Coast Guard, Transport Canada Sign STCW Memorandum of Understanding

The long-awaited memorandum of understanding (MOU) between the U.S. Coast Guard and Transport Canada recognizing the domestic licensing system of each country for purposes of STCW was signed on November 12, 2002. The MOU was developed after requests from AWO that mariners on domestic near coastal voyages that pass through Canadian waters not be subject to the full scope of STCW (International Convention on Standards of Training, Certification and Watchkeeping for Seafarers) requirements. The MOU, signed by RADM Paul Pluta, U.S. Coast Guard Assistant Commandant for Marine Safety, Security and Environmental Protection, and Gerard McDonald, Marine Safety Director General, Transport Canada, provides that vessels trading between the United States and Canada may abide by the domestic regulations of the nation in which they are registered while they are engaged in cross border trade between the U.S. and Canada.

The Coast Guard's National Maritime Center (NMC) has also issued policy guidance for its Marine Safety Offices and Regional Exam Centers (RECs) explaining the MOU. The guidance explains that mariners on vessels of less than 200 GRT/500 GT are considered to be in compliance with STCW for entry into Canadian waters, provided they hold an...
Coast Guard,
Transport Canada Sign
STCW Memorandum of Understanding

(continued from page 1)

STCW certificate. The RECs are directed to issue STCW certificates endorsed for service on near coastal voyages that enter Canadian waters to mariners who have completed basic safety training. The NMC guidance adds that because current U.S. regulations prohibit the holder of a license limited to service on towing vessels (i.e., a Master, Towing Vessels license) from engaging on international voyages, the officers and crew of a towing vessel on a foreign voyage must hold licenses or qualified ratings and the corresponding STCW credentials. If the Coast Guard changes the towing officer licensing regulations, as both AWO and the Towing Safety Advisory Committee have requested, the NMC will issue additional guidance on this issue. (A final rule on licensing of towing vessel officers is now in clearance within the Coast Guard.)

For a copy of the MOU and NMC guidance, please contact Amy Brandt at abrandt@vesselalliance.com. AWO members with questions about STCW should contact either Jennifer Carpenter or Amy Brandt at (703) 841-9300.

Spill Response Capability Requirements NPRM;
Public Meeting Planned, Comment Period Extended

The Coast Guard has scheduled a public meeting on its proposal to increase the oil spill response capability requirements for tank vessels and facilities. The proposal, which comes on the heels of the controversial salvage and firefighting rulemaking, would require certain oil spill response planholders to ensure the availability of dispersant and aerial spill surveillance capability and would provide credit against existing mechanical recovery requirements for planholders with in-situ burning capability. The notice of proposed rulemaking (NPRM) was published in the October 11 Federal Register. (See October 18 AWO Letter.)

The public meeting will be held on Wednesday, December 18, at Coast Guard headquarters, 2100 Second Street, SW, Washington, D.C. The meeting will begin at 9:30 a.m. in Room 4618. If you would like to present remarks at the public meeting, please notify Mr. Robert Pond at (202) 267-6603 by December 11.

The Coast Guard has also extended the comment period on the proposed rule until April 8, 2003. All AWO member tank barge operators are encouraged to share their views with AWO and contribute to the development of an association position on the NPRM. To share your comments and concerns, please contact Jennifer Carpenter or Amy Brandt at (703) 841-9300 or via email at jcarpenter@vesselalliance.com or abrandt@vesselalliance.com, respectively. For a copy of the NPRM or the public meeting notice, please contact Amy Brandt.

107th Congress Adjourns, Leaves FY 2003 Appropriations Bills Unfinished

On November 22, the House and Senate officially closed the book on the 107th Congress. It was a difficult two years for the lawmakers, with concerns about terrorism and the partisan battles of a midterm election taking center stage. In the end, the House and Senate were able to reach compromise agreements and pass several key measures including maritime security legislation (see page 3), legislation that would create a Department of Homeland Security, and a terrorism insurance bill (see page 12). Success was limited, however, with lawmakers leaving a long list of unfinished business for the 108th Congress, including comprehensive energy legislation (see page 5) and the majority of the Fiscal Year (FY) 2003 appropriations bills.

