UP COMING EVENTS

SAVE THE DATES

AUGUST 2015
There are no special CMA Social Events in August
Enjoy the Summer!

SEPTEMBER 2015
Thursday, September 24, 2015
Speaker & Topic TBA
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $50 per person / Non-Members: $60 per person

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

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“A problem shared is a problem halved” is a saying which can be applied to many situations both private and professional. But, like many simple statements, it is not usually 100 pct true. Often it is only more of a way of opening up a situation to discussion or merely pointing out that we are but human, and that whilst most of us try to do the “right thing”, problems – whether from mistakes, misunderstandings, call it whatever you want - do happen.

Privately, as a parent, I have found that getting together with other parents with children of similar ages as mine, and discussing the various parenting problems, has given both my wife and me reassurance that we don’t have two heads, and that we are not totalitarian dictators who should be locked up for the unfair restriction of total freedom of movement. We do (still) have a brain and we do have

Photos courtesy of Gail Karlshoej
(some) general knowledge and common sense when dealing with the variety of thorny and emotionally touchy issues that crop up when dealing with both your offspring and the situations that they encounter.

Professionally it is somewhat different – we are adults after all. Probably the first thing you have to realize is that no-one is perfect, whether they are owners, managers or employees (don’t let anyone kid you – everyone makes mistakes). But it is the way that the situation is handled that matters and therefore, as nearly every issue is different, the permutations are endless so, with endless possible solutions, where is the link?

Firstly – and I believe most importantly – must come the recognition within yourself that there is a problem, and secondly there comes the discussion with either your manager and / or your co-workers or employees. From then on, all commonality is impossible to compute as it is so subjective – the key is first admitting there is an issue and secondly sharing it. After all “many heads are better than one” – aren’t they?

Ian Workman, President

July was a busy time for shipping this year. I’ll not comment on the markets --- the surprisingly active tanker market and rates that have been “surprising”, and the not surprising roller coaster dry cargo market trading in such a narrow (Index) range.

The CMA Picnic and Lobster Bake drew more people this year than at in any previous year – about 350. To say it was a success is an understatement. The Happy Hour at “The Sign of the Whale” in Stamford the following week was also very well attended. Thanks go to CHEMBULK for matching CMA’s contribution to the bill and further insuring that evening’s success. We really are very lucky to have such a close knit community.

I guess the most publicity the industry got during the month was the series “The Outlaw Ocean” by Ian Urbina in The New York Times--- July 19, 20, 27, 28, and August 2. The first article made the front page of the Sunday (July 19) edition under the headline – “Stowaways and Crimes Aboard a Scofflaw Ship”. Judging from the two letters to the editor
published a few days later, only people with a connection to shipping cared about the hyperbole. One came from a former Coast Guardsman and the other from the International Chamber of Shipping in London. We know that others wrote, but I did not see them.

You can read the articles on the NY Times website or check Mr. Urbina’s website urbina@nytimes.com. To my surprise I got a reply back from the author directly. I questioned the source of his statistics on annual seafarer casualties and the tonnage figures for the “deliberate dumping of bilge oil, sludge oil and cargo oil”. He gave me his sources, but it seems they are based on dubious facts, conflated with the non-commercial parts of the global maritime scene (including Southeast Asia’s fishing industry and pirates from West Africa to Indonesia) and pumped up by using questionable algorithms. Rather than me try to review his articles, I suggest you read them and his blog. It does seem, however, that the purpose of the expose is only to demonstrate the lawlessness of the sea beyond national economic zones.

The Editorial in the July 23 issue of IHS Fairplay (LOOK-OUT by Richard Clayton) contains some statements that I think deserve quoting. He writes about IMO’s lessons from a meeting in Tokyo on Japan’s 20th national maritime day.

“It’s precisely because maritime awareness is so poor that IMO secretary-general Koji Sekimizu has launched his Maritime Ambassadors initiative. He knows better than most that shipping is changing. The industry is rapidly becoming more technological, so future requirements for seafarers will reflect future requirements for seafarers will reflect this change.

Training can no longer be driven by compliance of regulations such as the Standards of Training, Certification and Watchkeeping. It must be determined by the need to ensure mastery of the tasks undertaken. That will mean companies investing in more training and in comprehensive education to equip seafarers with reasoning for training – “why” to pair with the “what” or “how to”.

I found this line of thinking appropriate now as all the training ships run by the state maritime academies, colleges or schools in the U.S., are 50 years old or rapidly approaching that age. SUNY Maritime’s vessel is 53 years old and its Coast Guard environmental waivers run out in 2020. They need to start building a replacement very soon but Congress is not responding. Of course neither is it responding to funding the much needed icebreakers for the Coast Guard as part of the Arctic Policy they already approved. You, the members of the industry, individually have to say something to your legislators if the training of licensed U.S. mariners is to continue.

As I write this I have received a suggestion for MARAD to bareboat one of the two French built MISTRAL class helicopter carrying assault ships built for the Russians, and use it as a training ship, possibly to be shared by a helicopter training school as part of FEMA’s investment. Maybe absurd, but what would you do to beat the 2020 deadline?

The CMA luncheon season starts September 24th. Join us!

–Donald B. Frost

A CMA Thank You!

