure and now offers its broadband satellite communications services worldwide to customers in North and South America, Africa, the Middle East and Asia-Pacific, as well as to most of the world's oceans.

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Bourbon: Building an Offshore Powerhouse

Just 17 years ago, Bourbon was a driving force in the food processing and sugar production businesses, and the marine industry was not even a blip on its radar. By 2000, the company was well into its planned transition to a marine-dominated company, with food processing comprising just 21 percent, while marine services had grown to 27 percent. Fast forward to 2006, and the company that made its mark in food has wholly reinvented itself into one of the leading vessel owners serving the offshore oil and gas business, becoming a 100 percent marine services company.

Bourbon CEO Jacques de Chateauvieux and other key company executives recently visited with reporters in Houston to discuss the company's aggressive newbuilding plan - dubbed Horizon 2010 - that outlines the company's growth plan for the coming four years, including a planned fleet investment of nearly \$1.8 billion in new Offshore Service Vessels.

In assessing the near and long-term future of the offshore business, de Chateauvieux said the company sees "strong and continued demand" for oil, as declines in production output from existing offshore wells will pressure the oil majors to step up efforts to find new reserves. The company projects that the world's production of oil will increasingly come from offshore sources, rising from 34 percent today to 39 percent by 2010, and increasingly that share will come from deepwater developments, based largely on the fact that 65 percent of new discoveries are coming from deepwater searches.

The investment in new vessels and a host of new personnel is not being conducted blindly. According to a recent report from Douglas-Westwood, there will be 110 floating production units installed between 2005 and 2009, a 59.4 percent increase compared to the years 2000-2004. In addition, according to Infield and Bourbon, there will be approximately 2,121 subsea installations between 2004-2008, a 71 percent increase over the four year period between 1999-2003. Thus Bourbon projects an overall 12 percent annual turnover growth for the company, driven by an anticipated 20 percent turnover growth, per year, in its offshore division.

Fast-Track Growth

At the turn of the century the company announced plans to become a pure marine player, and in the years between 2002 and 2006 its Offshore division grew with 53

supply and 39 crew boats; its Towage and Salvage division added four tugs and two sea going tugs, and its Bulk division added three bulk carriers. At the end of 2006, Bourbon will own a modern, new generation fleet of 264 vessels, which includes 192 for its Offshore Division, 66 tugs for its Towage & Salvage Division, and six bulk carriers for its Bulk division, all built and deployed worldwide.

Bourbon, which builds and operates its vessels worldwide, views the offshore market with particular regard, and estimates that an aging generation of vessels servicing the shallow draft oil and gas market, combined with accelerating demand for a new generation of vessels capable of operating in increasingly deep waters has created a historic market opportunity.

"Today, anything that floats, makes money. In the future, only those with low costs will be successful," said de Chateauvieux. To this end, the company is investing in a fleet of modern vessels with the capacities and capabilities to serve evolving needs of offshore operators. This year alone, the company expects to receive 30 new vessels to its stable.

Les Abeilles, the towage and salvage division, is active in three main segments: harbor towage, terminal towage and coastal environment. In late April, the company announced plans to expand its fleet, saying that it had ordered 12 new harbor tugs, including a series of eight vessels from the Piriou Shipyard in Concarneau, France, and four from Damen in China.

Yves Rastoin, Chief Executive Officer of Les Abeilles, a division of Bourbon, said: "Under Bourbon Horizon 2010 strategic plan, we reaffirmed our goal to expand the towage and salvage business. With these 12 vessels, Les Abeilles is meeting the demands of its clients and adapting to the challenge posed by larger LNG tankers and mega-container ships, as well as strengthening its position in international bid tenders."

Eight of the new tugs will serve the Les Abeilles fleet in the major French ports. Measuring 98.5 x 33 ft., the more compact template for this series contributes to better maneuverability enabling greater operational efficiency. The tugs, equipped with Azimuth Stern Drive propulsion and a new design, are designed to offer 15 percent more bollard pull capacity than earlier models, raising capacity from 57 to 65 tons. This choice is an effective response to the changes in towage operations resulting from an increase in the size and



Bourbon CEO Jacques de Chateauvieux

tonnage of the vessels towed. The eight new tugs will also be equipped with fire-fighting capacity.

Deliveries are scheduled between October 2007 and the end of 2008.

56 New PSVs

In late April Bourbon started putting the meat to the bones of its Horizon 2010 plan, announcing that, since January 1, 2006, it had placed the first series of orders for 56 modern offshore oil and gas supply vessels for \$808 million. These 56 vessels are in addition to the 27 supply vessels already under construction at December 31, 2005.

The deliveries and commissioning of these vessels will be staggered from the final quarter of 2007 until the first half of 2009, and include:

- 4 PSV Ulstein P105 ordered from the Zhejiang shipyards in China. These 4 vessels are sisterships of the Bourbon Peridot, delivered in 2005. 298.5 ft. long with a deadweight of 4,900 tons, these Platform Supply Vessels (PSV) will be

equipped with diesel-electric propulsion, will be classed DP2 and will be pre-equipped to receive a 100 ton deep sea crane.

- 8 GPA 670 PSVs ordered from the Zhejiang shipyards in China. This order follows an initial order of 10 vessels of the same type, five of which are already in operation. With a length of 239.5 ft. and deadweight of 3,200 tons, the PSVs in this series will be equipped with diesel-electric propulsion and classed DP2.

- 5 AHTS ordered from the Bharati shipyards in India. This series of Anchor Handling Tugs Supply vessels (AHTS), with 11,000 HP and a bollard pull of 125 tons, is identical to the series of five units, four of which were recently delivered by Keppel in Singapore (Bourbon Artemis, Bourbon Aladin, Bourbon Apsara, Bourbon Alexandre). Classed DP1 and equipped with a FiFi 1 anti-fire system, these AHTS offer optimum services for the towage, anchor handling operations of drilling rigs and tanker lifting at offshore terminals.



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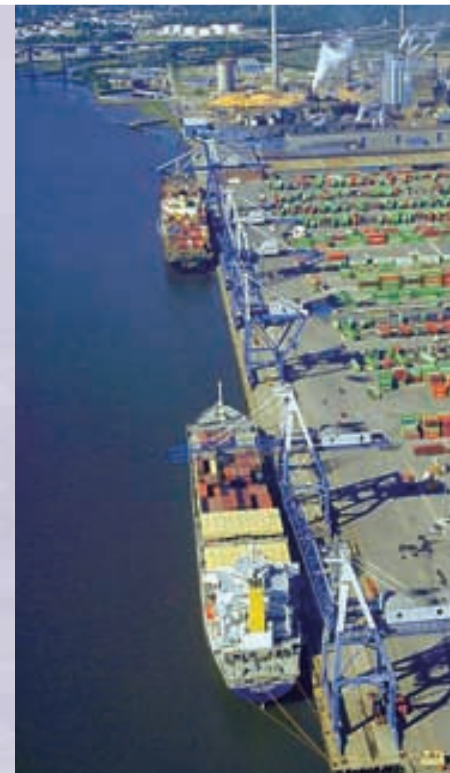
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Larry Rigdon in 2005 at the deliver for Iberville, one of 10 technically advanced PSVs built last year for Rigdon Marine for work in the Gulf of Mexico. (Photo: Don Sutherland)

- 1 MPSV ordered from the De Hoop shipyards in the Netherlands. This 279 ft. long Multi-Purpose Supply Vessel (MPSV) has quarters for 70 people. With diesel-electric propulsion, a DP2 system, and heave compensated 100-ton crane, this vessel is particularly adapted to sub-sea operations conducted in deepwater using robots (ROV).

- 2 MPSVs from the Bharati yards in India. This order follows the order for two MPSVs currently under construction at the same shipyards. With a length of 197 ft. and accommodations for 44 people, these vessels are particularly adapted to maintenance work in producing oil and gas fields on the continental offshore.

- 36 Supply Vessels from the Dayang shipyards in China. This large order includes two series of vessels, the concepts for which come from a GPA design identical to the design for the 10 units already ordered in December 2005 by Rigdon Marine for the U.S. Gulf of Mexico. Twenty-six of the 36 vessels ordered are AHTS with 80 tons of bollard pull, and the other 10 are particularly economical PSVs of 1,600 tons deadweight.

All 36 AHTS and PSVs ordered are diesel-electric, classed DP2 and FiFi1, and maneuver using two directional thrusters associated with a fixed propeller and two bowthrusters. They have been designed to optimize the transport of various products and can carry 640 cu. m. of liquid mud.

