SAVE THE DATES

AUGUST 2017
There are no special CMA Social Events in August
Enjoy the Summer and we will reconvene in September!

SEPTEMBER 2017
Thursday, September 21, 2017
CMA Education Awards Luncheon
Panel of CMA Commodores sharing their wisdom!
  Morten Arntzen – CMA Commodore 2007
  Peter Evensen – CMA Commodore 2013
  Jack Noonan – CMA Commodore 2017
  Moderated by Per Heidenreich – CMA Commodore 2000
  and Presentation of the
  Annual CMA Education Awards

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Open Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $50 / Non-Members $60

OCTOBER 2017
Thursday, October 19, 2017
CMA Speaker Luncheon
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 / Non-Members $60

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

Welcome to the dog days of summer. According to the 1813 *Clavis Calendria*, the dog days are a time wherein "the Sea boiled, the Wine turned sour, Dogs grew mad, and all other creatures became languid; causing to man, among other diseases, burning fevers, hysterics, and phrenses." Of course, today, we know that this is incorrect, and indeed many take their holidays at this time of year, staying cool with a nice beer or a jaunty rosé, spending time relaxing with friends and family, and hopefully playing with their dogs to keep them from growing mad.

So, although many of our colleagues are away during this part of the summer, our work continues, keeping global trade moving day in, day out, quietly and efficiently.

I am pleased to report that our Summer Picnic was a big and well attended success! Our thanks to all who came out to enjoy the evening. I am always so pleased to participate
in an event like this, when so many of our local and extended community come together to share dinner and a few drinks in such a lovely setting. I am also pleased to report that the month of July saw us gain more than 40 new members, many at the Summer Picnic – we welcome you all to our shipping community.

Our next CMA Luncheon will be on September 21st, and will be our annual Education Lunch, where many of the students who have won scholarships will be in attendance. As I always do, I would urge everyone who is able to attend this event. Not only will you have the chance to meet some of your future colleagues and employees, but we have a panel of industry heavyweights joining us for a panel discussion. Per Heidenreich will be moderating a panel of CMA Commodores, including Morten Arntzen, Peter Evensen, and Jack Noonan. Last year’s Commodore panel provided the audience with fascinating insights, both personal and business in nature, and I would fully expect that we will be similarly regaled this year.

We will be announcing the speaker at the October lunch, and November’s lunch in Manhattan in due course, and look for the date for the October Halloween Happy Hour as well.

Softball season is well underway at this point, of course, and I am pleased to note that our league is enjoying the rebuilt field at Trinity Catholic High School in Stamford. According to the latest information I have seen, Heidmar’s team has a solid lead among our six teams, with a record thus far of 5 wins and zero losses! Well done to Heidmar! After this week’s schedule, we still have 5 more weeks of games, which includes the final week of playoff and championship games. Remember, spectators are always welcome to attend – please go and enjoy an evening of CMA’s finely tuned athletes taking to the field for a friendly game of softball. If you happen to go and take some pictures, please send them over – it would be great to include some action shots in the September issue of the CMA Newsletter.

Joe Gross
Leaders from every sector of the global shipping industry will descend on London in September 2017 to celebrate London International Shipping Week (LISW17). The week-long event will be packed with over 140 individual events and top-ranking meetings, culminating in a highly-focused industry and government shipping conference and spectacular Gala Dinner.
July’s Lobster Bake and Picnic at Stamford Yacht Club was once again a great success. You will find photos of the venue and the revelers in this issue.

Maritime Executive’s May-June issue contained an article by Jack O’Connell about CMA SHIPPING 2017 that not only covered the highlights in glowing details but, to my mind, noted some things that make our annual Conference and Trade Show so special. My thanks to Jack for the article, and to Tony Munoz, Executive Editor, for allowing us to republish the article.

“As well attended and well-worthwhile as the presentations were, the real action at the conference takes place on the sidelines – in the crowded halls and corridors of the sprawling Hilton Conference Center, which seems bursting at the seams trying to contain all the activity. The effect is deliberate. By crowding everyone – and all the exhibits – into a space not quite large enough, people are forced to bump into each other, and talk.” “You turn down the wrong hallway and before you know it, you’ve bumped into someone you haven’t seen in years.”

I hope you enjoy the article as much as IMS and CMA old timers did. It is truly a labor of love for a very special industry.

Don Frost

It looks like the summer picnic brought out a lot of new, and returning, members. We are so pleased to have you and hope you all enjoyed the picnic as well as the future events we have planned.

Ms. Marie Baxter, GM of Shipping - StormGeo/Applied Weather Technology, Westhill, UK
Mr. Mike Beatty, Broker, Simpson Spence Young, Stamford, Connecticut
Mr. Dmitry Bogdashevsky, JD, LLM, CPA, Partner, Citrin Cooperman, New York, New York
Mr. Wataru Bonkohara, General Manager, NYK Bulkship (Atlantic) NV, Secaucus, NJ
Ms. Anna Bretmann, Operations, ADM, Stamford, Connecticut
Mr. Matthew Ciruzzi, Third Mate, Crowley Maritime, Jacksonville, Florida
Mr. Daniel Collins, Ship Operator, Chembulk Tankers, Southport, Connecticut
Mr. Mike Dillon, Operations, JFD, Stamford, Connecticut
Mr. Robert J. Dillon, President, John F. Dillon & Co., LLC, Stamford, Connecticut
Mr. Matthew Doherty, Chartering, Genco Shipping, New York, New York
Mr. Doug Donnellan, Dry Bulk Broker, Oceanland Global Inc., Washington, DC
Mr. Jeff Douglas, CEO, Integrated Monitoring, Inc., Boston, Massachusetts
Mr. Jordan Felber, Managing Director, LQM Petroleum Services, LLC, Cos Cob, Connecticut
Mr. Sean Richard Folaron, Grad Student Int’l Transportation Mgmt, SUNY Maritime, NY
Mr. Eli Ginsberg, Broker, Jacq Periot Jr. & Sons, Inc., New York, New York
Ms. Maria Gonzalez, Accounting, Odin Marine Group LLC, Southport, Connecticut
Mr. Prakash Gopaldas, Mgr - Maritime Insurance, Chembulk Tankers, Southport, Connecticut
Mr. Dimitris Horiatis, Vice-Consul Tech & Creative Media, British Consulate - General NY, New York, New York
Mr. Alpman C. Ilker, Odin Marine Group, LLC, Southport, Connecticut
Ms. Wendy Interiano, Student, SUNY Maritime, Baldwin, New York
Mr. Nikolai Jensen, Broker, Clarksons Platou Shipbroking USA LLC, New York, New York
Ms. Chelsea Kordas, Management Team Coordinator, Chembulk Tankers, Southport, CT
Mr. Phillip Lambiase, Tanker Broker, Dietze Products LLC, Wilton, Connecticut
Mr. Anthony Larson, Ship Broker, Clarksons Platou Shipbroking USA LLC, New York, NY
Mr. Amir Latif, Broker, Clarksons Platou Shipbroking USA LLC, New York, New York
Welcome aboard. Your formal acknowledgement of membership will come after the Board of Governors’ meeting in early September. We sincerely hope to see you soon.