Among the FY 2003 appropriations bills that await completion by the Republican-controlled 108th Congress are the Energy and Water Development bill funding the U.S. Army Corps of Engineers and the Transportation Appropriations bill funding the U.S. Coast Guard. Prior to adjournment, the House and Senate passed the fifth in a series of Continuing Resolutions that will keep the government, including these agencies, operating at FY 2002 levels.
President Signs Maritime Security Legislation Into Law

Following final approval by the House and Senate, President Bush signed maritime security legislation into law on November 25. The final bill was a combination of maritime security bills passed by both houses and a reauthorization bill for the Coast Guard. The legislation contained a number of provisions of interest to AWO members and had been the subject of a great deal of activity by AWO and its members during the 107th Congress. The final version of several issues of importance to AWO was as follows:

Vessel Security Plans

- The bill requires vessel and facility security plans, consistent with national and regional security plans to be developed by the Department of Homeland Security (DHS) and regional security committees.
- AWO had suggested that the security plan requirements be the subject of regulations that would allow use of AWO's Model Vessel Security Plan for compliance. The bill does require a rulemaking on vessel and facility security plans and AWO is working with the Coast Guard to ensure acceptance of the AWO Model Plan as a means of satisfying the forthcoming regulations.
- In addition, the conference report language accompanying the bill makes it clear that the security plan requirements are not intended to require vessel owners to contract in advance for private security resources in the event of an attack.

Transportation Security Cards

- The bill requires that the DHS issue security identification cards to individuals who are allowed unescorted access to secure areas of a vessel covered by a security plan, as well as licensed mariners. As a practical matter, this requirement will apply to virtually all vessel crewmembers.
- As AWO and others suggested, the bill places the timetable for implementation of the security card requirement under a rulemaking process that will allow for some flexibility in the implementation of the requirement.
- The conference report also directs the DHS to take into account the needs of vessel owners for timely issuance of required cards, and to provide for an alternative method of meeting the requirement when the Department cannot issue cards within 72 hours.

Automatic Identification Systems

- The security bill requires that vessels operating in U.S. waters have an Automatic Identification System (AIS). Under the timetable for implementing this requirement, new vessels built after January 1, 2003, would be required to carry AIS, and tank vessels would have the same requirement after July 1, 2003. All vessels operating in U.S. navigable waters would be required to carry AIS after December 31, 2004.
- Again, however, as advocated by AWO, the requirement is to be implemented through a rulemaking, and the administration is given authority to waive the requirement depending upon the type of vessel being operated or the waters upon which it is being operated. This waiver authority should allow a phased-in implementation of the requirement that takes into account the existence of the appropriate infrastructure to make use of the AIS information, as well as the practicality of the requirement for differing types of operating environments.

Tank Level/Pressure Monitoring Devices

- The final version of the legislation did not include language suggested by AWO and other groups regarding tank level/pressure monitoring devices (TLPM).
- Under a recently completed Coast Guard rulemaking, required by a federal court and pursuant to a provision of the Oil Pollution Act of 1990 (OPA 90), tank vessels will be required to have TLPM devices by 2007.
AWO, along with other interested organizations, had suggested a legislative modification of the OPA 90 provision that would take into account the economic, safety and feasibility concerns surrounding these devices.

Failure of the legislation to include the proposed modification will require further legislative effort on this issue in the upcoming 108th Congress.

Jones Act Waivers

The final version of the legislation also included two provisions, adopted at the last minute, that would allow potential waivers of the Jones Act. AWO, working with the Maritime Cabotage Task Force, was able to secure significant limitations imposed on the original proposals so that both provisions are much less damaging to the Jones Act than when they were initially drafted.

