Shipping 2013 has come and gone – what impressions have been left with its attendees? What thoughts and ideas have been planted? Are they lasting, or will they wither and die until the next conference, panel discussion or speaker that comes along to jog either our memories or conscience or both?

The speeches, panelists and presentations were excellent, pointed questions were raised and detailed answers given, technicalities discussed and either cleared up or clarified; future, recent and not so recent regulations were explained and their implications discussed. Members of the Maritime Industry reinforced their reputation for NOT being the shy
and retiring types. Networking par excellence went on at all levels.

Being President, I had the privilege of both introducing and attending more than my fair share of the daily sessions, and I heard from all corners that this conference exceeded everyone’s expectations. I came away with the firm belief that the vibrant enthusiasm of all attendees, driven by the vast pool of knowledge available from speakers and panelists, lifted the potential of this conference to a level where, if we can sustain the momentum with action, actual results can be forthcoming.

From my perspective, two main lines of thought emerged. Education was on everyone’s mind. The excellence of the winning essays, authored by cadets from the U.S. Merchant Marine Academy and SUNY Maritime College, proved to be very popular, and our Maritime colleges put in an extremely good showing. But, beyond the growing popularity of the CMA Education Foundation, different angles of Education took shape.

I started with a business breakfast with Vicki Middleton, Chief of Staff for Congressman Duncan Hunter (Chairman of the House Subcommittee on Coast Guard and Maritime Transportation), who freely admitted that more education was necessary for politicians and policy makers to better understand the depth and vital nature of our Maritime Industry, and how it touches all our lives.

The breakfast was followed by a highly enthusiastic and motivating speech by Birgit Lioddin, Secretary General of Youngship International, at the annual WISTA lunch, where she outlined the success enjoyed by her organization in engaging youth in the Maritime Industry.

Our industry is, by nature, very competitive, but it is abundantly clear that, in order to attract the most attention and get the “biggest bang for our buck”, we must present a unified face to those who do not fully understand the whole maritime picture.

Education (at all levels) and Unity are key thoughts and ideas which transcend our local Maritime Cluster and which, I believe, are crucial to the current and future health of our industry. It is up to us to formulate tangible, forward looking and self perpetuating solutions to pick up the momentum of the vibrant and enthusiastic voices so well heard during Shipping 2013.

Ian Workman
As I write this article April Fools' Day is just past, but somehow I feel that we are reliving it every day ... just like Bill Murray in Ground Hog Day... or maybe it is a case of existential anxiety related to crashing shipping markets played out on a background of soaring Wall Street share prices.

Shipping 2013 was a success. The superlatives can be read elsewhere in this issue. My principal criterion in defining success however, is the fact that each session's topics got taken outside the meeting rooms to be discussed still further. As you must realize, a lot of thought went into planning the sessions’ – themes, specific topics, speakers as well as the actual presentations. It is beyond a labor of love and most of the credit belongs to Jim Lawrence. Execution of the actual event was flawless and the credit there goes to Lorraine Parsons, the IMS staff and volunteers. Helping along the way was the CMA Board aided by our sponsors, exhibitors and speakers who have been so supportive. Thank you all. It was a great event.

In this issue Joe Gross, our Education Committee Chair, has some comments about the student presentations. Having been part of the creation of that session I am unashamedly proud. Now Joe will take it up another notch, and I hope to keep helping. To attract attention from more students we should increase the value of the awards. Maybe increase the first prize to $2,000 and the two runners-up to $1,000 each. The larger prizes will attract more papers and interest from more schools.

While we have kept the focus on the business aspects of shipping, perhaps we should expand it to engineering aspects and maybe even environmental and regulatory aspects of shipping. Instead of one contest maybe we should have two or three with first, second and third prizes for each sector.

To do these things we need money! The CMA Education Foundation is still in its infancy and most of its disposable funds are directed toward our historic scholarships and internships. I'd like to see a few companies step up to fund the student awards. Each would carry the name of the funding company. We have lots of ideas, but we need you, our members, and your companies to help. If you think you or your company could have interest speak to Joe Gross and/or me.

Having mentioned internships, we have plenty of interested students, but the number of companies who will take interns has stayed steady. If you heard the student presentations at Shipping 2013 you would know how bright, interested and interesting the students are. Talk to us. We can help fit the right student to your needs.

While we have been watching freight markets and the precarious state of many of our most respected ship owning companies, things are in a state of flux elsewhere in shipping. Connecticut, one of the very few coastal states which does-not have a state-wide port authority which supports its industry via planning and marketing is actively considering establishing one. The legislature's Transportation Committee has approved a Bill which has also been referred to the Commerce Committee. Hopefully the Bill will be considered by the General Assembly still in this year's short legislative session. Gun control and budgetary issues have been getting the most attention.

There will be a change of command at USCG SECTOR LIS in July 2013. Captain Lobanski from the 8th USCG district in New Orleans will be relieving Captain Vojvodich. Captain Vojvodich has been selected for Rear Admiral, and will be stationed in Washington DC as Chief of Acquisitions.

Beyond our shores the governing bodies of the Territories of Guam and Puerto Rico and the State of Hawaii are seeking to exempt trade between them and the mainland US from the Build American part of the Jones Act. The Government Accountability Office (GAO) recently released a study on the impact of the Jones Act on trade with Puerto Rico. You might have read about that report. It found some harm is done to their commerce, but made no recommendations citing what they felt were positive effects. Many opponents of the Jones Act have debunked those arguments. Proponents of a status quo have made a lot of noise defending it. No state has really challenged the Act since about 1922 when I am told that Alaska asked the Supreme Court to find the Act unconstitutional under the Commerce Clause of the Constitution. The Court found that Alaska, not being a state then, had no standing. We live in interesting times.