Greg Kurantowicz, Membership Committee Chair

We again enjoyed the Stamford Yacht Club at the CMA Annual Summer Picnic and Lobster Bake with friends and colleagues on July 19th, 2017. Once again, the Foundation ran a raffle.

We collected almost $1,500 in raffle money – thank you for your generosity as always. The winners of this year’s raffle prizes were Victor Andrade (Fairfield Chemical Carriers), who won Yankees vs. Boston Red Sox tickets, Captain Tobie Malo (d’Amico Shipping USA), who won a gift card to Columbus Park and Aneesh Bakshi (DNV GL), who won a wine basket.

And now an update on what’s been happening at the CMA Education Foundation this past year …

The Foundation received 3 private donations of $10,000 each and gave away over $40,000 in scholarships and internships since last year’s picnic. This year we want to collect and distribute more.

At last September’s Education Luncheon, Commodores Heidenreich, du Moulin and Bugbee spoke and the Foundation awarded Andrew Mayhew, Third Class from SUNY Maritime College, with a $10,000 scholarship. Andrew interned at Charles R. Weber for two weeks this summer. Afterwards, Andrew travelled to China, where he attended Shandong Maritime College for a few days, and now is interning at COSCO Shipping Tanker and Shenzhen Pilot Station. Looks like he will have an amazing summer and soon will be looking forward to joining our maritime industry work force. This is the Foundation’s role.
This year’s education luncheon is on Thursday, September 21st. We shall once again host a Commodores speakers’ panel and award scholarships.

The Foundation’s Board has set an aggressive fall agenda to institute a major donor campaign, create company named awards and organize a first class fundraising event. If you have the time, please volunteer to help.

Wishing you a great summer.

CMA Education Foundation
www.cma-edu.org

P.S. You can also support CMA Education Foundation when making a purchase on Amazon Smile via smile.amazon.com and select the CMA Education Foundation. Thank you.

A big thank you to all of the 360 CMA Members and guests who attended our July 19th Annual Summer Picnic and Lobster Bake at the Stamford Yacht Club. It was a beautiful night, although quite steamy! We will have to make a point to remind everyone next year that smart casual dress is allowed (the SYC relaxes its rules for this event) – and above all be comfortable!

The raffle to benefit the CMA Education Foundation was a big success and raised almost $1,500 to help support the CMA EF’s numerous education initiatives. Thank you to all who purchased raffle ticket(s)!

You will find elsewhere in this newsletter a special thanks to our primary donors of the raffle prizes.

Thanks also to our friends at Monjasa for sponsoring the Bocce Tournament at the picnic – which allowed the eight teams to play at no charge.

A good time was had by all at and we thank you for your support. Enjoy the rest of the summer and we will commence our events again in September.
Companies today are impeded by data overload and chaos from financial data, management data, compliance data, technical data, claims data, operational data, and more. You need support to help you manage the data, initiate overdue change and elevate your company to new levels of success.

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CMA INTERNSHIP ESSAY

My name is Elias Zenkich, and this fall I will begin my junior year at the Wharton School at the University of Pennsylvania, where I am pursuing concentrations in finance and real estate. This summer I was very appreciative of the opportunity to join the Chembulk Tankers team as a Summer Analyst.

During my time at the Wharton School, I had not really been exposed to the unique and dynamic shipping industry. While I fundamentally understood its importance in enabling global trade, I was surprised to learn the magnitude of the world’s goods transported by sea.

Nearly a month before I started my internship at Chembulk, the team went above and beyond to provide me with industry research, financial reports, and recommended readings (most notably, The Shipping Man and Dynasties of the Seas), which further helped to make my experience an enriching one. While the learning curve this summer was certainly steep, the support and commitment of the Chembulk team to facilitate my ramp up was extremely helpful. Not only have I gained a true appreciation for the structurally critical role the shipping industry plays in the global economy, but I have also developed a level of admiration for the passion for this special industry and the company that each of my coworkers exhibit every day.

The organization and structure of my internship with the Chembulk team made this summer both enjoyable and educational. Not only did I gain insight through working directly with our Chief Strategy Officer and the strategy team, but I also developed a higher-level understanding of the nuances of our private equity shareholders. Moreover, my exposure to other parts of the company, whether it was sitting directly next to my coworkers in chartering and operations on the trading floor, or attending meetings discussing strategic initiatives for Chembulk moving forward, gave me an unparalleled opportunity to experience what makes a shipping company succeed.

I also had the pleasure of attending the 30th annual Marine Money Conference in New York City, where I was able to interact with industry professionals who are some of the most prominent shipping figures in the world. I learned about how the shipping industry is structured, the financial and market trends that are impacting the industry today,
and how all of these components fit together to shape the dynamics of the industry.

Starting my first day, I was fully immersed as a member of the Chembulk team. First, I completed a comprehensive analysis of macroeconomic indicators that play a key role in the chemical tanker market, and then I conducted a systematic review of the supply and demand trends in the chemical tanker and MR product tanker sectors. In addition to both of these challenging deliverables, I completed numerous ad hoc financial and strategic analyses that were directly incorporated into firm-wide materials, including some content for our board and shareholders. It was tremendously gratifying to see my work this summer have a tangible use at Chembulk, and the skills and knowledge that I gained in the process will be very beneficial for my future career.

