

**UP COMING EVENTS**

**SAVE THE DATES**

**NO CMA EVENTS IN AUGUST**

**SEPTEMBER 2008**

**Thursday, September 18, 2008**

**CMA Monthly Luncheon**

**Speaker: TBA**

**Water's Edge at Giovanni's II**

2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon, Seating for Lunch: 12:45pm

\$40 Members / \$45 Non-Members

**Friday, September 26, 2008**

**CMA Fourth Annual 12 Meter Regatta**

Racing out of Indian Harbor Yacht Club,  
Greenwich, CT

Spectator Lunch Boat out of Port Fjord, Cos Cob, CT

Post-sailing Cocktails & Dinner at  
Indian Harbor Yacht Club

See page 7 for more information

**Reservations are required for all events,  
please call Lorraine at +1.203.406.0109 Ext 3717  
or email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)**

**PRESIDENT'S NOTES**

**CMA BOARD MEMBER RESIGNS**

When I sat down to write the President's Notes for this month I took inspiration from a "professional" journalist of a trade publication who is more experienced than I at writing attention getting headlines. Unfortunately, it is always sad when a truly, dedicated, hardworking volunteer steps down from the CMA Board. After four years of service, Nora Huvane has resigned as the Education Chair. Nora has worked tirelessly at growing the Scholarship and Internship program and her efforts have resulted in the largest program we've had since CMA's inception and included the Job Fair held during the annual Shipping Conference and a

**CONTENTS**

President's Notes	—page 1
Please Welcome A New Board Member	—page 3
From the Editor	—page 3
Market Commentary	—page 3
Membership Notes	—page 5
Are You Smarter Than Rich du Moulin??	—page 6
CMA Tennis – The Muppdis Triumph!	—page 9
CMA Fourth Annual 12 Meter Regatta	—page 7
Factoids & Stuff	—page 8
Upcoming Events	—page 9
Job Mart	—page 10

# • CMA INFORMATION •

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### LETTERS TO THE EDITOR & NEWSLETTER

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new a sub-committee to work on Education related issues. Nora will be relocating to Singapore to take up the position of Director at Marine Money Asia effective September 1. Thank you Nora for all your hard work and best wishes in Singapore! (With a former board member in Asia perhaps we'll consider a first ever CMA Singapore event.) I am pleased to welcome Margaret Nicks of the American Bureau of Shipping, as the new Education Chair. You can read more about the education, experience and talents that Margaret brings to our team inside the newsletter.

About that other attention getting headline, following the recent publication of an article that mentioned Bob Kunkel our VP, the full Board convened and after thoughtful and serious discussion moved to take no action for the removal of Bob Kunkel from the Board. The Board unanimously agreed that Bob should remain as Vice President of the Association. Bob, who enthusiastically participates in CMA events, has moderated panels at the shipping conference, secured speakers and sponsors for events, and provided a voice to short sea shipping, continues to give generously of his time to support the mission of CMA.

Someone somewhere said, "The best leader is the one who has the sense to surround himself with winning people." For years, this strategy has worked successfully for the CMA, a unique, individual member based association managed by a Board of volunteers. While I cannot take the credit for selecting all the current Board members or the many other volunteers that make the CMA work, I do have the sense to recognize good people and their efforts. Both

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Nora and Bob are examples of those “winning” people. I think past Presidents Don Frost, Brad Berman and Peter Drakos, all of whom recruited many winning volunteers over the years, will agree that it takes a team of good people to run this association and further our mission.

Speaking of teams, sailors, are the Olympics inspiring your competitive spirit? Are you ready for the CMA Regatta?

Best regards,  
Beth Wilson-Jordan

## PLEASE WELCOME A NEW BOARD MEMBER

By Don Frost

As this month’s President’s Notes mentions, our Education Chair, Nora Huvane, is leaving our shores for an assignment to run Marine Money’s office in Singapore. As most of you know, Nora started at Marine Money as a CMA summer intern about 6 years ago.

After college she took a position with Marine Money and for the last two years she has been the Managing Editor of Marine Money. She was been the Chair of CMA’s Education Committee for at least that long and has brought so much to that post. We provide more internships and scholarships than ever and our relationship with the maritime schools has expanded. We will all miss her but we also expect to see her back here at CMA events from time to time

Nora succeeded Laura Mirabella (Mrs. Laura Laudicidna), and before Laura, our president, Beth Wilson-Jordan, who really started to energize the Education part of our mission. Succeeding Nora please welcome Margaret Nicks.

Margaret C. Nicks (Maggie) graduated from Kings Point in 2003. After sailing for two years as a third mate, she worked for Hess Corporation until 2007. She is currently employed by ABS as North America’s Client Relations and Business Development Manager. She is currently working on her MBA at New York University, Stern School of Business. She is very excited about serving on the Board for CMA and hopes to bring new ideas to the table.

