**Upcoming Events**

**SAVE THE DATES**

**AUGUST 2014**

There are no special CMA Social Events in August – Enjoy the Summer!

**SEPTEMBER 2014**

Note that there will be no monthly luncheon this month as all efforts will be directed to our 30th Anniversary Gala Event on September 25, but we do have a special family oriented event that will be held this month too – see below for more info!

**Saturday evening, September 13, 2014**

**CMA Family Night Out at the Ballpark**

*Bridgeport Bluefish Vs Southern Maryland Blue Crabs*

The Ballpark at Harbor Yard

50 Main Street, (Right off Exit 27 on I-95)

Bridgeport, CT 06604 • www.bridgeportbluefish.com

**Adults:** $30 per person (includes pre-game picnic and a box seat ticket to the game and festivities)

**Children:** (Ages 12 and under) – pre-game picnic and a box seat ticket to the game and festivities - Free of Charge (being graciously underwritten by the CMA!)

See page 10 for more information

**Thursday evening, September 25, 2014**

**CMA 30th Anniversary Gala Celebration**

*Burning Tree Country Club*

120 Perkins Road, Greenwich, Connecticut 06830

7:00 pm – Cocktail Reception on the lawn (weather permitting)

8:00 pm – Dinner and Dancing

Carriages – Midnight

Black Tie

Silent Auction to benefit the CMA Education Foundation

**Tickets:** $250 per person – Tables of 10 - $2,500

Available in advance only – limited capacity

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

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**President’s Notes**

In July’s Newsletter I touched upon the subject of coping with failure and how, from a very early age, we learn to persevere in order to succeed whether in sport, business or any walk of life. How many times have you heard that in order to succeed we must first fall? So failure is an integral part of our development.

However, rather than using the word “failure” to describe a situation, wouldn’t it be much more appropriate, and sound less critical, to use a phrase such as “it wasn’t a success but a learning curve”?

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**Contents**

- President’s Notes — page 1
- From the Editor — page 2
- Membership Notes — page 4
- CMA Education Foundation – Up Date — page 5
- CMA Softball — page 5
- The CMA Turns 30! — page 8
- CMA 30th Anniversary Celebration – we need your help! — page 8
- Scenes from the CMA Annual Summer Picnic — page 9
- Getting Messy with Friends at the CMA Picnic — page 9
- Picnic Games — page 10
- CMA Family Night Out at the Ballpark — page 10
- Internship Report – By Emilie Engh — page 11
- Internship Report – By Josh Bodner — page 11
- Dive into Reading with Marine Money Titles — page 12
- A Reminder of special rates at local hotels in 2014 for CMA Members — page 13
- Factoids & Stuff — page 13
- My Life in the Royal Navy – 1899-1947
  A Sailor’s Story – Part 13 — page 14
- Job Mart — page 14
So the mission is try, try and try again, learn from each effort, and persevere.

Successful perseverance is very much based on good communication and, communication, as I have mentioned in previous Newsletters, is a two way street - listening and speaking.

Listening takes precedence, it demonstrates that you are really interested in the opinions and points made, and will encourage a continued conversation. Attentive listening will enable you to not only ask the right questions, but also to make relevant and effective points. Asking questions engages and pulls people into the conversation.

“Think before you speak” is an age old adage that is as true now as when it was first coined. If you have listened carefully to what has been said, you can really focus on what you want to say and relate it to the comments that have already been voiced.

So perhaps your first call to a new prospect, whilst probably not a success, is the beginning of a learning curve in which may lay the foundation for winning over a new customer…certainly not a failure.

Ian Workman / President

Attendance at our annual picnic/lobster bake event July 17th beat last year’s 300 plus. Even though we allowed for more people than those RSVPs received, the club ran out of lobsters. Nonetheless, everyone had a great time and the weather was simply beautiful. Intern Emilie Engh has more on the event in this issue.

It is vacation season but preparations continue to be made for CMA’s 30th Anniversary event September 25th. In consideration of that event, and several other events in the same time frame, the Board of Governors decided to skip September’s regular luncheon which would have occurred the same day. We look forward to seeing you and your spouse or significant other at the Gala Dinner.

CMA’s mission is “To provide an open forum for individuals to exchange ideas and information supporting the development and growth of the maritime industry and international trade.” Early-on we said that we would accomplish our mis-
sion by educating our members, the industry, governments and the public. We thought the schools would do the basics. However, judging from statistics published by the U.S. Dept. of Education as well as many states and cities, the US education system has problems. Based only on my observations, and skipping the income demographics, those problems seem to be in the elementary and middle schools which are critical in preparing students for high school. Can we help here?

There are two types of education. One is expressed as rules and put down in books. Another is practical knowledge learned from observation and making mistakes. It is the latter that seems to work well for maritime.

Last Spring I mentioned Gayle Horvath’s article “High Performance Education”, how the Bridgeport (Connecticut) Aquaculture High School pioneered many of her ideas and how the NY Harbor School (also a high school) has followed her model. The Society of Naval Architects and Marine Engineers (SNAME) July quarterly, Marine Technology (“mt”) listed her six points that make the maritime educational environment effective:

- Marine settings continue to provide levels of unknowns that can be studied by students even with rudimentary levels of scientific training.
- Problem-solving skills are often effectively developed with minimized educator interference in unfamiliar surroundings, particularly in maritime environments.
- Three, even in a very informal approach, an organic command structure provides students with the ability to learn to take charge and follow directions.
- Maritime enables students to teach other students, which is one of the most important components of organic education.
- Maritime enables students to clearly fail, but with the ability to re-evaluate and try again. This is parallel to the way that school sports develop this ability, but with maritime the failures are in the STEM (Science, Technology, Engineering and Math) realm.
- The cultural completeness of the maritime setting enables students to address STEM subjects and philosophical, historical, language, and arts subjects simultaneously.

