



## **BAY PILOTS & MARINE CONSULTANTS INC.**

*"Navigating The Risk"*

100 Brandy Point Rd. Grand Bay - Westfield, New Brunswick E5  
Phone: (506) 738-2058 Fax: (506) 738-2996 Cell: (506) 333-01  
E-mail: [baypilot@nb.aibn.com](mailto:baypilot@nb.aibn.com) [www.bayshipping.com](http://www.bayshipping.com)

---



Capt. Kevin F. Quinn, Master Mariner, Chartered Insurance Professional.  
100 Brandy Point Road  
Grand Bay-Westfield NB  
Canada E5K 2W6  
Email private: [ksquinn@nb.aibn.com](mailto:ksquinn@nb.aibn.com)  
Email corp: [baypilot@nb.aibn.com](mailto:baypilot@nb.aibn.com)  
Web site : [www.bayshipping.com](http://www.bayshipping.com)

### **PERSONAL INFORMATION**

Date of Birth: 18.08.60  
Citizenship: Canadian  
S.I.N.: 115 791 469  
Languages Spoken: Fluent English, passable French.  
Marital status: Married.

### **WORK HISTORY AND CAREER-RELATED EDUCATION**

1999-present: Owner of Bay Pilots & Marine Consultants Inc. who are principally Marine Surveyors And Consultants specializing in Marine Insurance Claims. In addition to our Marine Insurance Claims work we conduct Loss Prevention audits and surveys for various underwriters and P&I Clubs. Our geographical work area is global.

### **MARINE EDUCATION & QUALIFICATIONS**

2009: Chartered Insurance Professional ( CIP ) – Marine Designation.  
1995-99: Pilotage Federal License Port of St. John NB  
1988: Master Mariner Unlimited Tonnage Worldwide

### **CONSULTING PROJECTS BY BAY PILOTS & MARINE CONSULTANTS**

2012: Successfully represented a Mexican Pilotage Group to negotiate the Purchase and Sale agreement of a Canadian Pilot Group and subsequently was in charge of shipping the Pilot Boat from the Port of Saint John.

2012: Successfully upgraded 2 Aquaculture Vessels ( 1 SFV and 1 LFV ) to Transport Canada regulations including proving all dwgs for Plan Approval.

2011: Successfully re-flagged Dutch cargo Vessel to Canadian Flag under Transport Canada Regulations on behalf of owners.

2011: Fuel Management Consulting for Fleet of vessels which included delivery and bunkering operations.

2011: Successfully consulted on behalf of large International Corporation with a Canadian subsidiary looking for new tonnage of which our recommendations based on our attendance was selected.

2010: Successfully re-flagged Norwegian Vessel to Canadian Flag under Transport Canada Regulations on behalf of owners.

2008-2010: Successfully shipped on behalf/seller of the buyers of 8 specialized CNG ( Compressed Natural Gas ) containers built in the Port of saint John by FPC ( Floating Pipeline Company, to the Far East and South America.

2009: Successfully consulted on behalf of SAL ( German Heavy Lift Shipowners) to get 4 of their ships "Great lakes Approved" by the Saint Lawrence Seaway Corporation.

2009-11; Legal defense expert on various marine matters with some cases still pending.

2007: Petcoke receiving terminal consulting for Jepsens International on shipment and distribution logistics

2006: Charter party dispute consulting

2005: Business Development Consulting for Georgian Marine Survey Company which resulted in a doubling of their business within 2 years.

2005: Advised Major Canadian Shipyard on Purchase sale agreement contract of all equipment by 3<sup>rd</sup> party.

2003: Loss Prevention Consulting on behalf of a major container line on food export to Caribbean to reduce losses due to condensation.

2002: Resolved Charter party dispute for major bulk carrier while in attendance Caribbean.

2002: Consulted on behalf of major Container Line on New Terminal and logistics thereof.

2000: Consulted on behalf of a major industrialist for a new aggregate shipment terminal.