A big thank you to all of the 350 CMA Members and guests who attended our July 16th Annual Summer Picnic and Lobster Bake at the Stamford Yacht Club. It was a beautiful night, with little humidity, and a welcome change to some of the steamy nights we have endured in past years on picnic night!

The raffle to benefit the CMA Education Foundation was a big success and raised over $1,600 to help support the CMA EF’s numerous education initiatives. Thank you to all who purchased a raffle ticket(s) and the generous sponsors who donated the following prizes:

Dinner for 2 at Dolce Italiano (courtesy of Q88), a Generous Wine Gift Basket (courtesy of d’Amico Shipping USA), Yankees tickets (courtesy of Norton Rose Fulbright), 4 tickets for a Bridgeport Bluefish game (courtesy of Q88), Bottles of Wine (courtesy of IMS & Ranbir Thukral) and a Selection of Maritime Books (courtesy of Marine Money).

We would also like to thank our friends at Monjasa for sponsoring the 2015 CMA Bocce Tournament. A good time was had by all and we thank you for your support. Enjoy the rest of the summer and we will commence our events again in September.

–Donald B. Frost
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SCENES FROM THE JULY 16TH CMA SUMMER PICNIC & LOBSTER BAKE AT STAMFORD YACHT CLUB

Photos courtesy of Gail Karlshoej
SCENES FROM THE JULY 16TH CMA SUMMER PICNIC & LOBSTER BAKE AT STAMFORD YACHT CLUB

Photos courtesy of Gail Karlshoej
MEMBERSHIP NOTES

The annual Picnic and Lobster Bake brought out a lot of new and old faces. We are so happy to have you all as new members. Please welcome:

Mr. Bradley M. Achorn, VP - China North Region, American Bureau of Shipping (China) Ltd., Shanghai, China
Mr. Victor Goncalves Andrade, Ops Assistant, Maloney Commodity Services, Stamford, CT
Ms. Connie Athanisou, Peraco Chartering (USA), LLC, Stamford, CT
Ms. Jessica Beal, Principal Maritime Management, Southport, CT
Mr. Jakob Bergendorff, VP, Young America Capital, Mamaroneck, New York
Mr. Peter Black, Claims Exec., Charles Taylor P&I Management (Americas) Inc., New York, NY
Mr. Morton S Bouchard IV, Account Manager - The Americas, TradeWinds, Stamford, CT
Mr. Adolfo Briceno, Bulk Ocean Chartering, Stamford, CT
Ms. Amanda K. Brown, Associate, Reed Smith LLP, New York, NY
Mr. Scott Brown, Simpson Spence Young, Stamford, CT
Mr. Joseph Buffolino, Ship Broker, Mid-Ship, Port Washington, NY
Mr. Tony Buleza, Operations Manager, Ridgebury Tankers, Westport, CT
Mr. Mark Churchill, Broker/Shipper, Glander International Bunkering, Palm Beach Gardens, FL
Mr. Steve Clark, Commercial Manager, GAC North America, Philadelphia, PA
Mr. Jeffrey L Covert, Sr., Co-Owner, Coastal Ship Supply, LLC, Brick, NJ
Mr. Derek Damon, Performance Analyst, Gemini Tankers LLC, Stamford, CT
Mr. Carlos De Lasa, Operations Manager, Nordic Tankers (USA) LLC, Stamford, CT
Mr. Jesse Deboer, Ship Broker, Mid-Ship, Port Washington, NY
Mr. Brian Devine, Partner, Norton Rose Fulbright US LLP, New York, NY
Ms. Tatiana M Dunbar-Hall, Event Coordinator, MARPOL Training Institute, Inc., Middletown, CA
Mr. William Dyke, Freight Assistant - Dry Bulk Ocean Freight, Lansing Trade Group, LLC, Fairfield, CT
Mr. Yoshio Endo, Associate, Sanko Kisen (USA) Corp., Cos Cob, CT
Mr. Renato Erive, Operations Manager, Sanko Kisen (USA) Corp., Cos Cob, CT
Mr. Peter Gaanderse, Ops Manager, Simpson Spence Young, Stamford, CT
Mr. Jared Gangler, Ship Broker, MJLF & Associates, Stamford, CT
Ms. Sunny Gill, Operations, M.T. Maritime Management, Southport, CT
Capt. David Gommo, Master, Military Sealift Command, Sandy Hook, CT
Mr. Alan R. Greene, Exec. Director of Development, SUNY Maritime College, Bronx, NY
Mr. Nicholas C. Hadjipateras, President, Starboard Maritime LLC, Greenwich, CT
Mr. Adam Hamilton, Financial Analyst, BLT Chembulk Group, Southport, CT
Ms. Kelsey R. Host, T. Parker Host, Norfolk, VA
Ms. Chelsea Jaouli, Trader, Monjasa, Stamford, CT
Mr. Frederik Jungmark, Team Leader - Bunker Trader, Monjasa Inc., Stamford, CT
Mr. Gordon Kempler, Vessel Operator, d’Amico Shipping USA Inc., Stamford, CT
Mr. Martin Kjeldsen, Charting Manager, Team Tankers International, Westport, CT
Mr. Christopher Kollenborg, Broker Chartering, MJLF & Associates, Stamford, CT
Mr. Matt V. Konchan, Bunker Trader, Monjasa Inc., Stamford, CT
Ms. Michaela Kreter, Broker, LQM Petroleum Servies, Wilton, CT
Mr. Allan Krogsaard, DNVGL, New York Station Manager, Mahwah, NJ
Mr. Jeffrey Donald Lacasse, Broker, John F. Dillon & Co., Stamford, CT
Mr. Roberto Levier II, Broker/Trader, World Fuel Services, Greenwich, CT
Mr. John Llewellyn, Broker, LQM Petroleum Services, Wilton, CT
Mr. Travis Mackenzie, Peraco Chartering (USA), LLC, Stamford, CT
Mr. Kasper Madsen, Bunker Trader, Monjasa Inc., Stamford, CT
Ms. Aida Manoukin, Trader/Broker, World Fuel Services, Red Bank, NJ
Ms. Elena Mihaila, Office Assistant, d’Amico Shipping USA Ltd., Stamford, CT
Mr. Sanjiv Mishra, Technical Director, Synergy Group LLC, Stamford, CT
Mr. Stanley Mocarski, Senior Operations Manager, Saudi Petroleum Int’l, New York, NY
Mr. Tim Morris, Mgr. Marine Ops, Principal Maritime Management, Southport, CT
Mr. Daniel Mulligan, Product Tanker Broker, MJLF & Associates, Stamford, CT
Mr. Matthew G. Murphy, Sr Vice President, People’s United Bank, N.A., Stamford, CT
Mr. Yushi Nakajima, President, Sanko Kisen (USA) Corp, Cos Cob, CT
Mr. James Nguyen, Intern, Nordic Tankers (USA) LLC, Stamford, CT
Mr. Wayne Nilsen, Operations Manager, J. Lauritzen (USA), Inc., Stamford, CT
Mr. Gerardo Pannozzo, Operator, d’Amico Shipping, Stamford, CT
Ms. Melissa Patzelt-Russo, Attorney, Chalos & Co., Oyster Bay, NY
Mr. Jack Hanley Peterson, recent SUNY Maritime Graduate, Saint James, NY
Mr. Rishi Qasba, Ops. Mgr, Dry Cargo, M.T. Maritime Management (USA) LLC, Southport, CT
Mr. Henry Rich, Operations, Moran Towing Corporation, New Canaan, CT
Mr. Alex Ruiz, FP&A Manager, BLT Chembulk Group, Southport, CT
Capt. Christopher Alan Sadler, Master, Atwood Oceanics, Houston, TX
Mr. Peter Saitta, Broker, Mid-Ship, Port Washington, NY
Mr. Karl Schmidt, Peraco Chartering (USA), LLC, Stamford, CT
Mr. Gabe Slutsky, Chartering, M.T. Maritime Management, Southport, CT
Ms. Chanel Smith, Rail Scheduler & Coordinator, Axeon Specialty Products, Stamford, CT
Mr. Gregory D Smith, Tanker Broker, MJLF & Associates, Stamford, CT
Mr. Zachary Smith, Investment Banking Associate, Young America Capital, Mamaroneck, NY
Mr. Nikolay Sokolov, VP Trade Development, Atlantic Ro-Ro Carriers (ARRC), Hoboken, NJ
Ms. Sarah Stichter, Operations Analyst, Penfield Marine LLC, Southport, CT
Mr. Ryan Swartz, Chartering Manager, Archer Daniels Midland Company, Stamford, CT
Ms. Erika Takano, World Fuel Services, Red Bank, NJ
Mr. Tim Twomey, Principal Maritime Management, Southport, CT
Mr. Rajesh Unni, Owner, Synergy Marine LLC, Stamford, CT
Mr. Mikkel Soehelm Vestergaard, Mg Director, Dan-Bunkering America Inc., Houston, TX
Mr. Alex Vom Ende, Operations, Oldendorff Carriers, Stamford, CT
Mr. Sander Wielemaker, Area Mgr Americas (Area Atlantic), DNV GL, Mahwah, NJ
Mr. Daniel Williams, Pacific Basin Shipping (USA) Inc., Stamford, CT
Mr. Matthew F. Winkler, Jr., COO, JB Filtration, LLC, Essex, CT
Mr. Kotaro Yoshizawa, Chartering, NYK Bulkship (Atlantic) N.V., Secaucus, NJ

Once again, welcome. We hope to see you at a CMA event soon.
Brian Robinson, Membership Chair

SCI MOUNTAIN CHALLENGE

By Anne Gumpel

In September of 2013, members from all corners of the industry met in Maine to take on the first Seamen’s Church Institute (SCI) Mountain Challenge. I was fortunate enough to be one of those taking on the challenge. It was an experience I won’t soon forget. The event not only provided a team building experience for my colleagues and myself, it was a bonding experience amongst the entire group. Meeting people from other parts of the industry was one of the highlights of the hike for me.

In addition to giving us a memorable weekend, the Mountain Challenge was a huge philanthropic success. The hikers, corporate sponsors, and donors raised $376,713 which went to strengthen SCI’s support services to mariners like ship visiting and hospitality, advocacy, and education.

The Seamen’s Church Institute is once again hosting the SCI Mountain Challenge this September 24-27, 2015 in Sunday River, Maine. This will once again be an experience to remember. Teams of three competitors take to harsh environments to push physical limits, racing up steep summits in a fight to the finish line.