Industry and not for profit organizations are trying to help
educators with basics, especially in the areas of technology. However, our industry is no longer just about ships and the sea. In addition to port and starboard, we now have words and phrases like derivatives, risk management, freight modeling, globalization, logistics, supply chain management, global warming, environmental awareness, maritime global spatial planning, media relations, and corporate social responsibility in addition to supply/demand, profit/loss, IPO, and private equity. The maritime sector has more faces than even 15 years ago, and many more in the last half century.

I think we (that is, us as individuals) should try to help the educators. While we might not have the resources of the Ford Foundation or the Gates Foundation, we do have the kind of knowledge that Gayle Horvath and others tell us works well with high school and younger students. Actually our time is probably our most valuable asset. It is true that most of us have jobs and families that demand our time, but we can carve out a few hours here and there. Also, some of our members are fully or semi-retired and are happy to share their career knowledge with young people.

The question was raised at the CMA July Board of Governors meeting - Can we organize our human resources to help schools (and maybe the public) know about us, our industry and how our industry fits in today's world of trade and transport? We would very much like to hear from all of you, retired or not, on how we might help. Would you mentor a student? Would your employer take an intern? Would you make a presentation at a school – maritime or otherwise? We want your ideas.

—Donald B. Frost, Editor

**Membership Notes**

We are pleased to introduce our newest members.

Mr. Gorm Dam Anderson, Chartering, Simpson, Spence and Young, Stamford, CT

Mr. Michael Bentkjaer, Project Manager, Sherwin Williams Co., Roswell, Georgia

Mr. Stasu Charles Bizzarro, VP/ Meteorologist, Weather Routing Inc. (WRI), Glens Falls, NY

Mr. John Black, Mgr - Tank Barge Div, Moran Towing Corporation, New Canaan, CT

Mr. Stephen Boracchia, Eastern Regional Mgr, Innospec Fuel Specialties LLC, Englewood, CO

Mr. Walter T. Bromfield, Vice President - Finance, Ridgebury Tankers, Westport, CT

Mr. Mike Chapell, President, Global Logistics Providers, Stamford, CT

Mr. Mads Dalgaard, Chartering Manager, Clipper Bulk (USA) LLC., Stamford, CT

Mr. Declan De Val, Pacific Basin Shipping USA, Stamford, CT

Mr. Michael Deangelis, Accounting Management, Ridgebury Tankers, Westport, CT

Mr. Vincent M Deorchis, Partner, Montgomery McCracken, New York, NY

Mr. Caleb Dorsey, Chartering, Simpson, Spence and Young, Stamford, CT

Ms. Clare Gannon, Safety Management Systems, LLC, Portland, Maine

Mr. Kevin Robert Gilman, President, DuPont/BELCO, Parsippany, NJ

Ms. Monica Hsiao, Operations, Genco Ship Management, New York, NY

Mr. Neil Johnson, Sr. Operations Controller, Nordic Tankers (USA) LLC, Stamford, CT

Mr. Patrick J Kenny, Case Manager, Gray Page (USA), New York, NY

Mr. Erik C Knutsen, c/o Sealift Inc., Oyster Bay, New York

Mr. Andrew H. Krieger, Fuel Oil Sales & Marketing, Chemoil Corporation, White Plains, NY

Ms. Powan Liew, Demurrage Manager, BLT Chembulk Group, Southport, CT

Mr. Ryan Fredrick Macgregor, Student, SUNY Maritime College, Bronx, NY

Mr. Timothy Magee, Sr. Operations Manager, Nordic Tankers (USA) LLC, Stamford, CT

Mr. Sean McMonagle, Financial Analyst, BLT Chembulk Group, Southport, CT

Ms. Eileen L. Molles, Operations Manager, Pacific Basin Shipping USA, Stamford, CT

Mr. Richard Montague, Navig8 Chemicals

Mr. Douglas Newton, Director, Clarksons, New York, NY

Mr. Tasos Pantelias, Managing Director, Broomfield Maritime LLC, Wilton, CT

Mr. Ethan Ram, CFO, Chemoil Energy, White Plains, NY

Mr. Al Rich, Financial Supervisor, BLT Chembulk Group, Southport, CT
Mr. Thomas Saley, VP-PreContract Marine Scrubbers, Belco Technologies Corporation, Parsippany, NJ
Mr. Michael Shay Samaritano, Dir. - Global Bus. Development, LQM Petroleum Services, Inc, Wilton, CT
Mr. Frank Schmitt, Purchasing Mgr, Roymar Ship Management, Inc., Scarsdale, NY
Mr. Michael Serwicki, Location Manager - Linden NJ, Saybolt LP, Linden, NJ
Mr. Andrew Swan, Broker, Simpson, Spence and Young, Stamford, CT
Mr. Michael Trimbach, Dir. of Accounting, Ridgebury Tankers, LLC, Westport, CT
Mr. Sebastian Vivanco, O.W. Bunker North America Inc., Stamford, CT
Ms. Kirsten Woods, Admin Director, Ridgebury Tankers, Westport, CT

Great to have you aboard.  Hope to meet you soon.
_Brian Robinson, Membership Chair_

_CMA EDUCA TION FOUN DATION – UP DATE_

It seems that the role of the Foundation has been misunderstood by some. The CMA’s education mission has not changed but CMA is classed by the IRS as a Business Person’s League and, as such, donations beyond membership dues, were seen as a business expense. The Foundation was set up as a vehicle that, as an Educational Charity, could accept fully tax deductible donations of any amount.

Joe Gross, as CMA’s Education Committee Chair and on the Board of the Education Foundation, sends this short report on where the money has been going:

• At Shipping 2014 we gave $5,000 in award money, underwritten by d’Amico Shipping, to the 3 winners of the CMA Conference Essay Contest.
• We have given 22 scholarship checks of $1,500 each to High School and College students enrolled in Maritime programs.
• We have 24 registered interns thus far this year, totaling $20,125 in stipends.

