



## "The Navigator"

Newsletter 2018 Edition

### ***Cape Henry Launch***

***working together with Maryland Nautical and Davis Ship Service***



**CAPE HENRY EXPRESS** - *This vessel does it all with style and comfort. Whether hauling 40 passengers, 5.3 tons of deck cargo, or performing towing/diving assistance operations, this vessel handles it safely with ease. This vessel meets or exceeds all coast guard requirements under its certificate of inspection.*

When mariners need logistics assistance on the Eastern Seaboard, their first call is to Cape Henry Launch Service (CHLS), a full-service 24 hour launch and tug provider based in Hampton Roads VA. Maryland Nautical Sales and Davis Ship Service are very pleased to work with CHLS in Maryland, where the three companies provide support to ships at the Dominion Energy Cove Point LNG terminal.

Gary and Shirley Bradford founded CHLS in 1996 to provide waterborne logistics service to ships anchored in Hampton Roads. Gary, whose credentials include 100GT Master of Self-Propelled Vessels and Master of Towing Vessels, was serving as Virginia Pilot boat captain when we recognized a need for a professional crew launch service in the area. Gary and his wife Shirley undertook this new enterprise together - Gary as Captain and business

coordinator, and Shirley as Deckhand, safety officer and bookkeeper. This "mom and pop" team successfully handled the myriad aspects that small business involves, as well as the technical and physical demands of the mission itself.

The business has evolved, and the Bradfords now employ over a dozen people to service commercial ships in both Virginia and Maryland. Crew transport is their core service, and their expanded launch fleet operates from five locations in the Hampton Roads Virginia area, and four locations in Maryland. Additionally, CHLS' fleet includes tugs and barges for deck cargo, provisions, potable water and ship's sewage services. Cranes and forklifts complement the fleet.

CHLS mission and services have also diversified to include towing, buoy maintenance, dredging and research support, and safety standby.

Gary notes that he's worked with Maryland Nautical Sales for over 7 years. On one hand, CHLS is a client. Gary buys charts, barge lights, etc. for his own fleet using MNS' convenient online services, so he doesn't have to dispatch an employee to the Baltimore store. Secondly, CHLS frequently delivers charts and publications to ships at anchor, which the ships have ordered from MNS.

# Cape Henry Launch

*working together with Maryland Nautical and Davis Ship Service*



*Gary Bradford - Founder of Cape Henry Launch Service*

CHLS is more directly connected with Davis Ship Service. Ships loading/offloading at the Cove Point LNG terminal contract independently with both Davis and CHLS, and the two companies work together to ensure coordinated services. With 6-8 ships per month operating at the recently opened export terminal, everyone is kept pretty busy. Gary comments that the synergistic relationship between CHLS and Davis is critical to providing seamless support.

CHLS maintains four vessels on the Patuxent River for the Cove Point and Mid-Chesapeake operations. Cape Provider and Diamond are cargo and passenger vessels, respectively – but each has capacity for both services and provides a double back-up system. Shawn Alan (named for the Bradford's eldest son) is a smaller service launch used as a safety vessel during critical operations. Tug Miss Shirley rounds out the Patuxent River fleet.

Gary also maintains a strong relationship with the Dominion Energy Cove Point Terminal itself, for whom CHLS provides numerous services. Gary enjoys working with Dominion; he remarks that the Dominion Management leads by inspiration, bringing out the best in their employees and contractors. Security personnel are professional and competent, which fosters mutual respect between security and crews. He's able to watch deck offers advance through the ranks, knows many by name, and has friends on every ship. Gary comments "Overall, it's a really great work experience."

Gary Bradford loves his family, and loves his job. Two of the Bradford sons (Shawn and Tyler) are in the transportation industry, and daughter McKenna is a



*Loading a 10,000 lb. electric motor on the Cape Henry Express to be delivered to a vessel calling Cove Point.*



*Gary onboard launch Tyler Alan, tending a current meter.*

senior at St Mary's College. Gary is able to work with Shirley, his wife and best friend. He's also able to maintain thriving relationships with diverse companies ashore and afloat. What more could you ask?