## **WORK HISTORY**

**1995-1999: Saint John Harbour Pilot Class A Atlantic Pilotage Authority**

**1989-1995: Chief Officer (Container/RO-RO Liner Service)**

**1987-1994: Hope Marine Surveyors- Marine Consulting & Surveying**

**1988 Master with Harbour Development-Marine Contractor**

**1988 C/O with Sonex Corporation-Oil and Gas**

**1986-1987 Master with Coastal Transportation**

**1986-1987 2nd Mate Merlac Marine LTD-Tanker Operator ECNA**

**1986-1995 Master Pilot Boat - Saint John , N.B.**

- 1984-1986**    **2nd Mate Balder Offshore Canada Inc.-Offshore Oil & Gas**
- 1983**            **2nd Mate CN Marine –Cargo,Passenger Ferry**
- 1979-1982**    **AB to 2nd Mate Irving Oil Ltd.- Canada’s Largest independent**
- 1978-1979**    **Ordinary Seaman Atlantic Towing Ltd**

During our time at sea we spent more than half of that time in the Canadian St. Lawrence Winter navigation Ice Seasons as a Ice navigating officer for a total of the years from 1982-1995. Of those years from 1989-1995 I was C/O on a large Fednav ship in various ice conditions and have conducted more than 100 Ice Voyages in the Gulf of St. Lawrence. From 1999-2003 we were an Ice pilot principally engaged with Fednav ships entering the Gulf of St. Lawrence with 1 voyage to the Arctic.

**SERVICES**

**MARINE CONSULTING SERVICES**

- Marine & Safety Audits
- Common Marine Inspections
- Loss Prevention
- Risk Management/Analysis.
- Pilotage consulting and Pilotage Causality investigations
- Tonnage Measurement & Registry
- Marine Causality Investigations
- Purchase Sale for New Tonnage to Canada
- Fuel Management
- Marine Transportation Logistic
- St. Lawrence Seaway approval for vessels
- Terminal Operation

**OIL AND GAS SERVICES**

- Crude Oil , oil expediter for P&I

**MARINE INSURANCE SERVICES**

- Marine Insurance Claims Handling and Investigation
- Cargo Claims
- H&M Claims
- Stevedore Claims handling
- Marine Liability Claims
- Charterers Liability Claims.

**SURVEYING SERVICES**

- On Hire/Off Hire & Bunker Survey’s
- Draft Surveys
- Container Damage Survey’s and Cargo Damage
- Tug and Barge condition surveys
- Newsprint/Woodpulp Loading/discharge Surveys
- Reefer cargoes

Steel Pre-loading/Loading Surveys  
Project Cargo Surveys  
Pre Condition Purchase surveys for Vessels and Tug and Barges

### **SUPERCARGO SERVICES**

Port Captain for Military Cargo.  
Port Captain for Forest Products.  
Port Captain for Bulk Cargo.

### **CLIENT LIST MARINE INSURERS**

Axa Corporate Insurance , Lombard Canada , Chartis ( AIG ) , Economical Insurance , Liberty International Underwriters , CNA, RSA, Eagle Underwriting, Atlantic Marine Underwriters, Ace-Ina, Allianz , Zurich, Charterers Club -Michael Else & Company Ltd , Underwriters Risk Services, and Various LLOYDS Markets.  
Brokers Aon , Marsh , Willis, Servco Insurance Services,

### **CLIENT LIST P&I CLUBS-**

STANDARD, AMERICAN, UK, STEAMSHIP MUTUAL, SHIPOWNERS, GARD, SWEDISH SKULD, WEST OF ENGLAND, NORTH OF ENGLAND, T T CLUB.

### **SHIPPING CLIENTS-**

JEBSENS INTERNATIONAL- CARGO AND BELT SHIPS

SAL- HEAVY LIFT WITH DP CAPABILITY

KENT LINE INTERNATIONAL- DIVISION OF JD IRVING

ATLANTIC TOWING LIMITED- DIVISION OF JD IRVING

### **Related Marine Education:**

2009: Chartered Insurance Professional-Marine Designation.

2001: ISM/ISO- Maritime Lead Auditor Course, Maine Maritime Academy

1999: GMDSS Course, St. Andrews Community College

1998: Bridge Resource Management Course, Nova Scotia Nautical Institute

1997: Global Positioning System, Electronic Chart Display & Information Systems, Bedford Institute of Oceanography

1996: Ship Handling Course - Marine Safety International, Newport RI, USA

1993: Dangerous Goods & WHMIS Course

### **MEMBERSHIPS**

Member of the Technical Committee of the CBMU  
Member of Nautical Institute -London

Accredit Surveyor & Member of International Institute of Marine Surveyors  
Associated Member of The Canadian Board Of Marine Underwriters (CBMU)  
Resident Member of the Average Adjusters Association of Canada.  
Member of The Company of Master Mariners of Canada.  
Member of the Chartered Insurance Institute of Canada.  
Member of the Chartered Insurance Institute of London.  
Volunteer Advisor & Member of CESO- Canadian Executive Service Organization.  
Past Chairman of the Board of the Saint John Seafarers Mission

Capt. Kevin F. Quinn, Master Mariner, CIP.  
Bay Pilots & Marine Consultants Inc.