We can still support more interns this year, so people should take advantage of the program. Please recognize, however, that we do work within a budget. As the year progresses check with us to make sure that there is money available for internship stipends. We do not want to get a registration form and an essay without any prior notice, and have to tell an intern that we have expended the year’s stipend budget already. Please check with us first!

_CMA SOFTBALL_

By Ryan Jurewicz

We’re more than half-way through the 2014 CMA softball season. Weber/Hidemar is off to an undefeated season. They lead the league in home runs, and have the largest target on their back.

The Cinderella team of the year, Chembulk, leads the league in injuries and Coors Light consumption. Freepoint is having a similar season to the shipping market, a lot of ups and downs … followed by hope for a change. Diamond-Gemini is now in the market for a middle in-fielder and players are still upset with the All Star selections and accusations are still flying about how it was rigged.

Nordic Tankers pitcher Howie has mastered the 12.5 foot arch pitch -- complain about it and you’ll get 10 more like it. The team has some growing pains after their longtime friend and shortstop abandoned ship for crosstown rivals. Fairfield Chemical Carriers continues work with a skeleton crew over the summer and is still producing wins even with team bats. Trafigura only wins when Adam shows up. Moran Towing has regressed back to 2012. Maybe this update will fire them up. Lastly Glencore continues their rebuilding efforts for the 5th year in a row.

League Standings as of Week 10:

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<th>Team</th>
<th>Wins</th>
<th>Losses</th>
<th>Runs Scored</th>
<th>Runs Allowed</th>
<th>Differential</th>
<th>Home Runs</th>
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<td>60</td>
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<td>15</td>
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<td>Chembulk</td>
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<td>2</td>
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<td>129</td>
<td>+7</td>
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<tr>
<td>Freepoint</td>
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<td>2</td>
<td>107</td>
<td>100</td>
<td>+7</td>
<td>9</td>
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<tr>
<td>Diamond/Gemini</td>
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<td>69</td>
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<td>107</td>
<td>+17</td>
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<tr>
<td>Trafigura</td>
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<td>4</td>
<td>61</td>
<td>93</td>
<td>-32</td>
<td>9</td>
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<tr>
<td>Moran Towing</td>
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<td>5</td>
<td>75</td>
<td>110</td>
<td>-35</td>
<td>6</td>
</tr>
<tr>
<td>Glencore</td>
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<td>132</td>
<td>-58</td>
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</tr>
</tbody>
</table>
The Connecticut Maritime Association Board of Governors cordially invites you to a Gala Celebrating the Connecticut Maritime Association's Thirtieth Anniversary on Thursday, September 25, 2014

Burning Tree Country Club
120 Perkins Road
Greenwich
Connecticut 06830

Tickets, $250 per person, $2500 for a table of 10, available only in advance, limited capacity.

7:00 PM: Cocktail Reception
8:00 PM: Dinner and Dancing
Carriages: Midnight
Black Tie

Further information:
Contact the Gala Chair
Lorraine Parsons at +1.203.406.0109 Ext 3717

CMA Officers
President: Ian Workman Secretary: Jasmine Alvarado
Vice President: Tony Backos Treasurer: Nick Sofos

Governors & Committee Chairs
Membership: Brian Robinson Social & Entertainment: Ryan Jurewicz
Planning & Administration: Larry Liu Communication: Nora Huvane
Education: Joe Gross

CMA Commodore 2014: Robert Bugbee
Gala Chair: Lorraine Parsons
Silent Auction Chairs: Beth Wilson-Jordan and Molly McCafferty

Gala Committee
Morten Arntzen Len Faucher Carleen Lyden-Kluss
Tom Beney David Fillis Basil Mavroleon
Brad Berman Don Frost Michael Netter
Ray Burke Per Heidenreich Christos Papanicolaou
Ann Cipoletti Peter Howard-Johnson Peter Shaerf
Keith Denholm Laura Kowalecyk Charles Tammara
Ron DeSoiza George Kulaguza Ranbir Thukral
Richard du Moulin Jim Lawrence Debra Tischler
CMA 30TH ANNIVERSARY GALA DINNER RESERVATION FORM

Please complete this reservation form and email to conferences@cmaconnect.com or fax to +1.203.406.0110.

Please make checks payable to “CMA” or if you wish to pay by Credit Card, please indicate below and we will send you a credit card payment form for completion and return.

_____ Yes, I wish to pay by credit card – please send me the cc form to complete and return.

Mail checks to: Connecticut Maritime Association, 62 Southfield Avenue, Ste 214, Stamford, CT 06902

A Gala Celebrating the Connecticut Maritime Association’s Thirtieth Anniversary
Thursday evening, September 25, 2014
Burning Tree Country Club, Greenwich, Connecticut

Please reserve _____ticket(s) for the CMA’s 30th Anniversary Gala. Tickets are priced at $250.00 per person
Please reserve _____table(s) for the CMA’s 30th Anniversary Gala. Tables of ten are priced at $2,500.00

Due to space limitations at Burning Tree Country Club, this event is limited to a maximum of 250 guests, with a total of 25 tables of ten. Please make your reservations as soon as possible to ensure your seat.

Name: ________________________________ ________________________________ ________________________________ ________________________________ ________________________________ ________________________________ ________________________________

Company: ____________________________________________________________________________

Address: ____________________________________________________________________________

City: __________________________ State: __________ Zip: __________________

Phone: __________________________ Email: ________________________________________________

If reserving a table, please list the 10 guests in your party below. If reserving individual seats, please advise name(s) or attendees, and also if there are other individuals attending whom you would like to be seated with.

1) ________________________________ 2) ________________________________

3) ________________________________ 4) ________________________________

5) ________________________________ 6) ________________________________

7) ________________________________ 8) ________________________________

9) ________________________________ 10) __________________________________________

The CMA Thanks You For Your Support!
2014 marks the 30th Anniversary year of the Connecticut Maritime Association – and what a wonderful three decades it has been so far!