Maryland Nautical Sales and Davis Ship Service are proud to be associated with the Bradfords and Cape Henry Launch Services, and hope to work together for years to come.



# Maryland Nautical Sales

## Presence on E-Commerce Expands



Maryland Nautical is continually making it easier for customers to access their products through a wide variety of E-Commerce options. In addition to the very user-friendly (and mobile-friendly) MNS website, customers can also find MNS products on:



The advantage is that customers who want a particular product may not have heard of Maryland Nautical Sales, but can find the product by using these wide-reaching shopping search engines. Whether you go directly to MNS' website or one of our E-Commerce sites, you'll experience the same excellent service from Maryland Nautical Sales.

MNS also offers a variety of secure payment options for web customers, including major credit cards, PayPal, and Amazon Pay.

## What Our Customers Have To Say...



Seller and packaging were superb.



Shipment arrived ahead of estimated delivery date which was great. Item is new and as described by seller. No issues.



Items received in time and not damaged.



A fantastic experience. Thank you.



Order arrived promptly



Excellent



As advertised, good price and value, on time.



My book arrived today! I was so impressed with the way that you shipped my book I just had to write and say THANK YOU! (They had a AirPack covering the bottom of the box. The book was in the middle inside a UPS Pad Pack!! and finally ANOTHER AirPack on top of the book!). I can't tell you how happy I am that my book arrived in such EXCELLENT shape! Thank You so much.



Amazing transaction. FREE shipping was amazing, and the packaging a "10"



Careful packaging, fast shipping. Thanks! A+++++



Exactly as described, quick ship, good price!



A few dollars cheaper than any other internet source.



Fast. Friendly. Excellent item, exactly as described. Many thanks.



Product was shipped out and delivered before expected date item is brand new.

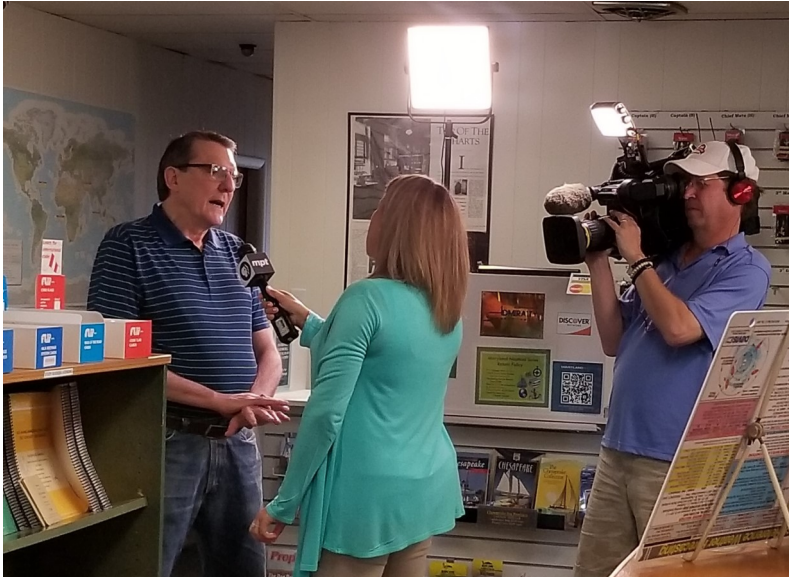


Fast delivery... just as advertised! Thanks!



Arrived promptly in good condition.

