SAVE THE DATES

APRIL 2018

Thursday, April 26, 2018
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
RSVP’s are required

MAY 2018

Monday Afternoon, May 14, 2018
CMA Spring Golf Outing

CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905

See Page 5 for more information

For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717,
or email conferences@cmaconnect.com or
LParsons@marinenmoney.com

CMA Shipping 2018 is now behind us, and it was a great three days. We had many old friends join us again from all around the globe, and met lots of newcomers as well. This is an event where the networking is just as interesting as the many important seminars put together for the membership.

I want to again thank all of the participants, sponsors and panelists without whom there would be no Conference at all. We covered so many different topics during the Conference, from cyber issues, bunker regulations, autonomous vessels, ship finance and so much more. Tuesday afternoon was a case study of the tragic sinking of the El Faro, which can only be described as somber, yet of critical importance to our industry. We were very glad to
be able to facilitate this session, where we had Capt. Jason Neubauer, USCG Chief, Office of Investigations and Casualty Analysis and Michael Holt, General Council, Senior Vice President and Chief Ethics Officer of Tote, seated on the same stage as lawyers and crisis management experts who were also involved in the aftermath of the sinking. The level of transparency that this group brought to our community was extraordinary, and has set a high bar for any shipping companies in the future faced with a crisis.

Our Commodore’s Debate was a real source of pride for us this year. Moderated by Molly McCafferty, the panelists included Sabrina Chao (2018 Commodore), Lois Zabrocky, Katharina Stanzel, Karin Orsel and Kathy Metcalf. Among our industry’s best and brightest, this panel allowed the attendees to gain great insight from their perspectives and experiences, and as I have mentioned in the past, is a session that is always worth attending. Thanks again to our moderator and panelists. I know that we all left the session a little bit wiser for having attended.

The Gala Dinner was, as always, a great event. We had the honor to present Sabrina Chao of Wah Kwong Shipping with our 2018 Commodore Award. She was welcomed to the ranks of the Commodores by Morten Arntzen and Philippe Louis-Dreyfus. Jack Noonan, the 2017 Commodore, played the straight man and presented the Commodore Award to Sabrina Chao, to a standing ovation of the crowd of over 800 attendees. Commodore Chao’s remarks were entertaining and very well received. We certainly hope that she will join us again at future CMA Conferences.

Our next CMA Luncheon will be on Thursday, April 26th. This is our Annual General Meeting, free to all of our members in good standing. We will present the State of the CMA, and vote on new Board members for the coming two years. We hope that you can all join us. Also, the CMA Golf Outing will take place on Monday afternoon, May 14th. Please reserve your places for the Golf Outing soon, as they always sell out quickly. See you there!
FROM THE EDITOR

Passover and Easter bracketed our usual publish date so we are a little late with this month's issue.

Reverend David Rider, Executive Director of the Seamen’s Church Institute (Spring edition of the LOOKOUT) speaks of his and some SCI colleagues’ thoughts on Shipping 2018. The theme of this year’s conference was “Profits and Values”. He thought the emphasis placed on values, particularly human values in the maritime industry, to be reassuring.

Rev. Rider went on to announce SCI’s partnering with the maritime academies to help prepare their students for the challenges of life on the water. Obviously, with many of our founding members graduates of the academies and maritime colleges, CMA has always sought to be seen as a resource to the students and their institutions.

When we set up the CMA Education Foundation Inc. to carry on and grow our efforts to help students the decision was not without extensive discussion of the pros and cons that would inevitably face CMA. So too have been the discussion of ways to assure CMA’s future and possible growth. I refer to the announcement in this issue of CMA’s new partners in the annual Conference and Trade Show. Our AGM will be April 26th. We look forward to seeing you and answering your questions about our organization’s future.

For those of you who follow Connecticut news, the Chairman of the Board of the Connecticut Port Authority, Scott Bates, told Connecticut Public Radio that three developers of offshore wind farms have submitted bids to sell offshore wind derived electricity to Connecticut. All three developers, Deepwater Wind, Orsted/Eversource and Vineyard Wind, mention New London’s State Pier as an ideal shore site for their project. Leasing the facility would provide the state with substantial revenue with which to upgrade the property and berth. All the proposed wind farms would be located in Federal waters off the coast of Massachusetts and Rhode Island which means you won’t be able to see the turbines from shore.