As you have seen from the newsletter and emails, we will mark the occasion with a spectacular 30th Anniversary Gala event on Thursday evening, September 25th, 2014 at Burning Tree Country Club in Greenwich, Connecticut.

Special thanks go to Peter Howard-Johnson and Christos Papanicolaou of Charles R. Weber Company, Inc. for sponsoring our event with their membership at Burning Tree – we are privileged to be able to hold the Gala at such a beautiful venue.

The evening will start at 7pm with a sumptuous cocktail reception, held outside in the gardens, weather permitting. During the Cocktail Reception there will also be a Silent Auction to benefit the good works of the CMA Education Foundation and its growing programs. A seated three course dinner with DJ entertainment and dancing will follow. The dress code for the event is Black Tie. We encourage CMA Members to bring spouses or significant others to participate in this fun evening. The event will run until Midnight. Complimentary valet parking will be provided.

Tables of 10 are available for companies wanting to accommodate employees and guests, but we also offer individual tickets, so that anyone who would like to attend can. Seating is limited to 250 maximum and we expect it to fill up quickly.

You will find more info on booking and a reservation form elsewhere in this newsletter and we truly hope that you will join us to celebrate and share in this milestone!

To achieve this goal we are sponsoring a silent auction and a wine grab bag. We need your help!

For the silent auction, we are striving to obtain a wide variety of items to encourage participation by guests at all levels and are asking all of our members and supporters to assist. We are looking for vacation homes, airline tickets, restaurant certificates and tickets to sporting events and concerts, in addition to the traditional mix of home/beauty/fashion and sports memorabilia. We are also looking to offer a fabulous piece of jewelry, fur coat or painting. To make the items truly spectacular, we need your assistance in obtaining the items. Please brainstorm with your family, colleagues and friends. Consider your own opportunities for contributing to the auction. Perhaps your employer, or friend or family member has season tickets to a sporting, concert or other entertainment venue (even in cities outside the Metropolitan area that we can package together with other items) he/she might consider donating. Every time you are out for lunch or dinner mention the event and the mission of the Education Foundation to the proprietor and inquire about their participation with a gift certificate. Every time you stop in your favorite retail store, ask for a donation for the auction.

We are also hosting a wine grab bag. For a $20 fee, a guest can randomly choose a bottle of wine that has been wrapped. The bottle could be worth $100 or it could be worth $20 or some other value (minimum value to be $20). To supply the wine for the grab bag we are asking Members to bring a bottle from their own collections or wine racks to CMA events between now and the event. All CMA Board Members and CMA Education Foundation Board Members will be contributing wine bottles at the Board Meetings. We would like to include some special wines in the silent auction as well so please identify your preference with the bottle donation.

We welcome your comments, suggestions and are open to discuss sponsorship opportunities. If you have any immediate ideas, wine donations or auction items, please do not hesitate to reach out to Beth Wilson-Jordan at bwilsonjordan@gmail.com; Molly McCafferty at mgm@Clipper-group.com or Lorraine Parsons at conferences@cmaconnect.com or if at a CMA event, speak with CMA event staff or any Board Member.

With your help we hope to make this a very successful evening. Thank you!
by Emilie Engh

July 17th, 2014 - CMA members and families gathered at the Stamford Yacht Club to enjoy the annual CMA Summer Picnic & Lobster Bake with good company, beautiful weather, and of course, an open bar.

With the weather being much less muggy than in past years, a larger crowd attended, making for a successful CMA event. Many attendees played bocce, Heineken in hand, and used their time to socialize and enjoy the laid-back setting, while others found time to talk business and catch up with friends.

Once people made their way through the food line, they returned to their tables to begin cracking away at their long-awaited lobsters. Although some of the lobsters got messy and many of the guests found themselves sporting CMA’s finest lobster bibs, the food was delicious.

With a variety of guests in attendance at the picnic, a few of the CMA Summer Interns managed to gather for introductions and a group picture. It was obvious through the conversations that each intern had a different, but positive experience this summer at his or her internship. All in all, it was a perfect evening for another successful CMA Picnic on a beautiful summer night.

By Ryan Jurewicz

This year at the CMA Summer Picnic we held our first ever Bocce tournament. It was a great success with a full flight of 16 teams participating. The competition was tough as some offices had multiple teams, Captain McGowan and Michael Vanadia (Fairfield Chemical Carriers) mastered the art of the short toss, but that all stopped once they faced Michael Murphy and Greg Talibon (Nordic Tankers) who dominated the lawn.

The Finals were played under the lights and Harry Kegelman and his brother Paul couldn’t stop the Nordic force. Michael Murphy and Greg Talibon will be receiving a trophy in the coming weeks. The CMA would personally like to thank Vinny Lusardi (Chembulk) for his participation and organization of the first annual tournament.

The CMA is proud to present a special night of family oriented fun.

Conveniently located right off Exit 27 of I-95 in Bridgeport, CT, The Ballpark at Harbor Yard, is the home of the Bridgeport Bluefish professional baseball team, opened in 1998, and has become a staple in the Southern Connecticut community. The Ballpark at Harbor Yard is the perfect setting for an unforgettable family event.

On the evening of Saturday, September 13th the Bridgeport Bluefish will host the Southern Maryland Blue Crabs. The CMA has arranged a cool outing where you can enjoy a catered, pre-game picnic with family, friends or co-workers, then enjoy the game and a Fireworks Extravaganza later. The Picnic starts 50 minutes before the game and food is served until 25 minutes after the first pitch. The picnic menu will consist of:

- Hot Dogs, Hamburgers, Baked Chicken, Rolls & Condiments, Pasta Salad, Potato Salad, Cookies, Fruit Salad, Soda and for the Adults, Beer!