We are lucky to have her aboard.

## FROM THE EDITOR

Where has summer gone? The CMA annual picnic was a month ago and the Regatta is a little more than a month away. The Back-To-School sales are starting and my wife and I haven’t had any time off. Our biz breaks have all been grand children oriented --- precious time to be sure, but as you know or will recall, kids are very time intensive.

On the CMA front we have lost a Board member and gained one. We have received some unwelcome publicity, but found out how much we, as a community, respect and support each other.

We just had our first planning meeting for Shipping 2009. It is really a year-round task. The first month or so is a let down from the past Conference. The next two months is spent collecting ideas, testing them and discarding most. Then there we have three months of building a program and soliciting speakers. The last few months is nail biting as speakers confirm or alternates found. Then it starts all over again. We have some very big surprises for March 09 – a new Commodore and perhaps a broadening of the conference’s scope.

Please do me a favor. I wrote a longer than usual Market Commentary this month. I was trying to connect a lot of “dots” that include some facts, some macro-economic theories and some “what ifs”. Read it and give me some feedback. I know I have waded into some deep water and that there will be people who will disagree. That is good, but share your thoughts. We all can learn from each other.

Enjoy the rest of your summer.

–Don Frost

## MARKET COMMENTARY

By Donald B. Frost

None of the articles I mentioned in last month’s Market Commentary dealing with high freight costs and globalization moved the stock market as much as the August 4th New York Times front page article “Shipping Costs Start to Crimp Globalization”. Shipping stocks took a 10% dive

more or less across the board as investors questioned the future value of shipping equities once again.

The Times writer, Larry Rohter, explored some aspects that were not discussed in the four June articles I mentioned last month. He cited the Wal-Mart model where materials move half a world to China, are made into T-shirts, for example, and shipped again half a world away to be sold in Wal-Mart stores here and elsewhere. Similarly, some consumer electronics might make several trips back and forth across the Pacific, stopping only to add a few functions or parts before moving to the final consumer. Naomi Klein, the author of "The Shock Doctrine: The Rise of Disaster Capitalism", reminds us "If we think about the Wal-Mart model, it is incredibly energy intensive at every stage, and at every one of those stages we are now seeing an inflation of the costs for boats (ed.-ships), trucks, cars."

### Container Ships

According to the New York Times, the cost of shipping a 40 ft container from Shanghai to the US has risen to \$8,000 from \$3,000 early this decade. The July edition of Lloyd's Shipping Economist reported that the Far Eastern Freight Conference, itself facing extinction in October by order of the EC Competition Directorate, was set for a final attempt to impose a \$300/TEU increase in July. No one has mentioned the \$30/TEU surcharge to be charged by the State of California in the near future, or the cost of the recent West Coast ILWU stevedoring contract, or the higher fuel surcharges added to transcontinental rail rates, or truckers responding along the same lines.

However, I think the so called "globalization death watch" blogs are over reacting. I agree with Jeffrey D. Sachs, director of the Earth Institute at Columbia University who says "It would be a mistake, a misinterpretation, to think that a huge rollback or reversal of fundamental trends is under way. Distance and trade costs do matter, but we are still in a globalized era."

Quoting from my own writings, the impact of higher total transportation cost, including shipping, is likely to be first seen in regionalization of trade patterns, a point that the Times piece makes also. If so, then quite possibly the proliferation of super post PMAX, and larger, container ships might feel the pinch first. In fact the day the Times piece appeared a major container line cancelled orders for eight containerships.

### Dry Bulk Carriers

While regionalization in container trades would alter trade patterns, I do not see the same thing happening to Cape sized bulkers, for example, simply because the materials that they move are in very high demand now and will likely continue so. Raw materials are experiencing mining and infrastructure capacity problems, both of which are related to a shortage of machines, and the operators to drive them. Demand is so great for iron ore and coal that ships are often chartered even with the understanding that they will have to wait for cargo.

Yet demand destruction caused by capacity issues is not expected by the miners. Demand for agricultural commodities is up as they both feed and energize the world. Then too the sources are widely separated from their customers dictating the economies of scale best served by larger ships. My first boss, Erling D. Naess, used to say that "God must have been a ship-owner, for why would He put the things that are needed so far from where they are needed?"

Returning to my opening paragraph and the future of shipping, is there reason for investors to worry now? YES or Maybe! BUT!

