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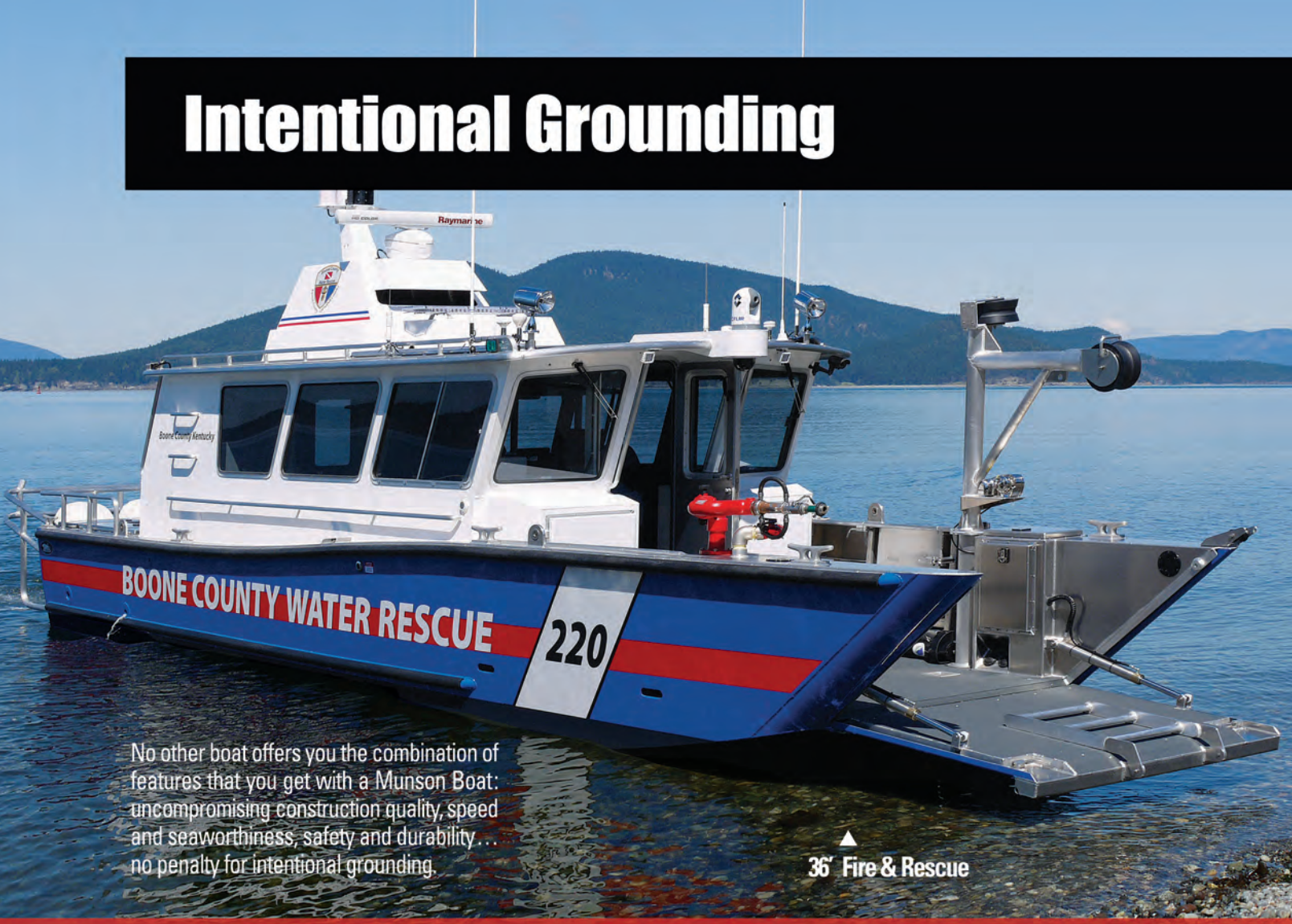

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On the Cover

33 McAllister Avoids a Date with the Drydock

150-year old workboat operator McAllister Towing & Transportation is always looking for ways to optimize fleet operations. McAllister and mechanical pipe-joining systems manufacturer Victaulic recently teamed up to do just that. The story starts on page 33.

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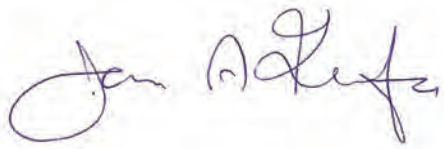
Just back from shoveling eight inches of snow from my driveway (in Charlotte, NC), I am reminded that things don't always go as planned. Actually, my 16 year old son did most of the work, while I gave constructive advice (I *AM* the Editor, after all) based on years of experience enduring much worse than this while growing up in Massachusetts. That dialogue might be slightly off topic but then again, maybe not. And, maybe I did do a little bit of planning, after all. The driveway got shoveled, didn't it?

The headliner for this edition of ***MarineNews*** is all about Fleet and Vessel Optimization. That said; optimizing the marine industry is about more than just equipment. Before any of that environmentally correct, high tech bells and whistles can be put into service, there has to be a plan and a place for those workboat platforms to safely transit on their myriad missions. Therefore, it's just as important to pay at least as much attention to infrastructure, waterway development and government policy as you do when it comes to selecting which fuel to use so as to achieve compliance with present and future emissions standards. Shortsea shipping and hope for the renewal of our critical locks and dams are both alive and well. Inside, you'll find out how, and why.

In your spare time while taking a break from lobbying your elected officials for a more sensible National Maritime Strategy, a little prior planning on the business end of the equation can save you a ton of money on the back end. For example, Susan Buchanan takes us through the machinations of hedging your fuel purchases as a way of protecting your bottom line against the unpredictable, wild swings of bunker pricing. Or, perhaps, avoiding a trip to the shipyard while accomplishing much needed repairs to critical equipment is more your style. Never fear: both case studies are included in this edition.

Fleet optimization is a broad term that can mean many things. In my book, it's also about the upfront vessel design that impacts so many aspects of the expected lifespan of a vessel. Those decisions involve expected service location, intended fit-for-purpose missions, the environment and so much more. A look at today's Jensen Maritime design portfolio – heavy on LNG power and logistics – brings that point home nicely. The story begins on page 46.

As we put the final touches on this March edition of ***MarineNews***, the winter storm that has ravaged the nation, from the Deep South and on to many parts of the U.S. East Coast, is still raging outside. Deeply impacting all manners of daily business, it's a stark reminder for all maritime stakeholders that the best laid plans – in business, government or anywhere else – don't always go as we would like. That's the nature of operating workboats in a maritime environment. It's why we optimize our operating environment, our equipment and our personnel. How that happens makes all the difference. Let's get to work.



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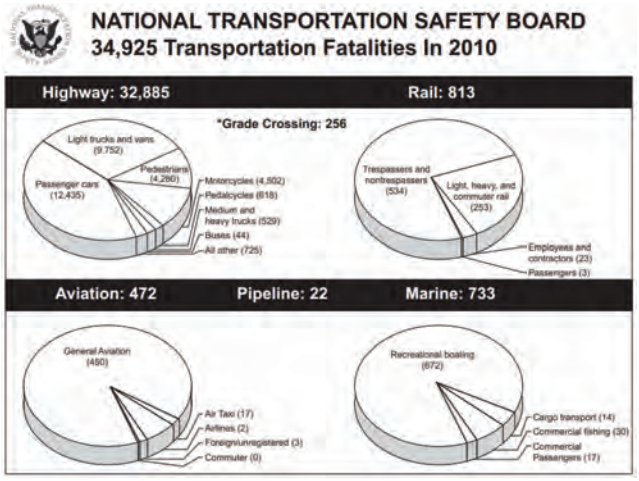
Passenger Vessel Safety Record Defies NTSB Hit List

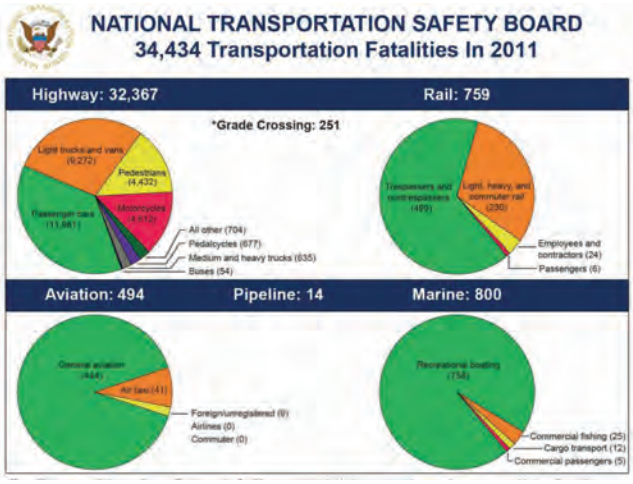
The National Transportation Safety Board (NTSB) recently released its annual "Top 10 Most Wanted List" of Transportation Improvements for 2014. New this year was the issue of passenger vessel safety. Between 2000 and 2010, several accidents involving passenger vessels occurred. Additionally, NTSB investigations "revealed in numerous cases that the cause of an accident was not the failure of the vessel but the lack of good safety practices that led to the loss of life and injuries."

The domestic passenger vessel industry is highly regulated. Safety regulations for small passenger vessels took effect starting in 1996 for new construction, with phased implementation for existing vessels to be completed no later than March 2006. These regulations substantially upgraded small passenger vessel lifesaving equipment requirements. Since then, the defined weight of passengers on these vessels has been adjusted to 185 pounds, fully 25 pounds more than the previous benchmark of 160 pounds. Myriad other regulations also apply.

Not surprisingly, the Passenger Vessel Association (PVA), the voice of this diverse, but important sector of the domestic maritime industry, thinks that they have been painted unfairly. So does the U.S. Coast Guard's Assistant Commandant for Prevention, Admiral Joseph Servidio, who recently praised the PVA for its strong safety record. PVA emphasizes safety in any number of ways, including the development and testing of its "Flagship" Safety Management System. The Coast Guard also says that fatalities and injuries on small passenger vessels "are very rare occurrences" and when grouped by type of accident, "there are no trends and patterns." But, don't take their word for it. Instead, look at the numbers:

Because a single major event has a significant impact on the statistics because of historically low fatality rates in this sector, the NTSB's own numbers are particularly useful dispelling any notions about unsafe operations. Of the 32,885 transportation fatalities reported in 2010 by the NTSB (Figure 1), just 733





Domestic Passenger Vessels at a Glance ...

6,000: Number of small passenger vessels.
550: Number of vessel operators and associate members of the Passenger Vessel Association (PVA).
200 million: number of passengers carried annually.
447,150: Aggregate passenger capacity of the nation's passenger vessel fleet.
7 to 1,300: range of passenger capacities on board the PVA fleet.
185: Coast Guard's Assumed weight of each passenger in pounds (January 1 2012).
160: Previous assumed weight of passengers in pounds.
< 2: average of fatalities per year nationwide due to ferry vessel operations (Coast Guard data).

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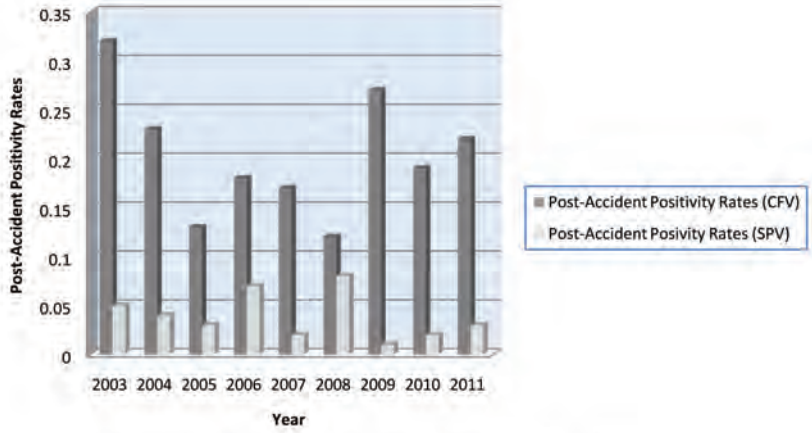
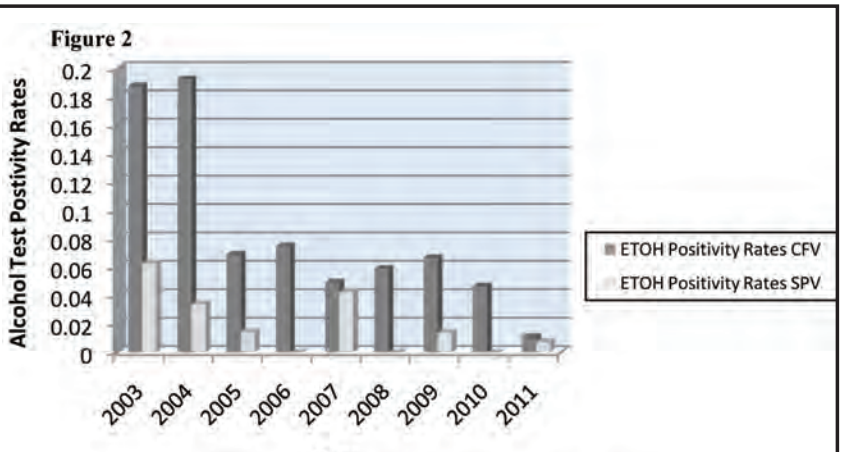
Figure 1



CFV vs. SPV Post-Accident alcohol tests

Figure 2



CFVs vs. ALL vessels Post-Accident drug tests

happened on the water and only 17 attributable to passenger vessel accidents. That figure decreased even more in 2011 (Figure 2.). Finally, the Coast Guard also asserts that the majority of fatalities (83%) were not related to operation of a vessel but rather resulted from diving accidents, swimming, snorkeling or natural causes. These non-vessel-related fatalities, says the Coast Guard, stem from unregulated activities.

Based on these numbers, it's a curious thing that the NTSB would target passenger vessels when it is clear that there are bigger problems elsewhere. For example – and echoing a previous report made is these pages (October 2013) – the Coast Guard in 1988 implemented chemical testing to discourage drug and alcohol use by vessel personnel and enhance safety. A recent study gauged the effectiveness of this chemical testing. Post-Accident drug and alcohol test results of crewmembers from two vessel categories – minimally regulated commercial fishing vessels (CFVs) with no chemical testing requirements except for Post-Accident drugs and alcohol and the other, highly regulated small passenger vessels (SPVs) of 100 tons or less with comprehensive chemical testing requirements – were compared. The drug test results that marine employers submit to the Coast Guard were also compared.

U.S. Documented small passenger vessels (SPV) – or in other words, the core of the PVA demographics – and their crewmembers are among the most heavily regulated of all U.S. documented categories. Conversely, U.S. Documented commercial fishing vessels (CFVs) are subject to the least amount of regulation. CFV's are, however, subject to Post-Accident drug and alcohol testing – presenting a perfect contrast to SPV crewmembers for comparison. Figure 1 compares Post-Accident verified positives for one or more drugs between CFVs and SPVs from 2003-2011. Each year, the positivity rates of CFVs are higher than the positivity rates of SPVs by at least 32% and as much as 96%. SPV crewmembers averaged 77% fewer positive drug tests than CFV crewmembers. Figure 2 compares Post-Accident alcohol test positivity rates between CFV and SPV crewmembers. With minimal variations, Post-Accident alcohol test positivity rates of SPVs were lower than CFVs by at least 14% and as much as 100%. SPV crewmembers averaged 73% fewer positive alcohol tests than CFV crewmembers.

The safety record of domestic passenger vessels is very good. Arguably, it is unrivaled by any other mode in the modal transportation chains. NTSB oversight is a good thing. In this case, those resources are misdirected to the detriment of other more pressing issues lurking elsewhere.