Rigdon Marine

In 2002, Larry Rigdon, the former Tidewater executive vice president turned heads when he formed Rigdon Marine. Rigdon Marine turned more heads with the announcement of a \$125m financing agreement from Bourbon to fund 10 deepwater platform supply vessels, which are now in service. The initial investment, made in compliance with the Jones Act, prefaced Rigdon and Bourbon's collaboration to date. In January, Bourbon announced an additional \$9.1m investment in Rigdon Marine.

"This stake in the Rigdon Marine group is the natural outcome of four years of collaboration. We have seen that this fast-growing company has rapidly become a profitable service provider, duly recognized in the offshore oil marine services sector, particularly in the Gulf of Mexico," Cheauteuviex said.

In addition, Rigdon received \$170m and new equity capital from American investors to finance 10 more vessels to double its fleet.

Bollinger Shipyards was tapped to build the 10 platform supply vessels for Rigdon Marine, based on a new GPA 654 Class, designed by Guido Perla & Associates. The design incorporates increased carrying capacity and greater operating efficiency, compared to similar sized vessels, while at the same time allowing simplified construction methods to reduce construction cost. The vessels will be diesel-electric and classed ABS +A1+AMS+DP2, USCG Subchapter L and SOLAS. (include engine info here, locate Rigdon quote)

Looking ahead and indicating further growth, Rigdon said, we'd like to be in the 30 all modern vessel range to remain an important player in GoM. Rigdon aims to target the new market niche that isn't being covered while maintaining their primary focus of complementing Bourbon vessels.

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MACC 2006 Set for June in Norfolk, Va.

The ninth annual Multi-Agency Craft Conference is set to take place on Tuesday, June 6, 2006 at the Naval Amphibious Base Little Creek, Norfolk, Virginia. MACC 2006 is a conference for developers, operators and distributors of marine military products to view, display or demonstrate new or enhanced marine military technology. The presentations at MACC 2006 will address the theme "Operations: Tactics and Capabilities." MACC 2006 will close on Thursday, June 8.

On-site preparation for the conference which will include keynote address, technical programs, exhibitions, presentations, and in-water demonstrations will start on Monday, June 5, when exhibitors are scheduled for set up from 9 a.m. to 6 p.m. Boats will be docked on the premise and boat operators will have a meeting with harbor security on the same day. Also, "A Toast to MACC," a Kick-Off social at the Snug Harbor Club, will be held that evening. Presentations, demonstrations and exhibitions will begin on June 6 and end on June 8. All the events and in-water demonstrations will take

place at the Naval Amphibious Base Little Creek. Although the MACC exhibitions will be held in a separate room, it will still be within walking distance from the presentations.

All those attending MACC will have to register. The registration deadline is

Monday, May 29, 2006 (May 22 for foreign nationals). There will be a registration fee of \$150, which will cover access to presentations, in-water demonstrations and exhibitions; three continental breakfasts; three lunch buffets; beverages and snacks; and one social event in the

evening. Those planning to attend can register online at <http://www.boats.dt.mil/MACC>. Please note that on-site registration is only possible for those with a Department of Defense/military and/or retired military identification card.

SeaArk Marine 48 ft. Dauntless

Last year, SeaArk Marine, Inc. delivered a 48-ft. Dauntless Class patrol vessel named Accardo to the Port of South Louisiana. The boat is primarily for Port Security within the 54-mile jurisdiction of the Port of South Louisiana providing waterside protection and response capability. Additionally, the vessel was intended to support and supplement the missions of the Coast Guard and other federal, state and local agencies during heightened security levels. The vessel was constructed at a cost of \$850,000. The project was funded by a federal grant of \$600,000 and \$250,000 from the port.

The SeaArk 48-ft. Dauntless is constructed of all-welded marine grade aluminum and features a deep-vee variable deadrise hull. The vessel is powered by twin Caterpillar 3406 (E) inboard diesel engines, each rated at 800 hp.

Additional outfitting includes a 16.0 kW Northern Lights generator, an ICOM VHF/FM radio, a Furuno radar, a 1,500 gpm fire pump and Automated Identification System (AIS). Currently, SeaArk is producing a large quantity of Dauntless Class vessels for the U.S. Navy for port security at naval installations worldwide, as well as numerous patrol boats for state and municipal law enforcement agencies.

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Bollinger/Incat HSV-XI Joint Venture

Bollinger/Incat USA has been at the forefront of the US military's quest for transformation since July 2001 when the government awarded Bollinger/Incat USA, LLC a contract for a high speed craft for use in a multi-service program to be operated by various arms of the US Military. This vessel was named HSV-X1 Joint Venture (JV). JV was operated by US Joint Forces Command and rapidly entered a test and evaluation program with an area of operation simply defined as "the world". JV was built by Incat Australia as a commercial passenger vehicle ferry that was modified to meet the contract requirements. JV is a 96 m Wave Piercing Catamaran (WPC) capable of speeds in excess of 40 knots with a payload of approximately 700 metric tons. JV has recently undergone some additional modifications in support of Special Operations Command (SOCOM) who is now sub-leasing the vessel from the U.S. Army.

In September 2002 Bollinger/Incat USA leased a second vessel to the U.S. Army. The Theatre Support Vessel TSV-1X USAV Spearhead.

Spearhead was used as an ACTD (Advanced Concept Technology Demonstrator). Spearhead like JV was built at Incat Australia as a commercial passenger and vehicle ferry that was modified to meet US Army requirements. Spearhead was delivered in mid-November 2002 just 53 days after contract award. Spearhead is a 98 m WPC also capable of speeds in

excess of 40 knots with a payload of approximately 700 metric tonnes.

Both Joint Venture and Spearhead have been deployed in support of Operation Enduring Freedom. In 2002 and 2003, JV excelled during her deployment in the Persian Gulf. Just hours after Operation Iraqi Freedom began, JV sped into the shallow Persian Gulf waters near the southern Iraqi port of Umm Qasr, acting as an afloat forward staging base for Marine Fleet Anti-Terrorism Security Teams and Navy SEAL commandos.

In September 2002 Military Sealift Command awarded Bollinger/Incat USA its third lease. This vessel was to be used as an interim Mine Countermeasure Ship and a replacement for the USS Inchon that was being retired later that year. Swift also serves as a platform for conducting a series of limited objective exercises (LOE), demonstrations and training events determined by US Navy Warfare Development Command and the Marine Corps Combat Development Command. Many of SWIFTs LOEs are in support of the development of the US Navy's Littoral Combat Ship Program (LCS). Swift is capable of launching and recovery of small boats and unmanned vehicles while underway. Flight deck certification operations brought a world first when the US Navy conducted a SH60 landing and take off at 40 knots of ship's speed and 58 knots of wind speed. SWIFT was also deployed during the US Navies support of the Indonesia Tsunami Relief effort and



the US Gulf Coast Hurricane Katrina Relief Effort. During both deployments SWIFT was capable of bringing in supplies and conducting helo operations in shallow waters where other large Navy ships could not navigate.

All three of the vessels are still under charter to Bollinger/Incat USA. All have participated in International War Games and have proven to be extremely successful. These exercises included RIMPAC (Rim of the Pacific), WATC (West African Training Cruise), JLOTS (Joint Logistics Over the Shore) and many others.

Through the much was learned, perhaps most importantly they have helping to shape the next generation WPC. Incat Australia has begun construction of the first 112 m WPC in Hobart, Tasmania.

The 112 m WPC will be capable of carrying 1000 metric tons at speeds greater than 40 knots and 1500 metric tons at reduced speeds. The approach to the 112 m vessel has been a SEAFRAME approach that allows the user to configure the vessel as they see fit for their specific mission. This vessel is targeted towards a recent Navy/Army joint program titled 'Joint High Speed Vessel' or JHSV. Since this is a joint program we expect that the vessels will have different configurations hence the SEAFRAME approach. Some configurations can be a troop/equipment transport, capable of transporting 1200 troops.

Another configuration could have two helo landing spots yet another can be as a Command and Control Ship.

All American Marine 56-ft. High Speed Patrol Catamaran

All American Marine (AAM) introduced a 56-ft. high-speed patrol catamaran with hydrofoil technology.

The Teknikraft hull concept was designed by naval architect Nic de Waal, of New Zealand. The shape of the hull combined with the use of hydrofoils is designed to create lift and enhance the performance of the boat, while maintaining a smooth ride. The hulls are designed to be efficient and allow for high speed travel, reduced fuel consumption, and have been independently verified as creating one of the lowest levels of wake wash within their vessel class, according to the builder. Teknikraft



vessels, when equipped with water jet propulsion systems, have been recorded with a hydra-phone as producing minimal underwater noise. Late last year AAM launched a 56 x 21-ft. catamaran built under contract for the National Oceanic and Atmospheric Administration (NOAA). The patrol vessel has been assigned to operate in the Florida Keys National Marine Sanctuary (FKNMS) and its Tortugas Ecological Reserve off the Southern coast of Florida. The vessel will serve as a long-range law enforcement patrol boat in the lower Keys. It is owned and maintained by NOAA's National Marine Sanctuary Program in the Florida Keys.