- Today most tramp sector ship owners have a large portion of their ships covered by profitable time charters and/or contracts of affreightment that run from 10-36 months into the future. In most cases owners are cash rich today with good to very good earnings assured for the next few years - of course barring unforeseeable economic, political or natural disasters.
- Shipping company share prices are at odds with their net asset (the ships) values today. Most shipping companies are trading at something like 70% of the value of their net assets. Yet building prices continue to rise making replacement costs multiples higher than book value of today's fleet.
- Rising materials prices make it very difficult for shipbuilders to quote firm prices for new ships today. Orders have already slowed on the basis of admittedly warranted fears of over-supply, and likely will continue to slow as daily charter rates sag relative to rising new ship prices.
- Some owners are retiring vessels with some remaining commercial life earlier than previously expected because of high scrap prices.
- Further distorting the supply (of ships) picture in the near future, and thus the future freight market, are the actions of environmental and safety forces which are pressing for

the demolition of older vessels which are presumed to be greater risks to the environment (note no one speaks about possible risks to the crews).

### Summary

The future, especially say 3-4 years from now, could see shipping rates on another roller coaster ride with a fairly benign downward move until then.

### Reminder

There is no single freight market in which supply and demand is matched. Rather there are hundreds upon hundreds of micro markets operating 24/7 that are vessel, time and place specific. Disruption of any kind in any part of the world tends to spread like a pebble thrown into a pond, often with disproportionate reactions. Consider how rumors alone impact NYMEX crude prices as an example.

Through dozens of boom and bust cycles in tramp shipping, during which commodity prices have followed a deflationary trend, shipping has followed the classic "pig cycle" every time. With so many new ships to be delivered in the next 2-3 years, most people expect shipping to repeat the bust experience. The trend in commodity prices has been inflationary now for almost ten years and does not appear to be faltering. Many economists (\*) hold that commodity prices run in very long cycles. Shipping will undoubtedly feel the effects of over supply, but I sense a new paradigm in bulk shipping that recognizes the fact that shipping, always a commodity itself, will continue to act like one.

\* - A 54 year cycle noted by Edward Dewey and Edwin Dakin in 1947, and a 55-60 year cycle noted by Nikolai Kondratieff in 1925. Also, think about the deflationary cycle that started after WWII and only ended about 1998.

## MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Jean-Julien Beer, Sales & Purchase,  
McQuilling Brokerage Partners, Garden City, NY  
Alfred Canal, CFO, Bunkers International, Lake Mary, FL  
John Canal, Bunkers International, Lake Mary, FL  
Niovi Christopoulou, Drechert LLP, New York, NY

Christopher Cooke, VP-Hull/Liability, The Travelers,  
New York, NY

William Crabtree, Chartering Mgr,  
RBS Sempra Commodities, Stamford, CT

Gina Crawford, MD, Instone International USA,  
Houston, TX

Daniel Dahlgard, EVP GM OPS, Chembulk Tankers,  
Westport, CT

Sean Dalton, VP- Ocean Marine, The Travelers,  
New York, NY

Richard De Simone, President – Ocean Marine,  
The Travelers, New York, NY

Jon Doyle, Asst Prog. Mgr, Global Maritime and  
Transportation School, Kings Point NY

Ian Duthie, VP Bus Dev., International Shipping Corp.,  
New York, NY

Elliot Etheredge, ED, J.P.Morgan, New York, NY  
Martin Holm, Stamford, CT

Jeff Host, Commercial Dir., Foss Maritime, Seattle, WA

Charles Johnson, Asst. VP, Lamorte Burns & Co., Wilton,  
CT

George Kampuridis, Freight Derivatives Brokers, TFS  
Freight, Stamford, CT

Dennis Kodel, student, SUNY Maritime College, Bronx,  
NY

John Levy, Esq., Partner, Montgomery McCracken Walker  
and Rhoads, Cherry Hill, NJ

Glenn Mallory, Major Gifts Officer, Mystic Seaport, Mystic,  
CT

Michael Maxwell, Brokers, Marine International  
Petroleum, Toms River, NJ

Scott May, VP, ECM Maritime Services LLC, Wilton, CT

Michael McCormick, Ops Mgr, Chembulk Tankers,  
Westport, CT

Kevin McSpirit, Managing Partner, Eastport Maritime  
USA, Greenwich, CT

Matt Mozelak, Broker, Tankship International, Fairfield, CT

Michael Murphy, Asst Chartg Mgr., Clipper Tankers (USA),  
Stamford, CT

Thomas Murray, Fleet Mgr, Chembulk Tankers, Westport,  
CT

Sarah Noonan, student, College of the Holy Cross,  
Worcester, MA

Joseph Oliveri, Terminal Mgr., BP, Newark, NJ

Arif Ors, Bus Mgr., Med Brokerage & Management Corp,  
Glen Cove, NY

Konstantin Osypenko, Med Brokerage & Management  
Corp, Glen Cove, NY

Frank Pedersen, Sr, Marine Engineer, Seaworthy Systems, Centerbrook, CT

Carlos Perez, Sr. Trader, Bunkers International, Lake Mary, FL

Howard Powers, Chart Mgr., Clipper Tankers (USA), Stamford, CT

William Preusch, VP, Bunkers International, Lake Mary, FL

Rob Tulaba, Marine Specialist, RBS Sempra Commodities, Stamford, CT

Barbara Weller, Ops Mgr., Bunkers International, Lake Mary, FL

Marko Zelenovic, Marine Advisor, McQuilling Services, Garden City, NY

WELCOME ABOARD!

