UP COMING EVENTS

SAVE THE DATES

AUGUST 2018

There are no special CMA Social Events in August

Enjoy the Summer and we will reconvene in September!

SEPTEMBER 2018

Thursday, September 27, 2018
CMA Education Awards Luncheon

Presentation of the Annual CMA Education Awards
Hear from a panel of former CMA Interns now fully employed and involved in the maritime industry locally (Panel TBA)

Moderator: Jim Lawrence, Chairman of Marine Money, Partner of MTI Network, President of IMS and 2018 Seamen’s Church Institute Silver Bell Award Winner

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

Thursday, October 18, 2018
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

PRESIDENT’S NOTES

Happy August to all! In spite of many of our colleagues taking their holidays during this month, making things a bit quieter then usual, shipping, of course, continues to move 90% of all raw and finished goods around our planet. Markets may be stronger or weaker at any given moment, but our work continues.

One thing that I think most of us are paying attention to is the present state of global trade and tariffs. There are new trade agreements being hammered out among different nations and regions, so we all watch and wait to see how these developments will impact our daily lives as shipping people. How will markets and trade lanes react as this situation develops? Will our local industry suffer or benefit?

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There are so many questions, and what we face now, it seems, there is uncertainty on many fronts. However, there is some very exciting news relating to local trade.

On Friday, July 27th, I had the honor to represent the CMA at the ceremony to give the Harbor Harvest Hybrid Project its American Marine Highway status. CMA member Bob Kunkel has brought this project from paper to reality, and the ceremony was held at the bow of the vessel, between the twin hulls of the catamaran. US Maritime Administrator Admiral Mark Buzby spoke and presented the certificate making the designation official. This is a great project that anyone can get behind and support. It is providing shipyard jobs, and once launched, jobs for her crew. It is a hybrid vessel, which can run on diesel or battery power. It will bring local farm goods between Long Island and Connecticut, getting trucks off the road and opening up markets for small farmers that otherwise have been unable to gain access to markets across the Sound. This is one of those unique projects that is great for both the economy and the environment. In our age of relentless political gridlock in the United States, we are very glad that both the State and Federal Government have stepped up to support this project, and the CMA is glad to do so as well. Congratulations, Bob!

Many thanks to everyone that joined us for our annual summer picnic. We had a great turnout, and an unusually pleasant evening, for which I think we were all very grateful. Thanks also to everyone that bought raffle tickets to support the CMA Education Foundation – they were able to raise a tidy sum during the evening. Events like this are a great
reminder of what a special community we are so lucky to have here in Connecticut. Our membership spent their time over drinks and dinner with business partners and competitors alike, which is a part of what I believe sets our industry apart from others.

The next CMA luncheon will be on September 27th, and it will be the Education Lunch. As you have likely heard me say many times in the past, I would urge everyone to attend this event. Come and meet the next generation of shipping professionals, as some of you will likely be hiring some of these young people in the not too distant future! Our speaker for this event will be Jim Lawrence, a powerhouse in our industry, so come to also get the benefit of his views and perspectives on the industry. I have no doubt that it will be an excellent event.

We are also arranging our annual CMA Halloween Happy Hour, to be held at Sign of the Whale at the end of October. We will confirm the date shortly.

We hope that you all enjoy the rest of your summer, and we look forward to seeing you all back in September!

FROM THE EDITOR

As I write this I can hear the strains of George Gershwin's "Porgy and Bess" and reminded that this is "Summertime and the livin’ is easy". Or is it? Of course "It ain’t necessarily so".

I guess the tariffs and looming trade wars get the most attention these days which generate debates over the pros and cons of protectionism versus those of true globalization. Trade policy was never meant to be fair. Look at how Great Britain used mercantilism (the Stamp Act and Tea Tax for example) to subjugate its colonies to benefit the home country. The policy lead to diminution of the British Empire and by 1849 Parliament realized it doesn’t work. Sadly the United States did not learn that lesson.

After World War I it was thought that the cure for the loss of jobs during the Great Depression was tariffs. US Senator Reed Smoot and US Representative Willis Hawley pushed through tariffs on over 20,000 items. The law was signed June 17, 1930 and the resulting trade wars have been declared by economists worldwide as the primary economic reason the world was driven into World War II.