The patrol craft is powered by twin MTU 8V2000 M92 engines, each delivering 1085 hp at 2450 rpm. The propulsion package includes Hamilton Jet 403 water jets. The vessel has a 42-knot cruise speed in mission condition and can perform at speeds in excess of 44 knots.

Nighthawk 38 High Speed Interceptor

The Nighthawk 38-ft. from Brunswick Commercial & Government Products (BCGP) is designed to combine the handling characteristics of a traditional fiberglass powerboat and the buoyancy and stability of an inflatable. The Nighthawk 38 is a high-speed craft designed and built for offshore use under high operational tempos



and adverse conditions. The performance hull and patented STABR inflatable stabilizer tubes are designed to provide a smooth, stable, powerful ride minimizing crew fatigue during extended patrols on rough water. The customer can specify mission defined layouts and options for Special Operations/Combat or Law Enforcement/Security operations. The Nighthawk was developed by FB Design. The boat features a series of innovative solutions including the anti-dive bow and the patented STABR inflatable system.

The patented STABR system has been developed to combine all the advantages of RIBs with conventional hulls. Its main features are to provide an increased lifting surface at slow speeds, thus reducing planning time and increasing stability. Two inflatable elements extend over

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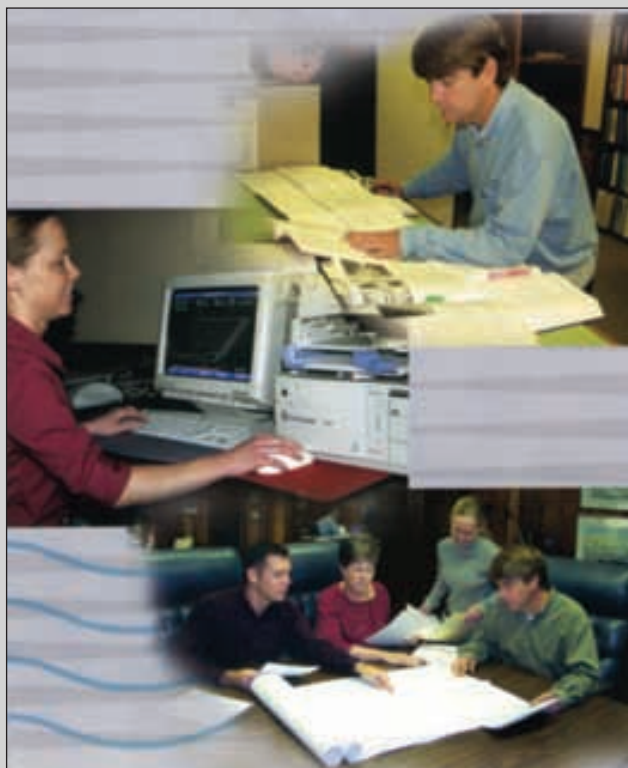
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about 50 percent of the hull length and help absorb the impact of waves ensuring a softer and more comfortable ride.

The STABR system uses two torpedo-shaped inflatable stabilizers that extend across 50 percent of the length of the boat. The inflatable elements are attached with patented rail guides that are molded right into the hull and are protected by rubber strakes. They can be easily removed in a few minutes, even when the boat is in the water. The boat can be used without the STABR elements installed.

Moose Boats M2 Aluminum Patrol/ Rescue Catamaran



Moose Boats is known for its aluminum boats built for government, commercial and leisure customers. The M2 has developed from Moose Boats' 340C patrol/security boat that was supplied to the U.S. Navy. The Moose 340C and M2 are to all intent and purposes identical. The only difference being some purely U.S. Navy equipment that is fitted the 340C. The boats are twin hulled with fine, high bows and substantial fendering all round. Decks are walk around, surrounding a central wheel-house, cabin arrangement. Fitted with twin Cummins QSB 5.9 turbo diesels of 282kW, the M2 is propelled by a pair of Hamilton HJ292 waterjets driven through Twin Disc MG 5075 gearboxes, providing power for a top speed of more than 34 knots and a cruise speed of 28 knots. At cruise speed, fuel consumption is 155 l/hr for a range of about 200 nautical miles. Like the Hummer, the M2 can be outfitted with a wide range of weaponry and equipment. Payload is over 2,000kg and bollard pull is 4.5 tons. The M2 is a rugged adaptable boat that is suited to a multitude of patrol, assault, rescue and workboat applications. Moose Boats recently delivered a patrol boat to the Los Angeles County Sheriff's Department. The boat was designed to meet numerous mission specific needs to support the varied daily requirements within an around the Marina del Rey harbor- the largest man made harbor in the United States. The aluminum catamaran hull is 33.5 ft. long with a beam of 13.5 ft. She is powered by twin Cummins QSB5.9. 380 hp turbo diesels that are capable of propelling the vessel at over 35 knots via twin Hamilton 292 water jets.

Her layout incorporates a full deck level walk-around cabin. Topside sheer is surrounded by a hybrid style foam/air composite collar that also wraps fully around her broad bow. A stern jet-guard working platform provides for dive and rescue operations which are major parts of the sheriff's responsibilities. Dive gear stowage and a 600 ft. surf reel and tow post are integrated into the walk through stern area.

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Willard Marine High Speed RIBs

Willard Marine, with manufacturing plants in Anaheim, California, was founded over 48 years ago, and is a leading supplier of RIB's and other military and commercial vessels in fiberglass and aluminum construction.

Willard Marine, Inc. under contract to and in conjunction with Lockheed Martin Overseas Corporation, has delivered five Sea Force 730 RIBs to the Egyptian Authority for Maritime Safety or EAFMS.

These boats will be used as the Fast Rescue/Patrol Boats for the Egyptian Authority. The sale and delivery of these five boats to Lockheed Martin Overseas Corporation and EAFMS is just a small part of a turn key package which LMOC has sold to help develop an operational Maritime Safety Authority throughout the country of Egypt. Along with the sale and delivery of these boats, an in-country training package was provided to help familiarize the EAFMS in the operation and maintenance of the Willard RIBs. The Sea Force 730 RIBs were outfitted with the



latest electronics as well as dual 225 HP Outboard Engines. At 45 Knots, fully loaded, these boats are an extremely stable platform for high speed RIB's of this size.

In addition to military applications, the Los Angeles Sheriff's Department (LASD) has contracted with Willard Marine Inc. for the design and construction of a 44-ft. Fast Response Boat capable of open ocean emergency responses in all weather conditions, including search and rescue, air-sea disasters, medical support and

transportation, surface-to-air transfers, dive operations and homeland security. This vessel will be operated by the LASD and will have a coverage area of 80 miles of coastline including the LAX flight path and open ocean out 50 miles to the islands of Catalina and San Clemente.

Special capabilities of the Fast Response Boat will include dive operations support for up to 15 divers, transporting and deploying a SWAT team, an operating range of 400 miles, and accommodations for overnight operations. Power will be twin Cummins 540 HP diesel engines which are electronic controlled and rated EPA Tier 2 for the lowest possible emissions. Drives will be twin water jets for safety during dive operations.

The vessel will be constructed in low maintenance and corrosive resistant molded fiberglass with high strength military fire-retardant vinylester resin. Also included in the contract as an Assist Vessel is a Willard SEA FORCE 18' Rigid Inflatable Boat (RIB) with a 115 HP Honda outboard engine and trailer.

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Zodiac Long Range Interceptor

Zodiac's Long Range Interceptor (LRI) is a rugged rigid-hull inflatable boat (RIB) designed specifically to meet the needs of various military agencies. The 36 ft. LRI has a total weight capacity — including fuel — of 6,300lbs and can hold 30 people. LRI power options range from 350-700h.p. The LRI comes with a rear collar modification required by military specifications. The rear collar adaptation is designed to keep water from back washing into the cockpit and engine compartments when the vessel enters the water from a stern ramp. Soon, the LRI will be available with Zodiac's Armorplate System - the world's first bulletproof system for RIBS and inflatables. The Armorplate design — now "AK-47 Proof" — incorporates tougher bullet-resistant soft armor ballistic material, high-pressure fabric panels and an ingenious built-in system of ceramic plates, which no longer require manual insertion. The Armorplate system folds and stores in minimal space and can be inflated rapidly.