Launch Barges: The bill authorizes the use of foreign launch barges in the coastwise trade for the transport of platform jackets from Gulf of Mexico ports to the Outer Continental Shelf. The term "platform jackets" is further defined in the applicable portion of the Merchant Marine Act. The authorization for use of foreign-built vessels is limited in the following ways:

- The individual barges are specified and their use is linked to specific offshore projects (4 different barges and 7 different projects); and,
- The waiver does not apply where a Jones Act qualified vessel is available with the capacity to transport and launch the platform jacket or components.

Delayed Delivery of Tank Vessel: The bill authorizes a waiver for a foreign-built self-propelled tank vessel in the event that a contracted for U.S.-built vessel is delayed in its delivery for "unusual circumstances." This provision is also limited in the following ways:

- The contract for the U.S.-built vessel must be executed within 24 months of enactment of this legislation;
- The contract must represent a bona fide effort by the parties to construct and deliver a U.S.-built vessel in a timely manner, to be determined by the Secretary;
- The substitute foreign-built vessel must meet all other requirements for Jones Act service, i.e., U.S.-owned and U.S.-crewed;
- The U.S. shipyard contracted for the U.S.-built vessel must own a shipyard with sufficient infrastructure to construct the contracted-for vessel;
- The Secretary must determine that no other Jones Act qualified tank vessel or vessels, including tank barges, are reasonably available;
- The Secretary may not grant the waiver without giving public notice and the opportunity for owners of other Jones Act vessels the opportunity to indicate the availability of suitable substitute vessels or capacity;
- The substitute vessel may not have substantially greater capacity than the contracted-for vessel; and,
- The waiver may be for a maximum of 48 months and for no more than three self-propelled vessels, and will be terminated earlier if the unusual circumstances no longer exist, if suitable capacity becomes available, or if the contracted for vessel is delivered.

Closing of Lease Financing Loophole

AWO, along with the Maritime Cabotage Task Force, had suggested to the conferees that language be included in the bill clarifying the 1996 vessel lease financing provision that has resulted in incursions into the Jones Act.

During the conference deliberations, there was objection to including language clarifying the lease financing provision, and the final version of the bill contains no provision on lease financing.

Liability for Terrorist Attacks

AWO worked with the U.S. Chamber of Shipping, INTERTANKO, and other organizations to have included in the legislation two provisions dealing with liability for terrorist attacks.

One provision would have specifically included a terrorist attack, along with an act of war or the act of a third party, as a complete defense from liability for an oil spill under OPA 90.

The other provision would have protected a vessel owner from liability following a terrorist attack if the vessel owner was in substantial compliance with its anti-terrorism security plan.

Neither of these provisions was included in the final version of the bill. AWO, along with the other interested organizations, will continue to seek a vehicle for these two provisions.

If you would like a copy of the final version of the maritime security legislation, please contact Megan Tucker at (703) 841-9300.
Congress Fails to Act on Energy Legislation, 4.3-Cent Fuel Tax Phase-Out

As the 107th Congress drew to a close, the conference committee considering H.R. 4, the comprehensive energy package that included the phase-out of the 4.3 cents-per-gallon fuel tax, failed to reconcile many significant differences. Energy Conference Chairman Billy Tauzin (R-LA) made a final effort to salvage the energy measure just prior to adjournment, proposing that a scaled-down bill be brought to the floor for consideration. On the afternoon of November 13, key Senate energy conferees and leadership representatives rejected Chairman Tauzin's proposal, effectively killing the legislation for the year and sending the process back to square one for the next Congress. Sources indicated that many lawmakers expressed concerns that passage of a scaled-down energy bill during the post-election session would hurt prospects for moving comprehensive energy legislation next year when Republicans control both chambers of Congress.

Special thanks to all of the AWO members who contacted their lawmakers on this important issue! Your strong grassroots outreach helped build bipartisan support for a phase-out of the 4.3-cent tax. While the phase-out will not be enacted this year, we already have a firm base of support for our repeal efforts when Congress considers a comprehensive energy package next year.