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Ben Billings, President & CEO

Offshore Marine Service Association

Ben Billings serves as President & CEO of the Offshore Marine Service Association (OMSA), a nationwide trade association headquartered in New Orleans that represents more than 200 member companies. OMSA's membership includes approximately 100 firms operating more than 1,200 vessels that provide transportation services to the offshore oil and gas industry in the Gulf of Mexico and around the world. It's arguably a very good time to be at the helm of OMSA, with a resurgent U.S. Gulf of Mexico deepwater market, a red hot Gulf Coast boatbuilding boom in progress and in general, a domestic energy situation the likes of which hasn't been seen in decades. Nevertheless, he has his work cut out for him in many other ways. That's because Billings leads the association's efforts to represents its members' interests before Congress, federal agencies, the federal court system, foreign governments, the International Maritime Organization (IMO), and state and local officials. OMSA also manages programs on Jones Act compliance, vessel security plans, safety orientation, environmental compliance, and operational training.

Even as the oil patch recovers, the pressure to relax certain aspects of the Jones Act continues. Fortunately, Billings knows his way around the Hill. Prior to joining OMSA, Billings worked in the United States Senate for Senator Mary Landrieu and the Senate Homeland Security Committee, where he held various positions including Senior Policy Advisor, Legislative Director, and Staff Director, working on numerous maritime issues including the Jones Act, TWIC, Title XI, MTSA, vessel and port security, inspections, crewing, licensing, oil spill response, ballast water, notice of arrival, responder immunity, and Coast Guard missions and assets. In other words, his skill package runs the full gamut of what OMSA members hold near and dear. A native of New Orleans, Billings today finds himself right at home at OMSA headquarters. Listen in as he weighs in on the current state of industry, what could come next, and the important work that will precede it.

OMSA
Offshore Marine Service Association

You assumed the helm at OMSA before the New Year and now have a full quarter of work behind you. Give us your first impressions of the offshore marine outlook and current situation.

This is an exciting time for the offshore marine industry. Production in the Gulf has returned to pre-Macondo levels, drilling rigs are coming back after years in exile, and service companies are growing their fleets and commissioning bigger, more sophisticated vessels to meet demand and expectations. U.S. shipyards entered into 111 contracts last year for the construction of offshore oil and gas support and dynamic positioning vessels and America in fact is now a net exporter of these vessels, with over $500 million in OSVs sold internationally in 2012. A demanding and rigorous safety culture has also resulted in some of the best HSE statistics in the world. So, the market outlook and safety culture for workboats in the Gulf of Mexico is positive, which is good for our members, good for the Gulf region, and good for the country. And while the signs are positive and expectations are high, hyper-regulation has become the new normal for this industry, so an organization such as OMSA is needed now more than ever before.

You bring to OMSA deep Washington, D.C. experience from the legislative side of the equation. What can maritime organizations like OMSA do better to communicate "the message" to our elected officials and what is that "message"?

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ereignty and security, the job impact and economic importance of the domestic maritime industry both nationally and locally, the dominant role of marine transportation in commerce, the exceptional safety and environmental record of the U.S. maritime fleet, and the ongoing surge in domestic marine manufacturing and job creation. Once they understand the maritime industry and why it matters, we need to explain the absolutely critical role that our government plays in promoting this industry though construction loan guarantees and workforce training programs, taking a balanced approach toward regulation, and upholding the nation's coastwise shipping laws – whose origins date back to the framers of the Constitution – in order to create maritime jobs here in the U.S. instead of allowing foreign-flag vessels that don't play by the same rules to take those jobs and weaken our nation's economy and strategic defense capabilities.

What's the most pressing item on your plate and that of the OMSA family?

Our members are struggling to keep pace with a never ending tide of new and changing regulations. Compliance costs continue to grow, and smaller operators are forced to dedicate more time, effort, and manpower that they don't have available to government-mandated paperwork instead of sales, marketing, safety, or business development. This frustration is not uncommon in the maritime industry, but it's exacerbated among the offshore fleet which is subjected to requirements that are written for other types of vessels and make no operational or economic sense for OSV's, but are made applicable nonetheless.

Increasingly, U.S. flag operators are entering the highly specialized offshore marine construction game with new, built-for-purpose tonnage. This wasn't always the case. Is there enough sophisticated U.S. flag tonnage to get the job done in the U.S. Gulf today, or is the window still open for producers to ask for waivers and bring in registered vessels?

Market conditions and technological advancements are part of the reason for this trend. At the same time, lax enforcement of coastwise laws in the past caused fleet atrophy in the same manner that more consistent enforcement is now promoting growth. As energy development opportunities in the Gulf become more numerous and complex, the domestic marine industry is increasing and modernizing tonnage to meet customer needs in a cost-effective manner and creating good-paying U.S. jobs in the process. This is a win-win situation, and it's important that we continue translating advances in domestic energy production to economic growth in the domestic maritime industry.

As a native of New Orleans, a Washington Insider and someone with good familiarity to the local economy, markets and the impact that the OMSA family can have on all of that, what's your take on the coming five years? Are we headed in the right direction?

There's a great deal of opportunity in the Gulf of Mexico for continued offshore supply service, the addition of U.S-flag capacity for installation and construction, and for plug and abandonment work on older wells. Beyond the Gulf and in the years ahead, I'm optimistic about the resumption of lease sales in the Atlantic, new openings in Mexico's offshore market as a result of recent political developments, a pathway forward to increase exploration in the Beaufort and Chuckchi Seas off Alaska's coast, and development of Brazil's considerable offshore reserves. We're also keeping an eye on the Atlantic offshore wind market and potential transportation opportunities there. Opportunity abounds for the domestic offshore marine industry, but regulatory efficiency and enforcement of coastwise trade laws will both be necessary to fully realize the economic benefits.

You've already said that among your priorities coming into this job, proper enforcement of the Jones Act, sensible and efficient regulatory regimes, and delivery of value-added services to OMSA's membership are at the top of the list. Talk about the Jones Act for a minute – is it under assault at the moment, or have we reached a "safe" place for the time-being?

The threat remains, but I'd like to believe we're less vulnerable now, thanks to industry's sustained efforts to educate Congress and the administration about the importance of the Jones Act, dispel myths and exaggerations using economic data, and increase domestic vessel capacity to meet customer demand in a cost-effective manner. We work closely with the American Maritime Partnership (AMP) on the outreach portion of this effort and appreciate their leadership. Unfounded criticisms may continue to arise, but I'm confident that an objective and holistic analysis of the Jones Act will reveal its value as a source of economic strength to our nation, and our industry will always be prepared to demonstrate that fact.

SEMS – the Safety and Environmental Management System which has altered the offshore work safety rules and training regime – is impacting your membership. But how much, and more importantly, how much is it costing them? Is this new regulatory requirement worth the drag on the bottom line?

The Deepwater Horizon accident caused unprecedented damage, and I think every American expected their government and the drilling industry to investigate the causes

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and take reasonable steps to prevent another unmitigated blowout from occurring. The devil's in the details though, and some SEMS requirements are more sensible than others. If practical measures can be taken to prevent a serious accident that is otherwise likely to occur, those actions are worth taking. When the risk is negligible – in terms of its probability or consequences – the requirement may be altogether unnecessary. Where the risk is significant but the prescribed remedy overly burdensome or extreme – technologically, logistically, or financially – the requirement may need to be replaced. Offshore vessels are already subject to BSEE's SEMS requirements through a contractual relationship with the operators. Despite that fact, the Coast Guard is considering a new rule that would establish yet another SEMS regime and additional requirements for offshore vessels. This effort is both duplicative and unnecessary and could result in millions of dollars in compliance costs without producing any real benefits for crewmembers or the environment. It could even have the opposite intended effect, by reducing the focus on safety initiatives and environmental consciousness, in favor of carrying out new legal and administrative tasks instead.

The Bureau of Ocean Energy Management, Regulation and Enforcement (BOEM) controls the offshore oil & gas lease permitting process. That process has finally reached a better pace in the wake of the Macondo disaster. Is it moving fast enough? If not; why not? And, what can we do to make that happen?

The pace of permitting in shallow and deep water has improved in the Gulf of Mexico since 2010. The Bureau of Safety and Environmental Enforcement (BSEE) approved 129 new wells last year, including 57 in deep water. By contrast, only 2 deep water permits were issued in 2010. In March, the Bureau of Ocean Energy Management (BOEM) will also be holding the 4th and 5th of 12 lease auctions planned for the Gulf of Mexico area as part of the administration's 2012-2017 plan. These are positive developments. I'm sure our customers who engage directly in the leasing and permitting processes with DoI have some excellent suggestions to improve them, and I believe that BSEE is willing to listen. Admiral Jim Watson's collaborative style of leadership at BSEE was widely appreciated within the energy industry, and I believe they're looking forward to continuing that relationship with Admiral Brian Salerno, who replaced him last year. Despite marked improvements in the Gulf of Mexico, I would be remiss if I failed to point out the obvious fact that 86% of federal waters in the United States remain off-limits to energy development and the jobs it creates. So while the permitting process in the Gulf has largely rebounded since 2010 despite some kinks in the process, moratoria elsewhere and the cancellation of 2010 lease sales in Alaska and the Atlantic continue to stymie economic growth in other parts of the country.

Your predecessor, Jim Adams, had to deal with many challenges. These included fighting the Administration's offshore drilling moratorium, repealing the Coast Guard's flawed Notice of Arrival regulation, and taking a leadership position in the American Maritime Partnership (AMP) to strengthen the U.S. maritime industry, just to name a few. Tick off the three or four challenges that will immediately impact your tenure.

Jim has done an incredible job, and I've learned a lot from him during the course of our transition. Our organization is in a better place now because of his efforts, but new challenges in this business are always just around the corner. For one, our country's energy transportation infrastructure is struggling to keep pace with new sources of supply and shipping routes. That is true in the pipeline, trucking, rail, and marine sectors, and it's critical that America's energy and transportation industries work together with policymakers to address this challenge. In addition, foot-dragging and hurdles to new offshore energy development outside the Gulf of Mexico are impeding economic growth. Lastly, the breadth and confusing nature of STCW regulations published by the Coast Guard in December has left many in the offshore marine industry feeling baffled and overwhelmed. This is just a sample of the challenges we are focused on, but they loom large on the horizon.

As you begin your tenure at OMSA, we find ourselves collectively in a place where, arguably, the domestic boatbuilding climate has rebounded to its best position in more than three decades. What can we do collectively to continue that winning streak?

It's an important story that needs to be told, and proper enforcement of the Jones Act is paramount to sustaining this trend. The shipbuilding surge demonstrates the ability of domestic yards to respond to market demand for Jones Act tonnage. It also represents an economic boon to the U.S. economy that would have been outsourced to foreign economies if certain individuals had gotten their way. Instead, we are creating thousands of good-paying jobs here in the U.S., training the next generation of skilled laborers and mariners for promising careers in the domestic trade, expanding the employment pipeline for our military veterans, and strengthening America's merchant marine. Increased access to private capital is important to building on this success along with funding and reforms to MARAD's Title XI programs.

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Beating the Bye-Bye Bonus Blues

A changing tax landscape doesn't have to mean bad news – at least not just yet.

By Richard J. Paine, Sr.

For the past eleven years, with the exception of 2006 and 2007, bonus depreciation and increasing Section 179 tax deductions have been part of the federal tax landscape. Beginning with the Bush administration's Job Creation and Worker Assistance Act of 2002, and renewed in some form every year since in every subsequent year, the purposeful stimulation of demand for manufacturing and commerce was initiated designed to get the economy, manufacturing and job creation moving in a positive direction.

A Changing Landscape

Historically, bonus depreciation has had a significant effect on construction of new vessels, allowing businesses to initially expense 30 percent, occasionally 100 percent and most recently 50 percent, plus the standard Modified Accelerated Cost Recovery System (MACRS) of the cost of newly built equipment. In the first year of purchase, this had a significant effect on the building of new vessels. Order books at most builders swelled as the incentives kicked in. Section 179 expensing for "new to you" assets ranged from a low of USD $20,000 in 2000 all the way to $500,000 in 2013.

Then, in December of last year, the U.S. Senate rejected legislation that would have continued bonus depreciation and the higher limits on Section 179 expensing. So, at midnight, December 31, bonus depreciation expired and the Section 179 expensing fell from a $500,000 cap with a $2 million investment ceiling to a $25,000 cap with a $200,000 investment ceiling. Ouch.

As MarineNews went to press with this column, there was little probability that these tax incentives will be renewed. That said; all is not lost – not yet, anyway. While on its last few gasps of breath, bonus depreciation can still be applied as a tax strategy in 2014 for 2013 business conducted in 2013 (IRS Regulation §1.168 [k]-1. Additional first year depreciation deduction and Internal Revenue Code Section § 168 Accelerated cost recovery system).

Meeting the Burden of Bonus Depreciation

In general, there are a number of requirements that would need to be met in order to take bonus depreciation in 2014:

- *The vessel has to have a recovery period of not more than 20 years (and possibly less than 10) if qualified as "transportation property." This covers typical commercial vessels.*
- *The ship owner had to have entered into a written binding contract to purchase the vessel prior to January 1, 2014. A written binding contract is a contract that has enforceable economic penalties should the ship's owner not purchase the equipment for whatever reason.*
- *A significant amount of the construction work needed to have begun in 2013. This can be demonstrated by progress as shown in the construction contract or through a 10 percent of cost safe harbor. A 10 percent deposit would meet this test.*
- *Building time for the vessel has to be in excess of one year and carry a cost of over $1 million.*
- *The property must be new (original use beginning with the taxpayer) and be placed into service during 2014.*

If all of the foregoing criteria are met, with the necessary qualifications satisfied, the ship owner may take 50 percent bonus depreciation in 2014 for 2013 business, provided that the property is placed in service in 2014. The written binding contract may be the hardest test to meet. The term "written binding contract" is defined by IRS regulations to mean any contract that is enforceable under state law against the taxpayer and does not limit damages to a specified amount. For this purpose, damages are not considered limited if the contract contains a provision that limits damages to at least 5 percent or more of the total contract price.

More Options

In the event that your business has missed the window for bonus depreciation and expanded Section 179 expensing, or have has used up a significant portion of its available depreciation, there still may be a way to reduce its tax bill.

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For example, if your business still has debt payments from a loan and is about halfway through the amortization period, it may be time to consult with your accountant and perform a cost/benefit analysis of a sale/leaseback transaction.

In an operating lease, such as a bareboat charter, your rent payment is, in most cases, 100 percent deductible. In a bareboat charter, the business does not own the equipment; you rented it for a period of time. The business may be offered an early buyout option (EBO) to exercise and it may choose to buy the equipment at that time. If the business chooses not to exercise the EBO, at the termination of the charter it may have the option to purchase, re-charter it or return the equipment to the ship owner.

In a loan, a business can deduct depreciation and interest, but not principal. If you used up most of your depreciation, either from aging or accelerated the depreciation under bonus, the benefit of ship ownership may decline.

Let's say that at the end of five years on a $2,000,000 ten-year loan, the principal balance remaining on the ship's mortgage is $1,339,784.62. Since the business has already depreciated most of the original cost under bonus plus MACRS, a sale/leaseback for that amount may offer you tax benefits from the amount of the rent you pay that is no longer available though the mortgage.

The sale of the vessel may create a taxable event whether or not a business has claimed its legal depreciation. To calculate your basis, take what you paid for the asset, adding in any capital repairs or improvements, and then subtract the depreciation. If a business sells it for more than the original price, the profit will be subject to capital gains tax. The IRS also charges a tax, which varies depending on what is being sold, on the difference between the depreciated basis and the selling price. (Any gain on the sale is taxed as ordinary income to the extent the business previously took depreciation. Any gain above and beyond that, is taxed as capital gains).

In the end, each individual situation will vary. Depending on the financial condition of your business, ship ownership may be of diminished tax benefit to you. One available option is to identify a financing source that finds ownership attractive and consider selling your the vessel to them. As the asset will be new to them, the purchasing party will depreciate it and use that depreciation to reduce the amount of rent paid by the business. By having the business rent the vessel back from the purchasing party, they may be able to deduct the rent from your their taxes. Everybody ends up happy.