**ADDENDA TO MURPHY’S LAW**

Most people are familiar with Murphy’s 10 Fundamental Laws but there are many more. For those of you who are wondering why you come to the office, here are some that you might find amusing as well as descriptive of the real world.

1. He who laughs last, thinks slowest.
2. A corollary to number 1: In times of stress he who laughs first has determined who to blame the debacle on.
3. The things that come to those that wait may be the things leftover by those who got there first.
4. When the chips are down the buffalo is empty.
5. Nothing is foolproof to a sufficiently talented fool.
6. Latest survey shows that 3 out of 4 people make up 75% of the world’s population.
7. It has been determined that 3 out of 4 people quoting statistics make them up.
8. Everybody in Washington lies but it doesn’t matter since nobody listens.
9. You have the right to remain silent. Anything you say will be misquoted and used against you.
10. Despite the cost of living, have you noticed how it remains popular?
11. Seen it all. Done it all. Can’t remember most of it.
12. Change is inevitable, except from a vending machine.

Perhaps you have a few to share with us.

**FACTOIDS & STUFF**

By Donald Frost

An eclectic collection of maritime news articles that you may have missed.

According to data from Clarkson Research, 7,832 companies own the 40,000 trading vessels larger than 2,000 dwt or gross tons, giving an average fleet size of just over five ships per company. A little deeper look reveals that a quarter of the fleet, in terms of number of vessels, is owned by 5,596 companies with just two ships each. (Thank you to Julian Bray of TradeWinds for the summary).

Recently environmental campaigners have highlighted what they see as a need for more urgent action on greenhouse gas (GHG) reduction by shipping regardless of the progress made by the Marine Environment Protection Committee (MEPC) of the IMO. In a submission to MEPC the International Chamber of shipping (ICS) and other shipping associations emphasize the delivery of truly ambitious CO2 reductions will be dependent on the development of alternative fossil-free fuels. (Maritime London July 19, 2017).

Shipping over capacity is still with us, as most people know. The scary thing to me is Liner (containerships) Newbuilds continue to be delivered. During the first six months of 2017 26 new containerships of 14,000 teu plus capacity were delivered. With 700,000 teu of new capacity expected to hit the water during the next five months supply will continue to dog the Liner market despite some carriers’ optimistic statements. (ALPHALINER data in LOADSTAR Aug 2, 2017)

On the maritime education front we understand that the City University of NY is offering graduate courses in maritime finance. Elsewhere we saw an announcement by Rockland Community College (a unit of the State University of New York) working with a US Coast Guard-approved partner is offering a New Maritime Studies Program that is a blend of online training with hands-on classroom instruction leading to a Merchant Marine career. The University of South Carolina’s graduate business program is considering offering an MBA in ship finance and we have heard that other colleges are also interested in such a program.
SAVE THE DATE

Join us for the Thomas Miller (Americas) Inc. Charity Golf Outing

Tuesday, October 3rd, 2017

Forsgate Country Club
375 Forsgate Drive, Monroe Township, New Jersey 08831
Tel: 732.521.0070

Benefitting the Breast Cancer Research Foundation

PROGRAM
9:30 am – Registration and Continental Breakfast
11:00 am – Golf Clinic
11:30 am – Shotgun Start, Boxed Lunches
5:00 pm – Cocktails
5:45 pm – Dinner, Awards, Raffle Prizes Draw

For more information, please contact:
Mike Jarrett: 201-557-7343 email: michael.jarrett@thomasmiller.com
Laura Gilbert: 201-557-7432 email: laura.gilbert@thomasmiller.com
Susan Pietri: 201-557-7332 email: susan.pietri@thomasmiller.com

REGISTER ONLINE: www.tmacharitygolf.com
Brave New World

Ready or not, the future of shipping is already here.

By Jack O’Connell

It was a raucous gathering at this year’s CMA, the annual three-day bash of the Connecticut Maritime Association in Stamford, Connecticut. More than 2,300 of the best and brightest (and richest) came from far and wide to renew old acquaintances and make new ones – and do some wheeling and dealing while they were at it.

The theme of the conference – in case anyone was interested in actually attending the presentations – was “Capitalizing on a Changing Industry,” and there was plenty of both to go around. The “capital” was represented by the deep pockets of the shipping VIPs and investment honchos in attendance while “change” was everywhere in the content of the presentations, which presented a bold vision of the future that was both exhilarating and scary.

Picture this: “Smart” ships guided by remote control from shoreside centers crisscrossing the globe and e-navigating themselves from port to port. An “ecosystem of digitized assets,” Transas CEO Frank Coles called it. And Coles is not alone. Speaker after speaker hit on the same theme: The “Internet of Things” will revolutionize shipping. The old model is out. The new model is e-commerce. And companies like Amazon, Uber and Alibaba are leading the way.

The Digital Revolution

It all begins with data, of course: “Without data, you’re just another person with an opinion,” said famed management consultant W. Edwards Deming, and Deming should know. He led Japan’s industrial miracle after World War II and became the first true management genius, relying heavily on statistics to guide corporations in their decision-making. Many have hailed him as the father of the Third Industrial Revolution – the Digital Revolution – that paved the way for the Fourth Industrial Revolution, the era of automation and
artificial intelligence or AI, which is where we are today.

Christopher Rex, Head of Research at Danish Ship Finance, attacked this subject head-on in his presentation on “The Fourth Industrial Revolution,” and it was anything but reassuring. The impact of the Fourth Industrial Revolution on shipping will include, among other things, the lengthening of supply chains due to the “reshoring of production.” Automation, 3D printers and the like will enable affordable, efficient production at home and reduce the incentive to look abroad for cheap goods. Increased productivity and efficiency will enable producers to “do more with less,” eliminate the middle man, and use fewer resources per dollar of growth.

Global trade will diminish as a result of the reduced demand for goods. Rex sees growth in trade volumes slowing to one percent a year from here to 2030 rather than the two to four percent that most experts expect. And nevermind the five to ten percent annual growth of the last 25 years.

This is all bad news for shipping, which – as all you savvy MarEx readers know – accounts for roughly “ninety percent of everything.” And it gets worse. Growth in renewables like wind and solar will reduce and eventually eliminate the need for imported oil and gas – there goes the tanker business! Coal shipments will diminish – bye-bye bulkers! And automation and robots and AI and all the rest will cut deeply into the job market, meaning fewer new jobs.