A.F. Theriault & Son Mongoose

Canada's A.F. Theriault and Son Ltd. launched the Mongoose, a prototype fast patrol boat, after five years of research and development. The company touts the vessel as a viable, cost-effective, high-tech solution for coastal and inland waterway security. The Mongoose series of FPB vessels, ranging from 25-120 ft., have a new element added to the formula: Ceramic Reinforced Plastics (CRP). The process and development protocol remains classified and is closely guarded.

Mongoose MK-1 is a 27-ft. high-speed mono-hull vessel with a specially designed hull, designed to provide maximum control at both high and low speeds. Initial trials recorded a maximum speed in

excess of 60 mph on two-ft. choppy seas. According to the trial, sharp turns at 45 mph were uncompromising and under full control. Other features of the Mongoose series of FPB's include:

- Stealth: low to no radar signature with a low heat signature;
- High level of ballistics protection;
- Light weight (3200 lbs. dry weight);
- Efficient: a single 275 Mercury Verado from dead stop to plane in 40 ft.
- Range: Can operated at full speed three hours, at half speed nine hours.

The MK-1 proto-type is loaded with electronic navigation equipment supplied by CMC Electronics Inc. Research director, Dr. Russell Saunders, said that the hull composite structure includes divinycell core foams by DIAB Group Inc. and reinforcements by companies such as Johnson

Industries, 3-M and Interplastic Corp. Other advancements include: a digitized camouflage that at high speeds virtually eliminates the vessel profile.

Mission Marine Mission 452

The Mission 452 (34 x 13 ft.) Pilot House and was recently delivered by Mission Marine, Ltd. to the Department of Planning and Natural Resources located in Frederiksted on the island of St. Croix, USVI.

Custom made to accommodate the DPNR's special and varied usage requirements, it was chosen because of its multi-mission platform, stability, extraordinarily smooth ride, offshore capabilities, and ability to take rough seas. Given the climate of the islands, it has a fully enclosed pilothouse with air conditioning and state-of-the-art electronics to assist the officers. It joins its sister vessel, also a custom-made Mission Marine aluminum catamaran, delivered last year in St. Thomas, USVI. Both vessels are powered by Mercury Verado Outboards.



Damen Receives Contract for 13 Patrol Boats

Following a European tender procedure, Damen Shipyards Gorinchem was awarded a contract for the construction and delivery of 13 patrol boats, 10 of which are designated for Korps Landelijke Politie Diensten (KLPD- a branch of the Dutch Ministry of the Interior and Kingdom Relations. The remaining three boats will be deployed by the Koninklijke Marechaussee (KMar), which comes under the Dutch Ministry of Defense. Delivery will take place in 2007 and 2008. The 10 vessels for the KLPD will be used for inland surveillance duties.



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The Phoenix Rises Again

By Don Sutherland

Go back enough in time and it's common tale: A single boat, a modest one at that, an owner with ambition and skill, a campaign of hard work and the legends it breeds, success and importance for the company that follows, and a legacy that goes on for generations. On the west coast it could be Foss Maritime, which tells proudly of its start with a second-hand rowboat. On the east, it could be a Michael Moran or a James McAllister or the young Arthur Fournier, who still dives into the river of lore, thrashing through a hurricane to his old tug. There must have been a hundred such stories, or a thousand, whenever individuals reigned and a world rewarded vision and initiative.

But the world keeps changing. Could the upstarts of old have succeeded in the scheduled, regulated, licensed world of today? Everyone carries a bigger load at the moment, whose weight needs a lever.

Where do you find a lever?

"I went to see it," said Capt. Mike Vinik, "and fell in love with it." So did everyone who caught sight of the old tug Gotham. "Beautiful lines," says Capt. Vinik.

Built in 1951 as Mobil 11, she upheld her owner's reputation for all the best trimmings. "Everyone who's been aboard says it's probably the nicest-built boat they've been on," says Capt. Vinik. "Some people say they've been on boats that were larger, but without as much space. There's a lot of storage room here. There are five rooms for the captain and crew, each with a telephone and sink. The water tanks are separate from the hull, so you can paint them. You don't have the nooks and crannies where gunk and rust can settle. There are more frames than you'd expect, and the steel is much thicker."

But there was a catch. Everyone who knew anything about tugboats, as the old Gotham brooded below the Outerbridge, knew she was shot. Would never work again.

Three and You're Out

"There were mechanical breakdowns," said Veronica Marshall, president of Kosnac Floating Derrick Corp., dba KTugs NY, the last to run the ex-Mobil 11, ex-Christine Gellatly, then Gotham. Almost any mechanical breakdown can be fixed. But after a point, a tool gets so broken that it's not worth fixing. "The damage was so extensive that the cost of repair exceeded the insurance. She was declared a constructive total loss."

Gotham's fate might have been different, if she had twin screws. But as a single-screw tug her commercial viability in New York, at least, was at a lifetime low.

The Kosnacs began as family businesses with single-screw boats, those generations ago when a man with a boat could just start a business. Same goes for the Browns, who likewise had just got their start when the Great Depression hit. Even as late as the nineties, a Chris Roehrig could come by with a nearly historic single-screw DPC, and set events in motion for, at last count, a nine-boat fleet.

It's players like these that, besides their own contracts, give the majors their flex,

So Kosnac's single-screw Huntington went west two years ago as a live-aboard, the Margot went back upstate to the canals. Roehrig's Tilly became a live-aboard in Florida. Brown's diminutive Catherine M. Brown went to an operation in Delaware. The single-screw Thomas J. Brown continues in New York with stone work and scrap work, according to Capt. Jim Brown, but it's the John P. Brown, their twin-screw newbuild, that gets the most calls. Kosnac replaced their single-



It's September 12, 2001, and Kosnac's Gotham is one of the few boats underway in New York. Gotham would play a major role in cleaning up "Ground Zero," and before long adopt a new life as the Dorothy Elizabeth. (Photo: Don Sutherland)

their back-up and reserve fleets. They guarantee on-demand, just-in-time tugboating on New York Harbor.

The majors include K-Sea, Bouchard, Reinauer, Penn, Hornbeck. They've all got great tugboats, but their mission is transportation, more than docking and assist. It's transportation of petroleum products, delivering an economical supply of essentials up and down the East. And according to the Coast Guard, the tugboats thus employed shall have two propulsion systems.

screw boats with their first newbuild, the twin-screw June K., and a few months ago the twin-screw Vera K. arrived in Kosnac orange. The boats of Roehrig Maritime keep getting bigger, the 6000 hp of the Annabelle that joined them in 2003 being matched a couple months ago by their John H. Malik.

So if there's an art to handling a single-screw tug, and a ton of good looks, and a link to tradition, there's a lot to lament as it falls by the wayside. But Gotham wasn't thought to be useless — not at first.

Even not running, she's still the real deal. She has things to work with, to train on. Local 333 supported the idea of the Gotham as schoolship

"There was a joint venture with Kingsboro College," said Charlie Chillemi, then president of Local 333. "Guys could learn how to splice, throw lines, they could learn maintenance. Apprentices could learn something about engineering — we thought we'd pull the engine, turn it on its side, put in a new crankshaft and bearings and get it running" — a lot of work, but not beyond the reach of an entire student body. The need was present and the idea was sound, and the future for Gotham looked good. But issues arose, finances included, and the project came to a dead stop. Gotham lay brooding below the Outerbridge.

The boat had survived plenty of close calls. Capt. Albert De Cruz looks back on a night when as mate on Mobil 11, tanker alongside, he dove through a wheelhouse window for some emergency steering. "I was almost upside-down, my head inside and my butt outside," with the pilot out of commission in the corner. It would have to happen at Hell Gate, as the tug with its right rudder began climbing up the tanker. Despite all her charms, this tug is known for a tendency to lean. Said Capt. De Cruz, "If the cook hadn't shut the engine room door, we would have sunk."

Capt. De Cruz recalls another event at Fish Island, where an encounter with rocks left a rip "eighteen feet long and a foot wide" in the hull. "It was the worst thing that ever happened to Tug 11."

But it wasn't the worst thing that could have happened, that almost happened. Capt. Vinik was told that the Gotham was one day away from the bottom of the Atlantic. She was to be reefed.

Housing Bubble Bursts

"I knew I wanted to buy a tug. So I went to them with a bid," says Captain Vinik, "and asked if they'd accept it." He doesn't quote the figure, but it might have been consistent with the price of a fish condo. "They accepted it."

So Capt. Vinik owned a non-working tugboat. One that if fixed, faced a single-screw life in a twin-screw harbor. Still, it would be more than a rowboat.

Capt. Vinik is a graduate of SUNY Maritime, receiving a formal education. But that's a requirement, in the new age of tugboating. For Capt. Vinik it was sort of a post-graduate study, having been sailing since age four and having taught sailing since eleven, and getting his taste for his present occupation aboard his father's tug, While still in school, he was decking for Weeks, and assisting the port engineer.



