SAVE THE DATES

APRIL 2015

Thursday, April 30, 2015
CMA Annual General Meeting Luncheon

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Free to CMA Members in good standing
See page 4 for more info

MAY 2015

Monday Afternoon, May 18, 2015
CMA Spring Golf Outing

Sterling Farms Golf Course
2748 Post Road, Darien, CT 06820
1349 Newfield Avenue, Stamford, CT 06905
See Page 5 for more information

For Reservations for CMA Events please call
Anne at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@cmaconnect.com

From Monday’s opening session to Wednesday’s Gala dinner the CMA Conference knocked the proverbial ball out of the park - the most common description heard was “Unique”.

The most amazing line up of world class speakers and the most senior management were in attendance, backed up by hard hitting and thought provoking presentations covering present and future issues affecting the maritime industry worldwide.

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Environmental, technical, human resources, financial, energy, bunkers, new technologies, legal, salvage, education, security, markets - the list is myriad, and the views and opinions all well made, and I can’t forget the presentation to Capt. Joshua Bhatt of Campbell Shipping and his crew of the CS “Caprice” the truly amazing actions in saving 510 migrants.

But this conference had an edge which I, for one, have not experienced at any other conference at any other time in my career – the personal edge.

Where else have you seen scions of maritime families all sitting together, and candidly answering searching questions about their maritime inheritance and the influence of their family on their lives and careers?

To me and, I think, to possibly everybody there, this was a first, and it epitomized a central maritime tradition of inheritance usually kept very private. And when it did come to the fore it is my belief that the “family panel” put a caring face on an area of our industry usually very guarded about any intrusions into their privacy.

I would like to think that the panel members also had a positive take-away, in that, having given a fascinated audience a glimpse into hitherto uncharted areas, realized that their lives and experiences are all part of a maritime family that encompasses us all.

But to cap the whole conference and underscore both the business and family traditions of our industry there was that amazing speech, given at our Gala Dinner, by young Panagiotis Tsakos, grandson of our 2015 Commodore Capt. Panagiotis Tsakos. He received a standing ovation. What poise at only 12 years old!

A truly amazing experience and I look forward to watching the progress of this rising star in our maritime world.

This was a unique conference, a blend of old and new, business and private - which could only have been so successful under the auspices of the CMA – an Association that cuts across all the borders of our maritime world.

Ian Workman / President
Shipping 2015 – Superlatives simply do not do justice to the event. As a plank owner (i.e. I was aboard when we launched this organization) two sage sayings came to mind as I looked at the crowd and the team that made Shipping 2015 and CMA happen. The first: “Success has many parents and failure is an orphan.” CMA has a lot of parents. The second saying: “It is amazing what can be accomplished when no thought is given to who gets the credit.”

The opening session Monday afternoon set a tone particularly well articulated by Nicholas Pappadakis, a ship owner himself and Chairman Emeritus of INTERCARGO. The issue was seafarer safety and the example was dry cargoes that liquefied and resulted in the loss of ships and crews. Having some personal background with this type of cargo, and as a former seafarer, I was moved by Nicky’s emotional statements. The push-back from the audience was interesting and probably warranted. Let’s say it was interesting.

The education sessions Tuesday afternoon, and the Job Fair that followed, was another highlight. I wish I could repeat the encouraging words that Mr. Salvatore d’Amico spoke to the students. He spoke of their very thoughtful efforts as those from people with many years of experience in the industry. These were sincere words and the students responded. It was a very special scene I wish I could share in words.

All the technical, markets and economic sessions were very well attended. The crowd at the arbitration session Wednesday morning grew slowly. The session was very smoothly scripted but in fact it was just a number of really knowledgeable people talking about their individual experiences. They know their subject and shared it so well.

I hope those of you who could not attend this year can join us in 2016. We are getting a bit too big for the hotel but, by virtue of our trading nature, we are tribalistic. We like to be close to our own.

I hope to see you at the AGM luncheon April 30th.