They are still accepting teams! You can register online at http://scimountainchallenge.com/. If you won’t be able to join us on the mountain but still wish to contribute to the event, you can donate at http://scimountainchallenge.com/support.html.

Hope to see on the mountain!
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KEYNOTE SPEAKER:
Mr. Joseph Trotti, Chief Executive Officer, AIG Global Marine & Aerospace

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My name is Sean Carpenter, and I will be a senior this fall at the University of Pennsylvania, majoring in Economics and Classical Studies. I was searching for a summer experience that would provide the opportunity to enhance my analytical skills, produce meaningful work as part of a team, and learn about global trade and the financial markets. I was fortunate to be selected for a position that matched my goals and interests as a Summer Analyst at Principal Maritime Management.

Working with the welcoming and passionate team at Principal Maritime has been a great way to expand my knowledge outside of the classroom, while learning new concepts on a daily basis. With the generosity of the CMA team, I have also had the privilege of attending Marine Money Week and the Connecticut Maritime Association’s Summer Picnic & Lobster Bake. Both events provided an opportunity for me to experience the shipping industry network in action. My summer internship as a Summer Analyst at Principal Maritime has been a truly unforgettable experience.

I enjoyed working with this entrepreneurial and growing company. Principal Maritime, formed in 2010, manages tanker assets and advises on investment opportunities across the shipping sector. I had the great privilege of working directly with Principal Maritime’s senior management team, a group with significant experience in all facets of the shipping industry. It was also insightful to learn about the company’s dynamic relationship and frequent interaction with its blue chip, New York-based private equity sponsor.

Upon joining the Principal Maritime team I realized that I was in the ideal place to learn about the shipping industry while expanding my analytical skillset. I was a member of
this Southport-based team for eleven weeks, from late-May through July, and I was integrated into a diverse array of projects from the start.

Over the course of my internship, I conducted research on crude oil and chemical shipping, performed due diligence on various shipping sectors, analyzed the fleets of competing shipping companies, and tracked the trading activity and net asset values of comparable public companies. Attending the 2015 Marine Money Week June Conference in New York City I was able to gain a greater understanding of the relationship between shipping and the capital markets. Attending the conference for three days, I also had the opportunity to attend numerous presentations by industry leaders and particularly enjoyed the roundtable discussions featuring an eclectic mix of owners and operators.

Thinking back on this exciting summer, I am honored to have been given the opportunity to work with the Principal Maritime team. I will return to the University of Pennsylvania knowing I have gained valuable, practical financial knowledge that I can apply to my coursework and future endeavors. I will also return with a new perspective on the global economy, always cognizant of the underappreciated, but vital, shipping sector that is responsible for over 90% of world trade.

GRAYSON SESSA
My name is Grayson Sessa, and this fall I will be a junior at the Wharton School at the University of Pennsylvania, where I am dual-concentrating in finance and accounting.

Before I began my internship with Principal Maritime Management, I knew comparatively little about the shipping industry. I understood its importance in connecting the global economy, but I had no idea that it carried nearly all of the world’s trade. But now, after eleven weeks working in the industry, I know not just how important the shipping industry is on a global basis, but also how close and inter-connected the shipping community really is.

The firm itself was one of the primary reasons I enjoyed my summer so much. Principal Maritime manages tanker assets and advises on investment opportunities across the
shipping sector. The company’s dynamic relationship and frequent interaction with its top-tier, New York-based private equity sponsor offered another great learning experience. Moreover, I enjoyed working directly with Principal Maritime’s senior management team, a group that has vast experience in the shipping sector.

Even before joining the Principal Maritime team, they took the time to help bring me up to speed by sending me industry research and financial reports and recommending appropriate books (most notably, The Shipping Man and Dynasties of the Seas, both of which I truly enjoyed). This really accelerated my progress up the steep learning curve. Joining in mid-May, right after the end of my sophomore year, I immediately began working with my team on long-term projects, which included creating a comprehensive deck of slides on the investment potential of a different shipping sector and building and tracking Net Asset Value models for publicly-traded shipping companies.

In June, I had the rare opportunity to attend Marine Money Week in New York. Hearing three days of fascinating speakers and meeting professionals involved in other sides of the industry was a great chance to see how the shipping industry fits together. And of course, my interactions with the CMA, especially at the annual Lobster Bake, helped me understand just how tight-knit the community is.

This summer’s introduction to the shipping industry, and other learning opportunities that the internship and the Principal Maritime team have afforded me, will be unforgettable. Throughout the summer I was able to update the senior management team on my research in ways that actually aided their views of various shipping sectors and opportunities.

Now after nearly three months, I am leaving Principal Maritime having learned not just about shipping, but also about the soft-skills that are so important when working in a professional environment. Following this introduction to shipping and my unique internship experience, I am now confident that the shipping industry is something that I would like to be involved with in some capacity in the future during my remaining years as a student and ultimately as I begin my professional career.
FACTOIDS & STUFF

By Don Frost

This an eclectic collection of bits and pieces of maritime news that you might have missed... or maybe by passed deliberately.