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The State of New York’s law suit against the Federal Environmental Protection Agency (EPA) continues. The suit is over EPA’s approval of a US Army Corps of Engineers approval of a plan to dispose of dredged materials from around New London into the Federally approved (40+ years ago) Eastern Long Island Dredged Materials Disposal Site which is located entirely within Connecticut Waters. EPA says that the material has been tested several times for toxic substances and none have been found. NY State now claims that the dredged material will cause turbid water effecting recreational boating and fishing. So far the Commerce Clause of the Constitution has not been invoked or the fact that without dredging New London/Groton the Navy’s Ohio Class replacement “boomers” will have to be built outside Connecticut.

See you at the AGM.

**Membership Notes**

We are pleased to present our newest members.

Ms. Vikki Bacchioni, Senior Consultant, Navis Consulting, Port Solent, United Kingdom

Ms. AnnMarie Bhola, CEO, Enhanced Building Solutions LLC, New York, New York

Mr. Jared Bunge, Operations Manager, Cory Brothers (USA) Inc., Houston, Texas

Capt. Patrick J. Carney, Senior Partner, Atlantic Technical Management, Inc., New Britain, PA

Mr. Frank Chen, Managing Director, RC Marine Company Ltd., Shanghai, China

Ms. Anne Marie Elder, CUO Marine - Americas Region, XL Catlin, New York, New York

Mr. Robert Ellingham, Maritime Account Executive, Stericycle, Farmingdale, New York

Mr. Derek E. Ettie, Dir. Separation Sales, GEA Mechanical Equipment US, Inc., Northvale, NJ

Mr. Mark Evans, General Manager, Goltens, Houston, Texas

Mr. Devon Falvey, Director, Finacity Corporation, Stamford, Connecticut

Mr. Peter Fatianow, Director - Financial Structuring, FORDWARD SHIPS, Athens, Greece

Mr. Garrett S. Huffman, Marine Manager, MOTIVA Enterprises LLC, Houston, Texas

Mr. Emmanouil Kakomanolis, Vice President - General Counsel, Schuyler Line Navigation Company LLC, Annapolis, MD

Mr. Brian King, Principal in Charge - Chief Engineer, Elliott Bay Design Group, Seattle, Washington

Mr. Simon Lee, President, Keppel AmFELS LLC, Brownsville, Texas

Mr. Steve Lehner, Portfolio Manager, Anchorage Capital Group, LLC, New York, New York

Mr. Rick Lovdahl, Business Development Technical Specialist, General Dynamics NASSCO, San Diego, California

Ms. Geneive Brown Metzger, President & Executive Director, American Caribbean Maritime Foundation (ACMF)

Mr. Chris Munz, Vice President - Business Development, Concept3D, Denver, Colorado

Mr. Lawrence O’Mara, Palfinger Marine USA, Inc., New Iberia, Louisiana

Mr. Jorge E. Rincon, Director, Sea Energy Company Inc., Punta Pacifica, Panama

Mr. Larry Rumbol, Head of Marine Business Development, Parker Kittiwake, Littlehampton, United Kingdom

Mr. Masataka Takahashi, Director of Ship & Marine Department, Mitsui & Co. (USA), Inc., Houston, Texas

Mr. Pierce Edward Vanli, U.S. Director of Operations, Turkish Shipbuilders’ Association (GISBIR), Istanbul, Turkey

Mr. Chen Yong, President, Zhoushan IMC-Yongyue Shipyards & Engineering, Zhoushan, China

Welcome. We look forward to seeing you at another CMA event soon.

*Greg Kurantowicz, Membership Committee Chair*
The first official CMA luncheon meeting was held February 24, 1984 at the Clam Box Restaurant in Greenwich. It has remained a very healthy organization for 34 years. That is a significant achievement for any organization, but especially by a not-for-profit run by volunteers. Its “organizational health” is measured not only by the success of its events, especially the annual Trade Show and Conference, but primarily through the leadership and efforts of its Board of Governors.

Structurally CMA has four officers (President, Vice President, Treasurer and Secretary) and six Committee Chairs (Membership, Planning & Administration, Social (includes sports), Communications, Education, E-Media). Rounding out the Board we have one non-elected ex-officio member of the Board that acts as an Institutional Memory (the Editor of the Newsletter who is a former President and founding member).

Each elected position has a two year term and he or she may serve two consecutive terms. To accommodate vacant positions that might become open due to conflicts, health or changes that makes the person holding that seat unable to serve, the President may appoint, with Board approval, a replacement to serve out that term, after which the appointee is eligible to be elected in his or her own right at the next AGM.