Don Frost
MEMBERSHIP NOTES

We are pleased to welcome so many new members. We assume most of you attended the Conference and we do hope to see you again soon.

Mr. Tim Angerame, Director, utiliVisor, New York, NY
Ms. Marcela Ariza, Chartering Manager, Agunsa, The Woodlands, TX
Mr. Dincer Ates, graduate student ITM program, SUNY Maritime College, Bronx, NY
Mrs. Andrea Bähr, chartering broker, Greenwich, CT
Ms. Karen Capponi, Travel Specialist, Frosch Travel, Fairfield, CT
Mr. Srinivasan Chandrasekhar, Technical Director, Viswa Group, Houston, TX
Mr. Per W. Christensen, President, Hudson Marine Management Services, Camden, NJ
Mr. Robert Clarke, Owner, CMEI, Saint John, New Brunswick, Canada
Mr. Peter William John Cook, Founder & Security Dir., Security Association for the Maritime Industry Ltd, London, United Kingdom
Mr. Matthew Austin Cooke, Inventory Control Supervisor, TRAC Intermodal, Princeton, NJ
Mr. Matthew James Cooke, Student, SUNY Maritime College, Bronx, NY
Mr. Diego Cortes, Business Developer, Agunsa, The Woodlands, TX
Ms. Kim Dailey, Logistics Manager, Liberty Global Logistics, Lake Success, NY
Ms. Rebecca Daly, Originator, BP, Chicago, Illinois
Capt. Patrick M DeCharles, Exec. VP, Vanuatu Maritime Services, LTD, New York, NY
Mr. Angelos Defigos, Deputy Technical Manager, Danaos Shipping Co Ltd, Piraeus, Greece
Mr. Thomas DeMartino, Rep for Commodities & Energy, Bloomberg, L.P., New York, NY

Mr. Brian J Downey, Dir. Marine Safety & Environment, CSL Int’l, Beverly, MA
Mr. Jonathan Elks, Head Internal Audit, OSG Ship Management, Inc., New York, NY
Mr. Anas Hatim Elzaroughi, Grad. Student, SUNY Maritime College, Bronx, NY
Mr. Chris Errington, Director of Engineering, Maersk Line Limited, Norfolk, VA
Mr. Sune Fladberg, Chartering Manager, Clipper Group, Stamford, CT
Mr. Paul Foran, Consultant, CMR, Wolfeboro, NH
Mr. John J. Gallagher, Sr. Advisor, Gallagher Marine Systems, Alexandria, VA
Mr. Nigel Gardiner, Managing Director, Drewry Shipping Consultants Ltd., London, United Kingdom
Mr. Alex Gomez, Manager, GMD Shipyard Corp., Bayonne, NJ
Ms. Lianna Patricia Gordon, Marine Underwriter, Swiss Re America Corporation, Armonk, NY

Eco-streaming in difficult weather?
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Once again - welcome!

Brian Robinson, Membership Chair

PS - When joining on-line please fill out the entire form, we need to know what you do, and where, even if you are not employed now.

Mr. Steve Gosser, Vice President, Global Risk Solutions, Inc., Miami, FL

Mr. Paul Gudonis, VP-Channel Management, Inmarsat, Inc., London, United Kingdom

Ms. Marisol Guinn, Traffic Manager, TBS Shipping Services, Inc., Scarsdale, NY

Mr. Erik Holladay, Global Marketing Director, Intertek ShipCare, Houston, TX

Ms. Cathie Johnston, Bus. Development Representative, Intertek ShipCare, Carteret, NJ

Mr. Mikael Karlsson, VP Sales and Marketing, EMS Ship Supply AS, Haslam, Norway

Mr. Michael Klein-Urena, VP-Business Development, SanSail, Inc., New York, NY

Mr. Evan Kopek, Jr., Account Executive, TradeWinds, Stamford, CT

Mr. Dan Kovacich, Vice President- Marine Division, Maxum Petroleum, Seattle, WA

Mr. Michael Leach, Commercial Manager, Trojan Marinex, London, Canada

Mr. Danny Lien, Managing Director, Amos International (S) Pte Ltd, Singapore

Capt. Larry Liu Liu, Operation Manager-Port Captain, Chartering, North Haledon, NJ

Mr. Rod Manser, President & COO, Centrus Marine Systems, El Segundo, CA

Mr. Charles McDaniel, President-Marine Division, Maxum Petroleum, Long Beach, CA

Mr. Timothy McDonough, Marine Mkt Director, USCA, Sherwin Williams, Cornelius, NC

Mr. Maximo Mella, Executive Vice President, Ageport, Santo Domingo, Dominican Republic

Mr. Michael Merlie, Partner, Gawthrop Greenwood, PC, West Chester, PA

Mr. Scott Metzger, Senior Vice President, Clean Harbors, Norwell, MA

Mr. Jason Nuss, Hiller Systems Inc., Chesapeake, VA

Mr. William Pack, Director-Maritime Segment, International SOS, Houston, TX

Mr. Michael Puig, Sr. Manager - Business Development, Cidra Corporation, Wallingford, CT

Ms. Line Randloev, Operations Manager, Clipper Bulk, Stamford, CT

Mr. Richard Semsel, Croydan LLC, Harrington Park, NJ

Capt. Kuldeep Singh, Director-US Gulf, Gallagher Marine Systems, LLC, Sugar Land, TX

Capt. Marc E. Smith, Hudson Marine Management Services, Camden, NJ

Mr. Pisheng Michael Sun, Founder & M. Director, AltaShips Capital Ltd., Shanghai, China