Contrast mercantilism and globalization. I suggest you read Professor Joseph Stiglitz, recipient of the 2001 Nobel Prize in Economic Sciences. His 2003 book “Globalization and its Discontents” available in paperback and Kindle perhaps was a foretelling of what we have seen in the last fifteen years. Of course it is tomorrow that we want to know about, especially as technology and environmental awareness vie for leadership in trade policy and defining a 21st Century business model for shipping. Maybe we can disorient the Chinese.

In this month’s issue you will find an explanation of how some of these changes are influencing CMA, its future, and most likely, its influence in areas we had not thought of 35 years ago when we were creating it.

Joe Gross’ President’s Notes mention the ceremony formally bestowing American Marine Highway status by the Maritime Administrator by Adm Mark Buzby, USN (ret) on Bob Kunkel’s Harbor Harvest Hybrid Project. The status is necessary to obtain future funding from the Government. There could be as many as 6 additional vessels built just for this service. The funds will be channeled via the Connecticut Port Authority, a semi-autonomous agency of the State of Connecticut which will act as trustee.

I hope to see you at our next event.

Donald (Don) Frost

Post Scripts

Each month we get last minute news/information not easily defined. Here are few.

The Connecticut Port Authority is seeking to hire a marketing person. The requirements fit many of our members. Unfortunately it hasn’t made it to our Job Mart yet. It is now on their website www.ctportauthority.com

After having the Chairman of the Connecticut Port Authority’s Board of Directors as a luncheon speaker, we have been asked to announce the Authority’s Strategic Plan has been approved and is being distributed. It is posted on the CPA’s website: www.ctportauthority.com. Its good --- I was the committee chairman and wrote much of it so maybe I’m not as objective as I should be but read it. What do you think of our plan?.

Reminder: The American Caribbean Maritime Foundation ANCHOR AWARDS dinner will be held at the NY Yacht Club October 18, 2018. Some of the proceeds will be used to help and promote the Caribbean Maritime University in Jamaica. Details: www.acmfdn.org
One more:
Our former CMA Treasurer, Frank Paine has been bitten by the writing bug. Frank worked for the NY Federal Reserve Bank after CMA. He has written a modern finance/cyber mystery novel: “The Tehran Cyber Connection” which you can find on Amazon Kindle Connection. Frank tells me it is based on a real life situation. It’s a good read. He assures me he won’t star in the movie.

MEMBERSHIP NOTES

We are pleased to welcome some new members.
Mr. Raphael Boccella, Sales Executive, Plaza Marine Group, Garden City, New York
Ms. Sarah Brady, LQM Petroleum Services, Cos Cob, Connecticut
Mr. Patrick W. Carrington, Attorney at Law, Chalos & Co., PC, Oyster Bay, New York
Ms. Jolanta Coppola, Accountant, Monjasa, Inc., Stamford, Connecticut
Mr. Vassilis Dousopoulos, Executive Director, Oldendorff, Stamford, Connecticut
Mrs. Christeen Bernard Dur, Executive Director, CMA Education Foundation, Bedford, NY
Mr. Eegemen Duzgoren, Vice President, Garrison Investment Group, New York, New York
Mr. So Funada, Chartering, NYK Bulkship, Secaucus, New Jersey
Mr. John Hicks, Americas Marine Manager, Lloyd’s Register North America, Inc., Houston, TX
Mr. Kwen James, SUNY Maritime, Graduate Student, Throgs Neck, New York
Mr. Michael Juliano, US Correspondent, TradeWinds, Stratford, Connecticut
Mr. Ryan Kelly, Operations Assistant, Moran Towing, New Canaan, Connecticut
Mr. Joseph Kennelly, Chartering Manager, Oldendorff, Stamford, Connecticut
Mr. Robert Kent, Operations, Moran Towing Corporation, New Canaan, Connecticut
Mr. James Knutson, ISM Manager, Sealift Inc., Oyster Bay, New York