After the picnic our group will take their seats for the game and enjoy the rest of the night’s entertainment, including a Fireworks Extravaganza at the end of the game.
As a special bonus the CMA has generously agreed to underwrite the cost of any children attending, so bring everyone to The Ballpark at Harbor Yard and enjoy a night of affordable, family-friendly entertainment. Here are the details and call today to make sure you and your family don’t miss out on this great evening! And of course, those without children are more than welcome to attend too!

Bridgeport Bluefish Vs Southern Maryland Blue Crabs

The Ballpark at Harbor Yard
50 Main Street
(Right off Exit 27 on I-95)
Bridgeport, CT 06604
www.bridgeportbluefish.com

5:15pm – Pre-game Picnic
6:05pm – First Pitch and Game Start
Later – Fireworks Extravaganza

Adults: $30 per person (includes pre-game picnic and a box seat ticket to the game and festivities)
Children: (Ages 12 and under) – pre-game picnic and box seat ticket to the game and festivities - Free of Charge (being graciously underwritten by the CMA!)

For reservations and payment call Lorraine at 203-406-0109 Ext 3717 or email conferences@cmaconnect.com

By Emilie Engh

When I began my internship at Marine Money, I had no idea of what kind of work I would be doing for the next two months. I was greeted warmly by everyone in the office on my first day and quickly settled into my desk. I never could have imagined having the opportunity to work on such a wide variety of projects, ranging from writing articles about the CMA All Star Softball Game and the Education Awards Luncheon for the CMA Newsletter, to collecting four years of data, results, and trends from the Marine Money Annual CEO and CFO Survey.

I was able to delve into other projects as well, like collecting financial results that were published in the June/July Issue of the Marine Money Magazine, assisting with potential website improvements and changes, and many more exciting assignments. What I did not expect to happen during this experience was how I found that with each project and opportunity, came a greater interest and curiosity in learning more about the shipping industry.

At Marine Money Week (NY City June 17-19) I had the privilege of attending the Marine Money Academy, where I listened to presentations covering all different aspects of the business. The three-day conference presented me with the opportunity to network with people from all around the world and allowed me to become an active member of the industry. I was able to hear stories from men and women who have seen the many ups and downs of the industry throughout their many years of work, as well as receive great advice from those who are fairly new to the business world. Attending the NASDAQ Market Closing Event with some of my fellow coworkers and boss, Jim Lawrence, was easily one of the most amazing experiences during Money Week as well.

Throughout this internship, I found myself continuously meeting and working with many different and interesting people. No event, project, or person was more fascinating to me than the next because I constantly found myself wanting to participate more in a specific event, learn more about a project I was working on, and hear more about a person’s story and background. I am extremely grateful that I was able to have this opportunity and that I was able to meet such an amazing group of people at Marine Money International.

Footnote: I am entering my senior year at Furman University, Greenville, South Carolina

By Josh Bodner

In my search for a summer internship this year, I came across the perfect opportunity when I discovered Principal Maritime Management’s Summer Analyst program. It offered the chance to explore my interest in finance and gain exposure to the shipping industry— an industry perhaps more interconnected with the global economy than any other.

I enjoyed working with this entrepreneurial and growing company. Principal Maritime, formed in 2010, owns a fleet of 12 modern Suezmax tankers and recently expanded into
the chemical shipping sector with the acquisition of several stainless steel chemical tankers. I was also fascinated by the company’s dynamic relationship and frequent interaction with its blue chip, New York-based private equity sponsor. Moreover, I enjoyed working directly with Principal Maritime’s senior management team, a group that has significant experience in the shipping sector.

I joined Principal Maritime in May and soon came to realize that the company was indeed the best place for me to learn about the shipping industry, as I was integrated into a multitude of their projects right away. Over the course of the summer, I conducted research on the oil and chemical sectors, performed due diligence on potential acquisitions, analyzed competitors’ fleets, and tracked the trading activity of public comps (i.e.- publicly traded companies that are roughly comparable).

I attended the Marine Money Week Conference in New York where I was able to gain wider exposure to the shipping industry and develop a stronger understanding of the relationship between shipping and the financial services sector. At Marine Money Week, I had the opportunity to attend presentations by leaders featured in, “Dynasties of the Sea,” one of the books that Principal Maritime had me read in tandem with my internship.

While I was only a Summer Analyst at Principal Maritime, I always felt that I was an important integrated member of their team. Each of my contributions was factored into Principal Maritime’s decision making process, and portions of my work ended up being used in Principal Maritime’s board presentations and deal analyses.

Looking back on my experience at Principal Maritime, I am very glad to have had the opportunity to work in the shipping industry. In addition to the financial knowledge I have gained, and the great experience I had at Principal Maritime, I left my internship with insight into things I would have never otherwise learned. Most of all, I am proud to be walking away with a newfound respect and better understanding of the unique global industry that carries over 90% of all world trade.

Footnote: I am entering my senior year at the University of Pennsylvania where I am in the dual degree program, concentrating in finance in the Wharton School and majoring in systems engineering in the Engineering School.
a rarefied view into the high-stakes world of shipping, packed with personal stories, actionable business strategies and tips for navigating the precarious world of global finance from twenty-one of the industry’s most influential pioneers, including John Fredriksen, Peter Evensen, Jacob and Niels Stolt-Nielsen and Angeliki Frangou. Now approaching its second anniversary in print, Dynasties has been a mainstay on Amazon’s Transportation Bestseller list and received glowing reviews from Forbes, Business Insider and Campden Family Business.

If you have not yet picked up one of these captivating reads, we invite and encourage you to do so.

Wishing you an enjoyable and relaxing rest of the summer.

–Marine Money

FACTOIDS & STUFF

By Don Frost

An eclectic collection of news items that you may have missed.