Mr. Pace Ralli, Clean Marine Energy, South Norwalk, CT

Mr. Michael Antranik Tasciyan, Acct Exec., OMNI Corporate Solutions Ltd., Lyndhurst, NJ

Mr. Gregory Benson Turcotte, Student, SUNY Maritime College, Bronx, NY

Mr. Rajan Vasudevan, CEO, Oceanmanager Inc., Salt Lake City, Utah

Dr. R. Vis, Director, Viswa Group, Houston, TX

Mr. Andrew Watson, President, Southport Atlantic, Palm Beach Gardens, FL

Mr. Christopher James Weyers, Managing Director IB Maritime, Stifel, New York, NY

Mr. Ethan Wiseman, Vice President-Engineering, SanSail, Inc., New York, NY

Mr. Stephen Wright, President, SanSail, Inc., New York, NY

Mr. Larry Wu, President & CEO, KX Energy, Inc., Vienna, VA

Once again - welcome!

Brian Robinson, Membership Chair

PS - When joining on-line please fill out the entire form, we need to know what you do, and where, even if you are not employed now.
SCENES FROM CMA SHIPPING 2013

Photo credit: Chris Preovolos
CMA Shipping 2013 was another blockbuster event, with close to 2,400 guests attending over the course of the three days of non-stop activity.

Thank you to all who participated as conference delegates, exhibitors, speakers, exhibit visitors, sponsors, supporting organizations, job fair attendees, members of the press, advertisers, seminar presenters and those who came in for the Commodore Gala Dinner on the Wednesday evening to honor Peter Evensen, President & Chief Executive Officer of Teekay Corporation, concluding a superb three days of prime networking opportunities.

We would like to extend our very special thanks to the following companies for their generous support and sponsorship of events at Shipping 2013 and tables at the Commodore Gala Dinner. Without you it would not be possible!

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We will hope to see you back at CMA Shipping 2014, March 17-19, 2014, once again at The Hilton Stamford!
SEEING THE MARITIME INDUSTRY THROUGH FRESH EYES

By Joe Gross
Education Chair

During the recent CMA Conference I had the pleasure of moderating the Maritime Education session. The session is built around a call for papers from college students, on topics relevant to the Maritime Industry. For this, the second year of the program, the call went out to 66 universities, colleges, and academies that have programs dealing in some way with marine transportation. Although it was my first time participating, I have to say, I was very impressed.

Dr. Shumel (“Sam”) Yahalom, Ph.D Distinguished Service Professor of Economics and Transportation at the State University of New York (SUNY) Maritime College oversees outreach to both Maritime and non-Maritime colleges throughout the country. Professor Yahalom deserves a great deal of credit for his efforts.

Those of us on the review committee had our work cut out for us. We had double the number of papers submitted in 2013 than the year before. All were good but in the end, only the top three papers were presented by their authors at the CMA Conference.

All three winning papers were relevant to issues facing the Maritime Industry today, and covered the following topics:

First Place: “The OBO: A Bridge between Supply and Demand Fundamentals and Those Ushering in the ‘Eco’ Age” by Cadet Ian Holtzworth, U.S. Merchant Marine Academy
Second Place: “The Effect of Vessel Surplus on tanker Economics” by Cadet Michael Whitbread, SUNY Maritime College
Third Place: “Freight Rates, Trade Routes and Ship Repair Location Decision” by Ms. Janice Abdelmesseh, SUNY Maritime College

The presentations were focused, and their arguments were compelling. Quite a few of the presenters’ fellow students...
attended, along with some of their instructors and our industry colleagues. I strongly urge everyone to make the effort to attend this session next year. I do not believe that we can underestimate the value of looking at our industry through a fresh set of eyes. These students came to us without the bias of 10 years, 20 years or more of experience in our industry, and it may well be one of their new ideas that transforms shipping.

So, congratulations to our winning authors! Their papers and presentations were very well done, indeed. We hope to see more of our members attend the Maritime Education session in 2014!

CMA ELECTIONS 2013

At our CMA’s Annual General Meeting April 25th members will be asked to vote for those who will manage and lead the Association. This year we have two officer positions and two Committee Chair positions to be filled. The Nominating Committee has recommended the following slate:

• Vice President – Anthony (Tony) Backos. Tony has been serving as the Association’s Secretary for the last two years. He is a maritime attorney with Watson Farley & Williams in New York
• Secretary – Jasmine Alvarado. Jasmine has been a CMA member for some time but will be new to the Board. She is the Chartering Manager at MUR’s office in Stamford.

The two Committee Chair positions are incumbents

• Planning & Administration - Dave Fillis is in the Operations Department at Charles R. Weber
• Education – Joe Gross has been filling Margaret Faucher’s unexpired term while she had a child (Charlotte Ruth – born during Shipping 2013). Joe works at Maersk Broker.

SHIPPING 2013 BUSINESS CARD DRAWING WINNERS

We are pleased to announce the following winners of our CMA Shipping 2013 Business Card Drawing:

Shipping 2014 Full Conference Delegate Registration
Peter A. McLauchlan, Partner, Gardere Wynne Sewell LLP, Houston, TX, USA

CMA 1-Year Membership (New or 1-year renewal if already a CMA member)
Robert Toney, WatchStander LLC, Fort Lauderdale, FL, USA

Complimentary CMA Events Pass for 2013, which includes the regular monthly CMA Lunches during 2013, 1 CMA Dinner Meeting (if held), 1 CMA Annual Summer Picnic at the Stamford Yacht Club and 1 Holiday Party in December 2013
Carl Cederstav, Marine Consultant & Surveyor, Sea Surv LLC, Norwalk, CT, USA

Complimentary Passes for 2 for the CMA Annual Summer Picnic at the Stamford Yacht Club
Neil McNeil, Managing Director, V.Ships USA LLC, Miami, FL, USA

Congratulations to you all!