I am telling you all of this because in the last few years we have had a number of appointments that now requires us to elect more than the usual number of positions. Further, the Board sees an opportunity to establish a new position that is not quite covered by the present organizational structure. It has been decided to appoint a person to that slot pending a future change in the By-Laws.

This year’s nominating committee was chaired by our Secretary, Marina Critides, with members Lorraine Parsons and Donald Frost, offer the following slate for your approval.

**Officer**
- President – Joe Gross, d’Amico Shipping
- Vice President – Chris Aversano, Braemar ACM
- Treasurer – Louis Linde, Senior Financial Analyst, Northern Fund Management America, LLC

**Committee Chairs**
- Planning & Administration – Lambros Papaeeconomou, US Correspondent, Lloyd’s List
- E-Media – Rebecca Redstone, Odin Group (also a Coast Guard Academy graduate)
- Education – Kevin Breen, Charles R. Weber
- Social – Bobby Rosano
- Membership – Greg Kurantowicz, Associated Asphalt

**Appointment**
- CMA Ambassador (ASIA) – Larry Liu, Charles R. Weber

We hope to see you at the AGM.

**Calling CMA Golfers –**

**CMA Spring Golf Outing…..**

**Monday afternoon, May 14, 2018**
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 14**. After the winter hibernation, 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.

The First Place Team will be presented with the “Graydon Michael Webster Cup”, and our 2017 Champions Dan Bunkering (led by Mads Buchwald) have already confirmed that they will return to defend their crown!

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 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 $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
100 First Stamford Place, Suite 600
Stamford, CT 06902

Call Lorraine at +1.203.406.0109 Ext 3717 if you have any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express) or email LParsons@marinemoney.com

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 praise 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 14 for another great afternoon of CMA golf.

Best wishes,
Lorraine Parsons
CMA Event Director

The shipping industry is braced for change as new regulations come into play and the global port infrastructure adapts to new trade flows, geopolitical challenges and far-reaching trade initiatives, such as China’s Belt and Road project.

Panama, through the ambitious expansion of its Canal, is witnessing directly the impact of change in the shipping sector, and Maritime Week Americas 2018 will debate how the evolving dynamics of trade and fuel regulations are transforming the marine fuels landscape in Panama and throughout the Americas.

The action-packed week comprises a full programme of key maritime events, including a major conference, training courses, a day-long excursion to the Expanded Panama Canal, a reception at Miraflores locks and other exciting networking activities.

Speakers include: Jorge Barakat Pitty, Minister of Maritime Affairs and Administrator of the Panama Maritime Authority; Jorge Quijano, Administrator, Panama Canal Authority; Adrian Tolson, Senior Partner, 20|20 Marine Energy and Michael McNamara, Managing Director, Veritas Petroleum Services.

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THANK YOU TO SHIPPING 2018’S EVENT SPONSORS!

We would like to extend our thanks to the following companies for their sponsorships and support at CMA Shipping 2018:
THANK YOU SHIPPING 2018 SPONSORS!

CMA Shipping 2018 was another, blockbuster event, with 2,000 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, members of the press, advertisers, seminar presenters and those who came in for the Commodore Gala Dinner on the Wednesday evening to honor Sabrina S. M. Chao, Chairman of Wah Kwong Maritime Transport Holdings Ltd., concluding a superb three days of prime networking opportunities.

CMA Shipping would not be possible without our numerous event sponsors and you will see their logos displayed on another page in this newsletter – we thank them all for their great support.

We would like to also extend our very special thanks to the companies that supported and sponsored the Commodore Gala Dinner with their sponsorships or by hosting tables.

GALA DINNER SPONSORS AND TABLE HOSTS
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Watson Farley & Williams LLP

We will hope to see you back at CMA Shipping 2019, to be held April 2, 3 & 4, 2019 once again at The Hilton Stamford Hotel – note the change of days next year to Tuesday, Wednesday and Thursday. The later dates are a week before Seatrade Cruise in Florida, which is the second week of April next year.

CMA SHIPPING 2018

Business Card Drawing Winners

We are pleased to announce the following winners of our CMA Shipping 2018 Business Card Drawing:

Shipping 2019 Full Conference Delegate Registration
Are M. Taşçıyan, Chairman, OMNI, Lyndhurst, NJ, USA

A 1-Year Membership (New or 1-year renewal if already a CMA member)
Brian Rhoades, NE Sales Representative, Becker Marine Systems USA, Webster, TX, USA

Complimentary CMA Events Pass for 2018, which includes the regular monthly CMA Lunches during 2018, 1 CMA Dinner Meeting (if held), 1 CMA Annual Summer Picnic at the Stamford Yacht Club and 1 Holiday Party in December 2018
Mohan Muppidi, Senior Vice President, Fleet Management Limited, Stamford, CT, USA

Complimentary Passes for 2 for the CMA Annual Summer Picnic at the Stamford Yacht Club – Thursday, July 12.
Peter D. Wolf, Attorney at Law, Law Offices of Peter D. Wolf, Hastings-on-Hudson, NY, USA

Congratulations to you all!
Scenes From CMA Shipping 2018

Photos courtesy of John Galayda
Data that always delivers.