The Panama Canal published its tolls for 2016 about six months ago. The cost of a round trip for a 70,000 Cubic Meter capacity VLGC will be about $306,900. (JG Gas)

Panama Canal draft restrictions – based on projected weather information (rain fall) and expected effects on Gatun lake levels, draft reductions may be imposed in about 6 inch increments to be announced 5 weeks in advance. (ACP)

The international shipping industry will require an additional 42,500 officers by the end of 2019 (HP Drewry) ---comment: no mention of autonomous ships or port and anchor details flown to a ship as she approaches load or disport.


Underwater sound levels measured and to be regulated. NOAA published “DRAFT Guidance for Assessing the Effects of Anthropogenic Sound on Marine Mammal Hearing” July 23, 2015 (NOAA) – take a whale to an audiologist.

The Jones Act tested again. The U.S. Court of Appeals for the Ninth Circuit turned away a challenge to the Jones Act (July 30th) in a case where the plaintiff argued that the Jones Act impaired interstate trade and therefore violated the United State Constitution. The District Court in Hawaii had dismissed the case, concluding that the challengers lacked standing. Further the Court concluded that whether or not there is a restraint of trade the Commerce Clause gave Congress broad authority to impose such restraint. Also noted was that there was no proof that shipping rates to Hawaii would decline if the Jones Act was repealed. (Maritime Executive) (Ed: given that the capital cost of U.S. built vs foreign built ships is about 500% higher how could there not be a decline?)

MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR’S STORY - PART 25

By Hugh Turnour England

World War II – 1943

Entry to Rome
An incident I think worth recording occurred when Guards Armoured Division reached the outskirts of Rome. The officers decided to give a party to celebrate the event and two guardsmen were sent with a truck to collect a grand piano to enliven the evening. On their way back to headquarters with the piano driving along the road marked with tapes as it had only just been cleared of mines, they discovered they were being followed by a jeep which started hooting violently. The driver of the truck hesitated to allow the Jeep to pass until his mate told him it was flying a General’s flag, then taking a chance he hauled out, it was a narrow road and as the Jeep grew level a mine went off blowing the grand piano on to the General’s head. An unfortunate war casualty, but he afterwards became a Field-Marshall.

Other Mediterranean Convoys
My last convoys in the Mediterranean took me to Naples and Bari. We were well up Italy by then, and the port of Naples was becoming a busy one. There was a good deal of entertaining but I do not remember anything of importance happening to me. The convoy to Bari, however nearly ended in disaster and I think it is worth while relating the details.

We were passing round the toe of Italy on a perfectly calm night and a clear full moon. There was an enemy minefield about 2 miles off the coast and we had to steer between this and the shore, which I was quite happy about as in the bright moonlight we could check our position from points and buildings on the coast, or so I thought at the time. But after a while my Master became nervous and with great reluctance I allowed him to put on the Echo Sounder, a thing we hardly ever did on account of the danger of being D/F’d by U boats, and found we were in six fathoms when the depth ought to have been over twenty! I immediately did an emergency turn to seaward and the situation was saved but it must have been a close run thing. What had happened was that we had only been issued with a small scale chart of the Adriatic and we were taking bearings of places well away from the coast which had a low lying
shore. I had a lot to say about this deficiency in charts when forwarding my report of the proceedings.

Passage Home
I was not required for further convoy duty in the Mediterranean and took passage home in the battleship “Nelson”, commanded by my old friend Guy Russel who kingly gave me his sea cabin under the bridge. She was a very efficient and happy ship ready for action at any moment yet I remember attending a sing song in the ward-room which was a great success. Among the officers was Mr. Scarffe who had been my Chaplain in “Sussex”, then meek and mild and rather doubtful if he could make good, he was now joining in songs of every description.

In due course we arrived at Rosyth without experiencing any interference from the enemy, and I stayed a few days with John and Augusta Bute in Charlotte Square, Edinburgh. I was glad to do this as John was not very well and Augusta was not happy about the way she was being treated as a V.A.D. at the Queensferry Naval Hospital. Apparently the medical authorities had forgotten she had provided a wonderful hospital at Mount Stuart in the previous war. It must have been December, 1943, that I arrived back in England, a very exciting year for me.

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

Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

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- United States Surveyors Association
- American Institute of Marine Underwriters
- Society of Naval Architects and Marine Engineers
- American Boat & Yacht Council

Maritime Education
- SNHU: MBA, Project Management
  - 3.8 GPA
  - Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel
- Bentley University:
  - BS, Finance
- Navtech:
  - Accredited Master Marine Surveyor, AMMS
  - Ship and Large Yacht Structures
  - Accident and Fraud Investigation

Upcoming Events

Save the Dates

August 2015

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Enjoy the Summer!