Mr. Peter Knutson, Director Operations, Sealift Inc., Huntington, New York
Ms. Anna Kuchin, Sales Manager Americas, Wilhelmsen Ships Service, Pasadena, Texas
Mr. Eric LaRosse, Freight Trader, Louis Dreyfus Company, Wilton, Connecticut
Ms. Julie Lubas, Operations Analyst, M.T. Maritime Management (USA) LLC, Southport, CT
Mr. Anthony Maniscalco, Managed Account Director, Informa, New York, New York
Mr. Evgeniy Mavromati, LQM Petroleum Services, Cos Cob, Connecticut
Mr. Justin Miller, Account Manager, Tradewinds, Stamford, Connecticut
Mr. Kevin O’Hara, Managing Director, AMA Capital Partners LLC, New York, New York
Mr. Harris Papson, Fairfield Chemical Carriers, Wilton, Connecticut
Capt. Raymond Joseph Perry, Professor – Graduate School, Massachusetts Maritime Academy, Buzzards Bay, MA
Mr. Brian Pickering, Senior Operations Manager, Plaza Marine Group, Manasquan, New Jersey
Mr. Jonathan Proscia, CSO, Plaza Marine Group, Garden City, New York
Mr. Tony Queenan, VP Sales Americas, Marlink, Houston, Texas
Mr. Ed Quill, Fairfield Chemical Carriers, Wilton, Connecticut
Mr. Christopher Salvati, Corporate Account Manager, Lloyd’s List Intelligence, New York, NY
Mr. Earl Smith, Senior Sales Manager, Baker Hughes, Forked River, New Jersey
Mr. Ryan L Sullivan, Partner, Dietze & Associates, LLC, Wilton, Connecticut
Mr. Herman Visser, Senior Port Captain, Oldendorff, Stamford, Connecticut
Ms. Annelise Weibacher, LQM Petroleum Services, Cos Cob, Connecticut
Mr. Jiahang Zhou, LQM Petroleum Services, Cos Cob, Connecticut
Mr. Andrew Zikopoulos, Commercial, SMT Shipping, Westport, Connecticut

Welcome aboard.
Greg Kurantowicz, Membership Committee Chair
Thank you to all our 300 guests that came to our Summer Picnic and Lobster Bake at the Stamford Yacht Club on Thursday evening, July 12th. It was a beautiful summer's evening weather wise and a great time was had by all. Thank you to all who purchased raffle tickets to benefit the CMA Education Foundation – over $2,000 was raised and we thank you for your generosity. Thanks also to the prize donors, Norton Rose Fulbright, Harold Boyer, Columbus Park Trattoria and Del Frisco’s – we greatly appreciate your support!

Here are some of the photo images taken at the event by our IMS/Marine Money summer intern James Gross – thank you James!
The U.S. Merchant Marine Academy Strategic Plan 2018-2023: Navigating Towards the Future Together was published July 18, 2018. The announcement described the process and participants. Google the title for details.

Massachusetts Maritime Academy is excited to introduce their newest executive graduate degree beginning in November 2018 and culminating in a MASTERS OF SCIENCE in Maritime Business (MSMB). The MSMB is focused on mid-to-senior-level professionals eager to broaden their skills and expertise in maritime logistics, transportation and global supply chain management. Classes will be held at the Conference Center at Waltham Woods, with classes starting Friday evenings and concluding on Saturday afternoons on alternate weekends. Additionally any CMA member that matriculates into the program this year will receive a $4,000 travel discount. To learn more about the MSMB program please visit www.maritime.edu/msmb or contact Dr. James
McDonald, Dean of Graduate & Continuing Education at 508-830-5096 or www.graduate@maritime.edu

The State University of New York Maritime College will host a day long program focused on America’s Marine Highway (diverting truck traffic to our coastal seas) at the College campus in Bronx, New York on Thursday September 27, 2018. More than 20 of the nation’s experts will discuss various aspects. For details call Professor Eric Johansson at 718-409-2856

Elsewhere:
The Maritime Industry Foundation advised that the Royal Museums at Greenwich (UK) has launched a program to secure artefacts of the RMS TITANIC at the Museum starting July 24, 2018 (Google the National Maritime Museum, Greenwich, London)

The Association of Shipbrokers and Agents (ASBA) annual “must attend” Cargo Conference (great information, great people, great surroundings) will be held at Miami Beach’s Eden Roc September 26-28, 2018. More info/register- www.asba.org/annual-cargo-conference/

CMA INTERNSHIP ESSAY

My name is Noam Yakoby. I am a rising Junior at the University of Pennsylvania pursuing a B.S. in Economics in The Wharton School and a B.A. in Political Science in The College of Arts & Sciences. This summer, I was very appreciative of the opportunity to join the Chembulk Tankers team as a Summer Analyst.