**Disruptive Logistics**

Frank Coles agrees that the drive for efficiency will change everything, but he sees opportunity where others see danger. He says Transas, a global leader in maritime simulation, navigation and bridge systems, will be an “enabler” of smart operations for shipping. In a digitized world, Transas will be part of the “ecosystem” as the rapidly emerging “e-commerce model” replaces the current maritime model. The efficiency of the maritime industry, he says, is the last piece of the puzzle.

E-commerce has already revolutionized the so-called “last mile” in the logistics supply chain with companies like Amazon, FedEx and UPS providing door-to-door service. Shipping is more of a “first mile” operation, and the logical progression for Coles is for companies like Amazon and Alibaba to begin leasing their own ships. They already lease their own airplanes and trucks, and the aviation industry is Coles’ model for the future of maritime.

Just as planes today basically fly themselves, guided by air traffic controllers in a globally controlled environment, so too will autonomous ships one day ply the oceans guided by a series of onshore controllers. And just as pilots are necessary on airplanes for safety and security reasons, so too will autonomous ships likely have at least a skeletal crew to handle emergencies and other unexpected occurrences.

“If global shippers are beginning to lease their own planes, own airports and manage their own logistics, then why not ships, ports and port operations,” he asks. “It’s easy to imagine electronic cargo booking and digital port operations with e-commerce giants owning ships, owning ports or sections of them, and controlling the complete logistics chain.”

Coles has emerged as the guru and de facto spokesperson for the forthcoming digitized world of shipping, and his message – like Christopher Rex’s – is both exhilarating and a little bit scary.

**Blockchain Technology**

The next revelation came in the person of Evan Efstathiou and blockchain technology. “Blockchain solutions will revolutionize transactions the way the Internet revolutionized communications,” he stated, and at that point he had the undivided attention of everyone in the room, including myself. I had never even heard of blockchain. How could I be such a blockhead? I then learned that blockchain is the basis of bitcoin, and I did know about bitcoin. It’s now trading above $2,000 and has doubled since the beginning of the year and is doing much better than any stock, shipping or otherwise, I could recommend. I missed the boat on that one too.

Anyway, I spent some time with the youthful, MIT-educated Efstathiou, who is the founder and owner of Skysail Advisors, a maritime portfolio and technology advisory firm based in Boston. He has advised on a number of blockchain transactions and patiently tried to enlighten me on what it is and its potential for shipping. I still don’t get it (no surprise there), but you savvy MarEx readers probably
do, and if you need more info you can google it or contact Evan directly.

I did, however, remember something about IBM and Maersk joining forces in what I now realized was a blockchain partnership, the first of its kind for the maritime industry. Here's what the March 2017 press release said:

*The blockchain solution based on the Hyperledger Fabric and built by IBM and Maersk, the global leader in transport and logistics, will be made available to the shipping and logistics industry. The solution will help manage and track the paper trail of tens of millions of shipping containers across the world by digitizing the supply chain process from end-to-end to enhance transparency and the highly secure sharing of information among trading partners. When adopted at scale, the solution has the potential to save the industry billions of dollars.*

“Billions of dollars?” “Enhance transparency?” “Highly secure sharing of information?” Now I see what the excitement is all about, and if I hadn’t attended CMA I would never have known.

**The Image Issue**

One of the most interesting presentations came on the very first day when Peter Hinchcliffe, Secretary General of the International Chamber of Shipping, bemoaned the fact that shipping can’t shake its image as the dirtiest of all transportation modes. Citing carbon neutrality as the Holy Grail of shipping, he called on the IMO to take the lead in setting CO2 targets for the industry before it’s too late and politicians decide to do it for us. “The window to control our own destiny is short,” he warned, referencing the upcoming MEPC 71 meeting in July as the time to act.

Hinchcliffe wasn’t finished. “Nobody understands shipping’s role in the global economy,” he explained, “it’s dropped from the public consciousness, except when a disaster occurs.” And it’s the industry’s fault. We haven’t done a good enough job educating people, and no one is going to do it for us. Making things worse is its fragmented nature and the proliferation of industry associations, his among them, all of whom have their own constituencies and interests and are often at odds.

The industry needs to speak with one voice, he added, but whose? That is the question. It also needs to clearly define its position on issues and then communicate it clearly. It’s a tall order, and Hinchcliffe minced no words. It’s up to us to pick up the gauntlet.

**The Rest of the Story**

As well-attended and well-worthwhile as the presentations are, the real action at the conference takes place on the sidelines – in the crowded halls and corridors of the sprawling Hilton Conference Center, which seems bursting at the seams trying to contain all the activity. The effect is deliberate: By crowding everyone – and all the exhibits – into a space not quite large enough, people are forced to bump into each other and talk. Navigating some of the passageways between exhibits can be a real challenge, and it’s easy to get lost. You turn down the wrong hallway and, before you know it, you’ve bumped into someone you haven’t seen in years.

And there’s plenty of alcohol around to encourage camaraderie. At all hours of the day and mostly free for the asking, drinks are available, which leads me to believe that the shipping industry could be the drinkingest group of professionals in any industry, a distinction most of us are proud to maintain.

**Brave New World**

So there you have it – a quick overview of one of the best conferences of the year. If you were unable to attend, now you at least know what happened (well, some of it). And if you did attend but spent most of your time socializing – and why not? – I hope this helped.

It’s a brave new world, all right, and as a former college English teacher I cannot help but close with these words from Shakespeare’s The Tempest, his last, shortest and perhaps greatest play, written entirely in verse. They’re spoken by Miranda, Prospero’s daughter, near the end of Act V, when all conflict is resolved:

*Oh, wonder!*

*How many goodly creatures are there here!*

*How beauteous mankind is! O brave new world,*

*That has such people in ’t!* – MarEx
By Captain Larry Liu

It was in September last year at the CMA Education Awards luncheon, when I first saw this cool young man who got the top award in the CMA Education Foundation essay competition. He reminded me of the likewise handsome Shanghai Maritime boy whom CMA sponsored to come to Charles Weber as an intern during the summer of 2015. An idea came into my mind: Andy going to China. Andrew Mayhew was thrilled when I brought up the topic, and later on it was also received well and approved by the CMA Board.