September 2015

Thursday, September 24, 2015
Speaker & Topic TBA

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Lorraine at Ext 3717
Or email conferences@cmaconnect.com
Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
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Cell: (516) 784-2309
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Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.
Extensive expertise and experience in:
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Achievements
• Identified and developed trade lanes to suit both owners’ and clients’ needs.
• Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.
Education
• Currently in pursuit of certification by the Society of Maritime Arbitrators.
• Bachelor of Science in Transportation, Tourism and Trade from Niagara University.
Cell: 845.480.4543
E-Mail: jmcship@gmail.com

Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.
HI am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.
Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.
Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.
Proud graduate of the SUNY Maritime Graduate/License program (MS Transportation Management + 3rd Mate License), with 3rd Mate experience aboard several commercial vessels.
Resume and references available upon request.
Contact: Charles Panossian
Telephone: 1 (201) 988 9602
Cell: 1 (201) 988 9602

Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position
Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.
• Over twenty years of Capital Raising, Sales / Business Development, Corporate Finance, Recruiting, Hiring, Contract Negotiating, M&A / Restructuring, Global Team Leadership.
• Long track record of driving aggressive growth.
• Unique balance of leadership skills, interpersonal savvy and financial expertise.
• Managed global Investment bank.
Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.
• Reside in the U.S. and can relocate with short notice.
Education:
B.A. Economics St. Bonaventure University and SUNY College.
Featured speaker at Maritime conferences on financial structuring and capital raising in the maritime industry.
Professional Affiliations:
• Connecticut Maritime Association
• Commercial Finance Association
• Association for Corporate Growth
• Turnaround Management Association
E-Mail: indiansailor47@gmail.com
Notes: Please respond to email:
Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.
I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com $(S14-07)

Candidate 9: Recent Tulane Maritime Law graduate looking for entry-level position
Seeking entry-level legal position. I recently graduated Tulane University Law School, where I completed the Certificate of Specialization in Maritime Law. I am a member of the New York Bar.
During law school, I clerked at the United States Coast Guard Judge Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.
Willing to travel. Willing to relocate.
Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: drsabghir@gmail.com $(S15-03)

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime
Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen
Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801 $(S13-06)

Candidate 13:
Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co -wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: rnigel.pritchard@gmail.com
robertpri.14@sunymaritime.edu
Cellphone: 646-378- 8446 $(S15-04)

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

HELP WANTED

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

Position A: Staff Accountant
Privately owned international shipping company based in Westchester County, NY is seeking an experienced Staff Accountant. CPA and/or CFA qualifications are highly desired but not required. Experience with global marine cargo shipping a significant plus but not required.
Primary Responsibilities in This Role:
- Prepare and maintain supporting schedules for the Company financial statements
- Forecast modeling and plan budgets
- Monitors budgets throughout the year and reports any significant deviations with analysis and necessary corrective actions to management
• Prepare reports related to amortizations, accruals, compliance, and other related recurring accounting activities
• Reconcile schedules to General Ledger
• Prepare monthly financial projections and hire calculation reports
• Perform P&L and flux analysis
• Prepare and post journal entries for various accounts including accruals, debt amortization, and complete account reconciliations
• Ensure monthly voyage accounting is reconciled and accurate
• Liaise between IT and Accounting departments regarding voyage accounting
• Support year-end financial audit requirements
• Support internal and external control procedures for audits
• Perform other related duties including ad-hoc financial analysis assignments and special projects

Core Competencies:
• Self-motivated, resourceful, enthusiastic, and driven to produce quality materials
• Ability to meet tight deadlines while simultaneously managing other tasks
• Strong analytical and organizational skills
• Capability to work well under pressure while maintaining both perspective and a professional approach
• Ability to work in a fast paced, multi-entity environment
• Flexible to changing priorities and work assignments
• Excellent written and verbal communication and interpersonal skills

Experience and Educational Background Required:
• BS in Accounting
• Expert applied knowledge in Microsoft Excel (including Pivot tables, V-lookups, IF statements, creating macros and other advanced formulas)
• Microsoft PowerPoint, Adobe, and Microsoft Word
• CPA/CFA or equivalent certification preferred
• Must have a minimum of 2 years' experience in accounting
• Knowledge of shipping industry and Cognos a plus

Salary to commensurate with experience. We offer an excellent benefits package and a great opportunity to develop within a growth oriented environment.

Company: Privately owned international shipping company

E-Mail: recruiting@nyc.tbsship.com

Notes: Local candidates should apply (local being NY, NJ, CT) as relocation expenses are not applicable.

Please send resumes in confidence

Position B: Boarding Agent

Position Summary: Act as liaison between T. Parker Host principals, ship owners, cargo interests and marine terminal management for efficient operation of vessels when in port.

Core Principles: All employees must demonstrate an ability to adhere and understand the core principals of the company. This team member must be able to provide value and depth to the Core Principals of T. Parker Host.
• Our PEOPLE are our most valuable assets
• Their SAFETY is our top priority
• We provide exceptional SERVICE
• We approach every RELATIONSHIP with a commercial mindset
• We are DETECTIVES, understanding all activities that occur in our markets
• We are OPPORTUNISTIC
• We conduct all business with INTEGRITY
• We build off our LEGACY Essential Responsibilities and Duties:
• Coordinate pilot, tug, linesman orders, berthing assignments for vessels
• Boarding vessels at marine facilities in ports
• Coordinate US Customs & Border Protection boarding’s, and entrance / clearance of vessels
• Scheduling of husbandry deliveries to vessel
• Prepare commercial maritime documents
• Manage PDA and funding process for vessel port stay
• Adhere to internal administration and accounting procedures
• Gather local market information, expand local port, and industry contacts
• Ensure accurate and timely response to all email requests
• Other duties as assigned, possibilities to work on companywide projects

Competencies:
To perform the job successfully, an individual should demonstrate the following competencies to perform the essential functions of this position:
1. Dependable
2. Self-starter
3. Eager to learn
4. Commercially Aware
5. Opportunistic