Through a revolutionary approach to data management and performance monitoring, Accuritas helps global shipping leaders become more efficient, data-driven businesses. Our web-based Accuritas Portal and proven Business Intelligence solutions are at the forefront of solving the shipping industry's big data dilemma. The foundation of our customized solutions is our comprehensive approach to client relationships that ensures everyone is always up to speed.

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MULTI-VENDOR INTEGRATION • CUSTOMIZED DELIVERABLES • ON-DEMAND ANALYSIS

We don’t change the path you’re on. We just help you navigate it better.
For more than 30 years the CMA and IMS have successfully collaborated in delivering the events and activities sponsored by the CMA. Although IMS is formally a contract service provider, it has been a partner with CMA at every turn, organizing and running each and every event for and on behalf of the CMA. The relationship has been beneficial to both parties, but perhaps more so for the CMA. As an all-volunteer organization, there has been no one else to do the work.

It is undeniable that the success of the CMA is directly linked to the success of its activities and events, and in particular the CMA Trade Show. The remarkable growth of the Show over the years has not only brought an increase in stature to the CMA, but also a financial success without which the CMA could not support all of its other events and activities which combined make the CMA the unique trade association it has become.

Nothing lasts forever! At a time when the Show’s formula for success is proven, Jim and Lorraine wish to step back. They have been at it long enough. The CMA and IMS recognize that after 33 years, fresh ideas and energy are necessary if the Show is to continue to grow, especially in the technological world that lies ahead. For these reasons IMS has taken the lead in finding a capable conference organizer with the resources and heft to take on the Show.

Through a broker, sixteen companies were contacted. The Informa Group which has in its portfolio the Lloyds of London Press publications, including Lloyd’s List, and is the leading maritime event business intelligence and publishing company in the world, saw real potential for growth and continued the negotiations. After thorough due diligence a formal agreement was concluded, the essential

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terms of which involve (i) the agreement by Informa to organize the Show through 2038 pursuant to a new Event Management Agreement entered into with the CMA and (ii) For IMS to manage the show in its entirety for 2019 using the time to thoughtfully hire and train talented staff to maintain the great tradition.

Informa will work closely with the CMA as it brings its tremendous resources to bear in support of the Show. Jim and Lorraine have unique talents but Informa has a demonstrated record of success in their own way and the thoughtful transition period should see new relationships grow and develop along with the CMA’s constantly evolving Board.

In practical terms nothing will change for 2019, except perhaps the introduction of some new faces at the show next April 2,3 and 4. Lorraine, Jim and the IMS team will run 2019, so if you want or need anything just give them a call.

One note on the April dates, as Easter is late in April in 2019, the Seatrade Cruise conference selected the second week in April to hold their inaugural event returning to Miami. For more than a decade the CMA show has followed or preceded that event facilitating marketing efficiencies and cost savings for many exhibitors.

In short, the CMA is presented with a wonderful opportunity to secure the promotion, marketing, management and production of the Show through 2038 by the world’s leading maritime conference organizer. IMS has fulfilled its duty of care to the association to transition the show, they have built and love, into safe hands for the future. And, together CMA, Informa and IMS will make a brilliant team for 2019!

BEYOND SHIPPING 2018

By Don Frost

After all the glowing reports as to the success of Shipping 2018, I thought you might want to hear about the goings-on elsewhere. After Shipping 2018 I attended National Association of Maritime Organizations (NAMO) semi-annual briefings in Washington.