Special thanks to all of the AWO members who contacted their lawmakers on this important issue! Your strong grassroots outreach helped build bipartisan support for a phase-out of the 4.3-cent tax. While the phase-out will not be enacted this year, we already have a firm base of support for our repeal efforts when Congress considers a comprehensive energy package next year.

DID you KNOW?

Barge Traffic Exceeded 800 Million Tons for Last Five Years

As the chart shows, the barge industry first carried more than 800 million tons of cargo in 1996 and has stayed above that benchmark in subsequent years.

For more information, contact Doug Scheffler, AWO's Manager of Research and Data Analysis, at (703) 841-9300 or via email at dscheffler@vesselalliance.com.

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Source: U.S. Coast Guard & U.S. Army Corps of Engineers.

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A WO is now accepting sponsorship applications for the 2002 AWO Letter. Each great advertising opportunity costs $500, which includes a front-page “sponsorship block” featuring your company’s name, location, logo, and Web site address. The ad is also placed on the AWO Web site, which can be found at www.americanwaterways.com. Each issue is archived and kept on the site for at least a year.

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March 21         March 21        May 30
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April 18         April 21        May 10
May 2            May 21         June 27
May 16           May 30         July 11
May 30           June 13        July 25
June 13          July 10        August 8
June 27          July 25        August 22
July 11          August 8       September 5
July 25          August 22      September 19
August 8         September 5    October 10
August 22        September 19   October 24
September 5      October 10    November 7
September 19     October 24    November 21
October 10       November 7    December 5
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December 5       December 21   December 27
December 19      December 24   December 27

To become a sponsor, simply complete the attached sponsorship form and fax to Traci Fischer at (703) 841-0389. Remember -- sponsorships are sold on a first-come-first-served basis. If you have any questions, please contact Traci at (703) 841-9300 or via email at tfischer@vesselalliance.com.
The AWO Interregion and Coastal Safety Committees held their third annual joint meeting in Baltimore, Maryland, on November 7-8. Attending were 54 AWO members, representing 43 AWO member companies.

Invited speakers addressed areas of interest to both safety committees. Capt. Mike Karr, U.S. Coast Guard Chief of Office of Investigations and Analysis, noted that his office has the motto, "We keep history from repeating itself," and aims for this goal through analysis and review of incident statistics. Capt. Karr reported that a recent re-analysis indicated that fall overboard incidents were still the major cause of crew fatalities in both coastal and inland operations. He also reported that his office was reviewing bridge allision statistics in support of the Coast Guard-AWO Bridge Allision Working Group. Capt. Jeff Lantz, Coast Guard Chief of Office of Design and Engineering Standards, updated the committees on the status of the Coast Guard’s efforts in promoting the Crew Endurance Management System (CEMS), a holistic program that addresses endurance factors in the maritime environment. Capt. Lantz emphasized that his office constitutes the National Crew Endurance Help Desk and that his staff, CDR Bryan Emond, LT Scott Calhoun and LT Sam Stevens, are available to answer questions on CEMS implementation at (202) 267-0173.

Several presentations highlighted the 2002 safety committee goal of improved techniques for crew training. Gene Fetteroll, Fetteroll Associates, spoke about principles of adult learning and offered 10 key components to incorporate into crew training. Julie Hile, Hile Group, and Greg Brooks, SeaRiver Maritime, detailed a leadership training program that they developed for SeaRiver wheelhouse personnel.

### Coastal Safety Committee

In a breakout session to conduct Coastal Safety Committee business, Mike Sollosi, Chief of the Coast Guard’s Vessel Traffic Management office, briefed the committee on the status of Automatic Identification System (AIS) implementation. Mike Crane, National Oceanic and Atmospheric Administration (NOAA); Dominic LaSenna, Crowley Maritime Corporation; and Ed Burdorf, Crowley Liner Service, briefed the committee on Crowley's collaboration with NOAA to increase offshore weather information gathering and reporting. The Bridge Allision Subcommittee provided the sample bridge transit procedure it developed. The full committee also endorsed the work of the Vendor Safety Subcommittee; a sample questionnaire, letter and checklist that companies can use to assess the safety programs of their towing vendors. These documents will be distributed to all AWO members.