Education, Knowledge, Experience, Skills and Abilities Required:
• College degree desirable
• 2-3 Years of agency experience preferably in Northeastern USA port regions
• Knowledge with handling Tanker, Dry Bulk, and Break-bulk Vessels.
• ASBA Agency certified or willing to become within first six months of employment
Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES, please contact Kevin Breen (KBreenCMA@gmail.com)

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Job Description:
This is a twelve-month teaching position in the PET Department. The incumbent will be assigned to develop various training programs and teach courses ranging from STCW-Basic Safety Training to various engineering courses, as the needs of the department dictates. The selected individual must be qualified and ready to teach an array of college engineering license courses as well as USCG approved courses, as assigned by the Chairman and consistent with their background and expertise. Participation in summer sea term may be required when limited engineer license students are aboard the training ship. When not on the summer sea term, the incumbent will be assigned teaching duties in the PET Department, or an appropriate project.

Requirements:
A Bachelor's degree and Second Assistant Engineer's license with current sea time and STCW Certification. Candidates should have a thorough theoretical background in Marine Engineering combined with practical knowledge gained onboard operating vessels. This includes an environmental background as it pertains to ships' environmental systems designed to protect the marine environment. Candidates should also have experience in course development and classroom/lab instruction. The ideal candidate should have a substantial combination of experience as a Licensed Engineer, Port Engineer and Shipyard Engineer.

Additional Information:
UUP Internal Posting Period: External posting: Until filled
Classification/Salary Range: Lecturer 12-Month is a UUP Position. This will be a non-tenure track, 12-month position for a fixed term of one year, with one to three year extensions possible by mutual consent. The anticipated salary for this position is $53,000 to $55,000 annually with an outstanding benefits package. Salary will commensurate with qualifications and experience.

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Position C: Dry Bulk Chartering Broker
TBS pools of Supramax, Handysize and multipurpose vessels consistently pay owners distributions in excess of the relevant Baltic indexes. We service our 300+ customers via 15 offices worldwide.
We are looking for an entrepreneurial Dry Bulk Chartering broker to work in our Scarsdale, New York, office.
Qualifications:
• 5-15 years of Chartering/Commercial Manager experience
• Proven ability to develop new clients
• Knowledge of voyage and time charter parties
We offer excellent salary and benefits.
Company: TBS
E-Mail: recruiting@nyc.tbsship.com
Notes: Please send resume with the subject TBSCHARTER on all transmissions. (HW07-15)

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Position D: Lecturer-Professional Education & Training
Maritime College, Bronx, New York, United States, 10465
Lecturer 12-Month in Professional Education & Training
About SUNY Maritime College:
SUNY Maritime College located on a 55-acre scenic waterfront property on the outskirts of New York City on the Throgs Neck peninsula where the East River meets Long Island Sound. The campus blends the best of two worlds: a comfortable college-town feel with the greatest city in the world. An impressive view of the sound extends toward the North Atlantic, yet only a few miles away are Yankee Stadium and midtown Manhattan.
SUNY Maritime offers an array of employment opportunities stemming from entry level to professional positions which encourage growth and development among its employees.

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Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES, please contact Kevin Breen (KBreenCMA@gmail.com)
Special Notes: This is a full-time calendar year appointment UUP position. Fair Labor Standard Acts (FLSA) Exempt position, not eligible for the overtime provisions of the FLSA. Internal and external search to occur simultaneously. Review of application to commence immediately.

Budget Title: Lecturer 12-Month

Line #: 00616

Application Instructions:

Persons interested in the above position should apply online at: http://maritime.interviewexchange.com/jobofferdetails.jsp?JOBID=60020

Please submit:

• Resume/CV
• Cover letter with salary requirements
• Contact information for three professional references

Returning Applicants - Login to your SUNY Maritime Careers Account to check your completed application, check/edit your profile or to upload additional documents.

Company: Maritime College
Address: Bronx, New York, United States, 10465
Website: www.sunymaritime.edu/hr
Notes: You can apply here or at the address in the body text: http://www.Click2Apply.net/q752r6p

Position E: Technical Coordinator

Location: New York

Department: Technical Services

Reports To: VP, Intl Services

Core Responsibilities

Core Job Functions:

• Data Gathering, obtain:
  a) Off hire records from Manager
  b) Dry-docking bid, execution settlement records
  c) Weekly, Monthly, Quarterly reports to and from stakeholders
  d) Vetting performance
  
• Conduct Data Analysis
  a) Review Speed & Consumption data for reasonableness, accuracy to pool records quarterly
  b) Dry docking schedule monthly
  c) Ship's information- class records, commercial descriptions, questionnaires as needed
  d) Monitor ships’ email daily
  e) Position list information, ship visits coordination weekly
  f) Budget preparation support quarterly
  g) Budget variance review support monthly
  h) Project status, prepare monthly
  
• Data Management/Archiving
  a) Maintain ship issues list daily
  b) Maintain record of off spec bunkers as needed
  c) Project records, project cost records monthly
  d) KPI data quarterly
  e) Create and maintain manual and/or automated filing system(s) to enable rapid, dependable retrieval of department information
  