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About Time

By Michael J. Toohey

On January 17, 2014, Congress averted another government shutdown with a "just in time" delivery of an Omnibus Appropriations bill. Thankfully, some good news for the inland waterways also has arrived; *Just in Time!*

The recent Consolidated Appropriations Act of 2014, or Omnibus bill, has brought a healthy funding level to the U.S. Army Corps of Engineers. This new law contains the FY 2014 Energy & Water Development and Related Agencies Appropriations Act that funds the Corps' Civil Works program. The total program funding level of $5.467 billion represents a $749 million increase over the FY 2013 post-sequester enacted level, and is a 15.9% increase relative to FY '13 funding levels.

The Corps' Operations & Maintenance (O&M) account received $2.86 billion, a 25% bump over FY '13 post-sequester levels, the highest appropriations level ever for O&M in an annual appropriations bill.

Within the bill's 4.4% increase – to $1.656 billion – for the Construction account, Inland Waterways Trust Fund (IWTF) projects received a 28.6% increase over FY '13 funding levels, a 46.3% increase over the Administration's FY '14 proposed budget. The Trust Fund projects will get at least $81.5 million in additional undesignated funding above what was proposed in the FY '14 budget. The Corps is tasked with deciding where to spend these amounts, and details will be made available when the Corps submits its work plan 45 days from enactment of the bill. $163 million is provided for the Olmsted Lock and Dam project.

The legislation establishes a cost-sharing formula for FY14 funds for Olmsted from the 50%-50% cost-share to 75% General Funds and 25% Inland Waterways Trust Funds. The bill also authorizes up to four new starts to be selected from inland navigation, flood control and storm damage prevention, and ecosystem restoration mission areas, only one of which may be an ecosystem project. The Corps has 45 days from enactment to select projects for the new starts as well, with very specific guidance on use of the funds.

Additionally, the legislation significantly increases spending for port and navigation channel improvements, with $1 billion from the Harbor Maintenance Trust Fund. Beyond specific project allocations, the bill provides $47 million in additional funds to navigation construction; $27 million added for navigation O&M; $128 million in additional O&M funds for deep draft ports and an additional $42 million for inland navigation; additional $40 million for small ports O&M; and additional dredging funds of $5 million for Mississippi River Tributaries (MRT).

This is very welcome news to the inland waterways industry, whose lock and dam infrastructure is challenged because of declining funding levels to modernize and maintain it. Most of the inland waterways locks and dams were built in the 1930s with a projected 50-year life span. Today, of the nation's 241 locks, 57% are 50 years or older, while 26% exceed 70 years of age.

More good news came our way during the State of the Union address on January 28 when President Obama urged Congress to pass a Water Resources Reform and Development Act (WRRDA) this year, and connected the nation's waterways to jobs, saying, "Moreover, we can take the money we save from this transition to tax reform to create jobs rebuilding our roads, upgrading our ports, unclogging our commutes – because in today's global economy, first-class jobs gravitate to first-class infrastructure. We'll need Congress to protect more than 3 million jobs by finishing transportation and waterways bills this summer. That can happen," President Obama said during the speech.

The nation wins when the waterways transportation system is modernized in a way that is fair and equitable to our manufacturers, farmers and shippers because it can result in the creation and sustainment of American jobs, increased exports, and billions of dollars injected into a still-lagging U.S. economy. Failure to invest, however, risks America's competitive advantage in marketplaces around the globe.

WCI continues to press Congress to pass a final water resources bill that offers comprehensive capital investment to our nation's inland waterways system. Both the Senate-passed WRDA and House-passed WRRDA are strong bills that the Conference Committee should be able to reconcile quickly to be signed into law.

America needs a WRRDA bill just in time.

WATERWAYS COUNCIL, INC.

With more than 30 years of federal government expertise, Mike Toohey serves as WCI's President and CEO.

Know thy Contracts, and the Liability Accompanying Them

'No man is an island.' Today, the interconnectivity of business can drive opportunity, but those same interactions can significantly affect us and our businesses.

Christopher Cooke, VP of General Liability, XL Group's North America Marine business.

Today's marine businesses have to manage and prepare for the actions of "the other guy" as much as they have to manage their own operations. While businesses often ask their customers, tenants, and subcontractors to carry insurance, they often do not carefully delve into insurance specifics to assure that gaps in insurance coverage don't exist, that limits are adequate, or that they have the right coverage for their operations.

Unforeseen Liability Issues

To explain some unforeseen liability issues that may occur, let's create a hypothetical risk scenario about a marina owner named Charlie Seashell, who was born and raised around the water and was as salty as a clam. Charlie ran the Seashores Marina and over the years he built quite an operation and a strong reputation to go with it. The marina, like most businesses, catered to their customers, and in this case that was the recreational boat owner. To provide their customers with the best of marina experiences, Seashores Marina sub-let out a 2,000 sq. ft. building to a four star restaurant called Barnacle Bills, and contracted out their boat fueling operations and their boat repair operations. Boat owners who rent slips at Seashores could entertain friends, fuel up for a fishing trip and have their boat maintenance handled right on site.

Like most marina operators, Charlie required his tenants to provide him with Certificates of Insurance which name the marina as an Additional Insured. What's important to note about Certificate of Insurance is that they just prove that the business has insurance coverage at the time that they handed over the certificate. There are typically no further alerts or notifications if a tenant revises coverage or a policy is terminated for any reason. Charlie, however, trusted his tenants and did not think twice about it after the fact.

One day, a restaurant patron slipped and fell in the parking lot outside Barnacle Bills restaurant. The patron filed a claim against the restaurant for personal injury, and while they were at it, included Seashell Shores in the claim as well. The restaurant's insurer defended both the restaurant and the marina, but after the claim was settled, the insurance company subrogated the claim against the marina that was responsible for keeping the parking lot in good repair. At the end of the day, the marina's insurance policy was hit with a loss, and Charlie learned a lesson.

While not a tremendously big loss, it was a loss nonetheless, so being the good businessman that Charlie is, he revised is contract with his tenants to assure that they would name the marina as an Additional Insured with a Waiver of Subrogation, and that the marina would be provided with a Notice of Cancellation (NOC) should any of their insurances ever be cancelled or substantially changed.

Problem Solved?

Either way, Charlie felt good about his new contract. Accidents happen but now, he felt more protected with his current contract and with the requirements he placed on his restaurant tenant. And Charlie's business, and his tenants' operations, continued to grow. Barnacle Bill's obtained a liquor license and that boosted its popularity, not only among the Seashore's boating community but among local community residents as well. Charlie also leased space to some industrious young entrepreneurs who opened a jet-ski rental business on one of the finger piers at the marina.

Then on one fine sunny day as Charlie is standing in front of the marina office he noticed a restaurant patron wobble out of the Barnacle Bills, pop a breath mint, and wander over to the Jet Ski rental pier. Fifteen minutes later, he sees the same patron sitting on a jet ski waving thanking the fuel attendant, and then pulls away from the fuel dock, nozzle and all. The resulting accident sends 500 gallons of gasoline into the water, ignites the fuel dock, and sends the jet skier head first into the adjoining dock. Charlie goes into immediately into action, deploying firefighting equipment, oil containment booms, and calling 911. Within a couple of hours the incident is well under control, and Charlie with the knowledge that his marina is now safe, and that the solid contract he has with his tenants which includes a full indemnity provision, will provide the marina with the protections needed. Or, did it?

Turns out, however, in the excitement of obtaining a liquor license, Barnacle Bill's overlooked the fact that they might need Liquor Liability coverage to go along with it. In fact, like many Commercial General Liability (CGL) policies, Barnacle Bill's CGL policy included Liquor Liability exclusion. Therefore, a smart move on their part would be to purchase a stand–alone Liquor Liability policy. A Liquor

Liability policy covers the legal liability imposed on a business that sells, distributes or serves alcoholic beverages. A good deal of alcohol-related liability claims filed against bars, taverns, and restaurants are a result of liquor-induced fights or altercations, or watercraft accidents, in this case.

That wasn't the only gaping hole in Charlie's tenant's coverage. The fledgling Jet Ski rental company had CGL policy but unbeknownst to Charlie, its policy included an Aircraft, Auto and Watercraft exclusion, leaving them with no insurance coverage to cover the patron's claim.

And wait, let's not forget Charlie's fueling station subcontractor who was equipped with a Marine General Liability (MGL) policy to cover his operations by the water. What he also had was an absolute pollution exclusion – therefore, he did not have financial protection to cover the cost of the fuel spill cleanup.

Lessons Learned

Charlie learned a lot of lessons that day, and the marina's insurance coverage took a hit again as he was held liable for his tenant's gaps in insurance coverage. Now Charlie is walking on egg shells until his next insurance renewal, as he knows that his continuing marina business is dependent on finding proper and affordable insurance coverage.

Like Charlie, marine business owners need to review questionable contract terms with their insurance companies. Not only do they have to know they have the proper insurance to cover their operations in and out of the water, they also need to identify what coverage(s) their tenants and contractors have and understand how the contracts that they have with each of these individual businesses may be able to impose some degree of financial responsibility back on the marina. And, those caveats extend to all sorts of marine businesses.

Real Marine Highways for Real Intermodal Solutions

The Columbia/Snake River System defines shortsea shipping, and promises much, much more.

By Sarah McCoy

Lewiston, Idaho, is perhaps best known to tourists as the turnaround for a Columbia River cruise or the jumping-off point for a trip to Hell's Canyon, North America's deepest gorge. For anyone transporting cargo, however, it's known as the port farthest inland of any on the West Coast – a whopping 465 miles inland from the mouth of the Columbia River. Located close to the border between Washington and Oregon, Lewiston, Idaho's only port, advertises itself as "strategically located" at the far Eastern end of the extensive Columbia/Snake River system. Even then, they may be selling themselves a little short.

America's Marine Highway, West Coast Style

Ocean-going traffic can range 145 miles up to the Bonneville Lock, 40 miles East of Portland, Oregon. From there, a 14-foot channel goes to Lewiston, elevation about 700 feet. A typical barge on the system is 42' wide and 274' long. Usually, towboats handle as many as four in a given trip, and containers are a frequent cargo for these journeys. Barging also works well for transporting bulk commodities like wheat, and the river system is a prime transportation artery for agricultural commodities. The Pacific Northwest ranks first in the United States for wheat and barley export. Beyond this, the Columbia/Snake River system leads the West Coast for wood exports and is first on the West Coast for mineral bulks and second on the West Coast for automobile imports.

"We are an export heavy system, and play an important role in balancing the nation's trade deficit," said Kristin Miera, Executive Director of the Pacific Northwest Waterways Association (PNWWA). The system is well established and the overall amount of cargo transported has remained stable over the past ten years, said Miera. Annually,

"We know that barging is good for the environment and for people. There are fewer spills associated with barging, and fewer accidents and fatalities. A typical 4-barge tow on the Columbia Snake River System is the equivalent of about 140 rail cars, or 538 trucks on the highway."

– Kristin Miera, Executive Director of the Pacific Northwest Waterways Association

PNWWA says that ten million tons of commercial cargo valued at three billion dollars passes annually over this inland waterway.

Including deep draft as well as well as inland cargo, the amount of cargo moving on the entire Columbia/Snake River system in 2011 was 44 million short tons. Miera added, "Please note that this is the number associated with the deep draft as well as inland cargo. Some deep draft cargo does not originate from the inland system, and instead arrives at the deep draft facilities via rail or truck."

The Port of Portland, through which almost all cargo goes, reported a container total for 2013 as 178,451 TEU (twenty-foot equivalent units), Miera said.

Half of all wheat exports arrive by barge. Twenty-five grain elevators in this large farming region with its highly developed river keep barge transportation very competitive. In turn, low costs allow growers to price commodities at levels comfortable for export markets. In 2012, EGT, a state-of-the art grain export facility was opened in Longview, Washington, not far from the mouth of the Columbia. EGT's facility is the first export grain terminal built in the U.S. in 25 years.

Barge Transport & Efficient Agriculture Export

Miera emphasized the social positives of barge transport, "We know that barging is good for the environment and for people. There are fewer spills associated with barging, and fewer accidents and fatalities. A typical 4-barge tow on the Columbia Snake River System is the equivalent of about 140 rail cars, or 538 trucks on the highway." He added, "We strongly support rail, trucking and barging – all three must be maintained and efficient for cargo to flow. Take away one entire mode, and there will be significant impacts to the other two."

At the far Eastern end of the river system, the region of rolling hills and deep soils known as "the Palouse" is famous for its soft white wheat, which is used for crackers and noodles in Asian countries. Farmers grow soft white wheat, peas, lentils and garbanzo beans, also known as

"pulses." As much as 80 percent of regional agriculture production is exported. Lewiston's Port Manager David Doeringsfeld said, "The majority of what we ship is paper products manufactured by Clearwater Paper; peas and lentils grown in the area; and container loads of wheat. Everything we grow within a hundred miles radius is exported overseas. The port allows us to cater to export markets."

"We move a lot of bulk grain shipments out of here. Bulk wheat shipments are the main commodities shipped on the Columbia/Snake River system.

These grain shipments are what allow containers on barges to be cost effective. Because you're moving these grain barges up and down river all the time, it's then cost effective to just tie in a container barge into that tow," he said.

Port of Lewiston: Expanded and Improved

In the past, the Port of Lewiston had space for only one barge at a time at its dock, but after recent improvements, two barges fit comfortably. Now, said Doeringsfeld, "We'll be able to load one while we're unloading another. It also opens up some 'break bulk' opportunities. Lewiston's dock is 250-feet long and capable of handling any roll-on/roll off cargo allowed on area highways. Even before the expanded dock, the Port of Lewiston was working with U.S. and Canadian companies and logistics firms to handle oversized cargo bound inland. For example, refinery equipment has gone to the Kearl Oil Sands in Alberta, Canada. Wind generators have made their way to the U.S. Midwest and parts for coal-fired electrical generation plants into Wyoming.

Significantly, Lewiston lies less than 800 miles by road from the Sidney, Montana and Williston, North Dakota area and may be a less-expensive alternative route to the oil fields. In the past, shipments of pipe manufactured in Asia have gone through the Panama Canal and then up through Houston to oil producing areas. Lewiston and the Eastern Oregon ports of Umatilla and Morrow are looking for more oversize loads.

Lewiston is versatile, as well. The long dock at the Port of Lewiston has also been used to send shipments downriver. An Idaho company manufactured a load of 39 modular dorms and put them onto a 400-foot-long, 76-foot wide ocean going barge twice as big as most of the barges that call on Lewiston.

The barge took the dormitory parts all the way to Seward, Alaska without stopping to switch to a bigger boat. They became a three-story dormitory for Alaska Vocational Technical College in Seward.

Opportunities and Impediments

Oversize can mean as much as 24 feet wide, 20 feet high and 150 feet long. The long dock is just as useful for moving anything else that needs to get to the oil fields, so shipments might, said Doeringsfled, "also include compressors and pumps that would be a normal shipment on a tractor-trailer unit. You could have all different types of supplies." He added, "We recognize that we have opportunities now with the exploration for oil in North Dakota and Alberta that will provide a market for shipping on this river system for years to come. We recognize this opportunity."

Nevertheless, there have been political objections to moving the giant loads on a highway close to Lewiston, Highway 12, which parallels a Wild-and-Scenic-designated river. However, there is more than one route. Doeringsfeld said he is optimistic about future shipments. Kim B. Puzey, General Manager of the Port of Umatilla and current president of the PNWWA, said that his port has just replaced a crane built in 1940 and would also be interested in the oversized loads.

However, he said, it is hard to tell how many loads there might be. "It could just be a spike. For the port, it's just a big, heavy piece of steel. The tar sands in Alberta, Canada are a big find, just like the Baaken oil fields in North Dakota," he said. "If there are protests, then they'll just make a decision to build them onsite. It works for their interests, then something changes, the price of fuel, there are all kinds of variables."