Donald Frost

FROM THE EDITOR

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Risto Ajanko, Senior Hydrodynamist, Foreship Ltd., Helsinki, Finland
Dan Arczynski, President & CEO, Index AR Solutions, LLC, Williamsburg, VA
Michael Ross Armstrong, Associate, Newmark Grubb Knight Frank, Rye Brook, NY
Uriah Burhans, Sr. Meteorologist and Route Analyst, Weather Routing, Inc., Glensfalls, NY
John Cirenza, ISM/Crewing Manager, Transatlantic Lines LLC, Greenwich, CT
Nick Clarke, Managing Director, Citadel Maritime Ltd, Bristol, UK
Jamie Coates, Project Manager, CSL Group, Beverly, MA
Gordon Adrian Cooper, Retired, New York, NY
Bill Dobie, CEO, Stage 3 Systems Inc., Vancouver, Canada
John P Dooley, President, Choice Ballast Solutions, Columbia Station, OH
Joseph F. Harrington, Marine Manager, Advanced Polymer Coatings, Ltd., Avon, OH
David Herman, Managing Director, Castine Maritime Group, Roslyn, NY
Guillermo Hernandez, Commercial Mgr, Mammoet Salvage Americas Inc., Rosharon, TX
Jonathan Holler, Naval Architect, Foreship LLC, Miami, FL
Damien Laracy, Partner, Laracy & Co. in Assoc with Hill Dickinson Hong Kong LLP, Hong Kong, China
Patrick Lehmann, Cockett Marine Oil US, Inc., Palm Beach Gardens, FL
Dexter Lilley, Exec, VP & COO, Index AR Solutions, LLC, Williamsburg, VA
C. J. Lorio, Managing Director, Perot Investments, Inc., Plano, Texas
David Lubowitz, Managing Director, Assent Medical Cost Management, Inc., Miami, FL
Michael Mallin, Res.Partner, Hill Dickinson Hong Kong LLP in Assoc with Laracy & Co., New York, NY
Michael Patrick Mcnally, VP Sales, Americas, Maritime, Inmarsat, Houston, Texas
Matthew R. Miller, Transportation Industry Principal, OSIsoft, LLC, Saline, Mich.
Anthony Misetich, President, Petroleos Independientes de Panama, S.A., Manhattan Beach, CA
We welcome you all. It looks like most of were able to attend Shipping 2015.

Brian Robinson, Membership Chair

CMA ELECTIONS 2015

Our Annual General Meeting will be held April 30, 2015. On that occasion we will elect, re-elect if an incumbent is eligible, or confirm appointments made last year by the President to fill some vacant positions.

Positions to be voted upon:

**Officers:**
- Vice President – Captain Joe Gross of d’Amico Shipping was appointed to fill Tony Backos’ position when he relocated to Greece
- Secretary – Jasmine Alvarado previously of Clemente USA. Jasmine is the incumbent and eligible to run again

**Committee Chairs:**
- Membership – Brian Robinson of Penfield Maritime is the incumbent and is eligible to be re-elected.
- Planning and Admin – Captain Larry Liu of Charles R. Weber. Larry was appointed after last year’s AGM.
- Social – Ryan Jurewicz of VStep (simulators). As with Larry, Ryan was appointed after the 2014 AGM.
- Education – Kevin Breen of Charles R. Weber was appointed to fill Joe Gross’ position when he was appointed to fill the VP slot.

We hope to see you all at the AGM - it is free to paid-up members.

CMA COED SOFTBALL

Sadly this season has to take a break. Trinity Catholic High School, our long time hosts, has begun refurbishing their athletic fields leaving us without a home field this year. To fill the vacuum, the CMA Board has decided to enter 3 sponsored teams into the Stamford Men’s and Coed leagues. The Coed team games will be played every Monday at 6, 7 or 8 PM. The Men’s league games will be played Thursday evenings.

If you are interested in playing this year there is no cost as long as you are a member in good standing. If you have any questions, or are interested in playing, please e-mail me at Ryan.Jurewicz@Icloud.com. All skill levels are welcome but please note that we are limited on space. We also ask that you make yourself available for 75% of the games.

Ryan Jurewicz
Social Chair
a.k.a. “God of Games”

15TH ANNUAL SETTING THE COURSE AWARDS BANQUET – APRIL 23, NYC

Seafarers International House will hold its 15th annual Setting the Course awards banquet on Thursday evening, April 23, 2015 at the New York Athletic Club to honor Anthony Chiarello and Stephen Knott as the 2015 Outstanding Friends of Seafarers.
Anthony Chiarello is the President and CEO of Tote, Inc.

Ed Morgan is the General Vice President, International Longshoremen’s Association

Seafarers International House is a Lutheran mission to seafarers and immigrants of all faiths and nationalities, seeking to nurture the human spirit and foster human dignity through pastoral care, hospitality, social assistance, advocacy and prayer.

The Setting the Course Annual Awards Banquet supports Seafarers International House’s port mission to seafarers and honors those in the maritime industry whose achievements have earned them the Outstanding Friend of Seafarers Award.

Further information about reservations and program journal ads can be found in http://sihny.org/setting-the-course-gala/

MARKET WAVE

2015 will be a significant watershed for oil, shipping and bunker markets but what lies ahead? Maritime Week Americas will provide a much-needed platform for the serious debate, informed discussion and exchange of ideas that is so necessary for survival in this time of transition.