SHIPPING 2013 – A CONFLUENCE OF GLOBAL MARITIME BUSINESS

Article written by: 2/c Diana Kurek, International Maritime Business Major, Massachusetts Maritime Academy

This year the Connecticut Maritime Association (CMA) conference was held on March 18th, 19th and 20th at the Hilton hotel in Stamford, CT. It is the largest maritime conference in the United States where ship owners, representatives of maritime related companies, and experts on maritime topics from all over the world meet annually to network and discuss current issues in the industry.

Attending the CMA conference is a great experience for those who are working or studying in the maritime field. For International Maritime Business cadets, this is an excellent opportunity to learn about different maritime companies as well to see how truly international this field is. The conference consisted of an exhibition of more than 130 companies, various seminars and debates, a cocktail reception and a job fair towards the end of the event. Among all the companies, the following fields were most represented: ship construction and design, ship salvage services, logistics, insurance, brokerage and maritime IT.
This was my first time attending the CMA conference. I went with a group of thirty-five other IMBU cadets, nine of which were exchange students from Shanghai and Dalian. My assignment for the day was to accompany the Chinese cadets. I enjoyed having the opportunity to interact and bond with the exchange students outside of the classroom setting. On the long bus ride to Stamford I sat with the students from China and told them more about myself and my background. Being born in Belarus, I was better able to connect with them, since I understand what it is like to be immersed in an unfamiliar culture. By the time we arrived at Stamford, I could see that they were becoming more comfortable with me and talkative.

At the conference, we spoke to representatives of maritime related organizations and businesses who told us about the types of services they offer, the job openings that they have, as well as the qualities they look for in their potential employees. We also attended an informative debate session where we learned about current controversial issues in the maritime industry.

The following topics were brought up at the conference:
1) demand and supply of different types of ships in the market;
2) future trade market, discussing the type of goods that will be shipped and how it will affect the industry;
3) efficient use of energy sources by the ships, taking into account topics on pollution;
4) logistics related to ship traffic, the expansion of Panama Canal, and congestion of ports such as Japan, Shanghai, Singapore, Hong Kong, Europe, Eastern Asia and USA;
5) ship scrapping;
6) pros and cons of the shipping career and industry.

After attending the conference I discussed the event with the Chinese exchange students on our bus ride back to Massachusetts. We were talking about the lessons learned at the CMA conference. We understood that the maritime industry is a constantly growing and expanding industry which has a high demand for maritime business professionals. The industry not only offers high salaries, but also gives an opportunity for one to advance quickly. This is not an industry that belongs to any one country, but is a truly global one. It is no longer enough to just be a specialist in your field of study, it is also important to be exposed to different cultures, languages and information technologies. It does not matter whether one is from Belarus or China or India or the US.....this is one global industry.

CALLING CMA GOLFERS –

CMA SPRING GOLF OUTING.....
Monday afternoon, May 20, 2013
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
Website: http://www.sterlingfarmsgc.com

Mark this date in your calendar for our CMA Spring Golf Outing – Monday afternoon, May 20. We are hoping that a slightly later date will provide us with better weather – not guaranteed but we can hope!

Registration/Lunch commences at Noon
Shotgun start at 1:30 PM
Dinner in the Royal Green Restaurant directly following the afternoon of golf at around 6:00 PM until late.

We will stay with our latest format which is the “Simple Scramble” format. This means it is in essence a team event, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.
The First Place Team will be presented with the “Graydon Michael Webster Cup”, and we hope that our 2012 Champion team, led yet again by James Parker and Jason Andrews, will return to defend their trophy.

To participate in this year’s Spring Golf Outing, the cost is $175 per person (holding steady for the past decade!) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

The outing is always full, so please register early by calling to reserve your place and then sending your checks in ASAP to secure your spot.

If you don’t play golf, stop by for dinner and cocktails after work – the cost for the Dinner only is $50 per person.

Each foursome must have at least one CMA Member in good standing. We also accept individual reservations and we will team up individuals for play.

Please make checks payable to “CMA” and send to:

Lorraine Parsons
Event Director
Connecticut Maritime Association
One Stamford Landing, Suite 214
62 Southfield Avenue
Stamford, CT 06902

Call Lorraine at: +1.203.406.0109 Ext 3717 or Anne at Ext 3725 if any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express).

SPONSORSHIP OPPORTUNITIES......

A great deal of our past success can be attributed to the generous "Hole Sponsorship" of our members. It provides for the great prizes that are presented at the dinner, which are numerous and always so popular.

So come on and sponsor a hole at this year’s outing. You will receive a custom-made hole sign, huge praises at the dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors. Hole sponsorships are priced at
$250 each, and again make checks payable to “CMA” and send to our address noted above or call for credit card payments.

Johnny Kulukundis will once again sponsor the beverage cart – thank you Johnny!

We hope that you will join us on May 20 for another great afternoon of golf.

Best wishes,
Lorraine Parsons
CMA Event Director

No this is not the overture to “The Sound of Music”.

Following on Maritime London’s successful Mountain Challenge held for a few years, the Seamen’s Church Institute will launch the SCI Mountain Challenge to be held September 19-22, 2013 in western Maine near the New Hampshire border. The event targets maritime industry corporations looking to combine a physically demanding outdoor challenge and philanthropic support. The two-day stamina event tackles 25 miles of rugged trails, including Maine’s second highest peak, Sugarloaf Mountain. Winners will be determined through a combination of fastest competition times coupled with the amount of donations achieved before the race.

