



The Marine Assistance Industry Journal

A Quarterly Newsletter

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Chairman's Address



Like many of you, I'm often asked to describe what it is we do for a living. It's easy to give the generalities of the marine assistance industry; We tow boats that break down, sink, go aground, run out of fuel, etc. But, as I've heard a few times, the Devil's in the details.

As an association, we're often asked what we can do for our members. The easy answer is that we represent, promote, protect, and defend our members and their interests. But again, the Devil's in the details.

We know that each of you, while sharing a common pursuit and common passions are as different as your boats, your areas, and your everyday tasks. Some venture far from shore, while others are in small lakes. Some are in vast inland bodies of water that dwarf others' coastal areas, and some smell saltwater only when they're on vacation.

As Chairman, one of the messages I want to ensure we send to our members is that, regardless of what state you're in, what color your water is, or how many cases you run on each year, we are here to represent and support you.

Our industry has grown by leaps and bounds over recent years, due in large part to the emergence of so many fresh water ports and operators. Rest assured that C-PORT is as dedicated to your needs as we are to your coastal brethren. While your issues and questions may be different than those we've traditionally fielded, they are no less important or impactful.

The diversity of our industry is what keeps us strong, and the recognition of that diversity is what keeps us united. By remaining both strong and united, we can remain healthy and prosperous well into the future.

Fair winds and following seas,

Phil LeBlanc
C-PORT Chairman

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American Boating Congress- Washington DC - Members of C-PORT attended the American Boating Congress, hosted by NMMA, in Washington DC on May 13 - May 15. C-PORT met with Congressional representatives thanking them for their support in seeing vessel discharge pass along with the PSAP (Public Safety Answering Points) mandate. We asked everyone we met to continue their support of our US Coast Guard partners and our mission to see them firmly in control of PSAP procedures. We met with a few new legislators, and introduced our industry to them. It was a busy, and highly successful, event. Attending to represent the industry were Tina Cardone, executive director, Phil LeBlanc, chairman, Richard Paul, director, Terry Hill, director, Jake Dunfee, director, Emily Dunfee, Jeff Dziedzic, and Joe Frohnhoefer.

U.S. Coast Guard Meetings, Washington DC - C-PORT met with our U.S. Coast Partners on May 15 at the U.S. Coast Guard Headquarters. Phil LeBlanc, Terry Hill, and Tina Cardone met with U.S. Coast Guard SAR. Leading the meeting was Mr. Rick Button, Chief, Coordination Division, Office of Search and Rescue/Secretary, National Search and Rescue Committee. Also representing USCG SAR was LCDR Lenell Lacks. Lachs reported that the report on PSAPs that Congress had requested from CG was ready and waiting final approval before being sent to Congress. The PSAP policies and procedures have been an ongoing project with C-PORT, NENA (National Emergency Number Association), and USCG SAR working as a group. That project continues to move with much work being done and more to complete.

Following that meeting, C-PORT met with USCG Office of Marine Environmental Response. Joe Frohnhoefer joined us for this meeting. We met with Mr. Kevin Sligh, Senior Technical Advisor, as a follow up to a meeting C-PORT had in January with his office. C-PORT is working with MER to make sure our members are not squeezed out by the FEMA and state operations during disaster responses. Members have voiced their concerns that, in some instances, they were barred from marinas and contracted vessels were being moved without their knowledge, along with other issues. C-PORT asked for a procedure that would include our members during the response effort. Sligh reported that Coast Guard guidance documents will suggest a meeting be held at the Command Center to include the local salvors. This gives C-PORT members the opportunity to be heard, understand the procedures, and to be included in the response. USCG cannot standardize policy as States have their own regulations and disaster response policies, and are the responsible party during a disaster. C-PORT will be developing Sector Command and State contact list as the hurricane season progresses, and will have this information available to our member companies in the affected areas. Sligh suggested that being involved in area committees is beneficial and encourages C-PORT members to attend.