The agenda included:
• The National Operations Director, Exclusion and Imports at US Dept of Agriculture (USDA) - focus on Animal &Plant Health Inspection Service (APHIS) and Plant Protection & Quarantine (PPQ) port ship, cargo, and dungage and packaging inspections
• The Assistant Commissioner for Field Operations at US Customs and Border Protection (CBP) – focus on legacy customs issues including hiring more inspectors at ports and inspector overtime.
• Branch Chief, Manifest & Conveyance Division, Customs and Border Protection (CBP) – focus on Automation of Entrance and Clearance of cargo
• Chief Policy Director and Constituent Affairs, National Ocean Service, the National Oceanographic and Atmospheric Administration (NOAA) – focus on charting mapping and surveying of US ports, funding more and the operations/maintenance of Physical Realtime Observation System (PORTS) the smart boys off major ports that report, in real time, actual depth, current speed and direction and weather to all who use the ports.
• Renewable Energy Program Manager, Bureau of Ocean Energy Management (BOEM) – focus on leasing of wind farm locations in the U.S., marine safety and job creation.
• Senior Executive Service (equals flag rank in the military) Civil Engineering, US Army Corps of Engineers (USACE) – focus on dredging and budgets nationwide and by district.

For those of you who do not have opportunities to meet the behind the scenes public servants who help run our ports, I assure you that they try very hard to make our ports and our economic system run efficiently. Over the years NAMO has tried to communicate to those who actually do the work in ports, our interest in making their jobs better while also speeding your ships and cargoes through our ports. Over nearly 25 years (especially since 2001) NAMO has been finding ways to make our laws and regulations work as Congress wanted when they were enacted, while minimizing delays and costs to the ships and cargo interests WITHOUT going back to Congress. I am amazed how responsive our guest briefers are to our suggestions and we to theirs, all without creating further problems. It is a win for everyone in the process chain. A good thing.
It happened fifty years ago this month. I still recall the events and that eerie evening at the Lincoln Memorial. As I cleared the third police check point on my trip across the city, things otherwise seemed normal. It was Sunday night and the assassination happened Thursday morning so the police enforced curfew was working. With virtually no traffic I found my way to the place I would be staying for the next few weeks with no trouble. Nonetheless, empty roads in the Nation’s Capital are a rarity at any time or any day.

The curfew was lifted by Thursday so I had dinner downtown. After three evenings at the Officer’s Club at Bathesda Naval Hospital, it was nice to see people without uniforms. I was in DC for my annual two weeks active duty for training at Military Sea Transportation Service Headquarters (MSTS - was renamed Military Sealift Command two years later).

There was still very little traffic so I did not go directly back to Chevy Chase. I stopped at the Lincoln Memorial. In those days the service road around the monument was open and parking readily available. There had been some rain and a cool mist had drifted in from the Potomac. Walking up the stairs towards the statue of President Lincoln, I noticed that I was alone. As I reached the top I decided to read the words etched in the walls of the monument behind the statue. It was not first time I read those words, but somehow they meant far more this time.

The events of the past week swirled around in my mind. I felt we the people of the United States had lost something more than a just man’s life.
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 $300. 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 ext. 3717 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 Regulatory and Compliance Executive

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

**Regulatory, Quality, and Compliance**

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and its services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

**Underway Experience**

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

- § Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

**Certifications:**

- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

Additional Information:

- Published writer for several trade magazines
- Experienced in the training and development of deck officers

Telephone: 631-626-8462
E-Mail: goodwindmaritime@gmail.com

(S17-10)

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering

Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

**On-Campus work experience** (1.5 yrs)

- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

**At-sea work experience** (6 Years)

Deck Navigating Officer: Nov 2008- July 2014

- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up lines of

**Certifications:**

- Certified NWKO-2nd Mates licence holder, by Govt. of India
- Certified ship security officer
- Certification in first-aid, CPR, and advanced fire fighting
- Trained in public relations and crowd management

Additional Information:

- Participant and winner of Shell Maritime Leadership weekend at TAMUG
- Comprehensive knowledge of maritime conventions & regulations such as, SOLAS, MARPOL and ISPS, ISM, IMDG Codes etc.
- Presented research paper on Financial market impacts of disasters on shipping companies, under Dr. Mileski
- Presented research paper on Economics of Global passenger transportation under Dr. Duru
- Developed and launched a mobile application specifically for MMAL program, as marketing class project
- Adept at MS Office and decision making tools such as Palisade’s regression analysis, forecasting and problem-solving technologies
- Badminton gold medalist and adroit at other games and sports
- Organised inter-college events, active participant of various tech-presentations

**Contact:** Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy18@tamu.edu

(S16-04)

Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations

**Work Experience**

REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA (NEW YORK USA) (3 Years)

International Marketing and Marine Fuels Trading.
Developing Supplier and Client Relations in a range of selected geographical areas.
Candidate 4: Upcoming Graduate looking for entry-level position.

Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage. Ship Brokerage and sales

I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.

Coming into my senior year at SUNY Maritime I began an Internship with Bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.