### Interregion Safety Committee

The Interregion Safety Committee also conducted its work in a breakout session. Mike Rushing, Rushing Marine Services, spoke about practices that can improve crew retention. Andrew Cannava, American Commercial Barge Line, presented Dr. Dan Peterson's criteria for "World Class Safety," the last in a series on a renowned safety and quality program. John Patterson, Midland Enterprises, urged the committee to participate in its effort to collect injury statistics. The Lesson Plan Subcommittee submitted its latest product, a lesson plan on slip, trip and fall prevention, targeted at one of the root causes of fall overboard incidents.

AWO staff members also gave reports to the joint committees. Amy Brandt, Manager - Government Affairs, informed the group of the Department of Transportation's Collaboration with NOAA to provide comprehensive weather information gathering and reporting.

(continued on page 7)
Change to the Internal Audit Section of the RCP Explained

(continued from page 6)

These changes are meant to strengthen the program by including more robust requirements for internal audits and will ensure that all nonconformities, including violations of law, are identified by the company, and then corrected in a realistic timeframe, with responsibility for such corrective actions clearly established. All corrective actions will then become a material part of the company's safety program and verified by the company's AWO-certified auditor as a regular part of its RCP recertification audits. This approach is consistent with the view that a systems approach, flexible and company-specific, will reveal opportunities for improvement as well as monitor the company's commitment to the program. The Board of Directors believes that this change will significantly strengthen the Internal Audit section, and address an opportunity to improve the Responsible Carrier Program.

If you have any questions about these changes, or any other question related to the Responsible Carrier Program or Responsible Carrier Program audit, please contact Bob Clinton or Kathy Rehak at (703) 841-9300.

Safety Committees Endorse New Safety Tools; Develop 2003 Goals

(continued from page 6)

The U.S. Coast Guard Research and Development Center has developed a Crew Endurance Management System (CEMS) to help companies introduce into their operations a holistic program addressing endurance factors. The following is adapted from materials supporting the CEMS and is the ninth in a series of articles that will discuss alertness and endurance and the factors affecting them.

Part I: The Science of Endurance Management

August 9: What is Crew Endurance?
August 23: What Is Crew Endurance Management?
September 6: What Is the "Red Zone"?
September 20: How Can the "Red Zone" be Managed?
October 4: How Is Energy Produced?
October 18: How Does Light Affect the "Red Zone"
November 1: How Can the "Red Zone" Be Shifted?

Phase I: Program Development

As with any project, development is the crucial first step. Despite some misperceptions, CEMS does not mean simply changing a watch schedule. CEMS is a field-tested system with concrete phases and steps that must be undertaken in a logical way to be successfully integrated into a company's operations. Many facets of a company's operations and structure...
must be considered and resources tapped to ensure that CEMS is fully explained to all employees involved, both crewmembers and shoreside staff. Once a company commits to implementing CEMS, education about elements of the program must be undertaken. CEMS relies on the communication between, and support of, all areas of company operations -- management, shoreside support and crewmembers -- to achieve the desired goals.

Phase I consists of several steps, each with specific elements. Developing a CEMS program involves the following:

- Setting up and training a Working Group;
- Analyzing the current situation; and,
- Drawing up a CEMS plan.

Setting Up and Training a Working Group

The Crew Endurance Working Group (CEWG) is responsible for all aspects of implementing a CEMS aboard a maritime vessel, including:

- Identifying the endurance risk factors relevant to the vessel;
- Creating a collaborative network to facilitate implementing CEMS aboard the vessel; and,
- Devising and deploying a CEMS plan specific to the vessel.

To be effective, a CEWG must include or represent all those individuals who stand to be affected by the implementation of CEMS aboard a particular vessel. A CEWG typically consists of the following individuals:

- One or two company officers;
- Company operations manager;
- Captain/pilot/mate of the vessel;
- Engineer of the vessel; and,
- One or more deckhands of the vessel.