A six-hour ride from the "port city" of New York, the 600-ton Travel Lift at the Derektor yard in Bridgeport, Conn. eases the freshly scraped and repaired Dorothy Elizabeth back to the water. (Photo: Don Sutherland.)

His first jobs steering included the ferries of New York Waterway. "Eighty dockings a day," he recalls, "after almost a year it was burning me out. I wanted to get back on tugs." He drew a stint with Reinauer as a training mate, and from there went to the Sandmaster as a mate. Then he bought the Gotham, but did not quit his day job.

"We towed it across to the yard next to Perth Amboy Drydock for a number of months, then to Perth Amboy Drydock itself." Along with his brother Ken, and Capt. Pat Cannon of the Sandmaster, and ex-classmates who were happy to help for the experience — the old tug turned out as school of sorts after all — "we changed the heat exchanger and began to rebuild the lube oil pressure pump. Once Perth Amboy Drydock closed, we spent a year on a mooring in the middle of Amboy anchorage. We used a skiff to get to the boat." The Gotham's days below the Outerbridge had included New York winters, and "just about every pipe that had any water in it froze and burst — generator piping, main engine jacket water piping, both main engine heat exchangers, gear box heat exchanger, all potable water piping, countless valves for everything."

New York winters may be bonechilling, but "we had no heat that first winter. We made a list of the most critical issues, and heat and running water were not on it." It might be bitter, but a tug can do work, theoretically, without either — "I can't work without an engine and fire pump."

The Human Q-Tip

The damage from freezing was formi-

dable, but only added to what crippled the tug in the first place. "We rolled-out and renewed all the main bearings on the engine, replaced the lube oil pressure pump, really had to dig into the main engine. In order to get to some of the gaskets, I had to crawl under the engine in the bilge, to the gearbox," face-down all the way. Although the bilge was empty, there was the residue of a half century. "Chris Nelson, who was a big part of our progress, said I looked like a human Q-Tip."

By the spring of last year, the Dorothy Elizabeth, the old tug's new name in honor of Capt. Vinik's grandmother, was ready for business. But business was slow. "I was getting a couple jobs a week," Capt. Vinik reports. "It's probably understandable, all things considered, but at first hardly anyone was willing to try us out." Then Capt. Steve Richter of the Newport Pilots made some introductions at K-Sea, and before long "Paul Mahoney of the Normandy was getting me leads. I can't thank him enough."

A single-screw tug is forbidden to tow petroleum barges, but it can assist docking. K-Sea became a regular in those first days of operation, but still, things were slow. Did everybody know Vinik Marine was there?

Then came last September's Tug Races, the Labor Day event nearly deep-sixed by City regulations. The industry steered around the obstructions, with the Kristy Ann Reinauer and a deck barge in the Narrows obviating need for City approval. The 2005 races were the first under the

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Dorothy Elizabeth's "coming out" at the New York Tug Races last Labor Day weekend. Mike Vinik claims to have come-in fifth, but in this photo, shortly before the finish line, the "totaled" tugboat might be mistaken for third place. (Photo: Don Sutherland)

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auspices of the National Lighthouse Museum, but hardly the first the ex-Mobil 11 would enter.

Capt. De Cruz recalls how the races bolstered the tug's fame. "When Mobil had the boat built, they had an idea about an ocean tug. She was the biggest thing they had then — we called her the Iron Horse — and she had a lot of power, and she won a lot of races."

The tug's great power helped, but so did certain preparations.. "She'd go to Perth Amboy at night," said Capt De Cruz, "and they'd put the speed prop on. She'd come out with the fenders up, and she'd leave everyone behind. Mobil would run ads in the magazines showing her victory, and a headline like 'Buy Mobil Lube Oil!'"

That she blew a few heads or pistons in the race was a secondary issue, and did not appear in the ads. "The word we got was, keep that boat running if you have to get on your hands and knees on the diamond plate, and pray." After one of the races, Mobil 11 made for Yonkers. "Two tugs from Mobil came up and towed her down at night," Capt. De Cruz recalls. "At night!"

Capt. Vinik didn't risk blowing his recently-fixed engine, probably the exact same one after a few rebuildings that drove Mobil 11 to its victories. But still, in a field of thirteen, Dorothy Elizabeth came in fifth. Not bad for a 54-year-old write-off.

Crowded Waters

The Labor-Day showing produced no ads, except the word-of-mouth about the

red-white-and-blue tug that was new again. "We started getting more calls," says Capt. Vinik, "and they started using us more and more. By the end of December, we were really busy. It was really encouraging." Then, one day, crossing Jamaica Bay in 46 feet of water, "we sucked something up in our wheel." Capt. Vinik is a diver as well as a skipper and

went down for a look, and whatever the object was, it was gone. But its handiwork wasn't.

"The obstruction caused all the studs holding a saddle to break, so when we went into reverse, the gears didn't align properly."

Where do you get a gearbox for a 54-year-old tugboat? "Fred Kosnac called

and said he knew where there were two of them — Falk MB16s. I called the owners, but they weren't for sale — I guess they needed them for parts on their own."

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For those who've never seen one, this is what a 1951 tugboat engine room looks like. Capt. Vinik at right prepares to get underway, as engineer Wayne Lawson arrives to fire 'er up.
(Photo: Don Sutherland)



At the request of the MarineNews photographer in 2004, the original participants re-enacted the moment of Gotham's transferral to new ownership, to the best of their recollection. Capt. Fred Kosnac III (left) congratulates Local 333 president Charlie Chillemi (center) as Kosnac president Veronica Marshall (right) turns over a document of sale, or reasonable facsimile. In background is tug Gotham, on the verge of a few career moves.
(Photo: Don Sutherland)

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tion of the Dorothy Elizabeth became a topic of conversation, early in the year. Said Capt. Mahoney aboard the Normandy on January 21, "I told Mike the other day to post a note on the internet, like the Yahoo tug group."

Capt. Vinik took the advice, and received a response from Tim Mullane in Norfolk, who could provide an MB16. Next came the six-week rebuild. "Brad Simek from Amboy Aggregate was good enough to rent us dock space for repairs," said Capt. Vinik, parts for a gear box being perhaps much to move around by skiff. "New bearings, new clutches, new reverse bevel gears, a new pinion gear, new drums."

At last, the Dorothy Elizabeth was ready to get herself going again -- mechanically, anyway. But hulls have their needs too. "The boat hadn't been hauled in I don't know how long," said Capt. Vinik. "I dove on her and there were no zincs left, barnacles all over the place, and the anti-fouling paint was no longer acceptable. A hundred-foot boat is too much to scrape underwater." So then began the search for a drydock in New York. Perth Amboy Drydock was closed for redevelopment, Caddell's and May's



"Tugboats of New York" author George Matteson signs a volume at Snug Harbor's John Noble Collection on Staten Island. His slide lecture on the history of tugs will be given again at SUNY Maritime on June 10. (Photo: Don Sutherland)

were booked. "They'd say 'call in two weeks.' I'd call, and they'd say 'call in two weeks.' It went on for four months." Garpo's yard in Tottenville has been the salvation for many smaller tugs, but the Dorothy Elizabeth is extra-heavy — beyond the capacity of that Travel Lift. "A lot of companies use Feeny's" sixty miles upriver, at Kingston, "but they couldn't take us, either."

That left Derekor's, in Bridgeport. "Everyone said they gave great service, and they turned out to be just the greatest." The fact that they're six hours away, each way, is just one of those crazy things about doing business in modern New York.

One week after arriving in Bridgeport, the Dorothy Elizabeth was back in the water. Including transit time, it was an extra nine days without income. Still, coming back down, Capt. Vinik could feel the difference made by the freshly cleaned

hull. He was soon making calls, to let everyone know he was back.

At age twenty-six, Capt. Vinik reflects a lot of things about tugboating that go against the times.

One day he'll be forty-six, and this gloss will have worn-off. No longer gumption and potential, the discussion will center on Capt. Vinik's record.

If all goes well, he'll be one of the fixtures in a peculiar business, where competition is stiff — but everyone charters everyone, anyway.

Someday, everything that's happened so far will reduce to, "oh yeah, I helped him get started."

But that will be then, and this is still now. "It takes a whole harbor to raise a tugboat company," said Capt. Vinik, "it's like raising a child."

And although this one is formally named Dorothy Elizabeth, it could also be named Phoenix.