Evan Galanis

Membership Chair

## ARE YOU SMARTER THAN RICH DU MOULIN??

That was the question we posed to our members to encourage them to participate in an interactive maritime quiz at this year's CMA Summer Picnic and Lobster Bake on July 17th, with entry money benefiting Stamford Sailing Foundation. Ten teams of four rose to the challenge and the resounding answer to the question posed was:

**NO, NOT TONIGHT!**

The winning team was Team du Moulin, featuring Peter Drakos, Stephan Skoufalos and Capt. Alex Koutsakis. Coming in second was Team TORM made-up of Jesper Bo Hansen, Ole Schroder and two guests, Patrick Sikorski and Chris Upton of the 12 meter Yacht Development Foundation and in third, ECM Maritime Services comprised of Mike Minogue, Scott May, Nishit Kapoor and Charles Johnson.

TORM is on a roll this year with CMA contests, winning the tennis, second in the interactive quiz and next up, the Regatta – we shall see if the trend continues!

Thank you to all our 225+ guests who attended this year's Picnic. All our guests seemed to enjoy and appreciate the Lobster Bake this year and it's something that we will hope to continue.

## CMA TENNIS – THE MUPPIDIS TRIUMPH!!

Friday, July 25th saw the Fourth Annual CMA Tennis Tournament play out at Sterling Farms in Stamford with a change of claim to the trophy yet again this year, with TORM USA's Mohan Muppidi and his son Akash triumphing as this year's CMA Tennis Champions.

With weather that would make Wimbledon envious, the 40 players enjoyed the slightly cooler morning hours for a hectic and animated round of qualifying matches starting at 9:00 am. As we got down to the results of the quarter-finals everyone enjoyed a fantastic Greek taverna style lunch and free-flowing cocktails, proudly prepared by our friends at The Royal Green. Some notable guests, including Basil Mavroleon, Jesper Bo Hansen, Bob Kunkel and Chris Kenney stopped by to add their support and partake in the Greek feast.

During and after lunch the non-qualifiers and spectators were treated to some first class tennis in the quarter-finals, semis and the final. The U.S. Trust trophy was proudly presented to Mohan and Akash who beat off the worthy challenge from two-time Champions, Tom Pappas and Marty Kontyko.

The other two teams to reach the semi-finals and both deserving a special mention were the ever-present Sean Durkin of Northern Navigation who was teamed with Seafrost's Mike Frost and CMA Tennis newcomers, Marko Zelenovic and Jean-Julien Beer both from McQuilling. Congratulations to the final four teams and especially to our triumphant new Champions!



Thank you to all who played or just came to support the event and have lunch with us. On the organization side, thanks to Jill Lawrence and Cari Koellmer for their excellent score-keeping. And last, but no means least, thank you to Johnny for coming up with his inspired idea for a tennis tournament in the first place in 2005. It has grown into one of our favorite events; a relaxed day of good tennis, fine company, delicious food and simply an enjoyable time for all who attend.

We look forward to the defense of the trophy by Mohan and Akash next year.

Thanks again to all who made it possible.

## CMA FOURTH ANNUAL 12 METER REGATTA

### FEATURING NINE AMERICA'S CUP CLASSIC 12 METERS

*"This yachting event will have to go down as probably the most memorable event in shipping at least in my recollection in the USA. You guys keep out-doing yourselves on each and every event, but I don't know how you can top this."*

—Gerard T. Desmond, Louis-Dreyfus Corporation

**EVENT SPONSORS (as of August 11):** American Bureau of Shipping, Armada Group, ASBA Tanker Broker Panel, Bahamas Maritime Authority, Blank Rome LLP, Booth Financial Associates, Bureau Veritas, Charles R. Weber Company, Clay Maitland, Clipper Bulk (USA), Eagle Ocean Transport, Eitzen Chemical (USA), Fjord Catering & Charters, General Maritime Corporation, Genco Shipping & Trading, Groton Pacific Carriers, Inchcape Shipping Services, Intrepid Shipping, Leeds & Leeds Company, Marine Oil Transportation Consultants, MJLF & Associates, Odin Marine, PetroMar International, Petromed, Radio Holland Group, Seacoast Electronics, Short Sea Shipping Cooperative Program (SCOOP), Simpson, Spence & Young, TORM USA, World Fuel Services

### SCHEDULE OF EVENTS

On **Friday, September 26th, 2008** the Connecticut Maritime Association will hold its fourth Annual Regatta. The CMA has chartered nine America's Cup Twelve Meter

Yachts for the 2008 Regatta. *Weatherly* built 1958, *Columbia* built 1958, *Easterner* built 1958, *Nefertiti* built 1962, *American Eagle* built 1964, *Intrepid* built 1967, *Heritage* built 1970, *America II* (US 42) built 1984 and *America II* (US 46) built 1984.