SCI is recruiting companies from all aspects of the maritime industry with a goal of registering 40 three-person teams to compete. Each team is to pay a $3,500 registration fee while taking responsibility for a combined philanthropy challenge of at least $3,000, Teams pay their own transportation and discounted lodging. SCI already has more than 10 teams committed and have spoken to several more interested companies at CMA’s Shipping 2013. IMS is planning to field two teams.

The race is an adventure that also benefits SCI’s programs serving merchant mariners-port hospitality, law and advocacy, and maritime education. You can visit the event’s website www.scimountainchallenge.com or call Claudia Fortunato-Napolitano at 212-349-1791.
I attended this year’s Conference in New Orleans Feb 6-8, 2013. The Conference is a successor to what was an annual Mississippi Valley Coal Exporters meeting dating back to the 1980’s. It is now attended by representatives of virtually every dry cargo and transport function along the river. Coal people still come and are now accompanied by those who move pet coke, fertilizers, steel, iron ore, and of course grain.

Many of these people come to our annual conference, some are members of CMA and some, like me, make the trek from Connecticut to New Orleans for good food and knowledge. It is a great time to meet some old friends and make new ones, learn what is going on in the Gulf and get ideas for our conference. I also met a very interesting person. Perhaps you have read of the French philosopher, Rene’ Descartes who is famous for his statement “Cognito ergo sum” (I think, therefore I am). I may have met a descendent of Rene’s named Bubba Descartes. Bubba is a Cajun (they have another name but I can’t use it here since we are PC) fry cook. His philosophy is “Cognito ergo tuber” (I think therefore I yam). I like his simplicity.

Just a few of this year’s speakers:
• Hans Luetkeimeier of Kinder Morgan Terminals and Chairman of the Mississippi Valley Trade & Transport Council and Chairman of the Council
• Francisco Sanchez, Under Secretary for International Trade at the U.S. Dept of Commerce
• Michelle Kornick, Operations Manager for the Mississippi River New Orleans District, United States Army Corps of Engineers
• Sean Duffy, Maritime Advocate for the Louisiana Maritime Association and lobbyist for the Big River Coalition
• Justine Fisher of Goldman Sachs, NY
• Phillip Syrrist of ICAP, Stamford, CT
• Deck Slone of Arch Coal
• Tracy Mack of Growmark

The Conference gets better every year and the MVTCC staff is simply great. I recommend you try to make next year’s event. By the way I came back in time for the big snow storm. The flight back was on time. It was already snowing at JFK but not sticking on the Southside of Long Island. The trip to Connecticut was exciting. I should have stayed for Mardi Gras.
**SINKING UNDER A BIG GREEN WAVE**

The ECONOMIST ran a piece under this title March 30th (page 69) describing how ship owners face an onslaught of new environmental laws. The piece quotes Masamichi Morooka, chairman of the International Chamber of Shipping (ICS) and is based on his March 19th speech at Shipping 2013 here in Connecticut.

One of the IMO’s original aims was to prevent pollution, but its environmental rule-making has greatly intensified in recent years. Emissions from the funnels of ships and invasive species traveling the world in the ballast tanks are covered by a plethora of new rules. Compliance with those rules will cost the ship owners millions of dollars at a time when the cost of fuels are close to all time highs. To make matters worse the over-supply of ships now means freight rates/time charter rates are at barely break-even levels for a few sectors and represent dead losses for most sectors.

I recommend reading the entire article, or for those who attended Shipping 2013, you can review Morooka-san’s words on the link you received. I found the article’s mention of the politics of the IMO refreshingly frank, “The industry’s sluggish lobbying has meant that rules get passed before the ICS has a chance to object to them. And once they are passed, it’s much harder to get them changed.”

**FAIR GUIDE SCAM USING THE CMA NAME – BEWARE!!**

A word of warning that has come to our attention again that a company out of Bratislava, Slovakia, FAIR GUIDE, is once again mailing/faxing companies that have participat-ed in our CMA Shipping show referring to an entry relating to the CMA SHIPPING CONFERENCE AND EXHIBITION and inviting addressees to submit listing information and involves signing a page that can unwittingly, if not read closely, subject you to a fee of thousands of Euros per year for three years! This is totally bogus, has nothing to do with the CMA and is not authorized. We have sent them cease and desist letters, but they continue to target our good name. If you receive anything that you are not sure about, please don’t hesitate to contact me for verification and if you are participating in the show, what we send out regarding listings makes it very clear that it is from us and is FREE OF CHARGE! We operate out of Stamford, CT not Bratislava, Slovakia or Naperville, IL where they have people send info!

Thank you, Lorraine Parsons. Event Director, CMA
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

**BOOKS WITH BETH (WILSON-JORDAN)!!**

**TUESDAY, APRIL 30, 2013 – CMA BOOK CLUB/AUTHOR DINNER**

6:00 pm – 9:30 pm (approx.)
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820

Open Bar Reception 6:00 pm-7:00 pm
Seating for dinner at 7:00pm

Featuring Max Hardberger
(Mariner – Adventurer – Author)

SEIZED: A Sea Captain’s Adventures Battling Scoundrels and Pirates While Recovering Stolen Ships in the World’s Most Troubled Waters

“What I do is so uncommon that I’m probably the only person in the world who does it.”

—MAX HARDBERGER

Captain Max Hardberger steals ships—cargo-carrying freighters—for a living. In the murky world of ocean shipping, a small bribe to a local judge in some lawless, third-world country is enough for a craft worth millions of dollars to be “legally seized” from its legitimate owner and held for inflated or fictionalized claims levied against it. And that’s where Max comes in: he is an agent of last resort. When efforts to reclaim the ship through legal means have been exhausted, he puts together a mission-impossible team to steal the ship back, sneaking it out of treacherous waters on a high-stakes assignment—if Max and his crew are caught, they risk imprisonment or death.