HMT: The 600-Pound Gorilla in the Room

The Harbor Maintenance Tax (HMT) applies in the Northwest as it does in other parts of the country. PNWWA's Meira describes it as a tax that "hampers short sea shipping because any landed cargo which is then loaded onto a short sea cargo is taxed a second time. Hence, HMT discourages use of waterways for short sea voyages, forcing cargoes onto the rails and highways for purely economic reasons."

Federal lawmakers, especially those representing the Pacific Northwest, haven't been sitting on their hands. Senators Patti Murray and Maria Cantwell of Washington, in September of 2013 introduced "The Maritime Goods Movement Act for the 21st Century" to replace what they call the "outdated Harbor Maintenance Tax" which, they say, "currently incentivizes shippers to bypass American ports and move U.S.-bound goods through Canada and Mexico instead."

The bill replaces the HMT with the Maritime Goods Movement User Fee, which, they say, "would discourage shippers from diverting American-bound goods through Canadian or Mexican ports simply to avoid American taxes that fund vital infrastructure investments and keep American ports competitive in the global economy."

Separately, John McCalla, president & CEO, Omega Morgan, specialists in large-scale moving operations, said, "The ports along the Columbia and Snake River continue to offer Omega Morgan opportunities to ship right sized cargo into the Midwest and Canada. The outlook for 2014 and beyond remains strong for continuing use of the routes leading from those ports." That's the quintessential definition of shortsea shipping: alive and well on America's West Coast.

Shelter from the Financial Storm

Vessel operators seek protection by hedging fuel needs. It's easier than you might think.

By Susan Buchanan

Some workboat operators defend themselves against higher diesel prices by buying futures contracts, while others purchase fuel at prices fixed in advance from their suppliers. Others, perhaps less-savvy and/or smaller companies, however, take their chances by buying in the spot market. While some operators are uncertain about their future fuel requirements and consumption, domestic ferry operators for the most part know exactly what they'll need in the year ahead. For these passenger vessel and commuter ferry outfits, the need to protect themselves against fuel spikes can lead to creative solutions – like, for example, 'hedging' when purchasing bunkers. It's easier than you might think.

Options

When it comes to defending your operating budgets and, at the same time, sparing paying passengers the pain of sudden fare increases, you do have options. In February, we asked Richard Larkin, president of Hedge Solutions, Inc. about workboat operators and hedging. His Manchester, NH-based firm provides risk management to fuel users, distributors and retailers. One client is The Steamship Authority in Massachusetts, the largest ferry service operating between Maratha's Vineyard, Nantucket and Cape Cod.

"Our vessel operator clients use ultra-low sulfur diesel fuel," Larkin explains, adding, "All vessels need to adhere to federal diesel-program regulations. But right now we have a patchwork quilt of federal and state regulations." Low sulfur and ultra-low sulfur diesel, or ULSD, is being phased in for non-road, locomotive and marine or NRLM engines from 2007 to 2014, according to the U.S. Environmental Protection Agency. Those changes, along with new pollution-control technologies, will cut emissions from engines by over 90 percent, the agency says. The changes will also cost operators money, as it is more expensive to produce ULSD and the new hardware solutions also come at a premium.

Hedging, Fixed Price Contracts & Surcharges ... Oh My!

ULSD prices rose to $3.15 a gallon last August and have since eased a bit. Fuel prices remain volatile, but even now, only a small percent of U.S. workboat operators hedge their costs. "My finger in the wind guess is it's less than 10 percent," Larkin said. "A lot of operators view hedging in futures as mysterious, and it makes them nervous. We're trying to

(courtesy Steamship Authority)

demystify it, to get them to use hedging as a way to control their budgets."

Larkin discussed the ways vessel operators can protect themselves against higher fuel. "The ones that hedge use the Chicago Mercantile Exchange's (CME) Nymex ULSD futures contract for paper hedging, or else they're facilitating their hedging through fuel suppliers with fixed-price contracts," he said. "They tend to buy further out on the calendar in the Nymex market and well into the future." CME New York Harbor ULSD futures are traded in all calendar months, going out four years.

"Vessel operators, like The Steamship Authority, are planning a year in advance," Larkin said. "A user might be long a futures contract, or buying call options, with the expectation of buying physical diesel down the road." One CME Nymex contract is 42,000 U.S. gallons or 1,000 U.S. barrels.

A user's hedge plans might be made when the company decides its next annual budget. "We often meet with companies then," Larkin explained. "A company might draw up its annual budget in the winter and will make its hedge plans a year in advance. They're looking at a price point, asking where risk exists for them. They look at futures prices and try to plan around them." But given the market's volatility, "timing-wise, one never knows when prices will be advantageous," he added. For The Steamship Authority, he says, "we plan during their lowest volume months in the winter, before the high-volume summer months, which have the biggest impact on them," Larkin said.

Hedging 101

Hedging in futures can be done a number of ways. "One approach is to use perpetual hedging twelve months forward, doing it on a rolling-forward basis," Larkin said. When a futures contract is about to expire, the position is moved into a more distant month. Being unprotected against fuel price surges can hammer a firm. "A tugboat company that isn't hedged, or doesn't have a fuel surcharge, quotes someone a future job, then fuel prices go up," Larkin said. "An unhedged OSV operator quotes a job and fuel prices rise. A ferry service that isn't hedged may have to raise ticket prices at the last minute because of higher fuel."

And surcharges don't necessarily work in the marine industry. "In some cases, when a user tries to offset an increase in fuel prices with some kind of surcharge, the surcharge isn't enough," he said. Then too, operators employing a customer surcharge must decide whether to remove it if diesel prices retreat. For any vessel operator who relies on a surcharge, however, "there are ways to hedge it, and things you can do to augment it," Larkin said.

Fuel: Big Expense for Ferry Operators

Wayne Lamson, general manager of The Steamship Authority, said the service's biggest annual costs are wages and employee benefits, fuel and insurance. "Fuel, including the cost of hedging, has accounted for 9 to 10 percent of our annual expenses in recent years," he said. "We started using Hedge Solutions in 2009 after trying to do our hedging in house. We were concerned when crude oil reached $150 a barrel in 2008."

The Authority knows about how much fuel it will need in the year ahead. "After working on our annual budget each fall, we set our ticket prices in the winter for the next summer," Lamson said. "We don't use customer surcharges. Customers start buying their ferry tickets for the summer early in the year." As for the fuel it uses, The Steamship Authority switched to ULSD five or six years ago. "We're long two Nymex contracts, so we're about 90 percent hedged," Steamship Authority treasurer and comptroller Robert Davis said. "Although hedging has been a net cost to us in recent years, we're protected if something happens to fuel prices on the upside. It's like having fire or health insurance; you're covered during adversity."

Meanwhile, at Washington State Ferries, the largest such service in the United States, fuel is the fastest-growing, operating expense. Fuel accounted for over 29 percent of its fiscal 2011 to 2013 costs, versus 12 percent when the decade began. "In FY12 and FY13, we locked in prices in advance on 10.8 million gallons of

"A lot of operators view hedging in futures as mysterious, and it makes them nervous. We're trying to demystify it, to get them to use hedging as a way to control their budgets."

–Richard Larkin, President of Hedge Solutions, Inc.

fuel or about 50 percent of fuel consumed," WSF deputy chief Jean Baker said. "We did this with our fuel supplier through fixed-price physical contracts. The prices we paid were less than what we'd budgeted for those gallons." Savings, in this case, were considerable.

Fuel used by WSF isn't hedged in the futures market now. "We're working to get financial hedging contracts in place," WSF spokeswoman Joy Goldenberg said. Lamson said The Steamship Authority will have another ULSD-fueled ferry built soon. When asked about LNG, he said it's the vessel fuel of the future. "LNG is popular in Europe, and we'll be considering it down the road," he said. LNG is used to fuel ferries in Norway, Japan and Argentina.

Peace of Mind

Hedging strategies aren't free, but buyers can choose from a wide range of brokers and/or consultants to get the job done. Larger operators with a bit more wherewithal might even get the job done in-house, if their operating budgets allow for that kind of staff expertise. For those who choose an outside service, Richard Larkin says, "Fees are all over the map and depend on the size of the hedge program, and on how many hours a broker or consultant assists on it," Larkin said. "Fees usually come in anywhere from a quarter of a cent to a penny a gallon, depending on the work involved."

A vessel operator who negotiates a reasonable fee with a hedge manager and has a price-protection program in place has peace of mind if diesel prices suddenly spike. A ferry service that's hedged doesn't have to ask customers standing at the ticket counter to cough up higher fares. And, a professional boat delivery service can safely quote a fixed price contract without worrying about a fuel increase eating the entire profit margin. ECA's, increasingly low sulfur bunkers and a dozen other variables can negatively impact your fuel purchasing power. Today, and for those employing hedge strategies, price doesn't have to be one of them.

The Steamship Authority's *M/V Eagle* ferry serves the Hyannis to Nantucket route.

McAllister Avoids a Date with the Drydock

Unconventionally lowering costs, safely and improving the bottom line. That's the Victaulic way.

By Dennis Love

In the towing segment of the marine industry, sometimes it does seem that boats are under perpetual repair. A tugboat that's tied up in maintenance and not able to work is a lost revenue opportunity. As a result, limiting time out of service by performing repair and retrofit services dockside is of critical importance. For example, McAllister Towing & Transportation was able to accomplish repairs not just quickly, but at a lower cost and in a safer manner than conventional methods. That's just one way that a 150-year old workboat operator can optimize its fleet operations. It turns out that you can, too.

The McAllister Story

You don't stay in business for one and one-half centuries unless you continually find new and better ways to run a more efficient operation. Founded in 1864, McAllister Towing & Transportation is one of the oldest and largest family-owned marine towing and transportation companies in the United States. The company operates a fleet of more than 70 tugboats and barges in 17 locations along the eastern seaboard, from Portland, Maine, to San Juan, Puerto Rico. Their mission mix runs the gamut from ship docking, general harbor towing, coastal towing and bulk transportation in each port.

McAllister operates three tugs out of Baltimore, including the Robert E. McAllister, a harbor assist tractor tug. Built in 1969 by Peterson Builders of Sturgeon Bay, Wisconsin, the Robert was originally a United States Navy vessel, the USS Nanticoke (YTB-803). Launched on December 14, 1969, she was eventually struck from the Naval Register in 1999, and, in 2002, sold through the Defense Reutilization and Marketing Service to Nix's Mate Equipment Company of Salem, New Hampshire, where she was renamed as the Canal Protector.

McAllister later acquired and renamed the tug the Robert E. McAllister. In 2005, she was rebuilt. Two Caterpillar 3516B diesel engines replaced her single Fairbanks-Morse engine, and the rudder and propeller were replaced with a pair of Schottel SRP 1012 Z-drives for a rated 4,000 horsepower.

A Quick Fix for Leaky Couplings

Not surprisingly, and despite all of the upgrades performed by McAllister, a bolted sleeve type coupling on the Robert's engine cooling water supply line sprung a leak, and maintenance personnel needed a way to fix it quickly, once and for all. It wasn't the first time that joint had leaked, and if they tightened it as they had in the past, there was no guarantee the seal—or for that matter, the coupling—would hold. The particular type of coupling used on that and other engine cooling water lines in the McAllister fleet is a non-restrained coupling, meaning there's nothing to hold the coupling in place on the joint. On another McAllister tug, the same type of coupling slipped and started to flood the engine room.

In need of a better, long-term solution, port engineer Carlo Parrotta investigated his options. Limiting the tug's time out of service was the most important factor, so complete replacement of the line wasn't an option at the time. Parrotta explained, "I was considering welding the pipe. But the problem was that I didn't have the luxury to go into the drydock. I didn't have an extreme length of time to go about the service." Replacement with the same or a similar type of coupling was certainly an option, but would have required a harness to be installed to prevent the coupling from slipping. It also would have made it more difficult to service the systems surrounding it.

In this case, Parrotta was familiar with mechanical pipe-joining systems manufacturer Victaulic, having used its products in previous roles throughout his 25-year career in the maritime industry, so he called the company to see if it could supply a solution. Company representatives visited the Robert to review the application and specs, and recommended the Style 99 Plain End Roust-A-Bout Coupling to replace the bolted sleeve couplings.

Meet the Style 99

The Style 99 is a rigid coupling that has integral hardened carbon steel "teeth" that bite into the outer diameter of each pipe-end, providing the steel-to-steel engagement Parrotta desired. Positive engagement of the pipe is achieved when the bolts are torqued to specification, as marked on the coupling housing. No special pipe preparation—beyond ensuring a smooth, debris-free surface at the pipe-ends—is required prior to assembly.

The Style 99 has multiple IACS type approvals and is Coast Guard approved. ABS type approvals cover fresh water systems; sea water cooling; ballast systems; vents, overflows and sounding pipes; potable water systems; and fire main systems. Plain-end couplings such as the Style 99 are advantageous for retrofit and repair services because there's little upfront tooling cost. The lack of extensive pipe-end preparation means the coupling can be installed quickly, limiting downtime, which also met Parrotta's needs. As a result, McAllister decided to move forward with the repair using the Style 99 couplings.

The Fix

To complete the repair, the bolted sleeve couplings were disassembled and removed, the pipe was pulled from the hangers, and the pipe-ends were cleaned of scaling, rust and paint where the new couplings would be installed. The pipe was then repositioned and the Style 99 couplings were assembled on the joints. The repair was completed dockside in just over an hour.

Parrotta, who installed the couplings himself, remarked that the installation process was very simple. It did not require him to bring in a certified welder and deal with the safety hazards and other considerations welding in the space would have posed. Avoiding hot works meant there was no need to clean the surrounding area of standing oil or oil vapors, no need for a fire watch, and no need for weld inspection.

Eliminating welding also meant significant cost savings. Instead of paying a welder for an eight-hour day, the cost was limited to the price of the couplings, which was well within the repair budget. In fact, the savings allowed Parrotta to purchase more units than he needed for the repair on the Robert, and he's now in the process of replacing—as time and opportunity allow—the same bolted sleeve couplings with Victaulic Style 99 couplings on other McAllister tugs. Furthermore, Parrotta is using the Style 99 coupling for other applications where the cost savings are even more substantial, such as fuel oil vent lines.

Fleet Optimization Defined: Safer, Cheaper Maintenance

When a leak developed at the base of a fuel oil tank vent line on the Robert E. McAllister, it potentially meant thousands of dollars in repair costs. The process could have involved drydocking the boat, emptying the fuel tank, cleaning the tank, calling in a marine chemist to confirm that it's safe to weld, cutting the pipe and welding to complete the repair. Instead, McAllister's Parrotta was able to cold-cut the pipe, cap the fuel end of the pipe, and use a torch to remove

the remaining portion on the deck and install the new section of prefabricated pipe. Hot work was avoided by completing the on-board connections with the Style 99 couplings, and all work was completed dockside.

"I saved myself several thousand dollars on a marine chemist, several thousand dollars on cleaning the tanks, and the aggravation of waiting several years until the next drydock," Parotta said, adding, "If you add all these costs, I would have been, conservatively, $15,000 in the hole—all that, just to weld a little hole. When you're doing all this, the boat is not available for work. By doing it the way we did, it was a fraction of the cost and it took us three hours to do it, compared to probably a week."

Parrotta adds that the fuel oil vent mechanisms are notoriously difficult to work with. Being above deck and exposed to salt water, varying weather conditions and damage, the vents need constant maintenance as well as testing to ensure proper function. The mechanisms don't get serviced very often—usually every four to five years at drydock time. During that time, the threaded joints are susceptible to rust and are typically covered in multiple coats of paint, making the vents extremely difficult to remove.