Due to the additional yacht we have been able to charter this year, one yacht co-sponsorship is available. A yacht co-sponsorship is priced at \$3,000 and includes two complimentary crew spots. If you are interested in this rarely available opportunity, call us today!

Crew spaces on the yachts are available to CMA Members and are priced at \$350 each. Each crew spot includes lunch on board, regatta hat, racing, post-racing cocktails, dinner and prize-giving at Indian Harbor Yacht Club. Crew spots are almost sold-out and will then move to a waiting list.

We have also chartered the 117' luxury spectator yacht "Cayah Michele", where a smorgasbord lunch and cocktails will be served, as we go out to watch the racing. The spectator yacht will be departing from Fjord Catering & Charters, 143 River Road, Cos Cob promptly at 12 Noon and will return around 4:00 pm. There is plenty of parking at "Port Fjord" and nautical dress is encouraged (blue blazers, white slacks, binoculars and nautical hats for the men, hats for the ladies!). Otherwise, smart casual will be fine! On Board racing commentary will be provided by Norm Webster "the voice of the CMA". Visit <http://www.fjordcatering.com> for Directions.

Tickets for this event are \$110 per person. Please call Lorraine at +1.203.406.0109 Ext 3717 to reserve and arrange payment.

Immediately following the racing, the Captains' Cocktails and Dinner will commence at the Indian Harbor Yacht Club, 710 Steamboat Road, Greenwich, CT. Cocktails will be followed by a seated dinner and the trophy presentations. Cocktails commence at 5:30 pm. Tickets for this event are \$160 per person and again, space is limited and selling fast, so please call Lorraine to reserve.

Tickets for the Captains' Cocktails only are also available at \$60 per person. Dress code is smart casual. Visit <http://www.indianharboryc.com> for Directions.

We look forward to seeing you at one or all of the events and wish the yacht crews the best of luck. Call today to secure your space, as these events will all be sold-out!

Will "Intrepid" triumph again? Will Genmar/Genco's "Nefertiti" retain the cumulative trophy? All will be answered on September 26th.....

THANK YOU FOR YOUR SUPPORT!

## FACTOIDS & STUFF

By Don Frost

The LNG fleet consists of 270 tankers with orders for 118 new ships. 29 LNG tankers have been delivered to mid July 08. Qatar, which overtook Indonesia in 2006 to be the world's largest LNG exporter, plans to expand capacity to

77 million tons by the end of the decade, accounting for one third of the world's supply by 2010.

In early June the European Court of Justice rejected a challenge to the EU directive on ships source pollution that automatically makes the crew of any ship that spills a persistent oil or chemical criminals. We will hear more about this at Shipping 2009.

Highlights from Drewry Shipping Consultants (with Precious Associates Limited) Annual Manning Report 2008.

- Officer supply requirement of 498,800 in 2008 represents a 23.8% increase in officer availability since 1990 and a 7% increase from 2005. The model however, implies a substantial officer shortfall between now and 2012.
- In the last 18 mos seafarer/officer wage rates have risen dramatically - greater than any experienced before "in the history of shipping". Currently it is not unusual to encounter two or three wage "uplifts" within a twelve month period. Remuneration levels remain under pres-

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sure and further escalation in officer wages is almost a certainty. (The 2007/08 Life At Sea Survey on wages and benefits was offered for sale by Shiptalk Ltd August 6th for 25 pounds at [www.shiptalkshop.com/lass2.ap](http://www.shiptalkshop.com/lass2.ap))

- Retention is an issue as owners and managers are quite willing to "poach" from each other... which adds to the debate as to who provides and pays for training.

(Editor's Note- I have seen data for both issues. Very interesting)

Burmah Gas Transport Limited (BGT- Stamford) has signed a letter of intent with the US union, AMO, to establish an observation program with billets for AMO officers as observers on board two of its ships. (All 8 of their 125,000 CBM vessels were built in the US and originally had US crews.)

Blank Rome's Jeanne M. Grasso was elected President of the Women's International Shipping & Trading Association (WISTA) USA early in July. Their annual meeting will take place in New Orleans October 15-17th.

For more info on this event visit:

<http://clients.tbaglobal.com/wista2008/index.htm>

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# JOB MART

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 \$50 per year or \$25 per year for students.