To sponsor, exhibit or register as a delegate call +44 1295 814455 or visit www.maritimeweekamericas.com

MARKET WAVE

CARTAGENA, COLOMBIA • 1 - 5 JUNE 2015

BUNKER IN A TIME OF TRANSITION
CONFERENCE & EXHIBITION

MARKET WAVE

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Calling CMA Golfers -

CMA SPRING GOLF OUTING.....

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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 18. After the brutal winter we have had in the Northeast, a nice afternoon of golf, on hopefully a lovely day, will be a great reward!

Registration/Lunch commences at Noon
Shotgun start at 1:30 PM
Dinner in the tent 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.

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The First Place Team will be presented with the “Graydon Michael Webster Cup”, and our 2014 Champion team, led by Bob Pascarella of The Professional Associates and ex-CMA Board Treasurer, will return to defend their trophy!

To participate in this year’s Spring Golf Outing, the cost is $190 per person ($760 for a Foursome) 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 spot 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 $60 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 you have 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.

We hope that you will join us on May 18 for another great afternoon of golf.

Best wishes,
Lorraine Parsons
CMA Event Director

The must-attend global maritime event for 2015
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7-11 SEPTEMBER 2015
LONDON INTERNATIONAL SHIPPING WEEK

Leaders from every sector of the global shipping industry will descend on London in September 2015 to celebrate the second London International Shipping Week (LISW). LISW will be packed with over 100 individual events and top rank meetings, culminating in a highly focused industry and Government shipping conference and spectacular Gala Dinner.

For more details visit www.londoninternationalshippingweek.com

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COMMODORABLE! On behalf of his grandfather, our 2015 CMA Commodore Capt. Panagiotis N. Tsakos - Founder of the Tsakos Group, young Panagiotis, aged 12 and Capt. of his local football team, picks up the Commodore hat – watched by his proud father Nikolas P. Tsakos, President & CEO of Tsakos Energy Navigation (TEN).
CMA Shipping 2015 was another, blockbuster event, with almost 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 Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group, 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 2015 and tables at the Commodore Gala Dinner. Without you it would not be possible!

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Thomas Miller / UK Club
Using Myths to Shatter Conventions

By Donald Frost

I was just waking up when the NPR announcer introduced a segment on automobile loans and how, in today’s economy, banks are willing to extend auto loans out to 74 months to lower the monthly payments. My wife, barely awake, asked if that wasn’t a bit silly since the loan could easily outlive the car. The NPR reporter affirmed that thinking by noting how each year automobile manufacturers upgrade facets such as driving comfort, safety features, better economy, lower emissions, lower maintenance costs and technologies from entertainment and communications to automatic parking systems.

When I started work ashore the conventional wisdom was that the generally accepted life of a ship was 20-25 years and the conventional shipbuilding loan had an 8 year pay back. This was when yearly technological changes in ships were few and far between and government and extra-governments (i.e. the UN) had not started to regulate any aspect of the shipping environment except safety.

I saw an article in The New York Times with the same title as I have used above. The myth that came to mind was the reasoning behind U.S. Title XI Mortgage Guarantees. Originally this program was meant for the international fleet but now also covers Jones Act loans. The reasoning seems to be the same as the 74 month auto loan. By writing off the loan over a long period the capital recovery part of financing becomes small enough to make US built ships look competitive with foreign built ships. Needless to say having the taxpayer guarantee the loan also results in a very low interest rate. The myth is that this state subsidized non-commercial financing completely offsets both the US high CAPEX as well as OPEX.

To my mind the reality of this myth is that if today’s regulations (*) are applicable now or say 2020, most of today’s Jones Act ships will be technologically obsolete and unable to meet environmental standards in one or more ways within 10 years. It seems then that writing off a ship over 25 years is neither ecologically acceptable, nor economically wise. At some stage these ships will have to be compliant with today’s standards and the cost will be exorbitant or uneconomical or the ship will need to be scrapped prematurely.

(*) International standards such as IMO’s Energy Efficiency Design Index (EEDI), regional regulation of sulphur emissions (ECCAs- US Caribbean, North American, North Sea and Baltic areas), or CO2 or local regulations such as New York’s ballast water discharges or California’s air restrictions are just a start.

The Maritime Industry Foundation

The Foundation was established in 2005 to respond to the increased coverage of maritime matters in the public media and to provide a central source of knowledge and accurate information about the industry as a whole. Its mission is to educate the public, and the maritime community, about our global and complex industry that is the engine of global trade.

The Foundation’s KNOWLEDGE CENTER (www.maritimeinfo.org) offers the public a broad range of information about the industry in a clear and precise style. It also provides career information, as well as apps designed to intrigue students. Its mission: “To enrich human knowledge and understanding of the vital roles of maritime industries and commercial shipping in the economic, social, political and cultural life of the global environment.”