Based on the success of previous applications of the Style 99 couplings, Parrotta decided to ease future maintenance of the fuel oil vent mechanisms by cutting and rejoining the pipes with Victaulic plain-end couplings. This allows personnel to remove the vent for servicing by simply loosening two bolts and removing the coupling from the joint. Reinstallation is as quick as the initial installation. "It makes our job effortless," said Parrotta, adding that he has completed this work on two of the three tugboats based in Baltimore, and is recommending it to other McAllister port engineers.

Proven Performance = Economy of Scale

The Victaulic Style 99 Plain End Roust-A-Bout Coupling has proven advantageous for McAllister Towing & Transportation in multiple ways, from reducing time out of service, to limiting repair costs and safety hazards. Parrotta said of the solution: "My goal is to do the job as efficiently and safely as possible, and with the least amount of stress and time. If I save time, I save money for the company and reduce the time the tug is not available to do its job. And it's being done safely, and with a reliable product. I'm happy. I've been using [Victaulic couplings] for years, and I've never had a problem." Optimizing his fleet – that's job ONE for Parotta. For over 150 years, McAllister has been coming up with similar solutions to their operational issues. So can you.

Gulf Coast Workboat Repowered with Volvo Penta Diesels

Based on impressive fuel consumption and performance results from the Volvo Penta engines installed in a new-construction pushboat, the operator decided to repower one of its older vessels with the same D16 engine package.

When Volvo Penta supplied the main propulsion system for the M/V Ted Kayser, a new 60-foot pushboat christened at the end of 2012, it was Allemand Industries, Inc., the Volvo Penta Regional Power Center in Harvey, LA, that oversaw the installation. Designed by Entech & Associates of Houma and constructed by Eymard Marine Construction and Repair of Harvey, M/V Ted Kayser today operates with two Volvo Penta D16 engines, each providing continuous 650 hp at 1800 RPM. The engines drive a pair of Rolls-Royce four-bladed stainless steel propellers through Twin Disc MGX5222 5.04:1 marine gears.

Since the vessel was commissioned, it has put more than 6,000 hours of service on the engines. Documented average fuel consumption runs between 4.01-4.38 gallons per hour per engine. According to Volvo Penta, and compared to other vessels performing the same work, the pushboat consumes about 180-200 fewer gallons daily, resulting in fuel savings of about $1,000 per day. The annual savings are easy to calculate.

Volvo Penta Penetrates the Workboat Sector

Ron Huibers, president of Volvo Penta of the Americas, told *MarineNews* in February, "We see tremendous growth

opportunities for Volvo Penta in the commercial marine sector. Our D16 engines, in particular, are designed specifically to meet the needs of heavy-duty displacement commercial vessels. In large measure, our success in the Gulf Coast workboat market is attributable to the great team at Allemand Industries, who provided outstanding technical support in specifying, installing, testing and fine-tuning the engines and controls."

For its part, Allemand Industries has been dedicated to the marine and industrial engine service-and-repair business for the last 30 years. Established in 1981 by the Allemand family, the firm maintains deep and long lasting business relationship with their customers. As a Power Center for Volvo Penta marine commercial engines, Allemand supports the states of Alabama, Arkansas, Louisiana, Mississippi, as well as the Gulf Coast and Red River Valley areas of Texas.

David LeBlanc, product manager at Allemand, said, "The D16 engines are ideally suited for pushboats because their low-end torque enables the vessel to start pushing when the RPM reaches 1,100. The result is good momentum from the start at a lower RPM and better fuel economy. The D16 is the only marine engine in its class with this unique torque curve."

The D16 is an inline six-cylinder with Volvo Penta's Electronic Vessel Control (EVC) technology. The engine features a robust block with ladder frame, high-pressure unit injector system, four valves per cylinder, twin-entry turbo and charge air cooler. The heat exchanger is designed for reduced charge-air cooling temperature, which in combination with the injection system and Engine Management System further improves performance and drivability. According to Volvo Penta, this results in a very smooth running engine with world-class performance, low fuel consumption and reduced emissions.

Repeat Business, Proven Performance

As a result of the positive experience with Volvo Penta engine packages supplied by Allemand Industries, the same operator decided to retrofit a second vessel, M/V Shelley (pictured on previous page), with the same D16 engine packages. Beyond this, Allemand reports that the customer is looking at other vessels in the fleet to repower, as well.

Originally built in 1980, M/V Shelley is a 60 foot LOA, 26 foot beam workboat that draws 9.5 feet in draft. Allemand Industries removed the two existing Diesels, and installed two Volvo Penta D16C-CMH engines, with Twin Disc MGX5222 marine transmissions, ratio 5.04:1, pack-

Ron Huibers, president of Volvo Penta of the Americas

Zimco Marine saved $40,000 per engine per boat in fuel costs after repowering two shrimp boats with twin Volvo Penta D13 engines.

aged at the Allemand shop.

Allemand's LeBlanc told MarineNews, "The customer decision to repower the second vessel with Volvo Penta was based on the experience with the D16 performance on the first vessel, in terms of better low-end torque, quicker throttle response, reliability/service and lower cost of operation." He added, "The Volvo Penta D16 engine has definitely proven itself on the river. Every fleet operator is watching the vessels. We have had several operators contact us wanting to learn more about the product."

Looking Ahead

Volvo Penta Americas President Huibers says that Volvo Penta is making inroads in the U.S. workboat market. He pointed, as another example, to Zimco Marine, a commercial fishing fleet based in Brownsville, Texas. Zimco turned to Volvo Penta to repower two of its shrimp boats with D13 MH engines. Since July, the repowered vessels have put in more than 1,000 hours and have already recorded both financial and performance benefits.

The company calculates its fuel consumption reduction at more than 30 percent over its original engine package – a savings of nearly $40,000 per year, per engine.

The shrimp boat captains say they can feel a difference at the helm, noting that the D13 works harder and more efficiently at lower engine speeds. The Volvo engine was also found to have better acceleration and more torque at lower RPM — in addition to being quieter, lighter and smaller. With all of these advantages in mind, the company has already placed an order through the local Volvo Penta dealer, Palmer Power in Houston, for replacement engines for another two boats.

It hasn't been that long since Volvo Penta actively began to target the domestic workboat markets with their proven engine designs. Long successful overseas in similar commercial markets and best known here in the high end recreational markets, it also likely won't be long until the Volvo Penta brand makes its mark on the U.S. Gulf Coast, and beyond. When it does, the D16 inline six-cylinder with Volvo Penta's Electronic Vessel Control (EVC) technology will no doubt be a big part of that equation.

Repowering *With a Purpose*

Belgium Diesel Engine Manufacturer Provides Main Engine for Alaska Fishing Vessel.

When the owners of the fishing pollock trawler, Great Pacific decided they needed to purchase a new main engine to replace their MAN B&W Alpha 10V23L-VO they took a hard look at all the engine manufacturers currently on the market that could support their needs. "Our goal was to find an engine that offers superior fuel and lube oil consumption; that had its EPA Tier III Certification and had domestic parts and service." When the investigation was over and the dust cleared, Alaska Boat Company was the proud owner of a 6DZC from Anglo Belgian Corporation Diesel (ABC Diesel), the first time this engine was used to power a commercial fishing boat in the United States.

The Basics on ABC

"To be honest, I had never heard of ABC" said Chris Kline, General Manager of Alaska Boat Company, the owner the Great Pacific. "But once you start hearing of an all mechanical, EPA Tier III engine that out performs the competition … you start listening a little harder and you want to learn more about the option."

Kline listened and learned and found out that Anglo Belgian Corporation has been manufacturing diesel engines since 1912 and is headquartered in Gent, Belgium. The company has a century of engine-building expertise, founded in 1912 by a group of Belgian entrepreneurs soon after building the first licensed Rudolf Diesel engine. With a reputation of building robust and simple engines, with low fuel and lubricating oil consumption it's perhaps no surprise ABC has to its credit more than 1,750 installations worldwide. The DZC engine that is installed in the Great Pacific can run on diesel, heavy fuel or bio fuels; as

well as a dual fuel execution. Available in a 6 and 8-cylinder inline or 12 and 16-cylinder vee configuration, operating from 600 rpm to 1,000 rpm, the engine produces up to 5,435hp. All engines are individually tested at the factory with option of the presence of the client and possibility of all major classifications.

"The beautiful thing about working on an ABC engine is that everything is mechanical, which is ideal for a fishing vessel and its crew," stated Justin Roeser, Operations Manager for Seattle-based Transmarine Propulsion Systems, Inc. (TMPS), ABC Diesel's North American representative. "Everything is controlled by a mechanical component, which in the very near future this will no longer exist; wrenches will be swapped with laptops."

Engine Reliability a Must for Bering Sea Operations

The Great Pacific is one of six boats in a fleet that is managed by the Alaska Boat Company. The Great Pacific predominately fishes for Pollock in the Bering Sea and delivers her catch to Dutch Harbor. Fishing seasons are split into A and B seasons. Fishing trips average from 2 to 4 days. When fishing is good, especially in 'A' season when the roe is ripe, it is imperative to turn the vessel around quickly to take advantage of these conditions. And, because the Great Pacific sails with a crew of just 5, simplicity of operation and a high degree of reliability from the engineroom is imperitive.

The Great Pacific is an all welded steel hull with a raked bow with moderate flare. The hull is single chined with dead rise from the keel outboard. The bottom plating sweeps up to a sloped transom and bulwarks. An eight foot wide stern ramp is on centerline. The main deck has straight shear with camber. There is a full width raised foc'sle forward. An aluminum house is attached to the steel foc'sle deck with explosion bonded DuPont bi-metal connection. An A-frame style mast is forward with a trawl gantry aft.

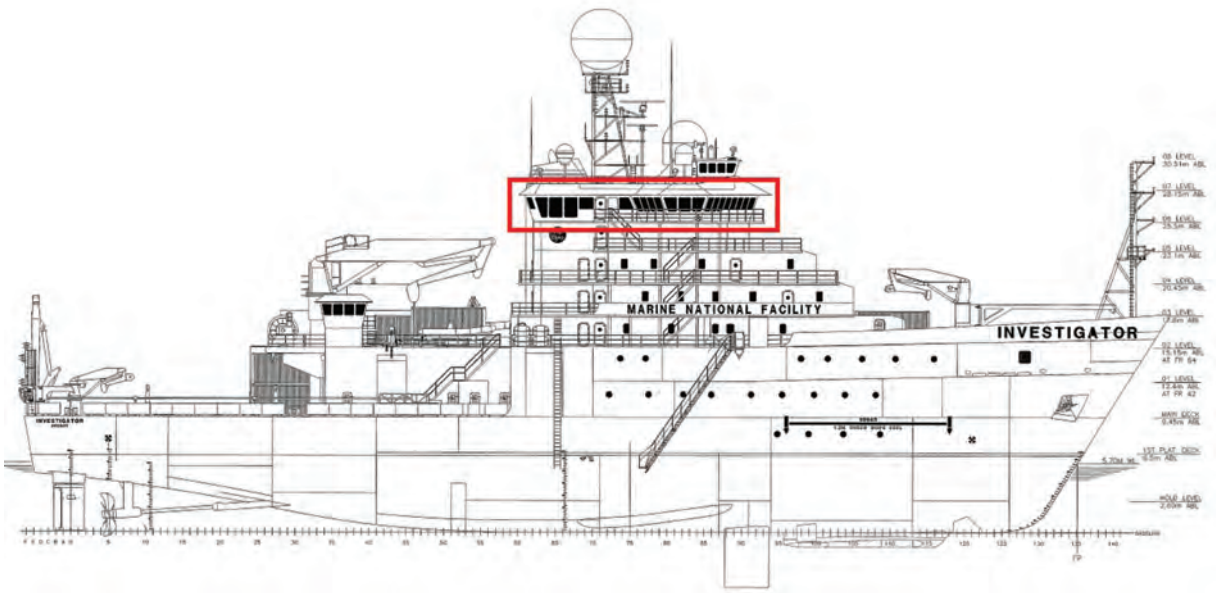
Foreign Built for Domestic Convenience

TMPS is also ideal for Alaska Boat Company because of its West Coast, Seattle, WA location. TMPS also has a facility in Tampa, Florida and both provide sales, field service and spare parts inventories to meet the urgent demands of customers. This alleviates the headaches and delays that many customers encounter with foreign engine manufacturing. Roeser adds, "We're supplying foreign engines with better after sales than our domestic competition. Since we have to service various makes of engines every day, we have strategic partnerships with freight forwarders, warehousing on a global level and are used to turning on a dime and solving problems now for our customers worldwide."

In this case, the installation was completed at the beginning of February at the owner's own yard and the entire alongside procedure took just two days, start to finish. Today, the vessel is already back in service, having left for Alaska on February 8th.

North American orders for the DZC engine are increasing with a power plant order of four 6-cylinder DZC engines and an additional two commercial vessels ordering a (6) six cylinder and an (8) eight cylinder DZC engine for their re-power, plus a new build with two (2) 12 cylinders on order which just completed testing at the factory. Due to a high degree of customization, the DZC engine line is fast becoming an attractive option for repowering projects.

Alion & Robert Allan Team up
to Deliver High Tech Research Vessel



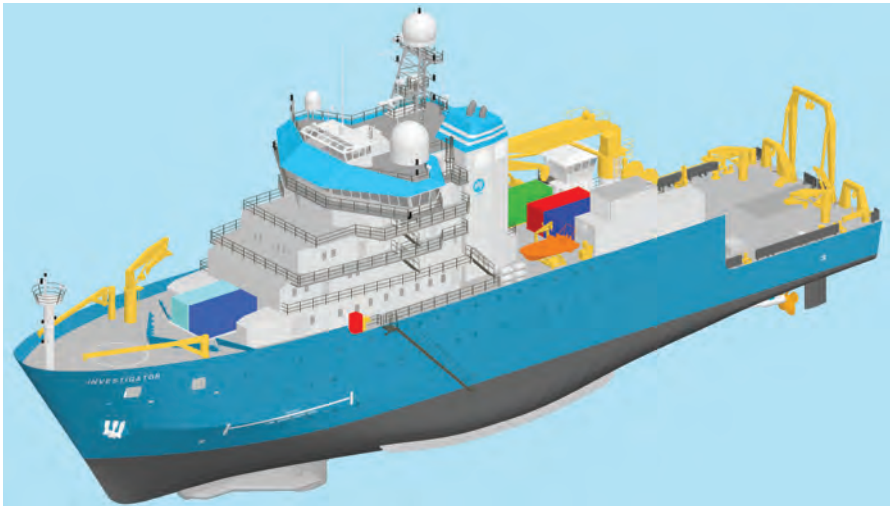
In the very near future, the new scientific Research Vessel Investigator will enter service for the Commonwealth Scientific and Industrial Research Organization (CSIRO), an agency of the Federal Government of Australia. Investigator went to sea for her initial sea trials in December 2013. Once deployed, Investigator will be among the quietest and most capable research vessels in the world, serving multiple, diverse scientific roles in a geographical areas spanning one-third the circumference of the globe.

The design was developed by RALion, a joint venture between Vancouver BC Naval Architects, Robert Allan Ltd, Alion Science and Technology of Alexandria, Virginia and Alion Canada of Ottawa. The acoustic analysis, noise treatments and noise trial measurements were performed by Noise Control Engineering of the US. The vessel was launched on July 21st, 2013 and then officially named Investigator at a ceremony in Singapore in September.