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RADAR Observer Endorsement - Final Rule Published - C-PORT is pleased to announce that the U.S. Coast Guard published its final rule on RADAR Observer Refresher Training. As of July 22, 2019, there is no need to take the radar observer refresher course if you routinely use radar on your vessels. The rule states in part:

- This rule will affect mariners who have served on radar equipped vessels, in a position that routinely uses radar for 1 year in the previous 5 years for navigation and collision avoidance purposes, and mariners who have taught a Coast Guard-approved or accepted radar course at least twice within the past 5 years.
- These mariners will no longer be required to complete a Coast Guard-approved or accepted radar refresher or recertification course in order to renew their radar observer endorsements.
- [USCG] We are retaining the existing requirements for mariners seeking an original radar observer endorsement and for mariners who do not have 1 year of routine relevant sea service on board radar-equipped vessels in the previous 5 years or have not taught a Coast Guard-approved or accepted radar course at least twice within the past 5 years.

What does that mean exactly? If you have a radar observer endorsement and use the equipment, you no longer have to take a refresher course to maintain your endorsement. Proving proficiency will be similar to documenting sea time for your credential renewal. The sea service letter will include an additional line that states the vessel was equipped with radar and that the mariner seeking renewal served in a position that "routinely" used radar for navigation and collision avoidance on that vessel. This training should be embedded in everyone's TSMS (Towing Safety Management System) to provide the documentation should Coast Guard request it. Any member having questions, please contact us at 954-261-2012 or email to tcardone@cport.us.



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Who Needs Life Insurance?-

1. Married couples- Most households depend on two incomes to make ends meet. If you're married or getting married, it's important that you consider your coverage needs. Remember, protection from life insurance isn't just for people with kids. In the event of your death, how would your surviving spouse cover funeral costs, daily living expenses, or debt?

2. Parents- Raising a child, though rewarding in itself, can also be very expensive. Imagine having to suddenly raise your kids on half of your household income. If you died tomorrow, would your spouse be able to pay for daycare, a college education and everything else in between? It's also important for stay-at-home parents and single parents to have life insurance protection.

3. Homeowners- Your home is probably your most significant financial asset. The benefits from life insurance can be used to help pay off the mortgage so that your family members won't have to move to a less expensive place when you're gone.

4. Singles- Most people who are single don't have a pressing need for life insurance because nobody depends on them financially. However, if you're providing financial support to your parents or siblings, or have significant debt that you don't want to pass onto your family member, you should strongly consider it. Additionally, purchasing coverage when you're young and healthy can lock in your premiums at a lower rate.

5. Retirees- If you're retired or planning for your retirement, you might feel that your need for life protection has passed. But if you died tomorrow, would your spouse have to change his or her lifestyle? Life insurance can help your spouse avoid financial struggles in retirement and it can also help take care of estate taxes. Depending on the size of your estate, you may be hit with an estate-tax payment of up to 45% after you die, according to Life Happens.

6. Business owners- As a small business owner, life insurance can take care of the needs of both your family and business. A life policy can be structured as a buy-sell agreement, so that the surviving business owners have funds to buy out ownership interests at a previously agreed upon price. This ensures that your business partners get the company and your family gets the money.

As a benefit of your C-PORT Membership, Starkweather & Shepley will provide a free consultation and review of your current insurance program to ensure completeness of coverage.

Linda J. Wagner
Assistant Vice President - Marine Program Manager,
Starkweather & Shepley Insurance
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33rd C-Port Conference And Membership Meeting

January 20 - January 22, 2020
Rosen Plaza Hotel , Orlando, FL

Don't miss this opportunity to network with fellow marine assistance operators, garner one-on-one time with our U.S. Coast Guard partners, talk with vendors, attend training and informational sessions that focus on your business development, along with prestigious award ceremonies and plenty of social activities!