# Maryland Nautical is headed for television!



Brian Davis, VP of Maryland Nautical Sales being interviewed by MPT's Yolanda Vasquez

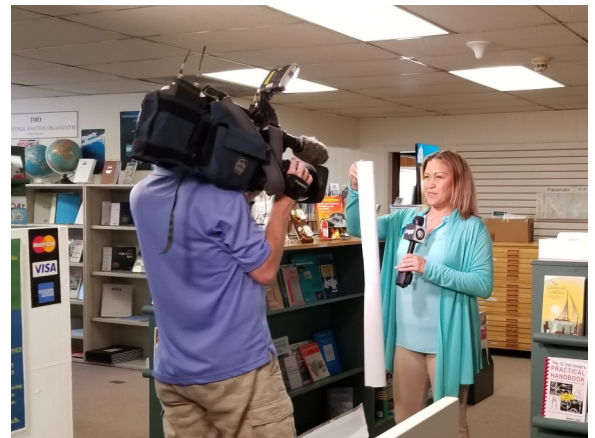
MNS will be featured on Maryland Public Television's *Your Money and Business* program. Anchored by Jeff Salkin, *Your Money & Business* is Maryland's only business program that puts the focus on the consumer.

In September, MNS' Brian Davis was interviewed by MPT's award-winning reporter Yolanda Vasquez for the program's "Behind the Biz" segment. Yolanda travels the region, bringing viewers an inside and personal look at businesses around Maryland.

Yolanda and her film crew spent 4 hours inter-

viewing and filming the MNS staff and expansive operations. They were particularly impressed with the Print on Demand capability, where a fully updated nautical chart can be printed within minutes.

MNS is eager to share this inside look into their operations over such a highly regarded venue as Maryland Public Television. *Your Money and Business* airs Thursdays at 7pm on MPT. Maryland Nautical's feature is expected to air after the November elections; we'll post the date on Social Media.



## Donations for HURRICANE MICHAEL

In light of the recent situation in Florida our companies Maryland Nautical and Davis Ship Service have made a donation to the American Red Cross to aid in the relief of Hurricane Michael.



**American  
Red Cross**



# *Maryland Nautical is now distributors of*

## *Datrex Life Saving Products*

MNS proudly announces their new distributorship of Datrex Life Saving Products. Datrex is one of the largest private manufacturers of marine safety products in the US, and their products are distributed worldwide. MNS carries a range of Datrex products including emergency water and rations, Lifebuoy Lights, First Aid and Firefighting equipment. You'll find the products on MNS' site at under Marine Supplies.

Founded in 1970, Datrex quickly became the main supplier of marine safety equipment in Miami and the surrounding region. Datrex has since expanded its services across the US East and West coasts. Datrex is now headquartered in Kinder, Louisiana, where all their manufacturing takes place. The products have approvals of the USCG, EU Marine Equipment Directive, SOLAS and are IMO compliant.



### **USCG SUB-CHAPTER M**

### **INSPECTION OF TOWING VESSELS**



LIFEJACKETS



LIFERINGS



FOOD & WATER RATIONS



LIGHTS



IMMERSION SUITS



ACCESSORIES



PYROTECHNICS



REFLECTIVE TAPE



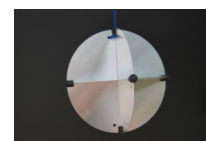
LIFERAFTS



HYDROSTATIC RELEASES



EPIRBs



RADAR REFLECTORS



FIRST AID



SIGNAGE



DAY SHAPES

***Datrex is the manufacturer of Emergency Rations, Drinking Water, Deckbuoy & Bridgebuoy Liferings, Fishing Kits and Photoluminescent Signage.***

• RECREATIONAL SAFETY • COMMERCIAL MARINE SAFETY •  
• EMERGENCY PREPAREDNESS •



# Jimmy Buffet visits Maryland Nautical



Brian Davis, VP of Maryland Nautical Sales pictured with the "World Famous" Jimmy Buffet in front of Maryland Nautical Sales.