In June Panama Canal Administrator Jorge Quijano told reporters that the Panama Canal’s new set of locks will be operational by January 2016. (www.gcaptain.com)

The 11th president of the State University of New York Maritime College at Fort Schuyler was named in June 2014. Dr Michael A. Alfultis assumed his duties July 14th. He graduated from the Coast Guard Academy in 1982 with a degree in Marine Science. He later earned a Master of Science degree from the University of Washington and a doctorate from the University of Rhode Island, both in Oceanography. He comes to the Fort from the University of Connecticut’s marine science college at Avery Point (Groton, CT) where he was the director and chief administrator (www.sunymaritime.edu). Welcome.

The Northeast Regional Ocean Council (NROC) was established in 2005 by six New England governors to collaborate on region-wide goals for managing coastal and ocean resources across multiple sectors. NROC priorities include planning for ocean energy, protecting ecosystem health and reducing the impacts of weather- and climate-related events on coastal communities. (The Ocean Conservancy – www.oceanconservancy.org)
The Tokyo and Paris MOU parties issued a joint press release July 28th stating that they will conduct a joint Concentrated Inspection Campaign (CIC) with the purpose of establishing that shipboard personnel are meeting the requirements regarding hours of rest as required by STCW 78. Inspections are to take place September 1 thru November 30, 2014 by Port State Control – Paris, Tokyo, Indian Ocean and Black Sea MOUs. (Lloyd’s Register Marine 8/7/14).

The Baltic Exchange is offering a training course focusing on shipping economics and investment in London September 22-23, 2014 (www.balticexchange.com).

Maersk Line stays that ECA regulations coming into force in 2015 will cost it around $250 million a year in additional fuel costs. (http://marinelog.com)

Crude oil and condensate shipments out of Corpus Christi, Texas in June were 551,934 bbls per day. That's up 61.5 % from 321,824 bbls/day in June of 2013. “And it keeps going up” said John LaRue, the port’s director. (www.caller.com)

The Department of Transport Engineering and Logistics at the Pontificia Universidad de Chile is looking for a post-doctorate or experienced researcher in Sustainable Urban Mobility. Juan Carlos Munoz (www.ing.puc.cl/ditl).

**Coming attractions:**
SNAME Maritime Convention, Hyatt Regency Houston October 20-25, 2014 (www.sname.org)

International Propeller Club of the United States annual convention Louisville, Kentucky October 15-17 (http://ohioriverpropellerclub.com)

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**My Life in the Royal Navy – 1899-1947**

**A Sailor’s Story - Part 13**

By Hugh Turnour England

**Return to Nanking - 1927**

HMS “Emerald” was relieved by the cruiser HMS “Caradock” on 13th March at Wuhu. This was done at my suggestion to the Commander-in-Chief that we should return to Nanking in view of our local knowledge of the situation there. On our return I found there was little doubt we were approaching a crisis. The Cantonese army was being reported to be close to the city, while the Northern Army was still sending reinforcements across the river from Pukow on the opposite side.

I think it was at this time I admired the astonishing skill they showed in transporting an armoured train complete with engine in four junks and building piers on either side of the river consisting of stout bamboo poles tied up with bamboo cord, all in a very short time.

As time went on there was increasing indiscriminate shooting across the river and beheading of soldiers, presumably deserters, became a common practice. After the executioner had done his work with a two handed sword, the heads were hung up between poles some clearly visible from the ship - a ghastly sight.

At long last I persuaded the Consul General to agree to the first stage of the evacuation plans, namely the evacuation of the women, to be put into force and, with the exception of a few who refused to leave, they were sent down to Shanghai. Some idea of the tenor of the Consul General’s mind at this time can be gained from a visit I received from a Portuguese gentleman, a dear old man who was head of the Chinese Maritime Customs at Nanking. He told me he...
had a weak heart and he had proposed to the Consul General that he should leave for Shanghai. The only reply he received was “Don’t worry Captain England has got the wind up”! I am glad to say he took my advice to go and doubt very much if he would have survived when Chinese soldiers attacked the British Consulate on 24th March.

My chief concern at that moment was to have the Consulate sufficiently guarded. Situated about a mile and a half inside the City Wall, it was a difficult problem. We landed the whole of our Marine detachment to do this duty, but the Chinese authorities closed the gate in the City Wall against us. I did think of blowing up the gates and we had demolition parties ready, but I decided not to carry out this operation as it would certainly have been considered an act of aggression. After all our appeals to the Chinese authorities to open the gates had failed, we adopted a subterfuge. By sending Marine Orderlies with official letters at frequent intervals we managed to smuggle 18 Marines up to the Consulate, where fortunately there were rifles and ammunition.

Several of my officers also volunteered to take up stores and other equipment for the Marines at the Consulate, including a portable wireless set, which was a hazardous business as Chinese soldiers were completely out of control and firing their rifles at random from the hip. I remember Peter du Caine, our Senior Engineer who was the last to go giving me some anxious moments, only getting back during the night before the storm broke by climbing down the City Wall to return to the ship.

Nanking, 24th March

By March 21st it was clear that the Cantonese Army was winning the battle for Nanking. More and more Northern troops were retreating through the city and conditions on the Bund became chaotic, many crossing the river to the Northern side in any craft available. Some plunged into the river and tried to swim across and there were even cases of men being shot by their officers. I felt very sorry for the poor devils.