During my formal education at the University of Pennsylvania, I have had very limited exposure to the world of shipping. While I had been vaguely aware of shipping’s role in international trade, I was surprised to learn how integral the industry is to the global economy. In the weeks leading up to my internship, the Chembulk team sent me industry research reports and recommended readings such as The Shipping Man and Dynasties of the Sea to prepare me for my experience. While the learning curve was quite steep, my Chembulk colleagues provided ample support and guidance, enabling me to integrate into the team. Not only did I learn how important shipping is to the global economy, but I also came to appreciate how passionate members of the shipping community are about their dynamic industry.

The structure of the internship made my experience both educational and rewarding. From the moment I stepped into the office on my first day, I listened in on a conference call with our private equity shareholders. From then on, I served as a full-time member of the Chembulk team. I tracked the actions of key industry players, analyzed oil markets and relevant geopolitical developments, and conducted a detailed revenue mix and trade lane analysis. Further, I read, synthesized, and noted key highlights to senior management from numerous reports on topics such as IMO 2020, the state of the adjacent product tanker market, and changes in global chemical flows. In addition, I participated in sessions aimed at developing Chembulk’s strategic plans and gained exposure to the thorough work involved in this evolution.

One highlight of my internship was attending the Marine Money Conference in New York City. The conference gave me the opportunity to listen to both finance and shipping industry leaders. I found it particularly rewarding to hear from representatives of companies and key shipping figures that I had read about in Dynasties of the Sea. In the packed days of the conference, I absorbed more shipping information than I probably would have had I studied the topic for a long period of time. Notably, I came to appreciate the nuances of IMO 2020, increased consolidation in the industry, and technological innovations impacting the industry. The depth of knowledge among such a diverse range of speakers was impressive and very educational.

As I reflect upon my experiences this past summer, I have come to appreciate just how much I have learned about the shipping industry, business in general, and myself in a short span of eight weeks. I now understand the nuances of a global industry that will undoubtedly help me as I continue my business education. I plan to use my experiences this summer to serve as a critical building block for my career moving forward. Ultimately, I am very grateful for a meaningful and rewarding internship with Chembulk Tankers.
Data that always delivers.

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

DATA MANAGEMENT • DEVELOPMENT • CONSULTING • WEATHER ROUTING
AT-SEA & IN-PORT PERFORMANCE MONITORING • SPEED AND CONSUMPTION CLAIMS
MULTI-VENDOR INTEGRATION • CUSTOMIZED DELIVERABLES • ON-DEMAND ANALYSIS

We don’t change the path you’re on. We just help you navigate it better.
Lorraine, Jim and the IMS team are beginning to build CMA Shipping 2019, and while pretty much everything will be as it has always been, our new partners Knect365, the maritime event arm of Informa, will bring some exciting changes.

The CMA is enormously fortunate to have the resources of Informa on our side. Incredibly, those resources have grown dramatically in the shipping space since CMA partnered with them just last March! Since the acquisition of CMA Shipping by Informa Plc, Informa has moved even deeper into the Maritime space by acquiring UBM, owners of Seatrade. With Lloyds List, Seatrade & Knect 365 are now all a key part of Informa, CMA Shipping has an excellent long term global partner to support our future growth.

Any of you reading this who has bought or sold a business knows that integration and transitions are key, but assuming we are at least half as good as we hope we are, this union is enormously powerful as a business development, transaction enhancing, global networking and resource multiplier.

And we intend to put that power to work for the CMA and the global shipping community!

So, as you pour over what hopefully will be familiar exhibit and conference programs and documents, please know that we are thinking at the CMA everyday on ways to leverage for all your benefits what is a remarkable global network of resources – which we are a vital part of! Together we will make this union work for all your benefit!

At the Picnic and on a few golf courses recently IMS has been asked why we did the partnering with Informa, and the answer is simple, even if it pains me to say it out loud, we are not getting any younger. Given the importance of the Show to everything at the CMA, from the wonderful picnic and events to the powerful influence of the Education Foundation which touches the lives of so many now, we at IMS had a Duty of Care to see the Show transition into safe hands, and we could not have found a better partner.

Finally, as you know the CMA Show is put on by industry for the benefit of industry and we are wide open to subject matter that is relevant, valuable and important to you, so please do not hesitate to share your ideas with us! You can email Jim or Lorraine at: jlawrence@mtinetworkusa.com
lparsons@marinemoney.com

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**Is It A Tax?**

By Donald Frost

I mentioned the Cato Institute’s June study “The Jones Act; A Burden America Can No Longer Bear” last month. Whether you agree with anything in the study or not, it seems to have made an impression because I see it quoted quite often. In the interest of transparency, ASBA had a speaker at one of their Miami Cargo Conferences years ago and I gave my business card to the speaker. Until my invitation as a luncheon guest at the Cato Institute in Washington almost two years ago that has been the extent of my contact.