Andy completed his two-week and three-stop journey to China in July. Shandong Vocational Maritime College (SVNC) in Weifang, COSCO Shipping Tankers (Shanghai) and Shenzhen Pilot Station received and treated Andy like a celebrity. Here is what Andy has to say about his first stop in China.

“I arrived in Weifang on July 17 after a brief stop in Qingdao where I was well treated by two young ex Dalian Maritimers appointed by Capt Larry Liu. SVMC gave me one of their student dorm rooms, and organized a team to be company with me. The next morning, I presented them with some Hershey chocolate followed by a presentation about myself, my school and what I want to do for my career. Afterwards, the tables were turned, one of SVMC students made a presentation about their school. Both SUNY Maritime College and Weifang Maritime have very similar traits including the fact that neither school really capitalizes on the differences in international cultures. As result of this, both I and those in the room with me discussed the potential of creating an exchange program for both American and Chinese students to broaden the cultural diversity at our schools.”

“But unlike Fort Schuyler, Weifang Maritime does not have an operable training ship, so they resort to using an impressive number of simulators for their training. Throughout the next few days I spent a lot of time learning about the culture and really getting to know two remarkable Chinese students, Tommy and David. We spent hours in conversa-
tion about the differences in our cultures and even took advantage of some major similarities such as the sport of basketball. As a whole group, we toured the original site of Chinese kite making, toured the Sime Darby container port, stopped off at the beach, and visited some of the famous Weifang monuments. I also experienced the many different styles of Chinese cuisine and tried some dishes that I would never expect to try."

“Overall this first part of my journey made a lasting impact on me. It was the first time I was really able to sit down and reflect on the people and the culture and it really made me feel grateful for what I have in America and how gracious everyone was to me during my stay. I grew to have a great bond between the people I met and truly hope that one day we can create a program where students on both sides of the world can truly feel and experience what I did. The Chinese culture is both unique in its style, but also very hospitable and gracious to those who are foreign. This part of my journey is what molded my impression of China and its people forever.”
SITUATIONS WANTED

Candidate 2: Experienced Deck Officer seeking opportunities in ship- ping operations / chartering

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

On-Campus work experience (1.5 yrs)
- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)
- Deck Navigating Officer: Nov 2008- July 2014
  - Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
  - In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

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

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

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

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

Work Experience
- REGIONAL MARKETING MANAGER – AEGERAN MARINE PETROLEUM SA (NEW YORK USA) (3 Years)
- International Marketing and Marine Fuels Trading.
- Developing Supplier and Client Relations in a range of selected geographical areas.
- Further Development of current client platform, retain and develop business.
- DIRECTOR – ICS PETROLEUM LTD (VANCOUVER & MONTREAL CANADA) (5 Years)
- Successfully in charge of maintaining the barge operations in Port Metro Vancouver Harbor.
- Developing Supplier and Client Relations in a range of selected geographical areas.
- Overall development of the office towards new sales goals.
- Overseeing Staff and supporting Development.
- MARINE FUELS TRADER – AEGERAN MARINE PETROLEUM SA (PIRAEUS GREECE) (3 Years)
- International marketing and marine fuels trading and brokerage Negotiations with customers and third parties.
- Handling negotiations and disputes that arise as a result of short-deliveries, off-specification fuel, or de-bunkering, in cooperation with the quality department.
- MARINE FUELS/MARINE LUBRICANTS TRADER – BALICO SA (PIRAEUS GREECE) (5 Years)
- Bunkers and Lubricants trader

Contact: George Tzanakis
Cell: +1 347 291 62 94
E-Mail: g_tzanakis@yahoo.com

Candidate 4: Upcoming Graduate looking for entry- level position.

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

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

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

I am willing to work within the New York, New Jersey AND Connecticut area.

I am a highly motivated worker with experience as a team leader/collabora- tor with excellent communication and organizational skills. Will Provide Resume upon request.

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

Candidate 5: Recent Graduate looking for entry level position

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

Contact: Eric Peterson
Email : e182588@gmail.com
Candidate 6: Licensed attorney with vessel operations and insurance defense experience
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com

Candidate 7: Upcoming Graduate looking for Entry-Level Position
Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine insurance.
I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company’s portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request.

Candidate 8: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.
Experience includes:
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)
- 8 years as a Broker. (all Drybulk sizes)
- 2 years seagoing experience as deck officer
Created own Chartering and Operations team. Coordinated closely with Technical, and participated in repair and routine inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vmaschas@gmail.com
Notes: Resume available upon request.

Candidate 9: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.
Experience includes:
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)
- 8 years as a Broker. (all Drybulk sizes)
- 2 years seagoing experience as deck officer
Created own Chartering and Operations team. Coordinated closely with Technical, and participated in repair and routine inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vmaschas@gmail.com
Notes: For further information kindly contact

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

Candidate 11: Seeking new challenges within the shipping market
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.
Experience includes:
- 10 years with international trading house
- 10 years as in-house owners broker
- 10 years as competitive broker
Currently located in Greenwich, Ct.
Holding dual Citizenship (Canada/Norway) and Green Card for the USA.
Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: dcwold@gmail.com

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

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: Operations Coordinator
TBS Shipping Services Inc. is a privately owned international maritime company located in Scarsdale, NY. We are seeking an energetic and driven individual for the entry-level role of Operations Coordinator. The ideal candidate will have a minimum of 2 years of general administrative experience and possess a strong willingness to learn and perform a key support position for our Operations Department.

Key Qualifications and Skills:
- Must be computer savvy, proficient in Microsoft Office, and quick to learn other computer programs
- Must be detail oriented, organized, and capable of multitasking
- Possess strong verbal and written communication skills
- Have excellent time management skills and be able to prioritize daily work with various projects
- Be a self-starter

Primary responsibilities include but are not limited to:
- Accurately maintain and archive electronic filing system
- Perform data entry and scan/email documents
- Generate, maintain, and manage specific reports on a monthly and daily basis
- Process time sensitive documents
- Assist Claims Department with various support tasks
- Prepare outgoing mail and courier shipments when necessary
- Back-up receptionist duties with multi-line phone system
- Special projects as assigned

We offer competitive compensation and benefits including, medical, dental, life, STD, paid vacation and personal days, 401k and an EAP program.
Qualified candidates must be eligible to work in the USA. For more information on our Company please visit www.tbsship.com.
Company: TBS Shipping Services Inc.
E-Mail: recruiting@nyc.tbsship.com
Website: www.tbsship.com
Notes: Please send resumes to recruiting@nyc.tbsship.com with the subject OC on all transmissions.
Position B: Senior Ship Accountant

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company’s fleet currently totals 41 ships and is focused on the mid-size asset class.