The KNOWLEDGE CENTER, available in English, Spanish and Mandarin, is so important that the International Maritime Organization (IMO - a part of the United Nations) features it on their website as a resource. Its reach has grown every year – from 1000 hits/month in 2009 to over 3500/month in 2015 – and now receives significant inquires from around the world almost daily.

As CMA members you know that we are all responsible for promoting and educating our own people, the public and governments when needed. You can help increase awareness and raise the profile and reputation of the maritime industry. In doing so, the industry can recruit and retain qualified entrants to this exciting career path, as well as communicate the value of the industry to those who have...
The intent was clear: students who matriculated at SUNY Maritime were enrolling in a course of study that contained the necessary training which lead to USCG licensure, but were also receiving the benefits of a higher education degree. This was a sea-change: what had once been a binary—training or education—was now being combined into a cohesive and comprehensive whole.

This transition provided a bit of an identity crisis, as institutions that produced licensed mariners—and SUNY Maritime was not alone-- were forced to ask themselves a critical question: are we a college, or are we a training academy? The answer, more often than not, was yes: though seemingly paradoxical, it was not impossible for schools to choose between these two paths.

As maritime higher education developed and matured beyond training, it was not without growing pains. Aside from the aforementioned identity crisis, which continues to be a bone of contention for many, there were and are increasing demands imposed by external stakeholders. Additionally, the changing nature of the maritime industry itself provided both challenges and opportunities as maritime higher education sought to remain relevant in a

little, or no, awareness of how important we are to the global economy. Join the Maritime Industry Foundation (www.maritimeinfo.org).

For further information locally call Captain Peter Swift at 203-919-0946 or e-mail: pjswift@maritimeindustryfoundation.com

"FUTURE PROOFING MARITIME EDUCATION" –

THE INDUSTRY’S NEXT GENERATION

By Dr. Timothy G. Lynch
Provost, Vice President of Academic Affairs
SUNY Maritime College at Fort Schuyler

The 21st Century Maritime College Curriculum

Maritime education has long been marked by a distinctly vocational tone: since time immemorial, sailors have quite literally gone to school to “learn the ropes.” Hands-on, experiential learning was akin to an apprenticeship, whereby young men—and it was always young men, exclusively young men—were taught by doing. This model was first developed by the Portuguese with their school at Sagres, established by Prince Henry the Navigator in the 13th century, and remained the norm for the better part of seven centuries. While times have changed, methods of teaching often did not: even today applied learning is a hallmark of maritime education, and “learning by doing”—whether through simulation or an immersive sea cruise experiences—is a defining feature of our curricula.

In more recent times, and this has really only been the case for the past fifty years or so, maritime education has become more professional and less vocational. True, students—who by the 1970s included young women—were still trained in the practical arts of seamanship, such as navigation, ship systems, marlinspike, and such—but they were also gaining the theoretical skills taught by traditional colleges and universities.

This shift from training to education (or, more honestly to training and education) was profound. For example, the Board of Trustees of the State University of New York, made a conscious decision at its founding in 1946 to designate one of its charter members—the previously named New York Nautical School, as the Maritime College, eschewing the more popular term Academy that had been embraced by other schools that produced licensed mariners. The intent was clear: students who matriculated at SUNY Maritime were enrolling in a course of study that contained the necessary training which lead to USCG licensure, but were also receiving the benefits of a higher education degree. This was a sea-change: what had once been a binary—training or education—was now being combined into a cohesive and comprehensive whole.

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dynamic world. I shall address each of these, in turn: the current state of maritime higher education is no less confounding than that which presented itself when the shift from training to education was first embraced (or was it just endured?)

As maritime schools pursued partnerships with larger university systems (SUNY, the Massachusetts State System; the California State University system) they encountered the overarching accreditation standards associated with those systems and their respective regional accreditors (Western Association of Schools and Colleges, Middle States Commission on Higher Education, New England Association of Schools and Colleges).

While state maritime academies had always been diligent about recoding various assessments tied to the KUPs of a license-track program, they were now being asked to document student learning outcomes across a wider spectrum of educational and institutional matrices. Moreover, mandatory courses in general education; the humanities; social sciences; and other areas imposed serious constraints on time and added to an already impacted and intimidating schedule.

Additionally, the full complement of courses needed to satisfy the Coast Guard (which, by 1998 had become even more onerous owing to STCW, and which were further complicated by the Manila Amendments, USCG Final Rule and assorted other requirements) were compounded with substantial hurdles imposed by state boards of education which often mandated unit caps and emphasized metrics such as time to degree; and by external bodies (most notably ABET) which often recommended or required additional coursework that ran counter to suggestions made by other parties.