The vessel will potentially raise the bar for science vessels – here and abroad – in a sector where research vessels often emanate from platforms not originally designed for the purpose. Moreover, financial constraints for research organizations, universities and other government efforts often do not allow for the most environmentally correct equipment. Investigator changes that mindset. Described loosely as a combination of the large AGOR's (23 & 24) class built in 1990's and the NOAA fishery science vessels built at Halter and Marinette, the vessel's price tag was said to be in the range of $125 million, the high end of what is typically spent on this type of vessel. That said; Investigator is a scientist's dream platform, with virtually every bell and whistle the research community could possibly want. Investigator is classed by Lloyds Register of Shipping as a

INVESTIGATOR at a Glance:

Length Overall: 93.9 meters	Depth to Main Deck: 9.45 meters	Speed: 15 knots, in Sea State 2
Beam: 18.5 meters	Draft: 6.9 m (to bottom of sonar gondola)	Range: 10,800 nautical miles
Draft: 5.7 meters	Complement: 60 (including scientists)	Endurance: 60 days
Sonar/Nav Package: Kongsberg	Bow Thruster: Thrustmaster TH1500MLR	Deck Equipment: Rapp-Hydema



+100A1, +LMC, UMS Ice 1C IWS, EP, DP (AM) and DNV SILENT-R research vessel.

Designed to meet the underwater radiated noise requirements of the DNV "Silent R" notation up to 11 knots, this capability allows the vessel to undertake sensitive environmental research. A low radiated noise signature is critical for vessels engaged in fisheries and marine mammal research to avoid disturbing the habitats they are studying. A low noise signature is also crucial to ensuring that the vessel's large suite of scientific survey sonars has the capability to reach the greatest depths of the world's oceans. To meet this stringent underwater radiated noise level, a comprehensive program of noise control engineering and production practices was established. For example, all three MaK main diesel generators are double resiliently mounted on an isolation system engineered by NCE and RALion and supplied by MaK. This mounting system is specifically designed to absorb vibration. And, the Wartsila 5-bladed propellers have a unique blade shape specially designed to be free of cavitation up to 12 knots. During the sea trial, Investigator was found to have exceeded all of her noise requirements, including radiated, habitability, and structural vibration.

Investigator is fitted out with a full range of scientific laboratories, science and fishing winches, coring equipment, air and water sampling devices, and acoustic systems. She is capable of a variety of oceanographic operations in coastal and deep ocean areas, including the physical, chemical and biological oceanography, environmental investigations, ocean engineering and marine acoustics, coastal hydrographic survey, marine geology and geophysics, bathymetric surveys and fisheries research. An interesting feature is the vessel's gondola and two retractable drop keels to house the extensive scientific sonar and transducer suites, supplied by Kongsberg. The vessel is fitted with a stern ramp and towing gallows to support fisheries research activities.

The vessel potentially represents the new benchmark for global research vessels. With its Tier II engines, self contained (zero discharge at sea) sewage treatment system and other green features, it also sets a new standard for environmental stewardship, consistent with the mission of such a vessel. The vessel enters service, fully commissioned, less than three years after award of the design and construction contract; a remarkable feat given the size and complexity of this ship.

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Short Seas in the Long Run

Building for the possibility of shortsea shipping involves many variables.

By Joe Hudspeth, Vice President of Business Development at All American Marine, Inc.

The novel concept of rebirthing short sea shipping into what it once was or could be, may remain just that, a novelty. It would be paramount to overcome the "my way, on my terms" philosophy that so heavily drives traffic away from the seas and inland waterways and onto asphalt freeways that cannibalize natural resources. The plight of road warriors may even further drive coastal commuting straight into Davy's Locker with the rapidly expanding development of non-marine-use shore side infrastructure.

The waterways may be unclogged of traffic, but if they offer little to no practical places for docking, the purpose is diluted. Somehow, the concept of a working maritime waterfront has, over time, become less appealing than the allure of highly profitable seaside condos and retail space. Transportation planners also fail to maintain a solid grasp on the concept of intermodal transport. It typically takes two to tango and when both people and freight are shipped they will likely still require land side transport to their final destinations. This lack of vision or oversight recently forced a well known vessel operator to modify and lower the pilot house superstructure of their vessels when the city's plans for a new low clearance bridge would essentially block his vessels into a small section of a major river. Despite rationalizing the impact, the unaltered bridge plans prevailed. All of this is clearly a case of short sightedness, begging for change.

While the initiative of the Marine Highways Program is helping the cause, the potential of a working waterfront for short sea shipping and ferrying is hardly tapped. In fact, it usually takes some sort of catastrophe for maritime appreciation to be granted. This has been a reoccurring case in Manhattan, most notably with the maritime-assisted rescue on September 11th, and more recently during power outage events and Super Storm Sandy that crippled subways and hindered key points of access. Similarly, out west in San Francisco, vessels came to the rescue when the Bay Bridge has experienced closures and when the local rail transit workers of B.A.R.T. went on strike. But, if these events fail to convince, the environmental card can also be played.

While those of us in commercial vessel construction are very thankful for Senator Jones, we do understand that the Jones Act does create some barriers against making marine transport economically feasible. Boat builders will make the case that properly designed and constructed vessels will provide a certain level of cost savings that enables competiveness. In many cases, builders can provide contemporary designs that make marine transport faster, better, cheaper, and even greener. The comparison has been made that a gallon of diesel can move a ton of freight 155 miles over land, but the same gallon has the potential to move a ton of sea freight 576 miles. Yes there are some semantics that can be argued over direct land routes versus roundabout waterways, but close examination of America's Marine Highway systems shows many of the defined water routes paralleling land based thoroughfares.

FASTER

Sometimes it takes a bit of high horsepower to make the wheels of change move at the desired clip along the waterfront. In Manhattan, it is not uncommon to see the large financial institutions chartering or negotiating service contracts to help move their employees to work in a timely fashion. Even Goldman Sachs purchased two fast passen-

High caliber corporations like Goldman Sachs and Google are sourcing vessels to fulfill their specific short sea shipping needs and get their employees to work in a timely and productive fashion.

Built by All American Marine, the 83' aluminum fast cat designed by Teknicraft Design is hydrofoil-assisted and cruises at 27 knots.

ger catamarans to provide more frequent service on an existing run between the two ports at the doorstep of their skyscraping facilities in Jersey City and Battery Park. And now, Google has dipped a toe into the marine industry by recently chartering a high speed catamaran to shuttle their employees to work from San Francisco; thereby eliminating productivity hold-ups caused by daily traffic jams.

Productivity for such high tech charters not only means a fast boat, but one with a few amenities. Given their colorful logo, it seems fitting to see Google employees boarding the vibrantly painted MV Triumphant for their chartered ferry demonstration runs. The 83' aluminum fast cat designed by Teknicraft Design is hydrofoil-assisted and cruises at 27 knots to get the staff to work quickly and safely. Although the vessel built by All American Marine was purpose built for Harbor Breeze Cruises whale watching tours in Long Beach, California, the vessel features comfortable seating, functional table space, and a full galley to satiate morning hunger or provide a refreshing beverage during the return voyage at sunset. While the traffic-free commute can be enjoyed by employees and employer alike, it undoubtedly is the benefit of a sophisticated wifi system that truly give Google a return on this short term short sea investment.

BETTER

Vessel designs for near coastal transport and trade do not have to follow prescriptions of the past, as Google has been making a bit of splash with the current construction of their two mystery barges that are alleged to be floating product showcase stores. The deployable storefront is a very unique experience and could spawn an entirely new segment in the marine industry. Thinking this through a bit further, cruise ships also do quite well selling luxury items while afloat, so there must be some underlying connection between the lull of an ocean wave, the salty sea air, and the propensity to part with lots of cash for the trendiest new widgets.

Equally impressive was the pioneering dream of Expoships to create a floating art gallery. In 2006, Nichols Brothers Boat Builders constructed the 228' Seafair Grand Luxe that transports a fine art collection in a self-propelled, ultra-posh show room up and down the eastern seaboard. If this new side of the maritime industry takes off, it will help with recruiting and bringing new life into all sectors of our industry. Plus, ordering your morning latte from a boat that pulls into the harbor on coffee breaks might just be the best way to go.

CHEAPER & GREENER

In order for the paradigm shift to occur and see the resources of our waterways properly utilized, vessel designs must be implemented that truly are environmentally friendly. Emission Control Area (ECA) zones and EPA Tier requirements for fuel burning engines are already steering the course for ship design. Other Eco-Pioneers are thrusting ahead with the implementation of LNG technology or hybrid solutions. And, the latest developments in low wake hull designs and hull coatings are symbiotic with coastal marine habitats. While emphasizing green technology is important, simply getting individual cars and trucks off of the freeways and onto well-serviced and consolidated marine routes can cut both fuel cost and pollutants, reduce road repair costs and drastically reduce highway congestion, all of which will produce immediate and tangible benefits. It works in Virginia – witness the I-64 Express between Richmond and Hampton Roads – between Connecticut and Long Island, and it can work anywhere else, as well.

SEA TRIALS

A new era of short sea shipping may be coming ashore in the near future, but without reform of the shortsea portion of the harbor maintenance tax (HMT), it won't come in the sectors which most stakeholders hope for. Instead, the coming birth of the U.S. offshore windfarm market may in fact necessitate a new short sea fleet.

Actually, the ideal design for windfarm support vessels closely mirrors practical characteristics needed for coastwise shipping. Fast, fuel efficient, and stable, these Jones Act compliant vessels are designed to transport crew and cargo safely and efficiently on coastwise routes less than 100 nautical miles offshore. The hull design is shallow draft and most support vessels even have their own cranes for moving cargo. While these vessels are designed for wind farm use, their concept seems practical for other coastwise trade and it could be just what is needed to give short sea shipping new life.

The good news for American boatyards is that U.S. builders are very competitive on price with their foreign counterparts, specifically in the range of OSV-size vessels and down. In terms of quality, the volume and dollar numbers represented by U.S. small vessel exports alone speaks for itself. There isn't any reason why all windfarm support vessels for domestic use cannot be built right here at home.

Today, short sea shipping remains as a largely untapped resource for an island nation that is, nevertheless, experiencing a miraculous rebound in virtually every other phase of the maritime industry. How that could change depends on the usual political and commercial considerations that impact every business decision. When it does, the domestic boatbuilding industry is ready to step up and deliver.

LNG Design: Necessity is the Mother of all Invention

Jensen Maritime Consultants – leveraging a unique porthole on the maritime industry – anticipates and meets demand in the burgeoning maritime LNG sectors. Nevertheless, says Jensen's Johan Sperling, it's not rocket science.

By Joseph Keefe

At the recent Passenger Vessel Association (PVA) annual meeting held in Houston, Texas, Jensen Maritime Consultants had on display just a couple of their many design efforts underway at the Crowley-owned design and engineering shop. Naturally, those designs had the use or carriage of LNG as their central theme. LNG, at least on this side of the pond, is still largely uncharted waters, but that's hardly the case for Jensen. Already at the heart of many new initiatives, it is clear that Jensen will never be far from the LNG epicenter when it finally takes off here in North America.

Early Engagement – Unique Perspective

Although owned by Crowley, Jensen's client base is wide and includes all sizes and types of tonnage. That said; Jensen Maritime Vice President Johan Sperling says that his firm has a unique view on the industry that, perhaps, some competitors do not. That window potentially provides a sharper look at what could come next. Nevertheless, he says, business is business. "We have NDAs with all of our clients. We have a half dozen, each with somewhat different designs, including Crowley. I'm sure you can imagine that everyone wants to be first, but at the same time do not want to tip off the competitors to what they are doing. At Jensen – and a lot of people don't realize this – 80 percent of our business is not Crowley-related. So we have strict firewalls in place and we're very good at keeping promises to others about what we are doing."

Ongoing in-house projects include the LNG bunker barge, the LNG-powered tug, LNG powered ATB designs and of course, the design work with the larger, faster and environmentally-friendly liquefied natural gas (LNG)-powered, combination container – Roll-On/Roll-Off (ConRo) ships. Already in the thick of LNG, Jensen will provide construction management and supervision in the shipyard throughout the building phase of the ConRo's.

In terms of Jensen's LNG tug design, the preliminary work was, to a certain extent, a leap of faith on the part of Jensen. Sperling says, "We have contracts for clients, but we started before we had those contracts and went out on a limb ourselves and decided to design something that would attract those clients."

The LNG bunker barge was a different story because the maritime industry needs infrastructure to move LNG. Sperling explains, "Harvey Gulf, Tote, Crowley, and Matson have decided to spend a lot of money to build large vessels that will burn LNG and gas. They have to get the gas to the vessels. Meanwhile, there are very few groups are willing to take the risk to help with the 'chicken and egg' question."

Sperling and Jensen nevertheless remain pragmatic. "First of all, it's not rocket science. We're not overly worried about the technology itself and I don't think that anyone else is, either. LNG has been around a long time. Vessels don't burn LNG, they burn gas. And when it changes to gas, it expands, which can present a problem. You basically take LNG and vaporize it, then it's virtually the same system as compressed natural gas for over-the-road buses, dump trucks, etc. The safety record is very, very good. But, that said, if you spill LNG, all kinds of things can happen. LNG is cryogenic fluid, is extremely cold and causes myriad of considerations. So we design to meet those challenges. From our standpoint these are the most challenging areas. The good news is that this has been done for a long time and it has been long documented and we have in-house LNG experience here at Jensen."

Defining the Ideal Bunker Barge

Jensen's bunker barge designs are a closely guarded secret, but Sperling said that Jensen would focus on two basic sizes – ranging from capacities of 2000 to 3000 cubic meters. He added, "If you look at all the carriers that are contemplating or have committed to building LNG tonnage, all of the schedules are different. Some want to top off weekly, for example. Our designs satisfy most of the demands of what a big ship operator could want. The bunker barge has to be large enough to where it makes sense, but also small enough that it is affordable and economical. Others may be building bigger, some smaller. We've defined our range."

Sticker Shock

According to Sperling, the first bunker barge has to be built as economically as is possible. That's because the first mover in the market will have a limited customer base, at least to start with. He insists, "If it's too expensive, you'll have to charge too much for bunkers," adding, "Once you talk about LNG

equipment, the sticker shock is tremendous. In our case, we're looking at simple cryogenic tanks – cylindrical in construction typically – that is proven technology. That's the easiest way to get regulatory approvals. And, even though it is new for marine applications, you can point somewhere and say that it works. We'll incorporate this into our bunker barge designs."

Jensen's philosophy is that there is enough risk in these new ventures without introducing unknown variables. Sperling told ***MarineNews*** in February, "The Rule of thumb today: LNG equipment is about double the price of non-LNG components. We're talking about the equipment. Whoever moves first takes the most risk because they are going to spend a lot of money and then the prices are going to drop. You don't want to be first and get it wrong. This has certainly changed but the exponential cost jump is still there for LNG equipment."

Risk – and Reward

In the beginning, Jensen went forward with its LNG pioneering efforts for several reasons. Sperling says, "It was a big risk – for a naval architect, time is money and we spent a lot of R&D time on this. In this case, we felt the risk was low enough because we think it's real enough that someone will eventually pay for it and that's exactly what has happened."

Jensen's LNG design for tugboats got started in 2008. Since then, a lot of water has gone under the proverbial bridge. Sperling adds, "The engine manufacturers are just now ready to do something. And, as you can see, the first LNG tug has just been delivered out of a shipyard in Turkey for service in Norway oil fields. As you've probably seen in all those drawings – the LNG tanks were right underneath the house and accommodations. In the U.S. today, for safety reasons, we are designing vessels that put the LNG tanks somewhere else that is not in the same vertical zone as the accommodations. We have some constraints here that make it trickier for us and U.S. operators in general."

Design Aspects: uncharted waters

As design professionals move forward on the domestic LNG front, they are finding that there are a lot of rules relating to containment that are both published and unpublished. Sperling says in regard to the process, "As of today, there's nothing official that really ties us down. We need to do various things, and yes, we'll get the approvals. It's a special case approval situation. Both DNV and ABS are going to have to work with the Coast Guard. And, we will need to work with them, too. All of us – and the operators, including Crowley – are leading the charge to define what needs to be done, and that comes with a lot of responsibility. So, it's important that we do everything possible, from the outset."

Tug Propulsion: Dual Fuel or LNG?