Looks like Mike got his engine fixed. Dorothy Elizabeth eases a tanker into place at the KMI Outer-bridge terminal, close to the spot where the old tug once languished, never expected to run again. (Photo: Don Sutherland)

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Iveco Motors of North America Unveils Cursor Engines

Iveco Motors of North America, a Fiat Powertrain Technologies (FPT) company, recently unveiled its extended marine product range with their technologically advanced, low emission Cursor 550 and Cursor 770 engines. These engines cover duty ratings from medium commercial duty to high performance pleasure duty.

The Cursor 550 is a 7.8L engine, producing 543 hp at 2600 rpm, while the larger Cursor 770 is a 12.9L engine that produces 760 hp at 2300 rpm. For those requiring a heavy duty continuous rating, there is the 7.8 L Cursor 300, rated at 295 hp at 2000 rpm, or the 12.9 L Cursor 500, rated at 493 hp at 2000 rpm. All Cursor engines and ratings are EPA certified for use in either pleasure or commercial applications. Marine engines from the Cursor family feature an inline 6-cylinder configuration, with unit injector fuel systems from Bosch. Cursor engines are electronically controlled using Bosch electronic control units (ECUs) as well as being turbocharged and aftercooled. All these technological advances contribute to the Cursor's excellent reputation for fuel efficiency and environmental friendliness. The engine presents an uncluttered, user-friendly package in full marine trim, incorporating a raw water-to-fresh water heat exchanger, raw water aftercooler, fresh water expansion tank, air filters, and a gear-driven raw water pump. The raw water pump features a bronze impeller that eliminates the hassle of replacing a rubber impeller every season, making the Cursor user-friendly from a maintenance standpoint as well.

The Cursor's electronic control system incorporates a number of automatic protection strategies to prevent engine damage. The ECU monitors the engine's vital

signs while in operation, and implements de-rate, or power reduction, strategies in the event of a malfunction. For example, if a high coolant temperature is detected, the ECU will cut back fuelling at a rate proportional to the excessive temperature until the engine returns to the normal operating temperature range. In the event of a throttle malfunction, the engine will shift into "limp home" mode, in which the engine will run at a preset speed in the middle of its operating range. A number of similar de-rate strategies prevent engine runaway and catastrophic engine damage, assuring boat owners that their vessel and its passengers will not be left stranded at sea, due to engine shutdown. Any automatic de-rate will also be accompanied by an alarm or other indicator to let the operator know that a problem has been detected and maintenance may be required.

Although all engines in the Cursor family have the same inline 6-cylinder arrangement and injection system, the 7.8L Cursor 550 and the 12.9L Cursor 770 use two different blocks to best suit their respective displacements. Both engines also incorporate a bedplate design, whereby the main bearings are tied together through one casting. When this one-piece structure is bolted onto the engine block, its design serves to strengthen the structure of the engine as a whole, contributing to the Cursor's excellent power-to-weight ratio and durability.

The Cursor 550 and Cursor 770 extend Iveco Motors' power and product range while continuing to uphold Iveco Motors' reputation for low emissions, low noise levels and low fuel consumption rates. Like all Iveco Motors' engines, the Cursor family is compliant with current emission regulations and ready for future standards.



Bollinger To Head Shipyard Association

The Shipbuilders Council of America announced that Donald T. "Boysie" Bollinger, Chief Executive Officer of Bollinger Shipyards, Inc. was elected Chairman of SCA. Bollinger replaced Herschel T. Vinyard, Jr., Vice President of Atlantic Marine Holding Company, who served the previous 2 years as Chairman. Steve Welch, Chief Executive Officer of Todd Pacific Shipyards Corp. was elected the position of Vice-Chair. The elections occurred during the Council's annual Spring Meeting last week in Seattle, Wash.

MMA to Offer Distance Masters Program

Dr. Shashi Kumar, associate dean of Maine Maritime Academy's (MMA) Loeb-Sullivan School of International Business and Logistics, has announced that the graduate division of the School will begin offering distance education courses leading to the Master of Science degree. According to Kumar, prospective students in southern Maine will be able to access two graduate level courses per semester via ATM videoconferencing technology in the fall of 2006, subject to student enrollment. The announcement comes at the conclusion of a one-semester pilot program in which the college offered courses to local graduate students. Participants attended video classes at South Portland High School.

According to Kumar, classes will be scheduled outside of the regular business day, typically from 6 p.m. to

8.30 p.m. for 14 weeks. Off-campus students will be required to attend class at the college's Castine location at

the beginning and at the conclusion of the semester, resulting in a total of 2 visits. Remaining class sessions will be broadcast real-time using the ATM videoconferencing technology.

Utilizing two-way video and audio transmissions, the system has the capability of reaching most parts of Maine and simultaneously serving 3 separate locations, features Kumar hopes will enable future expansion of class sites and greater outreach. "We hope that these courses will allow for improved access to the tremendous academic resource offered by Maine Maritime and the Loeb-Sullivan School," said Kumar. "Our goal is to serve the greater Maine business community by offering advanced educational opportunities with minimal disruption to the lives and practices of Maine executives."

It is expected that students pursuing a Master of Science degree in Maritime Management, International Business, or Global Supply Chain Management in this format will be able to complete all degree requirements within a three-year cycle, provided that they enroll in at least two courses concurrently.

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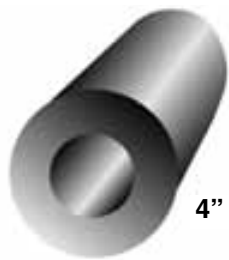
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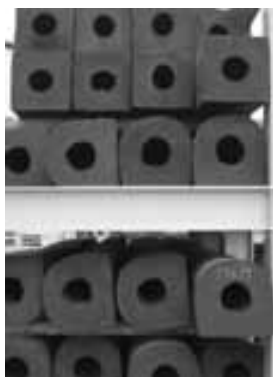


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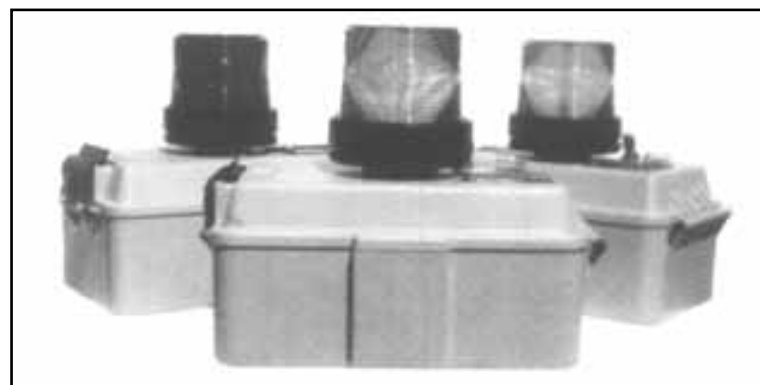
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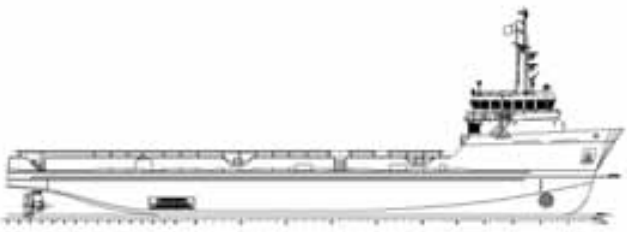
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Thoma-Sea Building 4,000-HP OSV

The new off shore supply vessel building at Thoma-Sea Shipyard in Houma Louisiana is, at 220-feet, the classic length for these boats in the Gulf of Mexico. At the same time this state-of-the-art vessel incorporates, within its 48-foot beam and 16-foot molded depth, the latest in OSV technology. Her main engines will be a pair of IMO compliant Cummins QSK60 engines each delivering 2000 hp at 1800 RPM. The mains will turn a pair of Rolls Royce azimuthing drives.

Built to a Frank Basil design, the vessel will have two KTA19DM-1 powered 425 Kw ship service generator sets. A 640 hp Cummins KTA19M-3 coupled to a Twin Disc MG5195 gear will power the bow thruster.

While the builders will retain ownership, it is reported that Joel Broussard of Gulf Offshore Logistics will operate the vessel.



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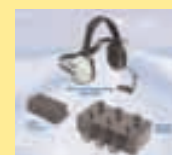
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The Series 9500 consists of behind-the-head and over-the-head style headsets, a master station that is compatible with most mobile VHF, UHF and marine band radios, a belt station that allows Push-to-Talk (PTT) capability and "hands-free" intercom operation, as well as all necessary in-line cables. All components are designed and built to withstand harsh marine environments while providing dependable operation. For more information about the Series 9500 Marine Intercom System, contact David Clark Company at 800-298-6235 or visit www.davidclark.com/marine.

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Moose Boats, Inc.