Let me offer a case in point: current requirements imposed by state university systems include a mandatory cap on units associated with various degrees: in California this means 120 units, and in SUNY, 126. Traditionally, the exacting demands of the USCG license programs, married with the requirements mandated by external bodies, required substantially more units: approaching 160 for a Deck license and in excess of 180 for Engineers. This dichotomy has required waiver requests from both systems, and has mandated that any units not expressly required for either the degree or the license be jettisoned. The result was a tightly constrained curriculum that left little room for electives.

The inflexible curriculum, devoid of electives, led to a lack of individuality, as—with a few notable exceptions—programs at the various state maritime academies grew to resemble each other more than not. Even more confounding, external accreditors, such as ABET, continually harangue our programs for being overly lock-step and devoid of courses such as Humanities, which provide a well-rounded education for our students. If it seems that we are trying to serve multiple masters, it is because we are.

Sometimes lost in this conversation about unit loads and time towards degree are those individuals who should remain central to any discussion regarding curricular revisions: our students. We must keep them and their interests foregrounded as we make informed, data-driven decisions regarding our programs and course offerings.

To that end, the various institutions of maritime higher education should investigate some of the realities of our situation as determined by the changing needs and nature of the maritime industry, and of those who enter that workforce. Not long ago, a licensed engineer who went to sea could make four times the salary of his counterpart who worked shore-side. Individuals could sail for six months out of the year and make a very comfortable living, while those who chose to remain ashore had more limited earning potential. Today, the difference in income is more modest (a factor of roughly 1.5:1), and may not be enough to convince graduates to distance themselves from the comforts of home. Additionally, the increasing requirements necessary to maintain and upgrade licenses are significant enough that they may dissuade graduates from sailing on their licenses for long, if at all.

Perhaps most tellingly, while it takes on average 4.6 years (and roughly 220,000 dollars) to educate a licensed engineer, he or she will sail on that license—on average—for less time than it takes to earn that credential. Finally, we know, too, that millennial learners put a higher value of freedom of mobility; on life-work balance; and on leisure time than did their predecessors. Collectively, this data suggests that maritime educators must think and act strategically, realizing that we are not just training students for a job but educating them for a career.

One way for us to achieve this is by working closely with our industry partners to guarantee that we are producing graduates who possess the skill set needed to be productive employees. Owing to the good work of our external
M Y LIFE IN T H E R OYAL N AVY
– 1899-1947

A SAILOR’S STORY - PART 21

By Hugh Turnour England

North Africa – 1942 (continued)

Homeward Bound
I suppose I might have expected something like this to happen. I had been warned by a friend at Movements Control (Cairo) that they were laying for me. I knew the Army had the unfortunate habit of bowler hatting officers which they found less than accommodating. It was the talk of the Clubs when I got home.

Perhaps in my case my friendship with (Admiral) Andrew Cunningham did not help as he had always backed me. I think one of the last signals he made to the Army told them that “Ships don’t move like trains”. That may have annoyed them. However, I should not blame anyone but myself. I should have been able to get on with the man responsible who Andrew had known before. He told me the chap always wanted to run everything himself.

I had a rough journey home, staying with Andrew at Algiers on my way, and flying from Gibraltar in a Lancaster, which was a wonderful experience.

New Adventures
I need hardly say that my wife was a tower of strength to me when I arrived home and other friends like Pug Ismay also helped. She said that I had been given a raw deal as often happens in war. Further assistance came from the Dorien-Smiths who kindly, at Anne’s instigation, invited us to stay at Tresco in the Scilly Islands which we enjoyed enormously.

So with all my friends help, and especially that of my wife, I was in good heart again and getting ready to go to sea as a Commodore. Then a wonderful thing happened when (Admiral) Philip Vian came on the telephone. In his short brisk way he said “Would you like to take a special convoy for me?” Without hesitation I said YES and was delighted to have the chance of serving under him. Of course already knew his reputation for offensive action and had seen this at close quarters in the Malta Convoy days. He later took me with him to the Assault on Sicily and Normandy, and also had it in mind to take me to the Pacific, but his own job there turned out to be different to that expected.