To control factors affecting crew endurance requires the development of a supporting organizational infrastructure. Without management support, individual crewmembers cannot effectively implement endurance management practices.

The members of the CEWG must receive training as needed in identifying and managing crew endurance risk factors; creating collaborative networks to facilitate CEMS implementation; and, devising and deploying CEMS.

Typically, the goal of a CEWG is to develop a CEMS for a particular situation -- in most cases, a specific vessel; however, CEMS can also be set up to apply to an entire company.

Successful working groups avoid personal or organizational agendas, and seek improvement of policies and crew management practices that will help crewmembers maintain endurance.

For further information, please contact Bob Clinton or Kathy Rehak at (703) 841-9300.

AWO Southern Region Meeting Scheduled for January 23-24

AWO's Southern Region Winter Meeting will be held January 23-24 at the Le Meridien Hotel in New Orleans, LA. The meeting is being held in cooperation with the Shipbuilders Council of America (SCA) and the Louisiana Association of Waterways Operators and Shipyards (LAWS), and will begin with an SCA-sponsored golf tournament on Thursday morning. On Thursday afternoon, the LAWS Association will hold its annual meeting, and the AWO Southern Region reception will follow at 6:00 p.m. The business meeting will begin at 8:30 a.m. on Friday morning. To register for the meeting, please complete the attached registration form and fax it to Marilyn Clark at (985) 674-2291. Rooms have been blocked at the Le Meridien at a group rate of $163, and must be reserved by January 6 to guarantee the AWO rate. To reserve a room, please call the hotel directly at (504) 525-6500 and mention the group name “American Waterways Operators.” For additional information contact Marilyn Clark, (703) 841-9300.
Lower Mississippi River Safety Advisory Committee, a congressionally-chartered committee which advises the Coast Guard on issues involving the deep-draft Mississippi River, met recently in New Orleans. The status of the local Vessel Traffic System (VTS) as well as the Automatic Identification System (AIS), which will be used on the VTS, was a prime topic of discussion. The Coast Guard has struggled to overcome a number of problems with the VTS system implementation, including placement of radar towers and communications. However, at the meeting, the head of the VTS center, LCDR Mark Kasper, told the group that the Coast Guard is addressing the concerns and expects to have the VTS fully operational by Fall 2003.

On the subject of the AIS system, committee members expressed their concern at the Coast Guard's efforts to implement the new technology without fully testing the new AIS standards in New Orleans. Members stressed that AIS is still a relatively new concept and new international standards have only been completed in the last year. They urged the Coast Guard to bring a number of AIS units to the port and allow mariners to test them under real operating conditions. In the end, the committee agreed to send a letter to the Coast Guard urging it to conduct the tests and recommending that the testing be done under a homeland security grant.

For additional information, contact Ken Wells at (985) 674-1718 or via email at kwawo@msn.com.

Atlantic Region

MARAD Sponsors Marine Transportation System Short Sea Shipping Conference

The Marine Transportation System (MTS) Short Sea Shipping Conference was held in New York City on November 12 - 13. The two-day conference was designed to explore the development of a robust shipping system to aid in the reduction of growing freight congestion on our nation's rail and highway systems.

The conference included a welcoming address by Captain William G. Schubert, Maritime Administrator, who highlighted the growing landside congestion at the nation's ports, the need to rely on ports for present and future military shipments, the preservation of seagoing job opportunities, shipyard initiatives to expand short sea shipping, and a prerequisite of enhanced relationships between labor, business and government.

Former Congressman Robert Roe (NJ), former House Banking Committee Chairman, delivered a stimulating luncheon address in which he encouraged attendees to "stop preaching to the choir and take the message to the Hill." Former Congressman Roe outlined the evolution of the intermodal transportation concept in the early 1990s and described an investment in the nation's transportation network as an invaluable economic development tool to achieve social, environmental and economic goals.