Jimmy Buffett, the Grand Parrothead, paid a visit to Maryland Nautical! Following his concert at Baltimore's Royal Farms Arena on March 30<sup>th</sup>, Jimmy visited MNS the next morning to purchase a sextant. Jimmy purchased a Frieberger Drum sextant, which he discovered on MNS' website. While in Baltimore for his concert, he decided to pay an unannounced personal visit to the store. He surprised MNS' Brian Davis, who asked upon checkout "Are you *the* Jimmy Buffett?" Jimmy responded, "That's me!"



Jimmy Buffet using his Frieberger sextant purchased at MNS on the beach in the Bahamas.

Known best as an extremely talented and successful musician, Jimmy is also committed to disciplined activities including writing, flying and celestial navigation. In his biography *A Pirate Looks at Fifty*, Jimmy included "swim with dolphins" and "learn celestial navigation" in his goals. And so he has. His selection of Frieberger sextant reflects his appreciation for fine quality and precision.

An avid sailor, Jimmy recently purchased a new Surfari 48 sailboat called DRIFTER. While DRIFTER is a very modern, stylish and technical boat outfitted with the latest electronics, Jimmy plans to add celestial navigation to his complement of nav tools. He mentioned that he planned to sail DRIFTER up the Chesapeake Bay next summer, so hopefully we'll see more of Jimmy on the Bay!

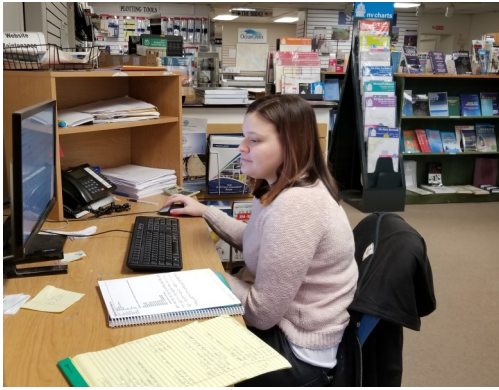
## Maryland Nautical Sales INTERNATIONAL CHART AGENTS



NORWEGIAN MAPPING  
AUTHORITY  
HYDROGRAPHIC SERVICE



## Meet The Staff



*Danielle Brown - Webmaster*

and has been the primary webmaster for the past two years. In addition to maintaining MNS' outstanding, user-friendly website, Danielle also populates the E-Commerce websites including Amazon, E-Bay and most recently, Walmart. Whenever MNS gets a new product or edition, Danielle updates all the platforms, keeping inventory up to date and ensuring that MNS' pricing is competitive across the field. With over 3000 products on Amazon alone, Danielle has her hands full! Her work is paying dividends for MNS, as web sales across the board are trending upward.

Thriving businesses have always required outstanding products and services to succeed. In today's market, businesses also require an active and public presence in the electronic world. To that end, Maryland Nautical has two staff members who work continually to present MNS electronically to current and prospective clients. Hidden behind the scenes, their efforts keep MNS in the virtual public eye, and facilitate product sales, information, and news.

Danielle Brown has been working with MNS' website for about five years. She apprenticed as assistant webmaster,



*Theresa Abel - Social Media*

Theresa Abel ensures MNS' social media presence, posting regularly on MNS' Facebook and Twitter. (hyperlink to both sites) Her activities keep customers informed and engaged, and they help spread the word to their friends and contacts. Social media marketing is a continual outreach that takes time, effort and creativity - Theresa makes it happen for MNS.

## CAPE HENRY LAUNCH SERVICE INC.

P.O. Box 5326 ~ Virginia Beach, VA 23471  
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- Construction Projects
- Dredging Projects
- Military Operations
- Safety Standby
- Boarding Parties



### Launch Points in Virginia

- Cape Charles Harbor, VA • Little Creek • Lynnhaven • Willoughby • Rudee Inlet •

### Launch Points in Maryland

- Cove Point • Piney Point • Point Lookout • Chesapeake Beach •



# Captain Murphy

## *The Man Behind the Books*

Many professional mariners know “*The Murphy Books*” – the series of books that comprise “*The Deck Officer Study Guide*” for USCG license exam preparation. However, not so many of us know about Captain Joseph S. Murphy II, the man who “wrote the book.” A Master Mariner and instructor, Joe is regarded as the expert on license exams and USCG questions by thousands of mariners, including instructors from Maritime Academies across the US.