I was proud and very lucky to serve with him. Later on he and his very nice wife became great friends. Zoe and I stayed with them for the unveiling of Andrew Cunningham’s memorial in Trafalgar Square. Sadly, we also attended the unveiling of Philip’s memorial in the Crypt of St. Paul’s. Billie, his wife, died not long afterwards, both at a fairly early age. I owed him more that I can say and as Eve Benyon said, Billie was one of the nicest persons she had ever met.

advisory boards, we have learned what skills are valued and are valuable: employers seek to hire and promote those who can communicate effectively; who can reason and act ethically; who can work independently or as part of a team; who have a respect for diversity in a global marketplace; who can think critically and creatively….in a nutshell, they want not just the licensed mariner, but the educated employee….and if we do not produce such graduates, we are doing a disservice to both the individual and to the industry in which they will make a living.

Clearly, job skills alone will not help our students and graduates to lead successful lives. While the calculator-heavy Engineering courses might lead to a high-paying job on an oil tanker, it is the Humanities course that will give them something to discuss over the mess table. We must develop students who can think with both sides of their brain, to be analytical as well as creative. Indeed, we must provide both skill sets if we want “future proof” our next generation of mariners.

I would suggest, therefore, that the best way to “future proof” the next generation of industry professionals is to provide them with the skills that will help them achieve success….and the best way to do that is to maintain a close relationship with organizations such as the Connecticut Maritime Association, which can play a vital role in supporting curricular adaptations to ensure that the next generation of maritime professionals remain, first and foremost, relevant to the changing needs of a dynamic industry.

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The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $200. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com
The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com

Situations Wanted

Candidate 1: Experienced HR Manager
Top Recruiter / HR Manager for international shipping company seeks US positions.
Doing similar:
• 12 years recruiting, sourcing, headhunting, testing successfully;
• Manger staff of 12, interface with office s in Germany and Cyprus ;
• Holds MBA, Marine Engineering degree;
• Fluent in speaking and writing English, French, Russian and Ukrainian;
• Strong communication and strategic planning skills;
• Excellent PC skills;

Holds Green Card and relocate immediately, willing to negotiate.
Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-7770257
(S14-01)

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com
(S14-05)

Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.
Extensive expertise and experience in:
Breakbulk Chartering:
• Forest Products
• Steel
• Project Cargo
• Bulk Commodities

Previous Positions Held:
• Owner’s Representative
• Commercial Manager
• General Traffic Manager
• Trade Manager

Achievements
• Identified and developed trade lanes to suit both owners’ and clients’ needs.
• Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.

Education
• Currently in pursuit of certification by the Society of Maritime Arbitrators.
• Bachelor of Science in Transportation, Tourism and Trade from Niagara University.

Cell: 845.480.4543
E-Mail: jmcship@gmail.com
(S15-02)

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.
Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko, Cell: (860) 488-4107
E-Mail: marcinkod@live.com
(S14-10)

Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.
Hi am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.
Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.
Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.
Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position

Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.

- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.

Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.
- Reside in the U.S. and can relocate with short notice.

Education:
B.A. Economics St. Bonaventure University and SUNY College.
Featured speaker at Maritime conferences on financial structuring and capital raising in the maritime industry.

Professional Affiliations:
- Connecticut Maritime Association
- Commercial Finance Association
- Association for Corporate Growth
- Turnaround Management Association

E-Mail: indiansailor47@gmail.com

Notes: Please respond to email: (S15-01)

Candidate 7: Maritime General Counsel

Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.

- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.

E-Mail: maritimeGC@gmail.com (S14-07)

Candidate 8: Ships Officer seeking Entry level Operations Position

SUNY Maritime College graduate (BS and MS) & Chief officer license holder. I worked on product and crude oil tankers for over 2 years so I am familiar with all cargo/port operations.

I received my master's degree from SUNY Maritime College in 2013. I believe my past experience on ships and in office makes me a good candidate for operational positions.

I am eligible to work in the US without any sponsorship.

Resume available upon request. Willing to travel within NY and Connecticut.

Contact: Erol Bural
E-Mail: bural.erol@gmail.com (S15-03)

Candidate 9: Recent Tulane Maritime Law graduate looking for entry-level position

Seeking entry-level legal position. I recently graduated Tulane University Law School, where I completed the Certificate of Specialization in Maritime Law. I am a member of the New York Bar.

During law school, I clerked at the United States Coast Guard Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.

Willing to travel. Willing to relocate.

Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: drsabghir@gmail.com (S15-03)

Candidate 12: Experienced Commercial Operator

Experienced Commercial/ Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801 (S13-06)
Candidate 13:
Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen's Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: r Nigel.pritchard@gmail.com
Cellphone: 646-378-8446 (S15-04)

Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.
Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com (S14-09)

Help Wanted

NOTE: two months of running your ad in this newsletter costs companies only $200 - and it has proven to be THE place to be seen and answered.