I am willing to work within the New York, New Jersey AND Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.

Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com

(S17-09)

Candidate 5: Recent Graduate looking for entry level position.

I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate’s license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.

Contact: Eric Peterson
Email: e182588@gmail.com

(S16-05)

Candidate 6: Licensed attorney with vessel operations and insurance defense experience.

I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.

E-Mail: lawandanchors@gmail.com

(S16-11)

Candidate 7: Upcoming Graduate looking for Entry-Level Position.

Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine Insurance.

I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company’s portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.

Contact: Ragi Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu

Notes: Resume available upon request.

(S17-02)

Candidate 8: Technical Manager.

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years’ experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John’s Act) and foreign flag. 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 (over 30 dry dockings domestic and foreign shipyards).
- Third party ship managers interaction as Owners representative.

Full resume and references available upon request.

Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com

(S17-12)
Candidate 9: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

Experience includes:
8 years as Chartering Manager for Owner Operators (Handy/Handymax)
7 years as Chartering Manager For pure Operator (Handy/Handymax)
8 years as a Broker. (all Drybulk sizes)
2 years seagoing experience as deck officer
Created own Chartering and Operations team.
Coordinated closely with Technical, and participated in repair and routine inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
 Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasillis Maschas
Cell: 203 808 5088
E-Mail: vcmaschas@gmail.com
Notes: For further information kindly contact (S17-03)

Candidate 10: Seeking new challenges within the shipping market
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.
Experience includes:
10 years with international trading house
10 years as in-house owners broker
10 years as competitive broker
Currently located in Greenwich, Ct.
Holding dual Citizenship (Canada/Norway) and Green Card for the USA.
Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: dcwold@gmail.com
(S17-04)

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations
Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years’ experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John’s Act)
As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.
Area of expertise:
• Commercial tanker operations.
• Risk Analysis - Ship’s Operation and Maintenance.
• Marine Quality Assurance & Regulation Compliance
• Marine Incident Investigation.
• Operations Management of ships.
• Third party ship managers interaction as Owners representative or vice versa
Some recent accomplishments include:
• Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
• Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
• Increased productivity by establishing and implementing department procedures, increasing progress and productivity
• Increased efficiency by coaching and training crews and junior operations staff
I look forward to discussing how my qualifications could be an immediate asset to your company.
Cell: (713) 249 2304
E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request. (S18-01)

Candidate 12:
Objective
Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.
Education
The United States Merchant Marine Academy
June 2011 - June 2013
Kings Point, New York
Major: Marine Systems Engineering
Texas A&M University Galveston
September 2014 - December 2017
Galveston, TX
Major: Marine Engineering Technology
Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.
Experience
Liberty Maritime Corporation
November 2012 - February 2013
• Junior Engineer aboard the M/V Prestige, New York. 120-days at sea. Global Circumnavigation.
• Supervisor: Chief Engineer Josh Reed
• Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.
McAllister Towing and Transportation, Providence, RI
August 2013 - September 2014
• Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
• Supervisor: Port Engineer Ethan Gifford
• Responsibilities: Operator of tugboat twin diesel propulsion plant and elec-
trical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

**Lakewood Yacht Club, Seabrook, TX**

September 2014 - June 2017
(Summertime and weekend employment while enrolled at Texas A&M)

- Green Fleet Optimist Dinghy Sailing Coach
- Program Director: Marek Valasek, Lindsay Valasek
- Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.
- This job requires patience, and the ability to communicate with children. Additionally, it helped develop my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
- US Sailing Level 1 Certified Instructor

E-Mail: napingalls@gmail.com (S18-03)

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**Candidate 13:** Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017.

Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarer's mental health, in addition to organizing survey compliance data on member vessels.

Former tugboat dispatch intern with McAllister Towing and a 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 commute within the NYC metropolitan region.

Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

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**Candidate 14:** Transformation, Innovation, Technology & Blockchain for Shipping

Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let’s discuss your future plans today and see how I can help get you on the road to the future.

E-Mail: transformation@dx9.io (S18-04)

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**HELP WANTED**

NOTE: two months of running your ad in this newsletter costs companies only $300 - and it has proven to be THE place to be seen and answered.

**Position A: Ship Operator**

Operations / Southport, CT USA

Manage vessel voyages, instructing vessels, agents, and contractors on a daily basis.