*Captain Joseph S. Murphy, II pictured in front of the M/T KENNEDY the Massachusetts Maritime Academy Training Vessel.*

Captain Murphy holds an Unlimited Masters License, and has sailed as Master on various tankers and LNG vessels. He is a member of the International Organization of Masters, Mates & Pilots. He also served as the Vice Chairman of the Merchant Vessel Personnel Advisory Committee (MERPAC) for the U.S. Coast Guard for at least two terms, and is an authority on license exam structure and procedures.

After 20 years at sea, Joe came ashore in 1984 to instruct at the Massachusetts Maritime Academy, bringing his wealth of experience to the classroom. Joe notes that teaching is a skill that doesn't necessarily come with being a Captain, but which he found immensely rewarding. As an instructor of Cadets training to be Merchant Mariners, Joe realized there was no comprehensive textbook to cover licensing exams, so he assembled an expansive collection of study guides for his Cadets. His colleagues at Maine Maritime asked to buy these guides, which soon became so popular that Joe founded the Academy Publishing Company in 1989 specifically to meet the publication requirements.



Captain Joe Murphy's “*The Deck Officer Study Guide*” series is now used at all US maritime academies, and a number of license exam schools as well. The series is known as “*The Murphy Books*”, especially to the 3000 Cadets who were instructed by Captain Murphy at Mass Maritime. The books contain the actual USCG questions and answers released by the National Maritime Center (NMC), covering General Deck Seamanship, Navigation, Rules of the Road, Safety and Lifeboatmen. The books have been regularly updated as NMC released new database questions, and will be re-organized in 2019 to accommodate the planned changes in the USCG exam licensing module structure and resultant test banks.

While “*The Murphy Books*” are hard-copy volumes, Captain Murphy also has an electronic option for license preparation called LAPWARE (Licensing Advancement Program Software) and available at [www.lapware.org](http://www.lapware.org).

Captain Murphy remarked on his strong relationship with the Davis family at Maryland Nautical Sales (MNS), who've carried “The Murphy Books” in their store for over 15 years.



# Captain Murphy

## *The Man Behind the Books*

Outside of the maritime academies, MNS is Joe Murphy's biggest vendor, and the sales have been phenomenal. Joe notes that the Davis' are great people, and provide an outstanding service to the marine industry. He hopes to do business with MNS for many years to come.

In 2017, Captain Murphy retired from teaching at the Massachusetts Maritime Academy. He reflects fondly on his very successful and rewarding 32 years of teaching. During his tenure, he personally instructed over 3000 Cadets at the Academy, and through his books, he has been influential for many thousands of Cadets across the nation.

While retired from formal teaching, Joe is still very much involved with *"The Murphy Books,"* a business and vocation that he intends to someday hand over to his sons Shane and Kellen. Both are Mass Maritime graduates (Shane 2001, Kellen 2007) and studied from *"The Murphy Books"*. Notably, Shane served as Chief Mate on the *MV MAERSK ALABAMA* in 2009 when Somali pirates hijacked the ship. It was the first American cargo ship to be hijacked in 200 years, and the incident went to the big screen in the 2013 Tom Hanks film *Captain Phillips*. Both Shane and Kellen now serve as Captains for APL (American President Lines). When they eventually come ashore, both Captains can look forward to continuing the family maritime tradition of helping prospective mariners achieve their licenses.

*"The Deck Officer Study Guide"* (aka *"The Murphy Books"*) is available at Maryland Nautical Sales, individually or as a set.