Position A: Project Manager, Operations Department
MARINE MECHANICAL / CHEMICAL ENGINEERING - BS DEGREE
Responsibilities of the Project Manager include managing every aspect of the assigned marine scrubbing projects, which can range from large, to complex to small projects. The key aspects include insuring that contractual requirements are met, insuring that the design conforms to proper maritime standards, is approved by class as may be required and equipment is purchased for competitive prices, manufactured to specifications and acceptable schedule. Minimizing project costs and expediting schedules are key functions. Identifying bottlenecks and long lead items and communicating deviations in the schedule to the customer are key. The Project Manager will also negotiate with vendors and suppliers to meet CR needs. Furthermore the Project Manager is the primary contact with the client and it's engineers during the project implementation.

The Project Manager will also assist in preparing technical documentation including control philosophies, equipment instruction and operating manuals and overseeing of data book assembly and technical writeups required for data books and documentation of projects. This work will be in cooperation with the Senior Design Engineer and other functions as they may apply.

The Project Manager will be responsible for recognizing items that are extra to the contract and submitting extra cost reports to the client if necessary. The Project Manager will be responsible for initiating steps to improve gross profit margins of existing projects and expediting project schedules through continued vendor/customer contact. Project Manager is also the focal point for obtaining Class Society approvals as well as any other certifications that may be required.

Specific Tasks
- Assist Sr. Design Engineer on PID preparation and review
- Prepare Purchase orders and, with the help of the purchasing department, evaluating and selecting appropriate vendors
- Obtain quotes from vendors and negotiate price, delivery and terms
- Track vendor invoice payments against scheduled progress payments to insure smooth cash flow
- Review and insure that the equipment adheres to the client specifications
- Prepare status reports for client as may be required by the various contracts being managed
- Prepare and update project schedule in Microsoft Project
- Submit drawings and required documentation
- Oversee shop performance and inspections
- Provide client field supervision if required
- Customer contact for engineering, schedule and contractual communications
- Routinely follow up with vendors to expedite and insure timely delivery
- Assist in preparing write up for instruction manuals and providing documentation for data books
- Obtain Class Approvals and other applicable certifications

Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES. Please contact Kevin Breen (KBreenCMA@gmail.com)
Position B: Chartering Manager with ITOCHU International Inc.

About ITOCHU International Inc.
SITOCHU International Inc. (III) is the North American flagship company of Tokyo-based ITOCHU Corporation, a leading sogo shosha (trading and investment company) and Fortune Global 500 company with record consolidated net income of 310.3 billion yen ($3.03 billion) for the fiscal year ended March 31, 2014. ITOCHU International provides trading services for more than 20,000 products and manages a portfolio of over 20 subsidiaries and affiliates as well as a diversified range of investments. Together with its subsidiaries and affiliates, ITOCHU International has approximately 6,600 employees. Headquartered in New York and operating in the US, Canada and Mexico, the company is involved in a wide variety of businesses, with particular strength in the Textiles, Machinery, Aerospace, Electronics, Food, Forest Products, Chemicals and Energy sectors.

Job Description:
III is looking for a Chartering Manager in our New York office in Midtown Manhattan. This position will be responsible for managing all aspects of chartering dry-bulk vessels for grain and oilseeds trading from the planning stage to final delivery to ensure successful execution.

Key Responsibility Areas:
- Analyze the shipping requirements of each client and propose best solutions and pricing; negotiate with vendors and file rates accordingly
- Charter international dry-bulk vessels of grain and oilseeds; communicate with shipping lines, suppliers of grains, shipping agent, other ITOCHU Corporation’s trading offices and traders in affiliates, both U.S. and overseas
- Communicate closely with chartering desk in ITOCHU Singapore office, and all other parties involved, including: shipper, consignee, broker, trucker, overseas agent, liners, and support traders and staff in New York, Portland to ensure smooth, safe and timely delivery of cargo
- Maintain daily market information and send out daily market report
- Expand bulk trading business of grain & oilseeds through proactively seeking new opportunities
- Proactively resolve any problems and maintain customer satisfaction.

Qualifications:
- Bachelor’s Degree required
- Minimum of 4-5 years of chartering operations of dry-bulk vessels
- Extensive knowledge of international ocean transportation and freight forwarding operations required
- Capable of efficiently chartering bulk vessels for agricultural commodities and spontaneous activity; chartering operation for grain and oilseeds skills preferred
- Ability to effectively communicate with diverse cultures and backgrounds
- Advanced English language speaking, reading, and writing skills required
- Strong ability to work independently, prioritize, and flexible working style required.
- Strong understanding of related documentation and logistics
- Strong ability of chartering bulk vessels for agricultural commodities.
- Spontaneous activity, creativity and persistence are required

ITOCHU offers a rich benefits package and great environment. Please visit our website to learn more about us.

