

THE GUARDIAN'S ANGLE

THIRD EDITION/MAY 2013

Hyde Guardian® Ballast Water Treatment System



Hyde Marine

One of First

to Earn Designation



On April 15, 2013 Hyde Marine, Inc., became one of the first Ballast Water Treatment System (BWTS) companies to earn Alternate Management System (AMS) approval from the United States Coast Guard (USCG).



AMS approval is a step towards achieving full USCG Type Approval and is an interim measure that allows a BWTS to be used on vessels for five years after the vessel is required to comply with the USCG Ballast Water Discharge Standards. The five-year period is designed to allow the BWTS manufacturer sufficient time to obtain U.S. Type Approval and to ensure the ship operator's compliance with U.S. ballast water regulations.

To receive AMS approval from the USCG, a BWTS must have been previously type approved by a foreign administration in accordance with the International Convention for the Control and Management of Ships' Ballast Water and Sediments, and the USCG must find the testing performed on the system credible.

In commenting on the AMS designation, John Platz, President of Hyde Marine said, "With the release of the USCG's final ballast water regulation and along with the pending ratification of the IMO BWM Convention, ship owners are on a strict timeline to install proven BWT technology to bring their vessels into compliance. The USCG's determination that the Hyde GUARDIAN system is a viable AMS solution validates our ongoing commitment to help the maritime industry achieve ballast water treatment compliance."

What Alternative Management System Approval Means to YOU

An operator doing business in the U.S. with ballast tank capacities between 1500 m³ and 5000 m³ has seven options when the first major dry-docking occurs after January 1, 2014 to meet USCG BW Discharge Standards:

- Install a BWTS with AMS approval - Permits operators to install/use AMS approved systems for up to 5 years to allow company to receive full USCG approval
- Do not ballast - not possible for most vessels
- Do not come to the U.S. - would have a severe impact on operator business
- Deballast into a shore based system - not possible since such systems do not currently exist
- Use potable water in ballast tanks - not currently practical
- Obtain an extension from USCG (if no USCG approved system exists) - must be requested one year before a vessel's first major survey after January 1, 2014 or for new build keel laid after December 1, 2013
- Install a USCG Type Approved system - No BWTS has this type of approval

Extensions will not be granted once a USCG Type Approved system is available. Hyde Marine is confident in its path towards receiving USCG approval given that it was one of the first to earn AMS and IMO Approvals, the first accepted into USCG's STEP, and installed one of the first BWTS aboard a ship.



Hyde Marine Names W&O Supply as the Exclusive Distributor in the U.S. and Canada

Hyde Marine recently announced that it has named W&O Supply as its exclusive sales distributor in the U.S. and Canada for the Hyde GUARDIAN® BWTS.

According to John Platz, Jacksonville, Florida-based W&O will begin selling Hyde GUARDIAN BWTS effective immediately.

"We are pleased to partner with W&O because the company has an outstanding reputation as a premier engineered-solutions provider committed to meeting the needs of the maritime industry," said Platz. "We are excited about the opportunity to work with W&O to continue the growth of the Hyde GUARDIAN Ballast Water Treatment System business across the U.S. and Canada."

"Ballast water treatment system regulations are affecting the entire marine industry, which is why it was essential to find a trusted and reputable partner we could work with to bring the best solution available to the market," said Michael Hume, CEO of W&O. "We are proud to partner with Hyde Marine, a 148 year old company known for innovation in the marine industry, to help educate our customers and find the best BWTS solutions for their vessels and fleets."

With 16 stocking locations in the U.S. and Canada, two in Europe and one in South America, W&O Supply serves all segments of the maritime industry, including commercial shipping, the U.S. Navy, Military Sealift Command, MARAD, U.S. Coast Guard, cruise lines, barge owners, upstream oil and gas rigs, and the shipyards that build and repair vessels of all sizes.

For additional background on W&O, visit www.wosupply.com.

"With the recent announcement of AMS approval, Hyde Marine and W&O are in a unique position to provide shipowners and operators with ballast water treatment solutions that meet USCG requirements for operation in U.S. waters," said Platz.

Who's Who



Vinny Gala, Field Service Manager

Prior to his current role, Mr. Gala spent five years as a Senior Project Manager with Calgon Carbon/Hyde Marine and was responsible for managing all aspects of various projects from design through commissioning. Mr. Gala holds undergraduate degrees in Mechanical Engineering and Drafting/Design along with a Master of Business Administration (MBA) degree from Robert Morris University. He is also a certified Project Management Professional.

How does your role help ensure customer satisfaction?

My role is to manage all field service activities, including the scheduling of field resources and offering of technical support during installation and commissioning. The ability to respond quickly and effectively during time sensitive situations by applying field support or offering remote technical assistance is critical to ensuring that our customers' operations proceed without interruption.

What challenges are customers facing in the BW market with respect to service/install/commissioning?

One challenge is the proper selection of a BWTS that is easy to install and maintain especially given the large number of retrofit installations that will occur. With the most systems in service, Hyde Marine has demonstrated its ability to effectively install, commission, and operate its systems aboard many different vessel types in many different operating conditions.

What do you like to do in your free time?

When I'm not working, I enjoy playing competitive golf, baseball, biking, and spending time with my wife and daughter.

DID YOU KNOW?

Hyde Marine strives for excellence in all aspects of its business and this includes our constant efforts to ensure our service department provides timely, efficient, and effective world-class field services and technical support aboard any vessel, at any time, and at any location in the world. Hyde Marine continues to select and train the best field service technicians worldwide to expand on our Global Service Network in order to minimize customer impact and operational interruptions.

Considerable investments have been made to develop four separate training programs uniquely designed to educate field service providers, installation/engineering firms, owners, and operators. Recently, Hyde Marine

held field service training for 25 individuals as part of the requirement for becoming an authorized service provider. Additional training will be scheduled and posted on the Hyde Marine website in the Upcoming Events section for specific dates and locations.

In the coming months Hyde Marine will continue to launch new programs that further improve customer education, installation/commissioning capabilities, and parts distribution. The company's long history in the ballast water market, coupled with its vast know-how for the installation and operation of Hyde GUARDIAN systems, positions Hyde Marine as a leading expert committed to customer satisfaction.

Upcoming Congresses and Tradeshow

| Congresses | Date | Location |
|---|------------------|--------------|
| NOR Shipping (Booth E02-14 PG Marine) | June 4-7, 2013 | Oslo, Norway |
| A Practical Guide to Ballast Water Treatment Installation | June 18-19, 2013 | London, UK |

NEW!

www.hydemarine.com

Recently Hyde Marine launched its new website to educate the maritime industry about ballast water treatment technology. Visitors can read up on the regulations and technology description, watch videos and interviews, locate near-by agents, and search by vessel type for the appropriate Hyde GUARDIAN BWTS solution. Don't forget to follow Hyde Marine on LinkedIn and Facebook for the latest updates!



For more information visit our website at www.hydemarine.com or contact our sales department at sales@hydemarine.com.



Ballast Water Management Technology

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