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Petaluma, CA 94954 USA
www.mooseboats.com
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Moose Boats builds the highest-quality aluminum catamarans in the industry. Our boats are designed to meet a variety of mission-specific applications for law enforcement, emergency response and security patrol purposes. Widely known for their durability, sensible design and unparalleled attention to detail, Moose boats are simply the finest aluminum utility boats on the market. We currently offer three M2 model sizes: 33, 35 and 37 foot. There are plans underway to construct a M1-44' model in 2006. All current boats have a 13'-6" beam which includes the custom air/foam filled fender/collar. A variety of cabin configurations, with numerous options and accessories, are also available and the interior can be customized to meet a variety of specific needs, while retaining the highest level of quality, robustness, and stability.

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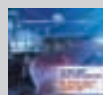
Circle 101



Autoship

Autoship System's CAD/CAM suite includes programs used for vessel surface modeling, hydrostatic/ strength analyses, powering, structural modeling, plate expansion and nesting. They are fully integrated - the model transfer from one program to the next is easy and error free. Standard file exchanges are supported allowing data exchange with third party programs.

Circle 102



CCWS

Designed by Coffin World Water Systems (CWWS), ULTRA-SEP Bilge Water Separators were the first systems in the world certified by the USCG to the standard of the IMO's new resolution MEPC.107.(49). USCG certificates of approval issued to all eight available ULTRA-SEP models.

Circle 103



ASA/Jensen

ASA/Jensen Marine's Voyager Observation System can be utilized as a way to keep watch over the engine room or sleeping quarters. Using the system to for potential fire hazards is becoming a way to stay informed of the boat's inner workings. As another option, the observation system can also be used as a security system.

Circle 104



Altair

The Altair Single-Gas Detector from MSA Instrument Division features three sensor options: carbon monoxide, hydrogen sulfide and oxygen. Carbon monoxide and hydrogen sulfide versions can operate for over two years. Advanced design offers superior dust and water protection and high resistance to RFI.

Circle 105



Metals USA

Metals USA is a provider of large sheets of steel for shipbuilding with facilities. The facilities use a Wheelabrator Blast and Paint Line System. Designed to blast 12-ft. wide raw steel plates and small structural shapes, the machine is primarily used to blast plates for shipbuilding. With the new machine, only one operator is required.

Circle 106



Elmridge

All-Ready Complete First Aid System, developed in partnership with the National Safety Council, contains essential supplies & easy instructions with illustrations. Eleven different care packs. Easily integrates into existing first aid training programs and allows companies to meet OSHA standards. Re-supply is as easy as ordering a new pack.

Circle 107



Miller

Miller Electric's new Dynasty 700 AC/DC TIG/Stick inverter features Independent AC amperage control and four AC waveshaping options. It can dramatically increase travel speeds while decreasing cycle times and the need for rework.

Circle 108



Thermo Electron

Thermo Electron Corporation announced its new carbon dioxide, the AutoCO2. The AutoCO2 measures carbon dioxide concentrations in natural gas to maintain gas quality control at delivery points. It detects CO2 in natural gas using non-dispersive infrared technology (NDIR).

Circle 109



Reid Supply

Reid Supply Company released a new 88-page catalog consisting of stainless steel parts and devices. The new catalog contains over 6,000 stainless items in categories including clamps, quick release pins, thread inserts, latches, ball plungers and springs. The catalog is a subset of the Reid Supply catalog containing industrial components.

Circle 110



Parker

Parker Engineered Polymer Systems (EPS) Division has published a 434-page comprehensive Rotary Seal Design Guide (Catalog EPS 5350/USA) which is poised to become the sealing industry's premier engineering guide for rotary sealing applications. A variety of features include: overview of rotary seal product lines: Clipper Oil Seal, Parker Oil Seal, ProTech.

Circle 111



Marine Safe Electronics

Marine Safe Electronics of Canada Ltd. incorporated in 1972 and operating as MSE of Canada Ltd., manufactures and distributes insulation fault detectors for electrical motors, generators, transformers, power and control systems. Recently specified by Alstom and ABB for LNG owners/operators.

Circle 112



Western Fire & Safety

The AFFF 2.5 Gallon is a USCG approved foam fire extinguisher. It is designed to prevent re-ignition of fires. It features a stainless steel cylinder with brass valve body to prevent corrosion and rusting. The Schraeder valve design allows for easy, self, field recharging. It boasts penetrating ability for class A Fires.

Circle 113



Marine Gangways

Marine Gangways maintains an inventory of common component parts allowing for quick response to critical near-term requirements of clients. The company not only provides new products, but can repair and update existing gangway. The products are assembled from component parts by a G-3 certified welder.

Circle 114



ESL Power Systems, Inc.

Plug into Shipyard Safety with ESL's industrial electrical power systems. Built for Shipyard applications, the safety-interlocked power distribution solutions are marine grade, custom-engineered and provide improved power delivery, flexibility and superior safety protection.

Circle 115



Cat Pumps

Cat Pumps introduces the new Mag-Jet Valve for jetting. The Mag-Jet uses a special SS magnetic valve and a super strong corrosion resistant magnet to hold one inlet valve open, creating a strong pulse-jetting action to power nozzles through the toughest clogs.

Circle 116



Railko

Railko offer complete bearing assemblies for both oil and water lubricated stern tube and bracket installations. These assemblies offer installation accuracy and are cost effective. Railko bearings are fitted to both merchant and naval vessels. Each bearing is designed to specific vessel requirement.

Circle 117



Mustang

The Mustang Survival Coverall MS2075 is designed for a range of activities from fishing to industrial uses, the Classic suit is durable, safe and mobile. Also delivering warmth and comfort in cold weather environments, the suit's closed-cell foam provides flotation and in-water insulation to delay the onset of hypothermia.

Circle 118



Comnav

Designed to work with the ComNav ComPilot Advanced Autopilot System, the 203 has a backlit graphical display so system information is easy to read. The watertight case has sealed openings and is made from high-impact material that is resistant to most chemicals so the unit can withstand the harsh marine environment.

Circle 119



MAN B&W

MAN B&W secured a contract for the supply of four GenSets for a diesel-electric natural gas hydrate integrate research vessel newbuilding in China. It will be built by Wuchang Shipyard, is to be powered by three MAN B&W main Holeby GenSets, type 6L27/38, together with a harbor/auxiliary GenSet, type 9L16/24.

Circle 120



Bernard

Bernard will provide a Q-Gun and samples of Centerfire consumables with the purchase of most industrial wire feeder products and bundled MIG welding systems from Miller Electric Mfg. Co. Bernard has also implemented 'Choose Your Weapon' Gun Exchange program, allowing end-users to get the right gun for their application.

Circle 121



Viking

The Viking PS2004 insulated immersion suit is SOLAS 96/98- and EC-approved to provide crew and passengers aboard vessels a first defense against cold water exposure. It is known as a 6-hour suit, for meeting the SOLAS 96/98 requirement of maintaining a person's core body temperature above 95° when immersed in 35° water for 6 hours.

Circle 122



Fixturlaser

The Fixturlaser Cardan Fixture is a set of fixtures to be used together with the laserbased shaft alignment systems, Fixturlaser Shaft200 eller Fixturlaser Shaft300. The new cardan fixture is rigid and can be mounted anywhere on the machine's flange. Its features result in high measurement accuracy and repeatability.

Circle 123



Feteris

Feteris supplies the latest joysticks and potentiometers for DP and Thruster applications. Configure your joystick from a list of standard models and options, or custom design a handle to meet your specific needs. Feteris joysticks and potentiometers are suitable for all types of marine applications and conditions.

Circle 124



Stinger

Stinger units are self-activating fire suppression systems designed to protect compartments from 25 to 175 cu. ft. in volume. Available in six models, they are ideal for engine compartments and ancillary protection in sections of vessels, such as bow thruster compartments, wiring harness consoles and flammable liquid storage cabinets.

Circle 125

Business Developer Marine Industry

Job Location: USA, Houston, TX
Req.# (32585)

Specific Requirements:

Account Manager/Business Developer - Position requires; skills for the development and account management of Marine customers in the Commercial and Government market. High level of understanding of the marine industry and having existing customer relationships is a must.

Focus of this position is to develop marine business, manage existing accounts, and market Siemens' marine solutions portfolio in the gulf region of the US (FLA, AL, MS, LA, and Tx). Location is virtual but based in the Gulfcoast region. Preferred candidate must be well versed and knowledgeable in Marine systems application for medium to large vessels e.g. Workboats, PSVs, OSSVs, AHTSs, FPSOs, etc. Knowledge of Marine electrical systems and design; Propulsion, Automation, Power generation & distribution would be a plus.

Potential support of Oil & Gas account managers is a possibility; candidates' knowledge and contacts in the Oil & Gas industry would be a plus.