By this time “Emerald” had been joined by two American destroyers, “Noa” and “William B. Preston”. The senior officer was Commander Roy Campbell-Smith in the “Noa”, with whom I could not have enjoyed closer co-operation, and who later became a great friend. Two Japanese destroyers also joined us and, although we did not have much contact with them, they did cheer ship when later we carried out a bombardment. I must also mention the American Consul-General at Nanking, Mr. John K. Davis, who, like Commander Smith, was a great help in dealing with a difficult situation, and although not physically strong, had great courage.
Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.
Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko
Cell: (860) 488-4107
E-Mail: marcinkod@live.com (S14-05)

Candidate 5: Maritime - Sales and Marketing Director
Maritime - Sales and Marketing Director seeks position in the Stamford, Connecticut (North East) area. +10 years experience of maritime business development. Experienced in Norway, Southern Europe (Greece and Cyprus) and Asia (Singapore and Japan). Deep knowledge of marine operations, SaaS software sales, equipment sales, performance, and crew e Learning. Business turnaround and start-up experience. Possessive of P&L and management skills. Refined business acumen and maritime background. MBA and BS (Maritime Academy).
Seeking a progressive company where I can use my experience and skills to increase sales while building a strong sales team, mentor staff, and create an environment of positive achievement.
Currently working in Cyprus
Contact: Confidential - available upon inquiry
E-Mail: lms99904882@gmail.com (S14-06)

Candidate 6: Recent Graduate looking for Entry Level Position
Recent graduate from the Massachusetts Maritime Academy with a B.S. Degree in International Maritime Business. Looking for entry-level position in ship brokerage, port/terminal management or marine operations.
While attending the Academy I had two internships, one with the Massachusetts Port Authority and another with the Liberian Registry. I was selected and traveled to the Shanghai Maritime University as part of the Academy’s China exchange program and participated in the Academy’s Sea Term. During my junior and senior years I held multiple leadership positions within the Academy’s Regiment of Cadets. I am also an Eagle Scout, was on the Academy’s Dean’s List and participated in multiple clubs. My resume is available upon request with references and I am willing to relocate.
Contact: Douglas Courtot
E-Mail: DougCourtot2013@gmail.com (S14-06)

Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
• Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts. I have achieved my goals as a lawyer in private practice and believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers andBulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen
Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801

Candidate 13:
Entry level position in ship operation
Robert Nigel Pritchard
Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP, in New York 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". CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Cell: +1 646 378 8446
E-Mail: rnigel.pritchard@gmail.com

Candidate 14:
Ships Officer Looking for Entry Operations Position
Second Mate, Deep Sea, International Shipping
Seeking entry position in Operations, Voyage Planning, Chartering
Experienced with Bulk, Break-Bulk, Container, and Project Cargo.
Voyage Planning
Loading/ Discharge of various cargo

Cargo Claims
2010 Graduate, SUNY Maritime College
BS Marine Transportation, Minor, Ship Management
ASBA Charter Parties I & II Certified
Email: medsavag@gmail.com

HELP WANTED

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

Position A: Marine Engineer
Emprise Corporation is seeking talented engineers to join our marine engineering and software support team. Positions are available in Ledyard, Connecticut.

Available positions include Junior Engineer.
Emprise Corporation provides engineering support services for the installation, training, configuration, and maintenance of maritime engineering software. Our enterprise level software systems provide Preventive Maintenance, Condition Monitoring (Vibration, Oil, Diesel Engine, and Thermography), Inspection, Log Keeping, Maintenance Planning and Life Cycle Engineering services.

Successful candidates will
• Have very strong computer skills, including operating system knowledge.
• Be a strong team player with the ability to work in a fast paced, changing environment.
• Be able to quickly grasp complex concepts.
• Be able to think critically and solve problems.
• Be able to travel, sometimes on short notice.
• Be able to acquire a security clearance.

Required Engineer Qualifications
• BS Degree in engineering, naval architecture or similar engineering program.
• At least one year of related post-graduate technical experience for Junior Engineer

Desired Qualifications
• USCG License / US Navy Nuclear Program experience.
• Experience in ship operations with an emphasis on material readiness, preventive and predictive maintenance, maintenance studies and technical data review.
• Experience in Marine or Power Plant Testing, Machinery Condition Analysis and/or Reliability Engineering.
• Experience in the rules and regulations of ABS and USCG.
• Preventive Maintenance program development.
• Vibration, Lube Oil, Diesel Engine, or Thermography condition monitoring experience.
• NAVSEA Level II Reliability Centered Maintenance (RCM) Training or equivalent covering requirements of MIL-P-24534A.

Company: Emprise Corporation
Address: Ledyard, Connecticut
E-Mail: jobs@emprisecorporation.com
Notes: Please email resumes with the job title in the subject line.
Position B: Director of Business Development – Location Flexible
We are seeking a strategic, mission-driven and experienced business development director to grow ship agency, stevedoring and terminal operations. This is an exciting opportunity for an individual with extensive experience in the shipping industry to grow a proven organization and to contribute to its future success. This position will require extensive domestic and international travel and will report directly to the President. Office and place of residence are flexible.

Job Description:
• Leads Business Development, Marketing, Client Relations, Promotion and Sales to enhance the marketability of all business units
• Builds and maintains relationships with current and future customers and ensures the achievement of short- and long-term goals for customer satisfaction
• Identifies new opportunities for business and penetrates new markets
• Leads efforts to become the leading ship agency, stevedore and terminal operator in the Gulf
• Develops, implements and maintains standards, policies and processes

Desired Education and Experience:
• Minimum 7 years of experience in a senior operations or business management capacity within the maritime industry.
• Direct experience with ship agency operations preferred.
• Innovative and creative self-starter, with the ability to devise solutions to complex problems, and to implement those solutions hands-on.
• Flexibility and the ability to thrive in a fast-paced, entrepreneurial culture, and comfortable operating in a limited-resource environment.
• Must possess strong commercial relationships with key industry leaders, including local and port contacts, with strong ties to the tanker industry preferred.
• Self-motivated with strong organizational and communication skills, excellent interpersonal, presentation and negotiation skills.
• Bachelor’s degree required; master’s degree in business management or related field preferred.
• Must be able to travel 50 - 75% in the US and abroad.

Contact: Kelsey Host
Company: T. Parker Host, Inc.
Address: 500 E. Plume Street, Suite 600 Norfolk, VA 23510
E-Mail: JoinOurTeam@Tparkerhost.com
Website: www.tparkerhost.com
Notes: Please contact us to express interest or for more information.