To become part of the Job Mart please call (203) 406-0109 or

email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)

The latest Job Mart is always accessible on the CMA website at: <http://www.cmaconnect.com>

## SITUATIONS WANTED

### Candidate 1: Agency Operator

Dutch maritime operator is seeking a career abroad. With 20 years of experience as a shipping agent in one of the biggest ports in the world, I am convinced I can make a contribution to your agency department. Mainly active in bulk shipping, but eager to learn other sides of the trade. Would love to start a career in the world of chartering as well. Teamplayer, easygoing, performing well under pressure and my working day does not end after 5 PM.

Fluent in Dutch (native), English and German, also in writing. Looking for a job in the New York / Connecticut / Maine area, but willing to consider other options. However, preferably USA East Coast.

Please contact me if you have additional questions.

Contact: Henk Biesheuvel

Cell: +31-6-29534815

E-Mail: [hplb@chello.nl](mailto:hplb@chello.nl)

Notes: Please keep in mind the +6 hrs time difference in NY area April 25th – May 10th 2008

(S8-02)

### Candidate 2: Seeking a Position in Vessel Operations / Chartering.

Offering a Master of International Transportation Management Degree, in addition to knowledge of ocean transportation procedures.

Worked in Vsl Operations : April, 2007 to April, 2008 at TBS Shipping Services, New York ,performing the Post fixture management of daily vessel operations. communicating with vsl and ports agents, Charter party implementation, lay time calculation, optimizing vessel performance, scheduling, and prep. hire statements from charterers or/and to head owners and processing data through company SHIPNET program.

Certification :

- Association of Shipbrokers/Agents (ASBA) USA, 2006
- Ship/Port Facility Security Officer (ISPS)USA, 2006

Education:

- STATE UNIVERSITY OF NEW YORK; Master's Degree in International Transportation Mgmt; GPA 3.55/4.00; 2006.
- MURMANSK UNIVERSITY, RUSSIA; Master's Degree in Maritime Navigation (Unlimited License) GPA 3.60/4.00; 1996.
- U.S. Merchant Marine Document / Z - Card Issued by the U.S. Coast Guard, NY
- A US Legally Permanent Resident ( Green Card ) – No Sponsorship Required.
- Multi-lingual fluent in English, Arabic, French, and Russian Languages, with some Spanish.
- All references are verifiable and will be available upon request

If you have any questions, please contact Ould Elmoustapha at:

E-mail : [ould@optonline.net](mailto:ould@optonline.net) or Cell: 718-679-5529.

(S8-05)

### Candidate 3: Tanker Operations Manager

Highly successful tanker operations manager with broad logistic and marine transportation skills. Areas of expertise include: contract negotiations, time charterers, spot charters, demurrage claims, freight analysis, bills of lading, and letters of credit. Thorough knowledge of the dry bulk sector as it pertains to chartering and operations. Recognized for ability in solving problems, managing clients, and establishing strong working relationships. Served as a chief mate on tankers and have extensive experience in owner shops. Have forged strong global relationships with ship owners and charterers from Asia, Europe, South America and the United States.

#### EDUCATION

University of Connecticut, Stamford, CT

MBA International Business and Marketing

SUNY Maritime College, Throgs Neck, NY

B.S. Transportation Management

#### CERTIFICATIONS

Center for Creative Leadership

Association of Ship Brokers and Agents (ASBA).

email: [tmf1155@aol.com](mailto:tmf1155@aol.com), home telephone 203 642 4422

(S8-06)

### Candidate 5: Massachusetts Maritime Academy Job Candidates and Interns Available in International Maritime Business

If your company is interested in a job candidate or student intern to work in your Chartering, Brokerage, Logistics/Supply Chain, Marketing, Finance, Accounting or Marine Insurance Departments, the International Maritime Business Program at Massachusetts Maritime Academy has graduates and students that might suit your needs very well. These students understand the intricacies of international maritime business and are proud representatives of a disciplined, regimented maritime education. If you have an interest in obtaining additional information on this program,

please contact Dr. Bani Ghosh, Chair of the International Maritime Business Department at MMA. Tel: 508 830 5000 x 2112, E-mail: bghosh@maritime.edu or CDR, George Gillis, Director, Career Services, Tel: 508 830 6459, E-mail: ggillis@maritime.edu. (S8-04)

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## 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 B: Vessel Operator

Eitzen Chemical, A growing leader in parcel tanker ownership and operations, is seeking a Vessel Operator to work in their commercial operations department in Westport, CT.

The ideal candidate should have minimum Third Mate license, higher licenses preferred and should have tanker sailing and/or shoreside tanker operations experience of 5 years or more.

Candidate must have permanent United States employment authorization.

The Vessel Operator is the main focal point for the coordination and control of all cargo handling/voyage information between charterers, brokers, Masters, agents, Port Captains, Supercargoes, shipowners and Technical Managers. The position involves all pre- and post-fixture commercial operations for chemical tankers trading worldwide.