About the Book:
SEIZED: A Sea Captain’s Adventures Battling Scoundrels and Pirates While Recovering Stolen Ships in the World’s Most Troubled Waters (Broadway Books; hardcover; April 6, 2010), takes readers behind the scenes of the multibillion-dollar shipping industry as Max recounts his extraordinary adventures from New Orleans to the Caribbean; from East Germany to the ice-bound docks of Russia; and from Greece to the jungles of Guatemala. Max’s exploits pit him against a rogue’s gallery of antagonists, including Haitian rebels, modern-day Caribbean pirates, and Russian mobsters. Max plans each job with the precision of a military special-ops mission, but often
employs less-than-orthodox techniques: he has resorted to using everything from whiskey and prostitutes to distract guards, to bribes and voodoo doctors to divert attention and sail a ship out of a corrupt foreign port, without clearance, under cover of darkness.

SEIZED is an action-packed thrill ride through the criminal underworld of shipping. In the tradition of The Perfect Storm and Into the Wild, this is narrative nonfiction at its best, a compelling exploration of a world few of us know about.

About the Author:
MAX HARDBERGER has been an airplane pilot, a lawyer, a high school teacher, a writer, an adventurer, and a sea captain of commercial freighters. World renowned in his area of expertise, he has been repossessing illegitimately seized freighters for the last twenty years. His adventures have been featured by NPR, the Learning Channel, the Los Angeles Times, and numerous other publications. When not on the high seas, he lives in Louisiana. Visit his website at www.maxhardberger.com

The Details:
If you already own the book do remember to bring it with you to be signed. A limited number of copies of the book will be available for sale at the event and for signature by the author. They are hardbacks and will be sold for $15 per copy (with $5 of the sale of each being donated to the CMA Education Foundation).

Pricing for this evening of entertainment is: $60 per person for Members and $70 per person for Non-Members (includes four-course dinner of pasta, salad, three entrée choices and dessert, unlimited wine and open bar during the cocktail reception and with dinner and coffee & tea).

For Reservations and pre-payment please call Lorraine at +1.203.406.0109 Ext 3717 or Anne at Ext 3725 or email conferences@cmaconnect.com

This is our first Books with Beth event since last February, and we are excited to host an author that is sure to entertain us. We hope you will join us.

** THE GOOD PIRATE, A FEATURE-LENGTH MOTION PICTURE INSPIRED BY SEIZED AND MAX HARDBERGER’S SHIP-RECOVERY ADVENTURES, IS CURRENTLY BEING DEVELOPED BY LONETREE ENTERTAINMENT AND POINT BLANK PRODUCTIONS. **
Candidate 1: Experienced HR Manager
Experienced HR Manager looking for a job in shipping company at USA.
• Eleven years experience in Marine recruitment
• MBA / Marine Engineering Dpl.
• Goal oriented and Team player
• Strong communication and strategic planning skills
• Advanced user of Fleet Manager PC program
(Ref: www.dbmagic.com)
Name: Sergiy Bilyy
Email: sergiybilyy@yahoo.com

Candidate 2: Seeking an opportunity in Finance in the Maritime or Energy sector.
Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.
Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT-Sloan School of Management.
I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers—seeking to add value in any way possible.
I would welcome any opportunity to discuss my experience and qualifications.
Cell: 267.446.9628, E-Mail: 89targa@gmail.com

Candidate 3: Experienced Senior Financial Data Analyst
Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimen-
sional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.
• 13 years as a Financial and Senior Financial Analyst for IBM
• A fundamental understanding of data acquisition, interpretation and modeling
• Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach
• A unique ability to spot trends and patterns that other analysts might not see
• Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments
Contact: Marilyn Wentworth-Hanson
Telephone: 914 669 4614
E-Mail: mwentworthhanson@gmail.com

Candidate 4: Strategic and Motivated Technical Manager
Strategic and Motivated Technical Manager having Marine Engineering background with strong Interpersonal, Project Management and Problem Solving skills. Proven ability in commercial operations and management in Maritime Industry and delivered results by leading cross-functional teams. Active Technical Superintendent on tanker ships for 15 years.
OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.
AREA OF SPECIALIZATION:
Strategic and Operation Analysis.
Ship Construction
Risk Analysis - Ship’s Structural Integrity.
Risk Analysis - Ship’s Operation and Maintenance.
Marine Quality Assurance & Regulation Compliance
Marine Incident Investigation.
Project Management.
Technical Management of ships & Technical Performance Analysis.
Full resume and references available upon request.
Telephone: 832 275-6956
E-Mail: andrezb@hotmail.com

Candidate 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry
As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective com-
munication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

Education: LL.M. in Admiralty and Maritime Law, Tulane University Law School, New Orleans
LL.B. in Commercial Law, Dalian University Law School, Dalian, China
Bar Admission: New York State bar exam results pending
Experience: Assisted in different aspects of court proceeding and pretrial conferences

Language Skills: English and Mandarin Chinese
English-Chinese and Chinese-English Interpreter for various international business meetings.