JOB LOCATION: Stamford, CT

JOB DESCRIPTION

Ensure that the financial reporting for Ship operating costs (OPEX), including capital expenditures, accurately reflect all business transactions are prepared in a timely manner. Ensure that treatment of all financial transactions relating to ship ownership is produced in accordance with accounting principles as required by US GAAP. Support Divisional Management to ensure proper financial control of existing fleet.

• Review monthly external ship managers’ reports
• Obtain explanations for significant variances
• Monitor drydock costs
• Analyze budget variances on a monthly / quarterly basis
• Analyze budget comparison including crew wages, benefits with various management company and provide owners opinion of benefit
• Responsible for preparing variance reports which includes the following
  • Actual vs. budget OPEX variance by ship & ship type on a monthly basis
  • Monitor project costs variance for conversion, drydocks, and major repairs
• Design and prepare additional reports as needed
• Assist in design and implementation of reporting to control capitalization costs
• For external reporting ensure that OPEX and capitalized costs are recorded in accordance with US GAAP and in compliance with statutory audit requirements. Prepare and support audit schedules as required for external audit. Work with Financial Accounting to ensure timely and accurate reporting
• Successfully delivered 25+ New Building in China in respect to following financial control.
• Monitor project cost variances for new building
• Track capitalization costs
• Track Site-Team Expenditures
• Depreciation / Amortization Schedule after delivery

JOB RESPONSIBILITIES

• Review all accounts receivable invoices prepared by operations department for accuracy with regard to accounting codes used, company codes etc and review the invoice against the charter party to ensure that the invoices prepared are as per the contractual clauses.
• Book all AR invoices and cash receipts and maintain all customer accounts on a daily basis.
• Assist Operations department in AR collections and provide necessary management reports to manage AR timely.
• Perform monthly, quarterly and year end revenue and voyage expense accrual process.
• Analysis voyage P & Ls in IMOS and ensure that the TCE results are accurate. Provide oversight over Operations data input into IMOS on a daily basis.
• Prepare account analysis relating to revenue, AR and other voyage accounting related balance sheet accounts.
• Prepare footnotes relating to AR , revenue for 10Q and 10K.
• Perform reconciliations between IMOS and Navision for revenue and AR on a quarterly basis.
• Prepare journal entries relating to bunker inventory.
• Perform inventory statement reconciliation on a quarterly basis.
• Assist Director of SEC reporting with reviewing EDGAR and XBRL versions.
• Coordinate all voyage related payables by ensuring approved invoices are processed.
• Prepare voyage analysis and Bessel closing. Close coordination with Commercial Operation.

COMPETENCIES

• Analytical - Synthesizes complex or diverse information; Collects and researches data; Uses intuition and experience to complement data.
• Problem Solving - Identifies and resolves problems in a timely manner. Works well in group problem solving situations; Uses reason even when dealing with emotional topics.
• Project Management - Coordinates projects; Communicates changes and progress; Completes projects on time and budget; Manages project team activities.
• Technical Skills - Shares expertise with others.
• Interpersonal Skills - Focuses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others’ ideas and tries new things.
• Communication - written, oral and presentation skills to communicate effectively with non-finance people.
• Teamwork - Exhibits objectivity and openness to others’ views; Contributes to building a positive team spirit; Able to build morale and group commitments to goals and objectives; Supports everyone’s efforts to succeed.
• Leadership - Exhibits confidence in self and others; Inspires and motivates others to perform well; Effectively influences actions and opinions of others.
• Quality Management - Looks for ways to improve and promote quality; Demonstrates accuracy and thoroughness.
• Business Acumen - Understands business implications of decisions, as well as financial impact.
• Ethics - Treats people with respect; Keeps commitments; Works with integrity and ethically; Upholds organizational values.
• Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time.
• Demonstrates persistence and overcomes obstacles; Takes calculated risks to accomplish goals.
• Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently; Plans for additional resources; Sets goals and objectives; Organizes or schedules other people and their tasks.
• Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions; Keeps commitments; Commits to long hours of work when necessary to reach goals.

EDUCATION AND/OR REQUIREMENTS

• Bachelor’s Degree in Accounting and/or Finance.
• Requires knowledge of FASB and GAAP.
Responsibilities

- Proficient in Microsoft Office and Accounting software.
- Experience in shipping ERP applications such as IMOS, Shipnet is a big plus.
- Minimum 8 years accounting experience.
- Experience in Shipping Industry and revenue accounting is a major plus.
- Company: Eagle Bulk Shipping Inc.

Notes: Please send resumes and any additional questions to support@eagleships.com or call 203-276-8100. (HW07-17)

Position C: Senior Voyage Accountant

REPORTS: Director of SEC reporting
Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company’s fleet currently totals 41 ships and is focused on the mid-size asset class.

JOB LOCATION: Stamford, CT

The position will primarily be responsible for the preparation of voyage-related accounting entries as well as the calculation/recording of revenue/expense adjustments for voyages in progress during the month end closing process. Additionally, the position will entail performing analysis around key revenue and expense accounts for management reporting purposes. This individual will be a key contributor to the growth of the Voyage Accounting & Analysis team by providing a strong professional presence and superior accounting and reporting expertise. This position requires maintaining close working relationship with the Operations department and ensuring that the voyage data in IMOS is accurate and consistent with the accounting principles. To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

RESPONSIBILITIES

- Review all accounts receivable invoices prepared by operations department for accuracy with regard to accounting codes used, company codes etc and review the invoice against the charter party to ensure that the invoices prepared are as per the contractual clauses.
- Book all AR invoices and cash receipts and maintain all customer accounts on a daily basis.
- Assist Operations department in AR collections and provide necessary management reports to manage AR timely.
- Perform monthly, quarterly and year end revenue and voyage expense accrual process.
- Analysis voyage P & Ls in IMOS and ensure that the TCE results are accurate. Provide oversight over Operations data input into IMOS on a daily basis.
- Perform account analysis relating to revenue, AR and other voyage accounting related balance sheet accounts.
- Prepare footnotes relating to AR, revenue for 1Q and 10K.
- Perform reconciliations between IMOS and Navision for revenue and AR on a quarterly basis.
- Prepare journal entries relating to bunker inventory.
- Perform inventory statement reconciliation on a quarterly basis.
- Assist Director of SEC reporting with reviewing EDGAR and XBRL versions.
- Coordinate all voyage related payables by ensuring approved invoices are processed.
- Prepare voyage analysis and Bessel closing. Close coordination with Commercial Operation.