Preferred candidate must have good resume of customer contacts within the industry and Knowledge/familiarity with the classification rules such as ABS, USCG, Lloyd's, etc.

Knowledge of Siemens systems and products, international business experience and results in developing business partners, internal and external, would be a plus.

Education:

Typically BS/BA in related discipline or advanced degree.

Typically 8+ years of successful experience in related field and successful demonstration of Key Responsibilities and Knowledge as presented above.

To Apply: Enter this link into your Internet browser and click on the tab at the top right that says "Apply for this Job". Follow the application form and submit your application. http://careers.peopleclick.com/jobposts/Cient40_Siemens/BU1/External/PCK221-124043.htm

Erin Lechleitner

Siemens Energy & Automation, Inc.
3333 Old Milton Parkway

GA Alpharetta USA

Phone: 770-754-6799

Email: erin.lechleitner@siemens.com

SeaStar Sales Representative

Job Location: USA, Dulles

JOB SUMMARY

Manage the sales process by locating, pursuing, developing and closing new business in assigned territory. Work with current accounts and subscribers for additional business, follow up on new sales leads, provide product and sales demonstrations to prospective customers and formulate appropriate business relationships with accounts and SeaStar Agents. Analyze sales territory information, generate sales forecasts and work with existing SeaStar Agents. Assist in the implementation of sales and promotional programs, train SeaStar Agents and business partners on how to sell products and services. Domestic and international travel from 30 - 50% is required. Work closely with

other Geoeye team members to insure coordination and successful achievement of objectives. A Bachelors Degree (BA/BS) or equivalent experience is required. 2 - 4 years of related experience is required. One year supervisory experience preferred. Knowledge of Word, Excel, PowerPoint and Windows required. Experience in Outlook and ACT! preferred. Fluency in both English and a foreign language preferred; ideally Spanish, Japanese, Korean, or Chinese.

PRIMARY RESPONSIBILITIES

Locate, develop, close and manage SeaStar Subscriber client base through appropriate use of internal staff and external agents and representatives.

Build, maintain and expand appropriate SeaStar agent relationships.

Provide product training and technical support for current and potential customers.

Perform related duties as assigned.

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Email: recruiter_dulles@geoeeye.com

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Engineering Coordinator

Job Location: USA, East Boothbay, Maine
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Matthew Maddox

Washburn & Doughty Associates

P.O. Box 296

East Boothbay ME 04544 USA

Phone: 207-633-6517 x210

Fax: 207-633-7007

Email: mmaddox@washburndoughty.com

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Diane

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Email: Diane@Montereybayboatworks.com

Maintenance Administrator

Job Location: USA, Scarsdale, NY

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Page	Advertiser	R/S#	Page	Advertiser	R/S#
36	A.C. MARINE	200	10	M&L ENGINE	230
21	BOLAND INDUSTRIAL CONSULTING	201	31	MARINE SECURITY SERVICES	231
5	BRUNSWICK COMMERCIAL & GOVERNMENT PRODUCTS ...	202	23	MARINERS HOUSE	232
8	BTMC CORPORATION	203	32	MARITIME INTERNATIONAL, INC.	233
24	CAROLINA COCKPIT	204	32	MCDONOUGH MARINE	234
18	COMMERCIAL & MARINE INSURANCE BROKERS, INC.	205	33	MERCURY MARINE	235
37	CPI MARINE	206	27	METALCRAFT MARINE INC.	236
3	CRANESMART SYSTEMS	207	C3	MICHAEL BLASER STUDIO	237
11	CUMMINS, INC.	208	2,37	MISSION MARINE	238
C2	CUMMINS-MOOSE BOATS	241	37	MOOSE BOATS	240
29,37	DAVID CLARK COMPANY	209	C2	MOOSE BOATS-CUMMINS	241
27	DURABAK	210	12	NEPTUNE RESEARCH	242
32	EMPCO LITE	211	36	NORTHEAST MARITIME INSTITUTE	243
32	E-PAINT	212	7	NORTHERN LIGHTS/LUGGER	244
37	FLIR	213	22	NORTHWIND MARINE	245
19	GE MARINE AND STATIONARY POWER	214	27	NOXUDOL	246
6	GREAT AMERICAN INSURANCE CO.	215	29	OMNITHRUSTER, INC.	247
22	H.O. BOSTROM	216	28	PROTECH ARMORED PRODUCTS, INC.	248
36	HARCO MANUFACTURING CO.	217	C4	R.W. FERNSTRUM & CO. INC.	249
26,37	HARRIS ELECTRIC	218	23	ROBERTS ELECTRIC, CO.	250
13	INTERNATIONAL BOAT & MARINE AUCTION SERVICES	221	36	SALT AWAY	251
6	J.W. FISHER	222	37	SIMPLEX AMERICAS, LLC	252
9	JACK VILAS & ASSOCIATES, INC.	223	30	SNAME	253
34	JAMESTOWN MARINE SERVICES, INC.	224	34	SUNY MARITIME COLLEGE	254
24	JASTRAM ENGINEERING, LTD.	225	34	SUPERIOR ENERGIES, INC.	255
33	JOINER SYSTEMS	226	15	SWORD MARINE TECHNOLOGY, LLC	256
14	KOBELT MANUFACTURING COMPANY LTD.	227	1	WATERMAN SUPPLY	257
27,37	LAND AND MARINE PRODUCTS	228	35,37	WESTERN FIRE & SAFETY	258
17	LSI LOCKMASTER SECURITY INSTITUTE	229	28	WING INFLATABLES	259

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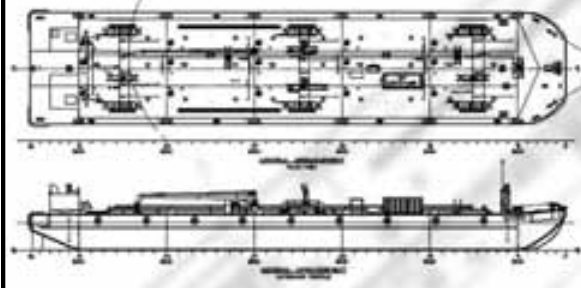
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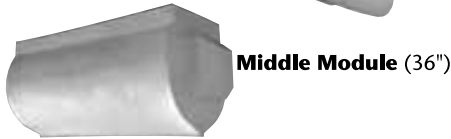
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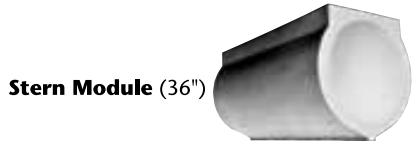
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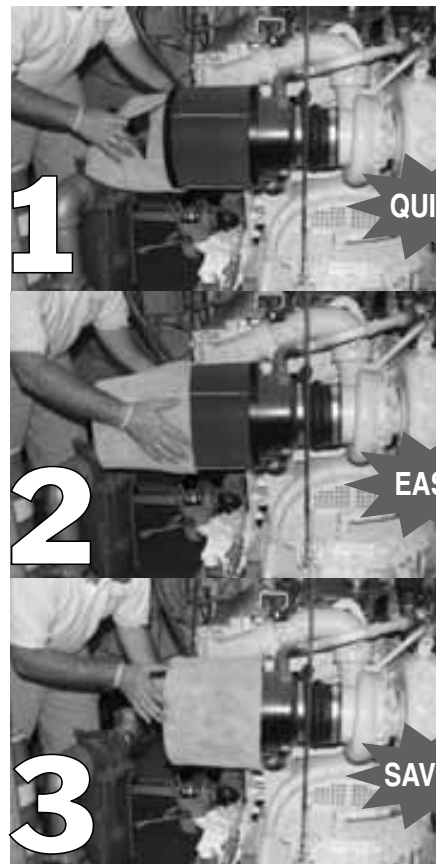


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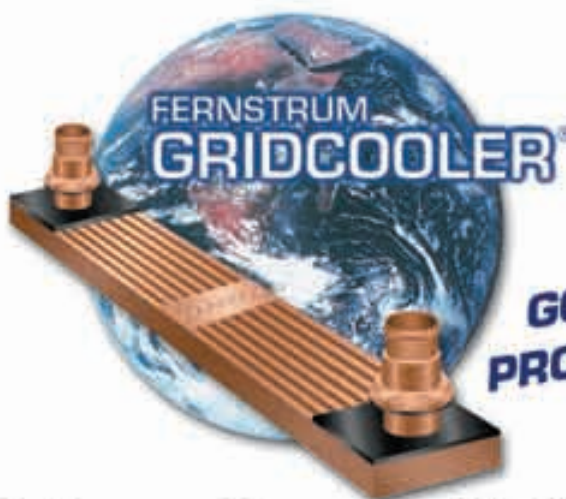


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