• Administrative Support for International Ship Operations Group
  a) Provide a full range of administration support including, but not limited to, scheduling, expense reports, correspondence, presentations, meeting minutes, filing, sorting and prioritizing mail and answering phones
  b) Set up and facilitate meetings, circulate meeting minutes.
  c) Participate on special projects team as assigned

Qualifications

• High School diploma required
• Administrative experience, preferably in a Technical or Engineering environment required
• Strong computer skills and working knowledge of Microsoft Office products required
• Sharepoint experience strongly preferred
• Ability to communicate both verbally and in writing across all levels of the organization in a clear and concise manner
• Highly developed organizational skills and ability to prioritize
• Sound judgment, with decisive, consistent and fair decision making
• Independent, highly motivated self-starter
• Ability to set goals and plans to fulfill corporate objectives
• Ability to adapt well to changing priorities and situations without a loss of effectiveness

Company: OSG

Posting Contact (Applications and/or Questions): www.osgcareers.com

NOTE: OSG encourages the promotion of qualified employees from within the company for vacant jobs whenever possible. Internal job postings are posted on and off-shore in hopes of providing all OSG employees opportunities for advancement and development.

Applicants are required to notify their current supervisor when applying for an internal position. Those interested candidates must complete an internal application form. A resume may be included if desired.

Position F: Tanker Broker

Experienced Tanker Broker accomplished in leveraging network of contacts primarily with Charterers in the Crude/DPP/CPP markets. Must demonstrate proven track record with references. Must be self-motivated and proactive team player.

The newly established Tanker Division aims to provide a highly proficient spot/term chartering service to our clients with emphasis on growth.
Attractive Compensation and Benefits package commensurate with experience.
Private Candidates will be treated in strictest confidence.
Contact: Nicholas C. Hadjipateras, Director Tankers
Company: Primal Marine Americas LLC
Address: 3 Stamford Landing, Suite 430, 46 Southfield Avenue
Stamford, CT 06902, USA
Direct: +1 203 989 3891
Office: +1 203 998 7200
Mob: +1 203 914 4203
Fax: +1 203 998 7201
E-Mail: nickhadjipateras@gmail.com

Position H: Operations Trainees (m/f)
Stamford/Hamburg
We are looking for two Operations Trainees to join our Operational Training Program (OTP) in Germany in September/October 2015.
Your Career Path
The OTP is an intensive in-house training program with a focus on our operational activities. During the eighteen-month program you will explore different departments within OLDENDORFF CARRIERS. The majority of your training will be in the Operations Department located in one of Europe’s most vibrant and historical cities and international shipping hubs, Hamburg (Germany). Furthermore, to ensure that you develop a solid understanding of our business, you will experience complementary training in all business related departments. After successful completion, our trainees are typically offered a position in Operations in one of our worldwide offices. In this case we expect our Operations Trainees to return to our office in Stamford, Connecticut for the long term (e.g. as Operations Manager or Chartering Manager).
Your Profile
You are about to graduate or have recently graduated with a degree from a maritime university or similar B.A or B.S degree from an accredited university or college. The ideal candidate will have a focused interest in the commercial aspects of drybulk shipping and international trade, a commitment towards the career path and the company as well as the ambition to perform at a high level. Furthermore, you ideally hold a US citizenship or have a valid US working permit.
Contact: Franziska Schwennsen – Human Resources Manager
Company: Oldendorff Carriers
Address: Stamford, CT & Hamburg, Germany
E-Mail: jobs@oldendorff.com
Website: www.oldendorff.com
Notes: Please submit your application via e-mail. Oldendorff Carriers does not accept paper applications for online postings.

Position I: Senior Accountant
Onshore Position
The Senior Accountant assists the Assistant Controller in overseeing organizational accounting functions and all activities related to the reporting of financial data (including expenses, capital outlays, and revenue) including:
• Assists the Assistant Controller in directing the Company’s accounting functions including establishment and maintenance of accounting policies, practices, and procedures.
• Assists with analysis and review of the organization’s financial performance by collecting, analyzing and reporting financial data and operating statistics prepared on a consistent basis.
• Prepares revenue and expense analysis of vessels in pool and prepares adjustments, as necessary, to be in compliance with Company policies and GAAP.
• Assists with the consolidation of +20 legal entities including foreign currency transactions.
• Prepares financial operating reports, and presents findings and recommendations to management.
• Coordinates month-end and quarterly reporting and closing process including preparation of schedules and general ledger reconciliations.
• Ensures the internal control environment is strong and improve upon financial policies & procedures including assisting the Controller’s group with SOX compliance.
• Prepares/maintains debt schedules and reconciles them to the GL.
• Maintains an accounting system for the management of assets, liabilities and financial transactions with potential migration to and implementation of new financial management system.
• Assists with cash management, treasury functions, and accounts payable.
• Backs up Staff Accountant responsibilities in their absence.
• Special projects and ad hoc requests for management.
Requirements:
• Bachelor’s Degree, preferably in accounting/finance
• At least 3 years’ experience in similar role including strong knowledge of U.S. GAAP/FASB
• Prior public company reporting a must
• Public Accounting experience required (CPA a plus)
• Proficiency in consolidations including FX currency translation
• Advanced Excel skills, strong computer usage & knowledge base of different accounting software systems
Location: Stamford, CT, USA
E-Mail: hr@dorianlp.com
Notes: Resumes should be sent please.