COMPETENCIES

- Analytical - Synthesizes complex or diverse information; Collects and researches data; Uses intuition and experience to complement data.
- Problem Solving - Identifies and resolves problems in a timely manner. Works well in group problem solving situations; Uses reason even when dealing with emotional topics.
- Project Management - Coordinates projects; Communicates changes and progress; Completes projects on time and budget; Manages project team activities.
- Technical Skills - Shares expertise with others.
- Interpersonal Skills - Focusses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others’ ideas and tries new things.
- Communication - written, oral and presentational skills to communicate effectively with non-finance people.
- Teamwork - Exhibits objectivity and openness to others’ views; Contributes to building a positive team spirit; Able to build morale and group commitments to goals and objectives; Supports everyone’s efforts to succeed.
- Leadership - Exhibits confidence in self and others; Inspires and motivates others to perform well; Effectively influences actions and opinions of others.
- Quality Management - Looks for ways to improve and promote quality; Demonstrates accuracy and thoroughness.
- Business Acumen - Understands business implications of decisions, as well as financial impact.
- Ethics - Treats people with respect; Keeps commitments; Works with integrity and ethically; Upholds organizational values.
- Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time.
- Problem Solving - Identifies and resolves problems in a timely manner.
- Planning/Organizing - Prioritizes and plans work activities; Uses time effectively; Relates current activities to long-range goals; Sets goals and objectives; Organizes or schedules other people and their tasks.
- Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions; Keeps commitments; Commits to long hours of work when necessary to reach goals.

EDUCATION AND/OR REQUIREMENTS

- Bachelor’s Degree in Accounting and/or Finance.
- Requires knowledge of FASB and GAAP.
- Proficient in Microsoft Office and Accounting software.
- Experience in shipping ERP applications such as IMOS Shipnet is a big plus.
- Minimum 8 years accounting experience.
- Experience in Shipping Industry and revenue accounting is a major plus.
- Company: Eagle Bulk Shipping Inc.

Notes: Please send resumes and any additional questions to support@eagleships.com or call 203-276-8100. (HW07-17)
**Position D: HSQE Manager (DPA/CSO)**

TBS Ship Management Inc., based in Scarsdale, NY, manages a growing fleet of 13 bulk carriers and is seeking candidates for the rewarding senior position of HSQE Manager (DPA/CSO). The successful candidate will be responsible directly to the President to provide direction, support and manage TBS’s Ship Management’s Quality, Safety and Environmental Management and TBS Shipping Services’ Quality Management systems. Must be willing to travel frequently worldwide.

**QUALIFICATIONS**
- Maritime school graduate with seagoing experience as a licensed Master or Chief Engineer and/or minimum of 5 years shore side HSQE experience in the maritime sector.
- Must have passed an IRCA or RAB approved 5-day ISO 9001 Lead Auditor Training Course.
- Familiar with ISM Code, SOLAS, MARPOL, ISPS, MLC, PSC Matters and other international and US maritime regulations.
- Must have ISO 9001 & 14001 auditing experience, be an experienced trainer, with good verbal and written communication/interpersonal skills.
- Team oriented and able to multi-task.
- Familiar with computer based applications.
  - Special projects as assigned
  - Qualified candidates must be eligible to work in the USA.

**COMPANY:** TBS Ship Management Inc
**E-Mail:** recruiting@nyc.tbsship.com

**NOTES:** Please send resumes with the subject HSQE Manager (DPA/CSO) on all transmissions.

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**Position E: Vessel Operations**

d’Amico Shipping Group is a global leading operator in bulk carriers and product/chemical tankers markets.

The Group currently operates a fleet of about 75 vessels and employs a total staff of about 1,500. The Group is headquartered in Rome, with offices in Monaco, London, Dublin, Luxembourg, Singapore, Stamford (USA), Vancouver (Canada), Santiago (Chile) and Mumbai (India).

d’Amico’s corporate culture is founded on three pillars:
- the modern technology of the fleet,
- the professional excellence of its people,
- the concrete commitment to social responsibility.

d’Amico Shipping Group is strongly dedicated to the development of its assets and resources, thus strengthening its competitive position in the shipping industry. A continuous effort is made to support the professional growth of its people and to finance a flexible, modern and eco-friendly fleet.

**ROLE:** Vessel Operations
**LOCATION:** Stamford (USA)
**DEPARTMENT:** Dry Cargo Chartering & Operations

**JOB DESCRIPTION**
- Attentive review and interpretation of relevant charter party terms for further planning of the intended voyage.
- Efficient voyage plan, liaising with Master, Agents, Chartering desk, Bunker suppliers etc.
- Prepare and ensure compliance with voyage orders for safe and efficient voyages.
- Ensure vessel’s complying with Charter Party warranties.
- Appoint agents negotiate and approve port pro-forma disbursements, and third party invoices.
- Plan, purchase, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
- Minimize voyage operating costs against voyage estimates.
- Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
- Shipnet (integrated data system) updating and following up of the internal general procedures.

**EXPERIENCE AND RELEVANT SKILLS**
- Recent graduate of a Maritime academy or other university
- Experience as a ship officer preferred, or cadet observer experience preferred
- Proactive, results-oriented and well-organized problem solver able to work independently and under pressure
- Team player, equipped with good interpersonal and communication skills
- Fluent in English, confident knowledge of Spanish a plus
- Proficient in the use of Microsoft Office (word, excel, power point)
- Confident user of Integrated Data Systems tailored on the shipping industry (Knowledge of ShipNet a plus)
- Willingness to travel abroad
- Must have permanent legal working status in the US
**COMPANY:** d’Amico Shipping Group
**E-Mail:** gross.j@damicoship.com

Notes: Applicants should respond to gross.j@damicoship.com and include the word resume in the subject line (important - thank you!)