Jensen's tug designs are all pure LNG models. Sperling says there are very good reasons for that. "All of our harbor tug designs are gas only. That's because we know we'll have readily available fuel and the size of the engines currently available are appropriate to that size vessel. As it stands now, with the rules and guidelines we've been given, we can't put large tanks aboard a tugboat without making the tugboat twice as big the others. If that's the case, the capital cost of the tugboat makes is uneconomical in comparison to conventional."

Based on Jensen's popular valor class design, their hard-working vessel will feature a 14-day endurance capability for harbor and escort work and will likely be outfitted with an innovative LNG package, including two Rolls Royce model US 255 Z-drives, driven by a pair of Bergen C26:33L6P gas engines. The storage tank will also be supplied by Rolls Royce (via Cryomar) and the vessel will be fitted with a hawser winch forward and a capstan aft for line handling.

Head of the Class: who is it?

Jensen's Sperling hedged a little when it came to declaring who would be chosen to provide class on its designs. Although deep in the heart of ABS country, it is also true that DNV has more LNG experience abroad. Because of that, he added, "ABS is doing a great job of catching up and they are doing their very best to make sure that they get to keep the market for small tugs, bunker barges and similar tonnages. I can't tell you for sure that our designs or those of others are going to wind up being ABS. Right now, it's a race between the two of them. In most things, whoever is first stands a good chance of being the experts or they could be the goat. In this case, DNV is riding that North Sea wave that they helped pioneer."

Performance: Does LNG stack up to Diesel?

Jensen's position on LNG tugs is that they have to make

Jensen's LNG Tug Specifications ... at a glance

LENGTH: 100'	LNG CAPACITY: 13,500 gal warm (51 m3)	HORSEPOWER: up to 6
BREADTH: 40	ENGINES: 2 x Bergen C26:33L8P @ 2896 HP	SPEED: 12 kts speed
DEPTH: 17	GENERATORS: 2 x John Deere @ 125 kW	DIESEL OIL (aux.): 8
BOLLARD PULL: 160,000 lbs	ASD THRUSTERS: 2 x Rolls Royce US 255	Propulsion: LNG only

them equivalent or better to what's out there now. Sperling insists, "Otherwise, people will question it and it is not going to happen. So, the goal is to be better. If you currently have a 40-ton bollard-pull tug, you aren't going to replace it with a 35-ton bollard-pull LNG tug. That's simply not going to be acceptable to industry. LNG units will have to have the same or better: in terms of horsepower, bollard pull, response time – everything."

SITREP LNG: cutting steel?

Sperling is bullish on LNG in 2014, saying ""I wouldn't be surprised if there is a keel laid in 2014. The reason is – and let's just take Crowley as an example, since they are a client of Jensen – if there are LNG ships being built, when they are delivered, we better have something in the water that can serve them. In order to do that, we're going to have to cut steel or order LNG equipment pretty soon. That involves the bunkering for those two ships. For the tugs, that's a little different. There isn't a particular need that they have to immediately go serve – it's more about what risk do the owners want to take? People want to be first in this arena here, but they also don't want to be first and then lose. My gut feeling is that something is going to happen this year."

Wild Cards

As the LNG arena unfolds in North America, the variables are many, the certainties few and the competition remains exciting. For that reason alone, the advent of non-traditional players in the infrastructure and bunker side of the business is very real.

Sperling explains, "This is a game between LNG users and LNG providers. And you know that some people have stuck their nose out and at some point are going to have to make sure that there is infrastructure – whether that's Harvey Gulf, Tote, Crowley, Matson – whoever you pick out there. They need the oil companies to provide them with LNG and they also need someone to move the LNG from the pipeline to the vessel. So there's a question between the owners and the oil companies of who is going to fund what. We're very close to having to make decisions."

LNG itself has an enviable track record in terms of safety, environmental performance and delivering in the workboat arena. No wonder it has arrived on the scene in North America. For Jensen's Johan Sperling, it is an exciting time as new concepts are brought forward. The same holds true of the Coast Guard and the classification societies. Sperling adds, "Typically, when something new is proposed to the Coast Guard and even the class societies, they can often be critical of the idea, due to the increased risk. But, in the case of LNG, they are open to new ideas that make sense. And for industry, that's very exciting. And for us engineers and designers, we get to put on our thinking caps and solve problems."

The LNG arena is new, exciting and bursting with great potential to transform the transportation and energy landscape forever here in North America. LNG is here to stay. A lot of work remains to be done. That said; it's also not rocket science.

An early, preliminary rendering of the Jensen-designed LNG bunker barge.

A Jensen Maritime depiction of one of its LNG Tug designs

The scope of the Jensen LNG design portfolio is diverse and covers the full spectrum of workboats and ocean shipping.

CEACT Allows Operators to REACT

How updated electronic navigation practices improve safety and efficiency – and optimize cargo movement – on US inland waterways.

It was a cold winter night. Heavy gusts and snow did not allow safe navigation and forced the ships on the upper Mississippi to secure alongside the few remaining jetties. Safety is the key issue for all river transport companies but at the same time efficiency and timely delivery of valuable goods is of utmost importance. It was 1999 and an American navigation pioneer – Greg Dunkle – had realized the potential of electronic chart systems. Tailored to fulfill the needs of river pilots, CEACT was born and for the first time safety and efficiency could be optimized at the same time.

Founded in 1999, CEACT stands for Channel ECDIS, AIS & Course Trajectory and offers navigation software specifically designed for professional towboats and workboat operations within the confined waterways of the US inland river system. The first CEACT system was launched in 2001 after two years of intense development effort. Today, it is used by domestic barge companies and is additionally utilized internationally on inland river systems in Latin America and South East Asia. Notably, here in the United States, CEACT is today used by an oil major and Southern Towing on their vessels. SevenCs GmbH is a software house that develops software for the maritime navigation industry. Its key products include portable pilot units and CEACT.

Optimizing Operations = Safety & Efficiency

Real-time navigation and AIS target display provided full situational awareness and allowed to avoid dangerous situations before they occurred. But the main factor for more efficiency in the daily operation of CEACT was the innovative approach to consider the combined effects of vessel propulsion, rudder, wind and water current – all displayed in one easy to use "course trajectory" display. As an example, avoiding oversteer helps saving up to 10 percent of fuel consumption and allows for more efficient vessel operations in an increasingly competitive market.

But safety of navigation also depends on accurate charts. Together with the USACE, CEACT INC pushed the production of highly accurate inland vector charts in S-57 format. The US Western River chart package is automatically loaded and updated inside CEACT. Delivered in small package SENC format via the only certified value added reseller, CEACT still is the only inland ECDIS which relies on pre-tested official data and not on unsafe RSS feeds. One more reason why CEACT is THE safety tool which helps preventing accidents on the western rivers, but also in coastal waters covered by BSB or S-57 NOAA charts.

Greg and his team identified the requirement to ease chart operations and included a convenient download button within CEACT which allows weekly updating of all river charts plus the new USACE buoy overlay at a fingertip providing the smallest data volume on the market.

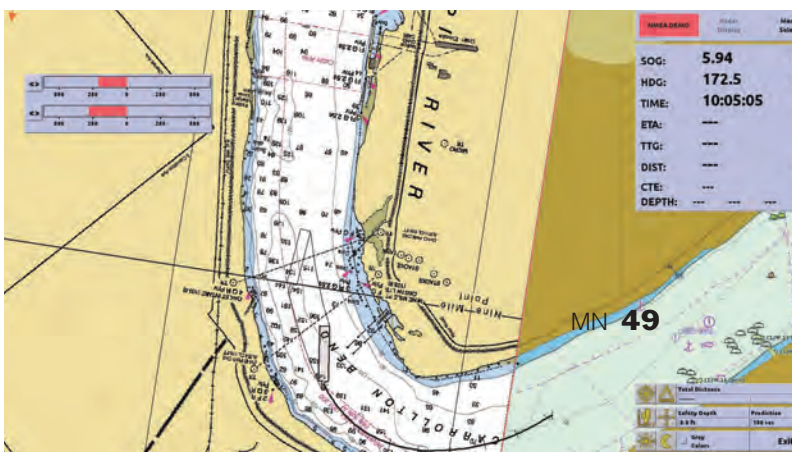
Today there are many navigation products in the market which are being used by marine pilots, yachtsmen and workboats. Some of these products are loaded with hundreds of options which make operation under extreme conditions difficult and may lead to errors. For CEACT and its users, ease of operation and high reliability with a proven downtime of only 8 hours per year (better than 99.9 percent availability!) are still an industry benchmark.

CEACT Updated

The latest CEACT version has just been released and still helps keeping ships and barges moving; regardless how bad conditions may be. The new version includes a new interface for enhanced readability in all ambient conditions, and more user friendliness in general. This helps the river pilot to safely navigate and focus on the most relevant data which helps prevent accidents. The advanced chart rendering allows faster loading and display of the respective chart which remarkably optimizes the application. Users will also benefit from the fully automatic CPA function which includes different types of calculation for rivers, channels and offshore. With extended support of BSB charts including head-up display CEACT becomes more powerful in remote areas not yet covered by ENCs.

Together with the well-established and widely shared Western River Chart package, weekly updates, and the USACE´s buoy overlays, CEACT continues to significantly increase the safety on board.

www.ceact.com



PEOPLE & COMPANY NEWS


Sobeck


Jacquelin


Propeck


Rooney

St. Lawrence Seaway Welcomes Carter to Board

The St. Lawrence Seaway Management Corporation (SLSMC) has appointed Gerald Carter to its Board for a three-year term. He replaces Ralph Mercier as the representative for the Québec Provincial Government. Carter is a past President of Canada Steamship Lines Inc. (CSL), joining CSL in the early 1990s as Director of Information Systems.

Sobeck Named NOAA Fisheries Assistant Administrator

Eileen Sobeck has been named as assistant administrator for NOAA Fisheries. Sobeck will oversee the management and conservation of recreational and commercial fisheries, and the protection of marine mammals, marine protected species, and coastal fisheries habitat within the U.S. exclusive economic zone. Sobeck is a graduate of Stanford University and Stanford Law School.

Willard Names Jacquelin Director of Marketing

Willard Marine, Inc. announced the appointment of Karen Jacquelin as director of marketing. Jacquelin will be responsible for leading Willard Marine's product and brand marketing strategy, including all advertising, public relations and event marketing initiatives. She will be based out of the company's corporate offices in Anaheim, Calif. She brings 20 years of business development experience to Willard Marine. She holds a Bachelor of Arts and Bachelor of Science from the University of Southern California.

Propeck Joins Global Diving

Global Diving & Salvage, Inc. named John Propeck as General Manager for their Gulf Coast regional office. Based in Houston, Propeck will be responsible for the development of new and ongoing business opportunities within Global's core service lines: Offshore Operations, Marine Construction, and Casualty Response. Propeck brings with him over forty-five years of multi-faceted experience in the commercial diving and maritime industry.

Tru-Marine Announces Executive Appointment

The Tru-Marine Group announced that Isaac Yohanan has joined as a General Manager and Director of Tru-Marine Houston LLC. Yohanan will be responsible for Tru-Marine's business and service operation in the US and the Americas focusing on its rapidly expanding presence in the marine and off-shore energy markets in North, South and Central America. A seasoned banking and maritime executive, Yohanan brings 20 years of experience to the job.

Port of Hueneme Achieves another First

The Port of Hueneme Board of Commissioners voted in officers for


Gerrard Fiorentino

Gerrard Fiorentino, inventor, entrepreneur and namesake of Fiorentino Para-Anchor died Sunday, Jan. 5 due to heart failure following a stroke late last year. The 89-year-old had a long and illustrious career in many facets of the marine industry. At 23, Fiorentino inadvertently invented the modern para-anchor while captaining his 65-foot tuna boat, Onward, off the coast of Mexico. In the 66 years that followed, he designed revolutionary commercial fishing machinery and his para-anchor became a mainstream safety device awarded numerous patents and recognized by NASA. In 1995, Fiorentino moved into an advisory role at Fiorentino Para Anchor. To produce manufactured para-anchors that met the needs of more boats, the company moved into full-scale research, development and manufacturing mode. The result was the discovery of Fiorentino's Para-Ring technology and Constant Rode Tension theory. These products have completely changed how boaters manage heavy weather emergencies. Mr. Fiorentino was interred with military honors Jan. 16th in Rancho Palos Verdes next to his wife, Kay. He is survived by a sister, Josephine, many nephews, nieces and godchildren.


Blake


Weinberg


Soles


Bernstein

2014 at their first meeting of the year held January 13, 2014. At the meeting, Mary Anne Rooney received unanimous Board support and will be the port's first woman to take the office of Board President. Commissioner Herrera was named Vice President and Commissioner Manuel Lopez was voted Secretary.

Larson Boat Group Names Blake VP Sales and Marketing

Patrick J. Blake has been named Vice President of Sales and Marketing of Larson Boat Group (LBG). Blake comes to LBG with over 20 years of experience in the marine industry – the bulk of which is in sales management and business development. Mr. Blake worked for over 23 years in a variety of senior executive positions at Brunswick Corporation.

Canaveral Board Elects Weinberg as 2014 Chairman

Thomas Weinberg will serve a second consecutive term as Chairman of the Canaveral Port Authority Board, accepting the job after a unanimous vote during the January Commission meeting. Weinberg began his Board tenure in January 2011 and was previously Chief of Staff for former U.S. Sen. Mel Martinez and Deputy County Administrator for Orange County, Florida government.

Soles joins the Glosten Associates

Peter Soles has joined The Glosten Associates as a Marine Consultant and

Magar

Matis

de Vries & Schettle

will be supporting the firm's ocean engineering and marine logistics projects. Prior to joining Glosten, Soles contributed to marine projects throughout the Pacific Northwest and Alaska for over 13 years as a tug operator and marine operations manager for two local marine transportation companies. A licensed mariner, Soles is a graduate of the University of Washington and the University of Oregon.

PVA Elects 2014 President, Officers and Board Members

During the PVA Annual Convention at MariTrends 2014, held January 18-21 in Houston, TX, the Passenger Vessel Association elected Terri Bernstein as PVA President for 2014. Also elected to terms as PVA Officers for 2014 were PVA Vice President Dave Anderson, and PVA Secretary Treasurer Margo Marks. Captain Terri Bernstein is Vice President of Operations of BB Riverboats in Newport, KY. The family-owned business is the oldest riverboat company in the Greater Cincinnati, OH Region. BB Riverboats has been a member of PVA since 1979.

HB Rentals Names Magar as Director of HSE

HB Rentals, a Superior Energy Services company, has named Kristian Magar as director of health, safety and environment (HSE), announced Deidre Toups, HB Rentals president. Based in Broussard, La., Magar's responsibilities include strengthening, promoting and developing new processes and programs to foster a safety-focused culture throughout HB Rentals' global operations. Magar is a certified safety professional (CSP), and received a Bachelor of Science and a Master of Science in engineering and technology management from UL, as well as a doctorate in industrial engineering from the University of Houston.

Hoover Container Solutions Adds Matis to GoM Team

Hoover has named Matt Matis as director of sales for the Gulf of Mexico region. Matis is based in Thibodeaux, La., and will work closely with Hoover's facilities in Port Fourchon, New Iberia and Scott, La. Matis will lead Hoover's Louisiana sales efforts with a focus on the offshore industry while managing several major customer accounts. Matis holds a bachelor's degree from Nicholls State University.

Ellicott Dredge Enterprises (EDE) Announces Major Personnel Additions

Ellicott Dredge Enterprises has announced changes to its senior management team. Gert de Vries has joined as Senior Director of Engineering, in which capacity he will be supporting the engineering departments of all of Ellicott's brands. Rob Schettle has been promoted to General Manager at Ellicott's subsidiary Liquid Waste Technology. He will now be responsible for running the plant in New Richmond, Wisconsin. Gert received his degree in Naval Architecture/Shipbuilding Engineering from the Haarlem Technical College in the Netherlands. Schettle graduated Magna Cum Laude from the University of Wisconsin-Stout with a degree in Industrial Technology - Product Development. He also holds a degree from Century College in Mechanical Drafting.