## USCG Exam Study Guides & Materials



- Deck General
- Deck Safety
- Navigation
- Rules of the Road
- Electrical

- Fire
- Refrigeration
- Engineering
- Merchant Marine
- Light Lists

- Coast Pilots
- Code of Federal Regulations (CFR)
- Tide/Tide Current Tables

- Plotting Sheets
- Plotting Instruments
- Star Finder
- Flip Cards
- Training Charts

*Maryland Nautical would like to*  
**Welcome Aboard!!**



## Norwegian Training Center (NTC)



Maryland Nautical Sales would like to introduce their new client, the Norwegian Training Center (NTC).

NTC is a maritime and offshore simulator training partner to the global shipping community. An initiative of the Norwegian Maritime Foundation of the Philippines, Inc. (NMFPI), NTC was established by the Norwegian Shipowners' Association (NSA) in February 1990.

Over the years, NTC has led the training industry in the Philippines in excellence and innovation, and provided first-class simulator training and assessment programs. They now have 30 Kongsberg simulators with sophisticated seaview 3D technology, an extensive fleet of ship models, and a variety of challenging scenarios that provide the best and most realistic training and learning experience. NTC offers a broad spectrum of programs, from bridge and ECDIS simulators to welding and culinary courses. Their two facilities are supported by a team of highly qualified and experienced mariners who are all subject area specialists.

Maryland Nautical Sales welcomes NTC to their customer base, and looks forward to a productive working relationship.



## Technical College Reykjavík



The Technical College of Reykjavik (TCR) is the largest vocational school in Iceland, with about 2000 students and over 200 employees. TCR was founded in 2008 when the Reykjavik University of Technology and the Polytechnic were merged. However, it's history goes back to the 19th century, with the foundation of the (ships) Steering School in 1890. TCR's core values are Education, Respect, Professionalism and Progressive.

TCR now includes 12 independent schools ranging in focus from handicrafts to electrical technology, and 80 programs of study. All the schools have councils of specialists and instructors with expertise in each trade.

Most relevant to Maryland Nautical Sales are the TCR Schools of Marine Engineering and Navigation, which are pathways to Mates or Masters licenses. The schools have ordered a variety of texts from MNS on subjects ranging from diesel engines and boat building to compass repair and onboard emergencies.

Maryland Nautical Sales welcomes TCR, and is happy to provide resources for educating new mariners.



# Sealite®



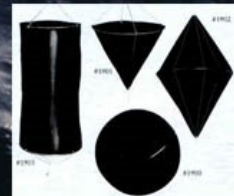
BARGE LIGHTS  
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# SALE

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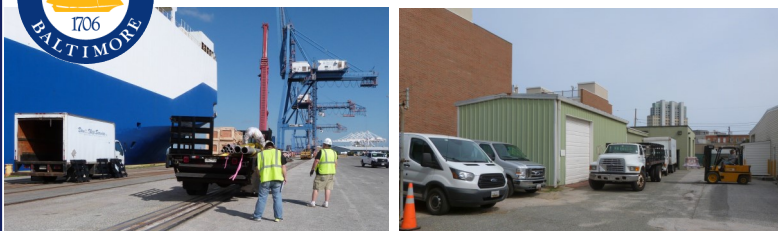
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## Clipper City Publishing

1-800-596-7245

[www.mdnautical.com](http://www.mdnautical.com)

Clipper City Publishing is the in-house publisher for Maryland Nautical Sales. For a truly professional look, why not customize your materials with your ship's name or company logo? We have the equipment and experienced staff to do the job right. Forms, booklets, stationery - you name it, we can do it. We provide color and black & white products, delivered right to your door or dock.

Publications now produced by Clipper City:

- Code of Federal Regulations (CFR)
- USCG Light List
- Bridge Bell Book
- List of Lights Pub. 110
- USCG Navigation Rules
- Sailing Directions ( Enroute) & (Planning Guide)
- Summary of Corrections
- Coast Pilots
- Ship's Plans/Schematics
- Occupational Safety & Health Administration