**KEY RESPONSIBILITIES:**

1. Plan and manage each voyage from the time the cargo is booked until the cargo is discharged
2. Daily communication with vessel’s Masters, charterers and shipping agents
3. Issuing voyage instructions to Masters
4. Planning cargo stowage and cargo operation in close consultation with Masters and in accordance with industry regulation and safety procedures.
5. Continual review of stowage & cargo operation plans with the aim of maximizing operational efficiency with regard to port rotations, simultaneous discharge & backload operations, and avoidance of double calls to same berth
6. Confirm compliance with industry and charterer specific requirements with regard to prior cargo restrictions, cargo carriage requirements, etc.
7. Monitor and manage vessel speed and bunker consumption performance to ensure normal operating standards are not exceeded
8. Ensure voyage charter party compliance for all fixtures for assigned vessels
9. Manage port calls and all vessel expenses related to commercial operations
10. Assist in coordinating bunker purchases taking into account security bunker margins of each vessel, est. steaming time between ports, ECA routing, bunker availability and cost at planned ports, etc. with aim to optimizing liftings at ports where cost is historically lowest
11. Responsible for day to day charter management of assigned vessels and ensure compliance with all terms of time charter parties
12. Ensure compliance by the Master with all laytime and demurrage requirements, including documentation requirements, as detail in the charter party for presentation of demurrage claims
13. Providing tank cleaning advice to masters as required
14. Calculating and paying / invoicing owners hires, port expenses, freights, other costs like deviations, shiftings, etc. supervision and validation of disbursement account process
15. Maintaining full and accurate details of all voyage related events
16. Updating / verifying information in voyage management system software as required
17. Process and approve all invoices for goods and/or services supplied/provided within three weeks of receipt of invoices

**POSITION SPECIFIC COMPETENCIES:**

1. Organized
2. Proactive
3. High level of detail orientation and self-motivation
4. The ability to manage multiple tasks under pressure within a fast paced environment
5. Sound judgment – Makes timely, informed decisions that take into account the facts, goals, constraints, and risks
6. Team player, the ability and desire to work cooperatively with others on a team
7. Strong written and oral communications
8. Travel often required, sometimes on short notice. Position may work from Houston and other remote offices as deemed appropriate. Position will spend time on vessels for experience transfer.
9. Ability to interact with Senior Management
10. Flexibility to work out of the official working hours in order to fulfill the responsibilities of this position
11. Follows budgetary guidelines, regulations, principles, and standards.

LICENSE REQUIREMENTS:
Preferred but not required

EDUCATION/EXPERIENCE:
1. Maritime Academy Degree preferred
2. 1-2 years shore side experience preferred

Position F: Scheduler (Marine Segment)
RED BANK, NJ
At World Fuel Services, our employees are the key to our global success. We are industry leaders due to the innumerable talents of our approximately 5000- strong professional team. We are a diverse and inclusive workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin or any other characteristic protected by law.

The Bulk Physical Operations Scheduler/Manager will have a comprehensive understanding of the loading, movement by tanker/barge, discharge, storage and tracking of bulk liquid commodities (petroleum product experience is essential), and will work closely with the NJ Supply team in providing full operational support.

Specific responsibilities include:
• Constant communication and involvement in decision-making with immediate NJ Supply team
• Review of operational terms and conditions on bulk purchase agreements
• Liaison with bulk suppliers and their ops schedulers to coordinate bulk re-supply movements
• Appointment of vessel agents, inspectors and if required cargo loss control supervisors at loadport and/or discharge port
• Issuance of documentary instructions to suppliers and voyage orders to chartered tankers/barges
• Monitoring of quantity gains/losses during transit and checking of product quality at both load and discharge against contractual guarantees and expected/calculated typical specifications
• Coordination of pre-arrival product transfer and blending with discharge terminal and inventory operations in order to achieve optimal discharge plan
• Organizing and liaising with inspectors and labs for tank samplings and quality testing of inventory
• Liaison with terminals to organize any product transfers and blending instructions
• Systematic monitoring/tracking of inventory in tank and reconciliation to terminal’s bookstock figures
• Production and distribution of documents relating to release of inventory
• Programming & scheduling of berths, barge loadings and alignment with scheduled bunker customer vessels
• Maintenance of detailed and well organized contractual files
• Handling of any tax or duty issues related to cargo imports or exports in coordination with corporate tax dept
• Creation and adoption of any new operational procedures for the NJ office
• Creation of efficient internal and external communications reports e.g. “Orders Board “Operations Program” and their regular issuance
• Tracking & accrual of estimated ops costs and their reconciliation with actual ops costs when invoices are received
• Claims investigation and support

Required Skills:
• Strong analytical and modeling skills. Highly numerate
• A positive attitude, a willingness to learn & operate new WFS systems and constant efforts to improve team efficiency
• High level of competency and experience working in Excel;
• Pivot table and Macro experience is highly desirable
• Strong interpersonal and communication skills. At ease working in multicultural team environment and ability to interact effectively with individuals at all levels in the organization
• Exceptional organizational skills - must be task-oriented and able to manage to tight deadlines
• Complete fluency in English (oral and written)
• Professional presence and absolute integrity

To apply click here

When you click 'Apply', you will need to click on 'Create Account'. By creating an account, you will be able to view your applications and their statuses. Your password must contain 1 upper case letter, 1 number, and 1 special character.