Contact: Yumin Zhao
Cell: 504-717-3113
E-Mail: yzhao0930@gmail.com

Candidate 6: 100% Shipping Man is seeking an opportunity to represent a US Maritime Company in Bulgaria and on East European Market
Education:
- Navigation-5 years Master Degree course at N.Vaptzarov Naval Academy-Varna, Bulgaria 1977-1982
- Navigation-4 years course at Secondary Maritime College-Varna, Bulgaria 1973-1977
- Ship Chartering, Ship Management and Port Agency courses at The Institute of Chartered Shipbrokers-London 2002-2004
Qualification:
- 3rd Grade Navigational Officer as per STSW 95/98
- Certified Shipbroker-MICS
Experience: total 30 years both at sea and on the shore
- Navigational Officer, Hopper Barges and Port Tugboat Master - 5 years
- Dry Cargo Chartering Shipbroker, Ship Commercial Operator, Port Agent, Ship Chandler, CEO of Sea Port Terminal and Manager at Ro-Ro Company - 25 years

Could be very helpful as Chartering Shipbroker and representative to US Ship owners operating general and bulk cargo vessels, also to Maritime Company seeking to establish business in Bulgaria in Shipping sector. Also can be consultant to companies interested to invest or develop business on Bulgarian shipping market.

I will be very pleased to consider any other job proposal including to move to US in order to work for Shipowners or Dry Cargo Chartering Ship Brokers or Charterers.

Contact: Mr.Ognyan Denchev Kostadinov,MICS
Cell: +359 877 533503, E-Mail: 533503@gmail.com

Candidate 7: Chartering Broker
Chartering broker with 35 years of experience. I have acted as North American representative for a major multinational handling grain and scrap. In recent years as a competitive broker where I have been active chartering bulk and bagged fertilizers, grains, bagged coffee, paper products and vehicles as well as other commodities.

I also assist with the refrigerated department in chartering as well as post fixture operations including calculation of laytime and settlements of accounts.
I have excellent computer skills and am well versed in several different office communications systems and a good working knowledge small scale computer networking.

Candidate 8: Experienced Mariner/Corporate Manager/Maritime Lawyer
Practicing lawyer with focus on maritime law (correspondent for Members of International Group of P&I Clubs). Seeking a fast-paced corporate position in the maritime industry (vessel operations, insurance, risk management).
- B.S.: USMMA (Marine Transp.); M.B.A.: University of the Virgin Islands;
  J.D.: Touro College - Fuchsberg Law Center
- 5 years seagoing experience
- 5 years as Port Captain at major oil refinery/marine terminal (vessels to 300K DWT)
- 7 years as corporate executive in the steel fabrication industry
- 15+ years as civil litigator with emphasis on maritime law

Diverse education and practical background combined with great motivation, energy, organizational skills, analytic thinking and creativity. A proven problem solver as a successful litigator.
Resume and references upon request.

Candidate 9: S&P Projects, Business Development
Avid Shipping Professional with ten years experience in Shipping Finance as well as six years experience in Relationship Management and Business Development in the shipping industry, I currently seek the opportunity to add value and strengthen my knowledge in a new professional setting in the S&P market.

I was involved in several business projects and of all the achievements mentioned on my curriculum vitae, undoubtedly, my biggest success is reflected by the 223% annual increase of the Shipping Department portfolio, the second largest annual increase among the Greek shipping banks for the fiscal year 2007 – 2008.

Considerable experience in market analysis, strong organizational, communication and problem solving. Handled a diversified portfolio, establishing all departmental procedures and worked effectively in cross-teams. Continuous professional development (Institute of Chartered Shipbrokers, Hellenic Shipbrokers’ Association).
I am certain that my experience so far can add value to an organization. I would welcome the opportunity to discuss how my knowledge and skills may contribute to your company’s growth and profit increase. My CV is available on request.

Contact: Alexandros Valentinis
Cell: +306937862614
E-Mail: alexandrosvalentinis@yahoo.gr
Notes: http://gr.linkedin.com/in/alexandrosvalentinis
Position A: Head of the Port Operation Group
Gearbulk, Inc. Tampa, the regional branch office for Gearbulk Ltd, seeks a highly motivated and experienced operations person to join its Tampa's team as Head of the Port Operation Group.

Gearbulk Ltd is the world leader in open hatch gantry vessels and open hatch jib craned vessels operating a fleet of approximately 90 vessels specializing in forestry products, non ferrous metals, steels and other unitized cargoes and bulk cargoes.

The Tampa office is responsible for the commercial and operational activities of Gearbulk owned/chartered vessels from the Panama Canal to the St Lawrence, including US Gulf, US East Coast, East Coast Canada and Central America/Caribbean ports.

The open position is Head of Port Operations Group, reporting to the General Manager Gearbulk Inc.

The jobs primary responsibility includes, but not limited to:
• to improve vessel port productivity in order to optimize vessel turnaround time and to minimize the associated operational costs whilst in port.
• Prepare and manage action plans in conjunction with Commercial Management
• Prepare and negotiate supplier contracts
• Prepare and manage the annual equipment budget for our area of responsibility including being responsible for the maintenance, inspection and certification of all local equipment, ensuring safe and efficient operation at all times
• Working very closely with the Commercial Management of the trades

The successful candidate will have:
• strong management and leadership skills.
• be highly proficient regarding interpersonal and communication skills.
• Good IT skills with word, excel and lotus notes
• Be the a problem solver and a real facilitator with Demonstrated abilities pertaining to sales presentations, cold calls.
• High-Energy personality, self-confidence, trader mentality, real desire to win and become the next star performer in the team who is driving the business.
• Be professional, maintain my honesty, be fair and personable with people.
• Thorough knowledge and contacts in the North America Shipping and S&T environment.
• Enthusiasm to develop niche markets under the radar/ what is coming next in this future economy.
• Speak English and French and ability to deal effectively with people of different ethnic and professional backgrounds.

Contact: Chris Sheils, General Manager, Gearbulk Inc.
Company: Gearbulk, Inc.
Telephone: 1-813-830-6000
E-Mail: cs@gearbulk.com
Notes: If interested, please send CV (HW03-13)

Candidate 10: Commercial Trainee position
My ultimate aim is to snare a Commercial Trainee position ideally within a broker.