(WH08-14)

Position C: J. Lauritzen (USA) Inc. seeks
Operations Manager - Dry Cargo - Stamford CT
We are looking for a new colleague to join the Dry Cargo operations team at our office in Stamford CT as soon as possible. You must have at least three years of documented experience within Dry Cargo operations, preferably in Handysize/Handymax. You are a US citizen or green card holder. You are committed to your work, flexible and able to work independently and systematically. You have good interpersonal skills, an open and curious mind and would like to be part of a dynamic team with excellent opportunities for further career advancement. We offer a premium benefits and vacation package for the right candidate. We work in a challenging and inspiring international shipping environment. Our head office is based in Copenhagen though we do handle all aspects of operation. We operate a fleet of some 120 bulk carriers in total from our offices in Copenhagen, Singapore, Shanghai and Stamford.

We focus on education and training to ensure a culture of continuous professional development. Responsibility, accountability, entrepreneurship and team spirit characterize our organization.

For more details, please contact either Anders Hansen (General Manager) +1 203 504 6200 or email ahan@j-l.com - alternatively Jesper Bo Mogensen (Operations Team Leader) +1 203 504 6204 or email jbm@j-l.com
All enquiries will be handled with utmost confidentiality.
Send application
Application deadline: ASAP
Expected Start Date: As per agreement
Location: 4 Landmark Square, Suite 150 Stamford, CT
Contact person: Anders Hansen
Telephone: +1 2035046200

J. Lauritzen (USA) Inc. is part of J. Lauritzen A/S, an international shipping company operating globally. The focus at JL is on continuous development of our various business activities world-wide with constant emphasis on customer service, safety at sea, and environmental protection. JL owns and operates a modern and diversified fleet of bulk carriers and gas carriers. For further information please visit www.j-lauritzen.com.

(WH08-14)

Position E: VP Operations – Host Terminals
Position Description
The Vice President of Operations will be a leader who is able to motivate others at Host Terminals to deliver measurable, cost effective results that make our vision for exponential growth and expansion a reality. The VP of Operations must have the skills, disposition, and personal confidence to lead large-scale terminal operations in multiple states. While it is essential that the Vice President of Operations increases the productivity of our current operations, it is also critical, given the emerging business lines currently under consideration, that the VP of Operations be nimble and easily adapt to new challenges.

Job Responsibilities:
Full responsibility and oversight for approximately seven (7) Bulk Terminal Operations on the East and Gulf Coasts. Responsible for a revenue budget of $10.5 million.
• Manage and expand safety programs at all locations
• Demonstrate sound business judgment and innovation in approaching business challenges
• Translate a strategic plan into operating results
• Create processes, procedures and systems for new and scalable operations
• Measure performance KPI's and implement continuous process improvements
• Facilitate and develop customer relations and services using a quantitative, quality based approach
• Ensure the business has the proper operational controls, administrative processes and internal resources to operate effectively and efficiently
• Serve as a key leader for attracting, developing, coaching and retaining high-performance employees
• Financial reporting for each facility as it relates to budgeting and forecasting
• Assist the commercial team on issues related to business development
• Other related duties as assigned

Position Requirements
Educational Requirements:
• Bachelor's degree in required
• Master's degree in business management or related field preferred
Job Requirements (experience, skills, knowledge, certifications, licenses, competencies):

- Minimum 7 years of management experience serving in a senior operations or business management capacity within the maritime industry
- Experience managing and maintaining bulk and/or break-bulk terminal operations
- Self-starter with strong leadership, communications, analytical, decision making and problem solving skills
- Strong staff and team management ability, including experience in goal-setting, work plan development, and coaching to attain aggressive goals
- Prior experience managing customer relationships as it relates to quantitative service management
- Flexibility and the ability to thrive in a fast-paced, entrepreneurial culture, and comfortable operating in a limited-resource environment
- Superb organizational skills, with the demonstrated ability to create and implement efficient organizational systems
- Demonstrated leadership, analytical, strong communication (oral and written), and excellent organizational skills
- Prior leadership and operations management training such as Six Sigma preferred

Travel throughout US and abroad required

Contact: Kelsey Host
Company: T. Parker Host, Inc.
Address: 500 E. Plume Street, Suite 600
Norfolk, VA 23510
E-Mail: JoinOurTeam@Tparkerhost.com
Website: www.tparkerhost.com
Notes: Please contact us to express interest or for more information.

Position G: Senior Port Captain / Cargo Superintendent

Company: Oldendorff Carriers
Position: Senior Port Captain / Cargo Superintendent
Location: Stamford
Travel required: yes
Salary: negotiable
Start date: as soon as available
Requirements: prefer individuals with Chief Mate / Master License with strong background in bulk cargo handling / stowage. Break-bulk / project cargo experience also preferred but not required. Ideally has experience in operations.

Job description: Heading a team of five Port Captains/Port Operators Co-coordinating loading and discharging operations, ensuring a quick turn around of Oldendorff owned and or chartered in vessels in the Americas. Prepare stowplans and attend our vessels to maximize cargo intake and ensure smooth dispatch during time in port. Develop and maintain good working relationships with local agents, stevedores, service providers, etc. Negotiate contracts with service providers. Additional duties include coordinating/attending hold cleaning and hold inspections as well as gathering port restrictions / -information and other relevant info for our trades.

Position L: Tanker Operator

Position Summary
MT Maritime Management (USA) LLC in Southport, Ct is expanding their commercial operations with the delivery of several new Chemical/Oil Tankers expected in the near future. An additional tanker operator is required to manage all aspects of chemical, veg oil, and CPP commercial operations. The position has excellent growth potential.

Main Responsibilities
Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day time charter management of his vessels and ensure compliance with all terms of the time charter parties. Experience: Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. Some sailing experience preferred. The candidate must have good computer and writing skills.

E-Mail: DCarroll@MTMaritime.com.

Notes: Interested candidates should email their resume with cover letter.

Wanted: Host Companies

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