Outstanding work environment. Salary commensurate with experience. Generous benefits package including employer paid: medical, dental, life insurance, 401K, lunch and health club membership.

We are an equal opportunity employer.

Please visit our website: [www.eitzen-chemical.com](http://www.eitzen-chemical.com)

Please respond via e-mail with resume and include "Vessel Operator Position" in the subject line to: [sci@eitzen-chemical.com](mailto:sci@eitzen-chemical.com). Only qualified applicants will be contacted. (HW07-08)

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### Position C: Post Fixtures Analyst

AET currently has an opening for a Post Fixtures Analyst in the Houston, Texas office located in the Galleria area. Reporting to the VP-Operations, this position will be responsible for the efficient processing and invoicing of demurrage and rebilling of Charterer's expenses in line with governing Charter Party terms; efficient collection of all monies receivable to improve AET cash flow within allowable time frame; and efficient verification and processing of all port disbursement accounts and invoices.

#### Job Duties and Responsibilities:

- Produce monthly Vessel Performance Report for management reporting
- Accurate charter hire and demurrage invoicing in accordance with Charter Party terms maximizing AET's position.

- Ensure all cost expended on behalf of Charterers are recovered fully within specified time frame to avoid AET covering inappropriate expenses
- Ensure account receivables are maintained less than 90 days in accordance with AET policy
- Efficient verification and processing of port disbursement accounts and invoices to maintain good standing with vendors and service providers

#### Minimum requirements:

- College degree or equivalent sea going qualification
- Minimum 2 years of experience working in the shipping industry in demurrage
- Knowledge of Ocean Charter Party terms
- General computer proficiency and working knowledge in MS Office
- Good negotiator
- Analytical
- Organized
- Able to work independently with minimum supervision
- Strong written and verbal communication skills
- Attention to detail

CONTACT: Margo Terrell, [mterrell@aet-tankers.com](mailto:mterrell@aet-tankers.com)

EOE

(HW07-08)

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### Position D: Operations Coordinator

USS Vessel Management Inc., a leader in the product and chemical tanker trade, has an immediate opening for a Vessel Operator at its office headquarters in Edison, NJ. This position is responsible for monitoring vessel movements on a daily basis and developing voyage orders based on charterer's requirements, while maintaining safe stowage, trim and stability, safety and operational requirements for fleet vessels. Communicates with vessel masters, customers, brokers and steamship agents on a daily basis to coordinate operational needs for fleet vessels.

The duties and responsibilities include, but are not limited to, the following:

- Prepares and distributes vessel position report.
- Review disbursement accounts and tug/pilot charges
- Develops voyage orders to satisfy charterer's requirements and verifies correct trim and stability, draft and stowage through the use of cargo loading software.
- Assists Operations with appointing agents for spot charters and Contract of Afreightment moves.
- Creates and maintains operational aspects of vessel voyages electronically through the use of voyage planning software.
- Coordinates with Engineering Department to take advantage of opportunities in vessel schedules for repairs, contract riding crew attendance, facilitate effective planning and lessen the impact on vessel schedules, improve customer satisfaction and avoid potential off-hire or downtime situations.

- Contacts vessel steamship agents, terminals or customers to discuss vessel schedules, port requirements, storing, berth accommodations, draft restrictions, cargo and loading arrangements.
- Calculates voyage economics for freight rate determination on anticipated charters.

Candidates should possess of a valid USCG Second Mate License or higher with at least 3 years sailing experience and 1 year of tanker experience. Bachelor of Science Degree - Marine Transportation or equivalent. Should have excellent communication, writing, and computer skills and be familiar with shore-side tanker and chemical carrier operations. Proficiency with Cargomax Voyage Planning software system and Shipnet operations and chartering software is preferred.

We offer a competitive salary and comprehensive benefits package.

Contact: Kevin Mannion

Company: USS Vessel Management Inc.

E-Mail: kmannion@usslp.com

Notes: Qualified candidates please submit resume to Kevin Mannion  
(HW08-08)

**Position E: Operations Coordinator**

Over the course of its nearly 150 year history, Moran Towing Corporation has grown from a small company whose founding mission was to provide docking services for sailing ships into a major corporate provider of maritime services. The cornerstone for this growth has been a long-standing reputation for reliable, efficient service achieved through a combination of first-rate people and first-class equipment. Moran is now the largest provider of maritime transportation services along the east coast and into the Gulf of Mexico.

Moran Towing Corporation has an Operations Coordinator position immediately available in our company's Dry Cargo, Bulk Barge operating division headquartered in New Canaan, CT.

**Responsibilities include:** Daily operations of the company's ocean and inland barges, including contract administration, cargo operations, sales and marketing, employee supervision and coordination with other operating divisions within the company. The successful candidate will be an integral part of a team working within Moran's Transportation Division.