Company: ITOCHU International Inc.
E-Mail: carolann.lyons@itochu.com
Website: www.itochu.com
Notes: If you are interested in this exciting opportunity, send your resume.

Position C: Experienced Dry Chartering Broker

Stamford, CT
Primal Marine Americas LLC is looking for an experienced chartering broker to join the shipbroking team in Stamford, CT. Primal Marine is an established shipbroking firm, specialized in the Dry bulk sector with offices in Athens, Greece and Stamford, CT.

We are looking for individuals who are experienced in the dry bulk chartering for the purpose of expanding our client base.

Ideally candidates should possess the following requirements/skills:
- At least 4 years chartering/shipbroking experience in the dry bulk segment.
- Able to bring new business contacts/clients.
- Fluency in English as well as excellent written and oral communication
- Legally allowed to work in the USA

Contact: Alexis Pappas
Company: Primal Marine Americas LLC
E-Mail: pappas.alexis@gmail.com
Website: www.primal-marine.com
Notes: Please send your resume/CV - All applications will be treated in strict confidence.

Position E: Administrative Assistant/Receptionist

Full Time Administrative Assistant/Receptionist Back Up Position at Ship Brokerage company in Fairfield County.
E-Mail: hr@odinmar.com
Notes: Please e-mail resume

Position F: Operations Manager

Stamford, CT
- As Operations Manager you are expected to achieve smooth operations of our own and time charted vessels providing highest quality to our customers
- You act as the person in charge for all commercial / operational / post
Position G: Summer Sea Term Crew 2015 - Various

SUNY Maritime College located on a 55-acre scenic waterfront property on the outskirts of New York City on the Throgs Neck peninsula where the East River meets Long Island Sound. The campus blends the best of two worlds: a comfortable college-town feel with the greatest city in the world. An impressive view of the sound extends toward the North Atlantic, yet only a few miles away are Yankee Stadium and midtown Manhattan. SUNY Maritime offers an array of employment opportunities stemming from entry level to professional positions which encourage growth and development among its employees.

Job Description:
The State University of New York Maritime College is currently looking to employ officers and staff for this year’s summer training cruise aboard T.S. EMPIRE STATE. Positions for watch standers, instructors and day workers are available for both Deck and Engineering. Additionally, there are specific opportunities available in the Steward’s Department and as support staff (Librarian, Yeoman and as qualified members of both Deck and Engineering departments). This is a unique opportunity to assist with the at-sea, practical training of future mariners and the chance to participate in a great itinerary offered. Salary commensurate with licensure, certification and experience.

• The FULL Cruise appointment will begin May 4, 2015 and end August 12, 2015. However, you may apply and be considered for one of the following:
  2. Cruise B (anticipated June 24, 2015 - August 12, 2015)
  3. Full Cruise (May 4, 2015 to August 12, 2015)
• Naval orders can be issued for MMR Officers
• Must have valid TWIC & Merchant Marine Credential (MMC) to stand watch

Requirements:
• Recent sea experience required along with medical clearances
• TWIC requirement or ability to obtain a TWIC prior to the cruise departure
• USCG Merchant Credential and appropriate STCW endorsement(s) required for the majority of positions
• Demonstrated ability in teaching applicable materials for academic positions
• Valid passport

Preferred qualifications:
• Senior USCG license or related industry experience
• Demonstrated effectiveness teaching professional topic matter
• Expired license for non watch standing positions only

Additional Information:
For those desiring additional information please contact:
• Ms. Joann Sprague, Office Manager
  • jsprague@sunymaritime.edu
  • (718) 409-7352
• Captain Richard S. Smith, Master of Training Ship EMPIRE STATE
  • rsmith@sunymaritime.edu
  • (718) 409-7350

This is a temporary appointment. FLSA Exempt position, not eligible for the overtime provisions of the FLSA. Internal and external search to occur simultaneously.

Travel and interviews expenses will not be reimbursed.

Salary/Compensation: The anticipated salary range for this position is $125 - $200 as a daily rate of pay. Salary will commensurate with licensure, certification and experience.

Application Instructions:
Persons interested in the above position should indicate which cruise period (Cruise A, Cruise B, or Full Cruise) option they prefer. When applying online, please submit the following:
• Resume
• Cover letter including cruise option (Cruise A, Cruise B, or Full Cruise)
• Copy of TWIC
• Copy of Passport
• Copy of Merchant Marine Credential (MMC)

Apply Here: http://www.Click2Apply.net/s634qsd

Company: SUNY Maritime College
Apply Here: http://www.Click2Apply.net/s634qsd

Notes: Persons interested in the above position should indicate which cruise period (Cruise A, Cruise B, or Full Cruise) option they prefer. When applying online, please submit the following:
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