Registration is open! Visit our website for more information- www.cport.us

Exhibitors and Sponsors! Thank you for supporting C-PORT's mission to represent, promote, protect, and defend its member companies through communication, relationship development, and education. Your conference participation and contributions are important and greatly appreciated! Visit the C-PORT website for opportunities!

Reserve your room today at the Rosen Plaza Hotel - C-PORT has negotiated special room rates for attendees! Information is on the website.

TowBoatU.S. Conference immediately follows the C-PORT Conference.

Photo credit Rosen Plaza Hotel

Risk Management Training Courses are available on the C-PORT website, www.cport.us. The program C-PORT administers centers on these concepts:

- Risk: “possibility of loss or injury”
- Risk Management: “The identification, analysis, assessment, control, and avoidance, minimization, or elimination of unacceptable risks.

C-PORT is committed to encouraging its member’s growth and development through education and is dedicated to establishing standards for professionalism and good business practices throughout its membership. With the increase in accidents and economic pressures facing our industry, many companies have lost sight of the importance of training and proper risk management skills. Our mission is to provide our members with programs that will enable their growth and development into the future, while minimizing the impact of looming USCG regulation in response to Congressional directive and safety records.

Contact Tina Cardone at tcardone@cport.us or 954-261-2012 with any questions regarding this program.

Marine Assistance Company Operations Guideline, exclusively for C-PORT members. These guidelines promote safe operations and provide regulatory guidance. C-PORT members may obtain access to this document at the C-PORT website, www.cport.us or contact Tina Cardone at tcardone@cport.us or 954-261-2012.

Insurance Program for Marine Assistance Companies - Administered by Starkweather & Shepley Insurance Brokerage, Inc. - Designed for organizations dedicated to marine assistance and towing. This Program offers an extensive portfolio of quality insurance products and services to address a wide range of marine exposures. -800-788-8225; lwagner@starshep.com.

ACAPT- Accredited for Commercial Assistance and Professional Towing- C-PORT has developed the ACAPT program to recognize the professional who is willing to adhere to standards of service, training, and equipment.

With the growth of the marine assistance towing and salvage industry has come a strong need for assurances of towing industry professionalism and expertise. The boating public, US Coast Guard, and state and local public agencies are often unsure of the qualifications of vessels offering assistance, sometimes leading to a reluctance to accept private assistance, and to a negative image of the industry being portrayed in the press. The ACAPT distinction recognizes the professional who is willing to adhere to high standards of service, training, and equipment.

Visit the C-PORT website at www.cport.us or contact Tina Cardone at tcardone@cport.us or 954-261-2012 with any questions regarding this program.

BOSAR for Commercial Assistance- Created through the support of NASBLA’s BOAT program and the USCG Office of Boat Forces, is designed for the marine assistance operator, providing reinforcement of knowledge gained by virtue of their captain's license and experience. It also enhances their ability to work as a true partner with local agencies and the US Coast Guard. This course is open to any marine assistance company who wants to host the training. Instructors and course materials are provided by C-PORT. Contact Tina Cardone at tcardone@cport.us or 954-261-2012 if you have an interest in hosting a class.



C-PORT was founded in 1986 to act as a liaison between the marine assistance industry and public agencies and organizations involved with boating safety, marine assistance, marine salvage and other marine-related operations. Its mission is to represent, promote, protect, and defend its member companies through communication, relationship development, and education. Our members are dedicated to providing prompt, professional and timely assistance to all boaters and to actively partner and cooperate with local law enforcement and U.S. Coast Guard. They are professionals, dedicated to the growth and development of their respective businesses and committed to furthering the advancement of our waterways and the boating community. For more information, contact C-PORT at (954) 261-2012 or visit www.cport.us.

C-PORT (Conference of Professional Operators for Response Towing
3640 B-3 North Federal Highway #136, Lighthouse Point, FL 33064

C-PORT is a 501(c)(6) organization.