**Qualifications include:** B.A. or B.S. degree in a related field; formal maritime background and a general knowledge of tug/barge industry standards; proficiency in MS Office; excellent communication and organization skills; and demonstrated ability to effectively work independently and as a team player. Previous supervisory experience is an asset.

Qualified, interested candidates should e-mail a cover letter and résumé to: Anne Farrell, Human Resources Generalist at

anne.farrell@morantug.com; phone 203.442.2867; fax 203.442.2831.  
Moran Towing Corporation is an EOE. (HW08-08)

**Position I: Full Charge Bookkeeper/Admin Asst.**

International ocean transportation company located in downtown Stamford seeking Full Charge Bookkeeper/Admin Asst. Duties include input of journal entries, banking, interact with vendors, quarterly reporting, year end Audit, handle phone calls and mail, make travel arrangements. We are seeking a candidate with knowledge of Accounting, proficiency in Excel and Microsoft Word, strong communication skills. If interested please do not call but email resume to: admin.asi@armadagroup.com  
Salary commensurate with experience (HW08-08)

**Position M: Corporate Counsel/Risk Manager**

Large ocean going Petroleum Tug and Barge company based on Long Island, NY has an opening for Corporate Counsel /Risk Manager.

Brief job description;

- handling of all marine claims, hull/cargo/ p&i
- charter party review and recommendations to sales & operations department
- negotiation of all corporate insurance policies
- root cause investigation of claims and trend analysis
- daily contact with outside counsel

Hours: Monday – Friday however position requires 24/7 availability

Reports directly to President/CEO

Maritime legal background preferred

E/O/E

Please e-mail resume to: Ms. Kristi Bosco at  
kbosco@bouchardtransport.com (HW07-08)

**Position O: Manager of Deep Sea Marine Operations**

ANSAC, a leading international chemical marketing and distribution organization is seeking a Manager of Deep Sea Marine Operations. The company exports 4 million metric tons of high quality soda ash from 4 mining locations in South Western Wyoming through export gateways in the Pacific Northwest, U.S. Gulf and Laredo, Texas. Shipments are made in bulk moving on unit trains of 100 cars and transferred to bulk carrier vessels for delivery to over 25 countries around the world. A mid size company with offices located in Westport, Miami, Singapore and China, we offer a challenging position in a comfortable work environment.

The Manager of Deep Sea Marine Operations will oversee our supply chain of 4M tons of cargo from the mines in Wyoming via unit trains to loading facilities in Texas and Oregon, then via ship to international warehouses and to the customers' facilities in Asia, Latin America and globally. Responsibilities include coordination with 9 ship owners, 2 railway lines, 2 stevedoring firms, 4 mines, 1 ship broker and 20 - 30 distribution agents. The candidate will oversee a team of 3 distribution managers as well as the overall terminal operations to ensure customer satisfaction.

The goal is operational excellence and meeting cargo windows. The man-

ager will reduce freight costs, achieve just-in-time delivery and streamline processes. This is essential to meeting clients' supply demands and our clients' contract of affreightment obligations. This entails supporting existing projects, rationalizing new facilities, investing in existing facilities, developing new cargo initiatives and investigating other trade lanes. Candidates should anticipate and analyze problems, develop metrics and implement solutions. They should be proactive, available 24/7 and willing to travel 30 - 50% of the time. The position reports to the Director of Distribution and indirectly to the VP/CFO.

**Qualifications**

Ten years experience within the maritime and logistics sectors and a B.S. or graduate degree are required. Candidates should be strong communicators and able to present to and interact with senior management at clients and vendors, from VP's to CEO's. A second language would be helpful. Proficiency with PC's and PowerPoint is required.

**Salary**

ANSAC offers an outstanding compensation and benefits package consistent with a highly professional corporate environment.

Contact: Anny Lesko

Company: ANSAC

Address: 15 Riverside Avenue, Westport, CT 06880

Fax: (203) 291-0029,

E-Mail: AL@ANSAC.COM, Website: www.ansac.com

Notes: Please forward your resume along with your salary history in confidence to ANSAC, Attn: Anny Lesko (HW08-08)

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**Position Z: Experienced Claims Analyst**

Tankship International LLC

Tanker brokerage company in Fairfield County, Connecticut

Seeks an experienced claims analyst

Claims analyst should have at least some claims experience with owners/chrtrs or broking house

The ideal candidates should:

- have excellent inter-personal and communications skills
- be capable of working independently & taking initiative
- possess a solid work ethic
- be a dedicated team player
- possess flexibility, adaptability & positive attitude

Attractive salary & benefits package

Equal opportunity employer

\*\* Candidates must have legal right to reside and work in U.S. \*\*

Please email your cv, which will be treated in strictest confidence, to: leigh@tankshipintl.com (HW08-08)