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**Position I: Marine Operations Support Specialist**

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others.

Eagle Ship Management, LLC (ESM) is a subsidiary of Eagle Shipping, LLC, and provides in-house technical ship management for the Company’s owned fleet.

**JOB DESCRIPTION**
Technical Superintendent is responsible for the technical operation and management of the assigned vessels including the routine daily operations of the vessels, ensuring that the vessels are being operated in a safe & cost effective manner while meeting all regulatory and contractual requirements in accordance with the Company’s safety management system, policies and procedures.

**JOB RESPONSIBILITIES**
- Acts as primary interface between vessels and Commercial, Operations and Technical Management departments, including HSEQ, Crewing, Supply Chain, Vessel IT, and CommTech.
- The Technical Superintendent will keep the respective Fleet Manager fully advised on assigned vessel performance, condition, operations,
safety, service reliability and readiness issues.

• The Technical Superintendent will ensure all assigned vessels are maintained in conformance with the provisions of the relevant rules and regulations, Company standards, and contractual requirements while promoting high standards of commercial availability, reliability, safety, and environmental awareness.

• The Technical Superintendent will interface with Commercial managers and Operational managers and coordinate Technical, Supply Chain, HSEQ, and Crewing functions to ensure adequate resources, including personnel, vendors, spare parts, and supplies, are available to support safe and efficient vessel operations. Superintendents closely monitor performance of assigned vessels and ensure that charter party requirements are fulfilled, identify reasons for any non-performance and ensure remedial measures are taken.

• The Technical Superintendent will prepare the annual Vessel Budget Projections for submission to management for assigned vessels under the direction of the Fleet Manager. The Technical Superintendent will be responsible for the Budget Projections and Actual expenses for the respective vessels.

• The Technical Superintendent will monitor vessel performance, energy efficiency, and preventive maintenance; ensure statutory and class requirements are maintained; resolve reported problems, defects, deficiencies, non-conformities, and client complaints.

• The Technical Superintendent will empower, evaluate, appraise, and hold vessel Captains and Chief Engineers responsible for their respective vessels and duties. The Technical Superintendent will support Crewing Management for the selection and competency evaluation of vessel positions.

• The Technical Superintendent will oversee management for vessel repairs and maintenance, including regulatory surveys and emergency repairs, special projects, and modifications. This includes preparation of specification and project budgets, managing contracts; drydock repair supervision; arrangement of parts and supplies for drydockings; maintaining safe working practices onboard and in shipyards; and project accounting and conformance with approved budgets.

• The Technical Superintendent will approve service requisitions, select suitable, qualified, and approved service vendors, and coordinate vendor visits.

• The Technical Superintendent shall support the vessel Supply Chain/Purchasing process by verifying and then, consistent with financial authority, approving Requisitions for appropriate quantity, account coding, priority, and need. Additionally, Superintendents select the best value quotation following the RFQ process and analyze budget impact. Superintendents also monitor vessel schedule and assist in coordination of delivery of parts and supplies. Finally, Superintendents review and approve service invoices and material purchase exceptions.

• Technical Superintendents are expected to visit vessels frequently to monitor vessel condition, check and evaluate maintenance programs, and to facilitate good communication and assessment of the crews.

• As required, the Technical Superintendent will interface with regulatory bodies, Classification Societies, industry groups, vendors, and shipyards.

• The Technical Superintendent will perform as a member of the Emergency Response Team for vessel emergencies.

• Other duties as assigned.

COMPETENCIES

• Problem Solving - Identifies and resolves problems in a timely manner; Gathers and analyzes information skillfully; Develops alternative solutions; Works well in group problem solving situations; Uses reason even when dealing with emotional topics.

• Project Management - Develops project plans; Coordinates projects; Communicates changes and progress; Completes projects on time and budget.

• Interpersonal Skills - Focuses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others' ideas and tries new things.

• Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; Responds well to questions; Demonstrates group presentation skills; Participates in meetings.

• Written Communication - Writes clearly and informatively; Edits work for spelling and grammar; Varies writing style to meet needs; Presents numerical data effectively; Able to read and interpret written information.

• Cost Consciousness - Works within approved budget; Develops and implements cost saving measures; Conserves organizational resources.

• Ethics - Treats people with respect; Keeps commitments; inspires the trust of others; Works with integrity and ethically; Upholds organizational values.

• Judgement - exercises authority and sound judgement to make decisions and takes accountability for outcomes

• Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time; Supports organization's goals and values;

• Motivation/Commitment - Demonstrates persistence and overcomes obstacles; Measures self against standard of excellence; works well under pressure, meeting multiple, sometimes conflicting deadlines.

• Planning/Organizing - Prioritizes plans and work activities; Uses time efficiently

• Professionalism - Approaches others in a tactful manner; Reacts well under pressure; Treats others with respect and consideration regardless of their status or position; Accepts responsibility for own actions; Follows through on commitments.

• Knowledge - Superior knowledge of Systems including Cargo systems, hydraulic systems, winch systems, refrigeration systems, electrical power systems, network systems, control systems; superior Machinery knowledge including Diesel Engines, Boilers, Pumps, Transmission Gears, Thrusters and propellers, Purifiers, Filtration, Turbochargers, Refrigeration, Heat Exchangers, Cranes and Winches, Hatch Covers, Compressors, Motors and Generators, Electrical Switch Gear, Bearings andShafting; Vessel Hull Structure working knowledge including Naval Architecture, Stability, Hull Stress and Shear, Steel Ship Construction, Welding Technology, Corrosion and Coatings; and Regulatory working knowledge including international maritime regulations, flag state, and classification society regulations.

EDUCATION AND REQUIREMENTS

• Acceptable technical and educational experienced as approved by executive management which may include the following:

• Degree or license in Marine Engineering or Maritime Transportation

• Minimum 5 years' experience at sea preferably with senior level license.

Company: Eagle Bulk Shipping Inc.
Address: Stamford, CT / Singapore
Telephone: 203-276-8100
E-Mail: support@eagleships.com
Notes: Please send resumes and any additional questions.