The conference was structured into several panel discussions and breakout sessions and concluded with specific recommendations. The recommendations related to waterborne transportation focused on the role fast ships and tug and barge units can play in the future expansion in the movement of freight, special cargo and containers within a port complex and along the "Atlantic Highway." The solution to implementing the short sea shipping alternatives was seen as limited government funding to "push start" a program which includes the availability of capital construction funds (CCF), operational incentives (ODS), streamlined Title XI funding, federal tax incentives and direct state and local funds for shore-side facility improvements.

A perspective on the role of the tug and barge industry in inland and coastal trade was presented by Mr. Timothy Casey, Chief Executive Officer of K-Sea Transportation Corp. Mr. Casey described the scope of operations of K-Sea transportation as including the movement of petroleum products along the East and Gulf Coasts and bunkering operations within the Port of New York/New Jersey. Mr. Casey stated that the
imperative that drives coastal transportation of petroleum is safety in the transportation of bulk commodities, the integrity and maintenance of the equipment, and the protection of the crew aboard a tug and barge unit and the environment in which they operate. Mr. Casey outlined some of the difficulties the industry presently faces in the areas of recruitment and retention of mariners and the potential strict liability the mariner may encounter for incidents or accidents involving an oil spill. Recruitment of mariners has become increasingly problematic. Company incentives that may help to alleviate recruitment difficulties include company-sponsored training and advancement programs that prepare the mariner for accelerated advancement in the maritime industry. The environment aboard a vessel has also become the focus of company attention related to more flexible work hours, ergonomically designed work stations, healthier and more nutritious meals, and more restful “off hours.”

Mr. John Doyle, Vice President - Government Relations for Waterways Work!, suggested that the maritime industry focus on programs with reasonable and achievable goals; programs that do not compete with rail and truck initiatives but rather embody multi-modal and intermodal components; programs that incorporate a non-traditional approach to waterborne transportation of commodities; and programs that serve to reduce surface transportation problems, provide economic stimulation for localities and are viewed as a solution to our nation’s expanded military and international trade role.

Welcome, New AWO Members!

New Carrier Members:

Tri-River Fleeting & Harbor Service
P.O. Box 894
Bethel Park, PA 15102

Rep: Mr. Brian Mosesso
Vice President - Operations

Marine Centre, Inc. / Upper St. Rose Fleeting Co.
P.O. Box 1028
Destrehan, LA 70047

Rep: Mr. Alan J. Savoie
Assistant Manager
Is your company interested in a highly visible advertising opportunity that not only hits your target audience, but also shows your ongoing support for the maritime community? Sponsor an edition of the award-winning *AWO Letter*!

**How much is it?**

The cost of sponsoring an edition of the *AWO Letter* is $500 per issue.

**What do I get?**

Each sponsor receives a front-page “sponsorship block” featuring your company’s name, location, logo, and Web site address. If you have the ability to provide us with formatted artwork via email or FedEx, you have the option to use that as well.

**Anything else?**

In addition to running in print, the ad is also placed on AWO’s Web site, www.americanwaterways.com, which is archived and kept on the site for at least a year.

**How do I sign up?**

To become a sponsor, simply complete this sponsorship form and fax to Traci Fischer at (703) 841-0389. Remember -- sponsorships are sold on a first-come-first-served basis. If you have any questions, please call Traci at (703) 841-9300.

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**To secure your sponsorship, please fax this completed form to Traci Fischer at (703) 841-0389.**

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**2003 AWO Letter Sponsorship Form**

**Contact Information**

- **Contact Name:** ______________________________
- **Title:** ______________________________
- **Company Name:** ______________________________
- **Address:** ______________________________
  _____________________________________________
  _____________________________________________
  _____________________________________________
- **Phone:** ______________________________
- **Email Address:** ______________________________

**Information to appear on sponsorship block:**

- **Company Name:** ______________________________
- **Location of Office (City, State):** ______________________________
  _____________________________________________
  _____________________________________________
- **Web site Address:** ______________________________
- **Company Slogan (optional):** ______________________________
  _____________________________________________
  _____________________________________________
  _____________________________________________
The American Waterways Operators - Southern Region