W&O Makes Leaderships Changes

W&O announcing several key changes to the leadership team at the company's various offices.

Vince Rodomista, a graduate of Kings Point with a degree in Marine Engineering and Marine Transportation, joins W&O as General Manager of the Houston branch. Craig Cabiro joins W&O the Greater Houston Sales Manager. Debbie Garner, Regional Manager at W&O, will continue to oversee the growth and expansion of W&O's Gulf Region branches. Tony Calamia, a six-year veteran of outside sales at W&O, was named Sales Manager for the New Orleans and Houma locations. Johnny Lasseigne was promoted to Operations Manager at the Houma branch. The firm also announced new leadership in its Charleston, Norfolk and Fort Lauderdale branches. Kyle Posey, Phil Jiannine and Charles Ledford, all longtime W&O employees, have been promoted to the position of Branch Manager. Kyle Posey, a W&O employee since 2004, will lead the Charleston location. Charles Ledford will now serve as Branch Manager of W&O's Fort Lauderdale branch. Phil Jiannine has been promoted to Branch


Venegas


Quinn


Wachel


Thomas

Manager of the Norfolk location.

MTN Appoints Industry Veteran Santos Venegas

MTN Communications (MTN) announces Santos Venegas has joined the company as general manager for its Oil and Gas Division. A 35-year industry veteran and respected consultant, Santos most recently served as managing director for Latin America at Harris CapRock.

Severn Trent Services Names Quinn COO, Water Purification

Severn Trent Services announced that Lawrence Quinn has been appointed to the position of chief operating officer for the company's Water Purification business. Quinn joined Severn Trent Services in July 2013 as vice president, Global Operations. Prior to joining Severn Trent Services, Quinn held the position of president and chief executive officer of Alstom Power's Turbines Business in Chattanooga, Tenn.

Wachel Joins Parsons Brinckerhoff

William Wachel has been named a Senior Supervising Engineer, Ports and Marine, in the Houston office of Parsons Brinckerhoff, a global infrastructure strategic consulting, engineering, and program/construction management organization. In his new position, Mr. Wachel will manage ports and marine projects throughout Texas and the Southeastern United States. Mr. Wachel comes to Parsons Brinckerhoff following 25 years with the Port of

Boxer

Shuster

Dane III

Great Lakes Stone Carrier

Houston Authority. Wachel received a Bachelor of Science degree in civil engineering from Texas A & M University.

Thomas Joins Blank Rome

Matthew J. Thomas has joined Blank Rome's Washington, D.C. office as a partner in the maritime, international trade, and public contracts group. Mr. Thomas has more than twenty years of experience in maritime and international trade regulation and government affairs. Thomas is a member of the Connecticut Maritime Association, and a member and past President of the Maritime Administrative Bar Association in Washington, D.C.

Lawmakers Boxer, Shuster Selected For AAPA's 2014 'Port Person of Year' Award

U.S. Sen. Barbara Boxer (D-CA) and U.S. Rep. Bill Shuster (R-PA) have been jointly selected to receive the American Association of Port Authorities' (AAPA) 2014 "Port Person of the Year" award. The bi-partisan nomination for AAPA's most prestigious annual award was submitted by the California Association of Port Authorities (CAPA). Sen. Boxer is the current and first female chair of the Senate Environment and Public Works Committee. Having served on the House Transportation and Infrastructure Committee since being elected to Congress in 2001, Rep. Shuster now chairs that committee, co-chairs the Water Resources Development Conference Committee, and serves on the House Armed Services Committee. Both are champions of the effort to pass the Water Resources Reform and Development Act of 2013 (WRRDA).

HydroComp Celebrates 30 Years!

HydroComp, Inc. is celebrating 30 years in business. Hydrocomp began in 1984 to meet the specific needs of naval architects and shipbuilders in the area of resistance and power predictions. Thirty years later, HydroComp has grown into a multi-faceted corporation with clients from design to construction to academia in over sixty countries. Founded in 1984 in New Hampshire, USA by Jill Aaron (Managing Director) and Donald MacPherson (Technical Director), HydroComp was a pioneer in the very specific area of applied hydrodynamics.

Gulf Coast Shipyard Group Joins Port of Gulfport

Gulf Coast Shipyard Group, Inc. announced its expansion by signing a three-year lease with one-year options with the Port of Gulfport. Specifically, Gulf Coast Shipyard Group will use 400 linear feet of dock space on the Port's East Pier and 15,000 square feet of warehouse space to outfit the dual fuel liquefied natural gas (LNG) powered vessels it is building for Harvey Gulf International Marine.

John Dane III, president of Gulf Coast Shipyard Group said, "We are pleased to work with the Port of Gulfport and grow our business in Mississippi." The Port of Gulfport is undergoing a $570 million restoration and is roughly 18 months from completion. Gulf Coast Shipyard expects its first vessel to be at the Port of Gulfport in mid-March.

Vigor set to buy Seward Ship's Drydock

The owner of Seward Ship's Drydock has signed a letter of intent to sell the assets of the Seward, Alaska, shipyard company to Vigor Industrial. The two companies are currently negotiating the terms of the potential sale and expect the sale to be finalized after satisfactory completion of environmental, financial and business due diligence and after Seward Ship's Drydock, Vigor and the City of Seward reach a final agreement on certain details of the agreement. Vigor will leverage its existing strong public/private partnerships in Alaska to maximize opportunities for the Seward yard.

Harsh Winter Costs U.S. Great Lakes Fleets; Seaway Finishes with Surge

Weather, ice and cancelled cargos limited U.S.-flag Great Lakes cargo movement to 7.1 million tons in December. The fleet's year-end total slipped to 89.2 million tons, down 0.4% compared to 2012. Brutal weather also slashed ore shipments to just 4 million tons, also down 21% from last year. Separately, a surge in grain movements led to a strong finish for the St. Lawrence Seaway. The Seaway closed for the season on January 1, but a late harvest produced record grain volumes. 4.4 million tons of cargo moved through the Seaway in December, exceeding the five year December average by 20%.

Compact Genset for Onboard Serenity

Equipment noise is a thing of the past with a new Marine Exhaust Systems G-19 water drop generator muffler. The G-19 water drop muffler accommodates gensets rated from 30-85 kW; 105 kW units are available on request. The customizable compact, low profile, one-piece design blends well into any engine room setup and reduces engine room clutter meting nay application.

www.marine-exhaust.com

Hyde Marine's IMO Type Approved Hyde GUARDIAN Gold BWT

Hyde's GUARDIAN Gold Ballast Water Treatment System offers the smallest footprint for easy installation and combines auto-backflushing filtration with reliable UV disinfection technology in a chemical free process. UV treatment is unaffected by salinity or temperature, without producing hazardous byproducts or increasing corrosion. Proven to exceed IMO D2 and USCG standards, 300+ systems have been sold over ten years of onboard operating experience.

www.hydemarine.com

Pelco 360-Degree Camera for Situational Awareness

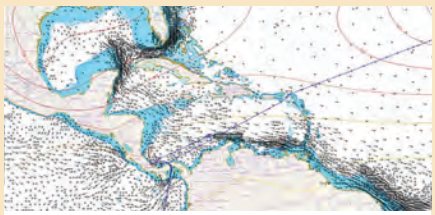
Schneider Electric and Oncam Grandeye have partnered on the Evolution 360-degree camera range, providing unprecedented situational awareness. Pelco incorporates 360-degree technology and dewarping software to provide a camera range with total situational awareness. The feature allows users to go back in time to view the scene and then pan, tilt and/or zoom (PTZ) within the 360-degree image. Multiple users can view the same image simultaneously.

www.pelco.com/panoramic

Garmin GPS's MAP 8000 Glass Helm-Series

FLIR Systems and Garmin International have integrated Garmin's GPSMAP 8000 Glass Helm-Series multifunction device and FLIR's M and MD-Series thermal night vision cameras. Boaters can now access and control FLIR's thermal imaging using Garmin's new multifunction displays. The GPSMAP 8000 Glass Helm-Series provides easy-to-use chart plotting solutions and includes control of FLIR Thermal Night Vision Systems, sonar, integrated autopilot, and engine data.

www.FLIR.com



Transas FleetView Integrates MeteoGroup Data

Transas Marine has integrated MeteoGroup weather data in its Transas FleetView Online SSAS-tracking software. Utilization of weather service from the MeteoGroup in the FleetView Online (FVO) is a key advantage to Transas customers. FleetView Online weather interface provides current and 5-day forecasted weather data over the entire chart folio, displaying sea conditions such as wind, waves and swell, current and other weather elements.

www.transas.com

Industrial Nanocoating Saves Billions on Corrosion Costs

Advancements in nanotechnology currently offer organizations with cargo ships and industrial equipment a long-term alternate to conventional paints. Nanovere Technologies introduces Nano-Clear for Industrial Applications, designed to improve corrosion resistance, abrasion resistance and prevent the underlying paint from UV degradation. Nano-Clear industrial coating restores, enhances and preserves newly painted or highly oxidized paint surfaces.

www.nanocoatings.com

Seall Passage Planner Strengthened with AIS Feature

Jargoon has announced that a new interface to AIS Hub has been added to Seall Passage Planner (SPP). The versatile passage planning software which was launched in November 2013, provides AIS by using the SPP Virtual AIS Radar. This allows quick access to vessel traffic within the coverage of the Hub's traffic tracking service, and display the collated data to the mariner during passage planning.

www.jargoon.co.uk

Hobart Stick Electrode Improves Control and Quality

Hobart Brothers Company's Hobart 610 stick electrode features a concentric design, ensuring an even coating along its entire length and consistent arc performance. Operators gain greater control and weld quality as a result, along with reliable weld penetration and arc stability. The stick electrode is designed for use in pipe welding applications, construction and shipbuilding, maintenance welding and general-purpose fabrication.

www.HobartBrothers.com

SCI Simulator Offers One-on-One Training

With a new simulator in full operation, SCI helps mariners complete assessments previously only available in large class settings or in the real world when exact conditions could be met on the water. The simulator offers affordable one-on-one assessments to help meet individualized training goals, obtaining credentials for licenses, and radar recertification. For mariners applying for new jobs, it allows them to demonstrate skills to the company.

www.seamenschurch.org

Martek's Network-Connected ECDIS

Martek Marine's one-of-a-kind iECDIS integrates a GSM modem, offering automatic download and installation of charts, updates and notices to mariners, reducing administrative burdens associated with CD updates. The GSM modem uses mobile network signals to keep iECDIS up to date anywhere with mobile signal, downloading the most recent piracy warnings and weather forecasts which can be instantly overlaid on the chart display itself.

www.martek-marine.com

InSinkErator Penetrates Maritime Industry

InSinkErator's food waste disposers are being installed across various types of shipping vessels ranging from cargo vessels to cruise ships, including an ice breaking research vessel. The newly installed SS-300 is expected to help with recent guidelines on proper food waste disposal released by DNV. The SS-300 facilitates processing and disposal of food wastes to improve ship hygiene in line with the vessel's environmental responsibility.

www.insinkerator.com

McMurdo Group Accelerates Integration of SAR Technologies

The new global leader in end-to-end search and rescue (SAR) and maritime domain awareness (MDA) solutions is McMurdo Group. Comprised of Orolia's former Positioning, Tracking and Monitoring Division, it combines Boatracs, Kannad, McMurdo and Techno-Sciences into the industry's first, single-vendor provider of end-to-end life-saving and tracking solutions including distress beacons, satellite connectivity infrastructure, monitoring / positioning software and emergency response management.

www.mcmurdogroup.com

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See www.sname.org/smc/program-presentations

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PPE Expands Endura Range of Sealing Solutions

Precision Polymer Engineering (PPE) has developed EnDura E90SR, a new EPDM elastomer material that provides outstanding high temperature steam resistance. EnDura E90SR is available as O-rings, T Seals and custom-molded geometries and is used in pumps, valves, turbines, geothermal tools and drilling equipment. Unlike traditional EPDM materials EnDura E90SR can withstand high temperatures (550°F) and high pressures, with excellent resistance to rapid gas decompression.

www.prepol.com

Dyena Vessel Monitoring System (VMS)

Dyena's Vessel Monitoring System (VMS) is a compact rugged unit that will store up to 10 years of data, providing a detailed record of structural events. Sampling at 2400 times per second, the Dyena VMS continuously monitors the shock and vibrations received by the vessel structure and stores the data to the onboard solid state memory, alongside position, speed, heading and time.

www.dyena.com

Mean Green Industrial Strength Cleaner & Degreaser

Mean Green Industrial Strength Cleaner & Degreaser is now available in 275-gallon containers. This larger size provides maximum value to high-volume commercial and industrial users. Ideal for industrial process cleaning, dip tanks/soaking, industrial machinery and equipment repair or rebuilding, Mean Green Industrial Strength Cleaner Degreaser has 40% more cleaning ingredients to quickly dissolve grease and grime.

www.meangreendegreaser.com/industrial-strength

Ocean Safety gains LR Authorization for gas cylinder inspection

Ocean Safety has received the EC Certificate of Authorization from Lloyds Register, allowing the company to carry out all in-house certifications of gas cylinders. Ocean Safety is now authorized to pressure test many cylinders including composite, welded steel, seamless steel and aluminum gas. These cylinders are used in many applications within the commercial marine markets, including liferaft inflation and fire suppression systems.

www.oceansafety.com

Industry's First Global Portable Satellite Hotspot, Iridium GO!

Iridium Communications' Iridium GO! Is the first portable satellite hotspot that connects to any smartphone, extending voice and data coverage when out of range of cellular networks. Iridium GO! creates a satellite-backed Wi-Fi zone anywhere on the planet, enabling up to five smartphones to make calls, get their email, text and use some apps, even when terrestrial networks are non-existent, unreliable or costly.

www.iridium.com

VesselVanguard Partners with Kadey-Krogen Yachts

VesselVanguard, the cloud-based maintenance management service, announced a new partnership with trawler yacht manufacturer, Kadey-Krogen Yachts. Adding value by simplifying and streamlining yacht management, Kadey-Krogen vessels will be fully provisioned with a one-year VesselVanguard subscription, featuring a digital library of equipment manuals, a customized maintenance and inspection calendar for all onboard systems, and powerful functionality to track and oversee service tasks.

www.vesselvanguard.com


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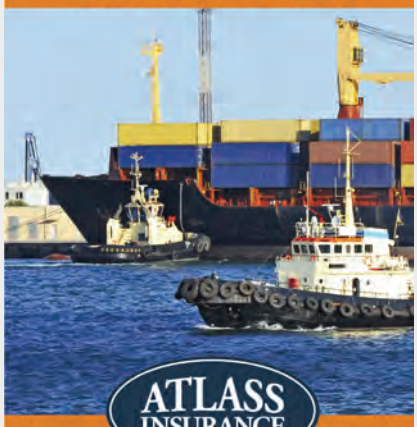

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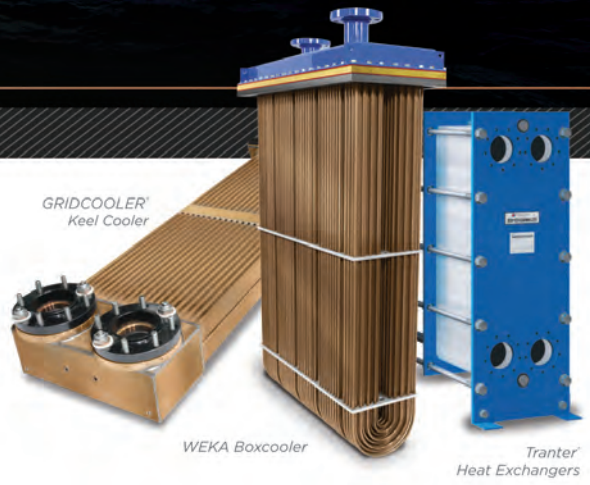

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