Company: World Fuel Services

Position G: Project Engineer
Eagle Shipping Intl. (USA) LLC is currently looking for a Project Engineer to oversee the implementation of upgrades and modification requirements in our fleet. The position will:
• Assist in conceptual design and bid specification development
• Prepare and maintain cost models and project cash flow reports
• Review bids and make recommendations for selection
• Review selection of major and minor equipment and vendors
• Liaise with contractors, Class, regulators, vendors, and shipyards to ensure timely compliance with technical and cost requirements.
• Inspect and assist supervision of physical installation work
Qualifications:
• Background in Marine Engineering and or Naval Architecture
• Highly skilled user of IT systems, SMMS, VesLink and other ship performance management platforms
• Strong competencies within project management, modeling, data analysis
• Knowledge of ship operations and marine terminal operations

International project management experience, as well as technical experience in ship repair and modification
Sailing experience onboard a commercial ocean-going vessel as an engineer a plus, but not a requirement

To apply in confidence contact
Company: Eagle Shipping Intl. (USA) LLC
E-Mail: support@eagleships.com
Notes: Apply in confidence

Position H: Content Sales Executive (Junior Role)

At NHST Global Media, we believe in investing in our teams and building authentic relationships with clients across our global portfolio. We want to work with you to grow our business even more and have scope across some of the world’s biggest industrial sectors (energy, shipping and seafood).

With 50,000 readers in 110 countries, TradeWinds is the most widely read paid-for shipping news and intelligence provider in the world. Its enviable position is the result of a dedicated, single-minded pursuit of hard-hitting and entertaining journalism. Launched in 1990, TradeWinds portfolio includes online daily news, weekly newspaper, quarterly magazine and conferences. TradeWinds is part of the NHST Media Group, and employs 60 staff, operating from ten offices around the globe.

TradeWinds portfolio includes daily breaking news and a weekly newspaper and we are looking for an energetic, enthusiastic and committed:

Content Sales Executive (Junior Role)
to join its team in Stamford, help us drive growth and manage important accounts.

Key responsibilities include:
• The Content Sales Executive will have monthly, quarterly, and annual sales goals s/he is expected to meet. This person will have the responsibility for bringing in new business through proactive outbound prospecting, follow-up on leads from digital marketing, and leads obtained at conferences or other types of networking.
• Provide successful, high quality customer journeys for group subscriptions, covering trials, onboarding, engagement and renewal.
• Work with customers to define and agree expected outcomes for how TradeWinds is used within their organisations.
• Build an in-depth understanding of customer businesses and requirements, and how TradeWinds is delivered and used within these organisations.
• Establish and maintain relationships with key customer contacts (decision makers, buyers, senior readers).
• Work with regional sales and marketing teams to develop and agree plans for key prospects and accounts to achieve the business goals of the region.
• Make recommendations to improve internal processes/systems
• Identifying areas of potential market growth in industry sectors / geographical regions, and implementing sales strategy.

The ideal candidate will:
• Experience attending conferences and trade shows, working meeting rooms and developing a good rapport with prospects
• Have the ability to discuss current affairs and industry news with top-level management.
• Be able to demonstrate fluent levels of written and verbal English communication, and any other European languages is an advantage.
• Ability to both identify and contact key decision makers.
• High comfort level selling to senior level executives.
• Ability to close by telephone, email and in person.
• Strong and consistent follow-up skills.
• Positive, can-do, hands on approach when faced with obstacles to success.
• Excellent understanding of digital marketing techniques, their relationship with sales and how they can be used successfully to generate business.

The position reports to the Circulation Manager, and will require some domestic/international travel. TradeWinds offers a good basic salary plus an uncapped commission structure; company paid medical benefits and bonus schemes based on target achievements.

Company: NHST Global Media
E-Mail: Stamford@TradeWindsNews.com
Notes: Please email a cover letter and CV to with the subject line “US Content Sales Account Manager”

(HW03-18)