2003 WINTER MEETING

WHO: AWO Members

WHERE: Le Meridien Hotel
614 Canal Street
New Orleans, LA

WHEN: Thursday - January 23
8:00 a.m. - SCA Golf Tournament (Shot gun start)
1:00 p.m. - 6:00 p.m. - AWO Registration
4:00 p.m. - 5:30 p.m. - LAWS Annual Meeting
6:00 p.m. - 7:30 p.m. - Reception

Friday - January 24
7:00 a.m. - 10:00 a.m. - AWO Registration
8:00 a.m. - 9:00 a.m. - Continental Breakfast
8:30 a.m. - 11:30 a.m. - Southern Region General Meeting

MEETING DETAILS:
The meeting registration fee is $60 for each person from your company and $40 for each spouse. Due to hotel guarantees, we are unable to refund any fees within 72 hours of the meeting. You will be invoiced upon receipt of this form.

Hurry - registration forms must be received by January 6!

To register, please check the appropriate boxes, complete the participant information, and fax this form to Marilyn Clark at (985) 674-2291.

☐ YES, I want to attend the reception on January 23 with ___ guests.
☐ YES, I want to attend the Continental Breakfast on January 24.
☐ YES, I want to attend the membership meeting on January 24.

Participant: _________________________________________________
Title: _______________________________________________________
Company: __________________________________________________
Mailing Address: _____________________________________________
____________________________________________
Phone: _________________________ Fax: ________________________
Email Address: _____________________________________________
Guest Name(s): ____________________________________________

LODGING DETAILS:
Rooms have been blocked at the Le Meridien at a group rate of $163. To reserve a room, please call the hotel directly at (504) 525-6500 and mention the group name “American Waterways Operators.” The cutoff date for securing the group discount is January 6, 2002 or when the block has been filled.
2003 SCA WINTER GOLF TOURNAMENT

November 6, 2002

Dear Sponsor:

It's that time of the year again. The SCA/AWO Winter Meeting will host a golf tournament, Thursday, January 23, 2003 at the Oak Harbor Golf Club in Slidell, Louisiana.

For the upcoming tournament, all arrangements have been completed and as usual we need sponsors to offset expenses. Please help by being a sponsor. Sponsorships are $400 and will be acknowledged at the golf course as well as the evening cocktail reception when the awards are presented.

All registrations forms must include a check. You are not officially guaranteed a spot on the roster until payment is received. PLEASE MAKE CHECKS PAYABLE TO “SCA” and forward to Raymond Isemann at address below.

We thank you for your past support and look forward to seeing you in January.

Best regards,

Raymond Isemann

4640 PETERS ROAD
HARVEY, LA. 70058
Phone: (504)367-8080
Fax: (504)362-1938
2003 SCA WINTER GOLF TOURNAMENT

THURSDAY – JANUARY 23, 2003

OAK HARBOR GOLF CLUB
201 Oak Harbor Boulevard
Slidell, Louisiana

- Four person scramble
- $90 per golfer or $340 per foursome
- Shotgun starts at 8:00 a.m.
- Box lunch

- 1st, 2nd, 3rd place
- Beverage tickets
- No refunds – 72 hours prior to tournament

Player #1 ____________________________ Handicap: ______
Player #2 ____________________________ Handicap: ______
Player #3 ____________________________ Handicap: ______
Player #4 ____________________________ Handicap: ______

Company: ______________________________ Address: ____________________________

Phone: __________________ Fax: __________________ E-mail: __________________

NOTE: PLAY IS LIMITED TO FIRST 72 PLAYERS

Please mail this completed form with payment by January 11, 2003 to:
RAYMOND ISEMANN
BOLLINGER SHIPYARDS
4640 PETERS ROAD
HARVEY, LA. 70058
TEL: (504) 367-8080
FAX: (504) 362-1938

PLEASE MAKE CHECKS PAYABLE TO “SCA”

-Payment in full must accompany this registration form in order to secure a tournament spot-