My Trade, Shipping and Finance plus my customer skills and my momentum set me apart.

My relevant abilities include:
• Be the a problem solver and a real facilitator with Demonstrated abilities pertaining to sales presentations, cold calls.
• High-Energy personality, self-confidence, trader mentality, real desire to win and become the next star performer in the team who is driving the business.
• Be professional, maintain my honesty, be fair and personable with people.
• Thorough knowledge and contacts in the North America Shipping and S&T environment.
• Enthusiasm to develop niche markets under the radar/ what is coming next in this future economy.
• Speak English and French and ability to deal effectively with people of different ethnic and professional backgrounds.

Telephone: 1-506-801-2185
E-Mail: jacquessimon506@gmail.com
Notes: ca.linkedin.com/in/simonj1/ (S13-04)

Candidate 11: Experienced Operation Manager/Port Captain with Chartering/Trading Skills
Educated in renowned maritime university in China, with years of sea-going experience on board various type of vessels and solid shore-side operation, trade and chartering skills, I am looking forward to be a valuable addition to your team.

• B.S. Dalian Maritime University, China, maritime/navigation
• 11 years of seagoing experience in which 3 years as Captain
• Operation Manager and Port Captain in mpp/handy/panamax vessels in dry bulk cargo trade,
• Tanker operation in crude oil and fuel oil trade worldwide,
• Market information collecting/analysis/reporting in spot market,
• Arranging port disbursement, monitoring loading/unloading of cargo, bunkers supply,
• Laytime/Despatch/Demmuage calculation and settlement,
• Chartering of project cargo and dry bulk cargo,
• Tackling with default of charter parties from aftermath of shipping crisis, liaising with lawyers, dealing with claims and disputes and gained significant legal knowledge and experience,
• Familiar with logistics and freight forwarder business,

Resume and references upon request.
Contact by email to: bergenccs@gmail.com (S13-03)
Position B: Junior Operator
OLDENDORFF CARRIERS combines its history as a German shipowner with the network of one of the world’s leading drybulk operators. It is fully owned by the family holding company, EGON OLDENDORFF, which was established in 1921. For over 90 years, OLDENDORFF CARRIERS has served charterers, shippers, receivers and traders, who can expect us to be both reliable and flexible.

Each year, we carry more than 120 million tons of bulk and unitised cargo, and perform around 12,000 port calls to some 125 countries. On average, we operate around 350 chartered and owned ships at any one time.

Contact with our cargo clients is maintained through offices in Lübeck (our German headquarters and Atlantic hub), Singapore (Pacific hub), Stamford (US), Melbourne, Mumbai, Shanghai, Tokyo, Vancouver, Cape Town, Rio de Janeiro, Guyana, Trinidad & Tobago, Turkey and the United Arab Emirates.

We are looking to strengthen our Operations team in Stamford with a junior operator (m/f). The duties include

• Voyage planning, including bunker and cargo intake calculations
• Optimize voyage results in close cooperation with the chartering department
• Issuing voyage instructions and agency appointments
• Ensure compliance with time and - voyage charter party terms
• Checking and release of Bills of Lading
• Safeguard correct freight collection and hire payments in cooperation with the Marine Accounting Dept.
• Checking of proforma d/a’s and request advance payments from the D/A desk
• Handling of off-hire, underperformance, stevedore damage and other claims with support from our in-house claims desk
• Ensure smooth cooperation with clients and shipowners
• The position involves occasional domestic and international travel

Profile
• 1 to 3 years work experience in drybulk operations / postfixture for an owner/operator or shipbroker
• Seafaring background a plus
• Experience with Softmar a plus
• Aptitude to negotiate
• Excellent written and verbal communication skills
• Driven and open to new challenges
• Hard working, able to think on your feet and be flexible
• Enjoy working in a team environment

Contact: Lutz Lange
Company: Oldendorff Carriers USA Inc.
Address: 1 Landmark Square, 17th Floor
Stamford, CT 06901
Telephone: 203 487 7313
E-Mail: lutz.lange@oldendorff.com
Website: www.oldendorff.com

Position E: Relationship Manager:
Energy, Commodities & Transportation Team USA, OFFSHORE
Our growth plans in the US present an opportunity to further develop our Offshore business through this new addition. We seek a high caliber professional who will report to, and work closely with, the Head of Shipping & Offshore, US. This position is based in New York in a small team environment offering exposure to learn the many facets of our business.

In this role, incumbent will:
• Establish and maintain contacts with existing corporate clients and national and international authorities, with a view to creating/reinforcing the relationship between the client and bank and promoting the further sale of corporate products and services.
• Support the positioning of the bank on related cross-selling opportunities.
• Identify (trends in) risk developments both with regard to own credit portfolio as a whole and with regard to own individual credits.
• Based on the agreements entered into, coordinate the execution of the transaction (including risk monitoring) with the relevant mid/back-office staff.
• Analyze deviations from agreed credit arrangements, discusses these with the client and, based on instructions received, negotiates solutions and submits these to the relevant credit body for approval;

Qualifications
• Bachelors degree in Business Administration, Finance, Economics, Law or related field or equivalent.
• Minimum of 3-5 years of experience within transportation.
• Proven ability to draft, negotiate and review legal terms and documents to support the structuring of domestic and cross-border transactions on behalf of a global financial services institution.
• Excellent written and verbal communication skills.

E-Mail: us.humanresources@abnamro.com
Notes:Interested candidates please submit a resume and salary requirement (HW04-13)

Wanted:
Host Companies
Students are looking for internships. If interested in reviewing RESUMES. Please contact Joe Gross (jgross@cma-edu.org)