To my mind, the issues of American ship-ownership and American crews are settled, leaving only the Build American provision to debate.

Article 1 Section 8 (Powers of Congress) Paragraph 1 of the Constitution of the United States gives Congress the power to “lay and collect taxes, duties, imposts and excises to pay debts and provide for the common defense and general welfare of the United States, but all duties, imposts and excises shall be uniform throughout the United States.” The second paragraph gives Congress the power “to regulate commerce with foreign nations and among the several states, and with Indian Tribes.”

I have written in these pages about the Harbor Maintenance Tax and the use of the funds collected. As noted then, in 1998 the U.S. Supreme Court found that the “fee” collected on exports leaving our ports was a tax and therefore contravened the wording and intent of the Commerce Clause of the Constitution of the United States, i.e. - Article 1 (The Legislative Branch), Section 9 (Limits on
Congress) commands that “no tax or duty shall be laid on articles exported from any State”.

What is a tax? The Random House Dictionary of the English Language (unabridged edition) has a few definitions: “A sum of money demanded by a government for its support or for specific facilities or services levied on incomes, property, sales, etc.” and a secondary definition: “a burdensome charge, obligation, duty or demand”.

What if Congress passed a law that effectively discriminated against commerce between states and discouraged trade among the states. What if that law actually encouraged the importing of goods, raw materials, partly manufactured sub-assemblies or consumer goods that could be produced domestically from foreign sources? Is this providing for the general welfare of the United States? To me this sounds very much like one of the principal reasons the original 13 colonies declared independence from Great Britain. Goods traded between the states were taxed so as to force the colonies to import such goods, materials or partly manufactured units to be assembled here from England.

If such a law existed today would it make any difference if the burdensome charge was not collected by Congress, but by private commercial interests? What if the “burdensome charge” protected commercial interests selected by Congress to shield them from competition? If so, this sounds a lot like the centrally planned and managed economy of the former Soviet Union or China.

If such a law was thought to provide for the general welfare of the United States when it was passed 98 years ago, is it still in the interest of the general welfare of the United States today? Some parts of it may no longer be in the interests of “We the People of the United States.” That is, the general population versus a comparatively small group, usually misidentified as seafarers who, by the way, have not actually benefited from the protectionism, certainly not in the last 60 years or so. We have fewer deep draft ships, fewer shipyards to build them and fewer seafarers (officers as well as unlicensed) to man them.

What was the state of global trade 98 years ago compared to today? Is the United States still a leader in manufacturing today as it was then? What about jobs? How many manufacturing and process industry jobs have been exported because the delivered cost of the same products, raw materials or commodities was lower from offshore suppliers because the cost to deliver them, especially by ship, made the domestic source uncompetitive? Of course the US is still a major manufacturing nation, but it could be much more so. Is the Build American mandate of the Jones Act a de facto tax on interstate trade? If so, what should be done to that part of the law?

For those of you who might ask about the lost shipyard jobs, I suggest that most need not be lost if US yards had some inducement to compete. Faced with competition Detroit did it. Why can’t the ship yards? US yards already buy designs and many major components (e.g.- engines, cryogenic tanks and more) from offshore ship yards to be assembled here. Is “Build American” a non sequitur today?

If real demand for coastal trade is as great as many think it is, more ships would result in more seafarers employed. Ship repair jobs will grow because the loss of earnings ballasting to and from foreign yards favor domestic repairs. Consider how many more ship repair jobs would be added if the Jones Act fleet grew to the size envisioned by the Maritime Administration’s Americas Marine Highway Program. Could a resurgence in US commercial shipbuilding result in more competitively priced naval ships? That was a premise behind the Merchant Marine Act of 1936 but it never worked that way… but maybe.

What do you think?

EIGHT BELLS

Jakob Isbrandtsen of Norwalk CT and Naples Fl died peacefully in Darien on July 13, 2018. He was 96. His life was remarkable.

The way to keep time aboard a sailing ship was to strike the ship’s bell at each half hour. One bell the first half hour, two the second and at the end of the four hour watch, eight bells.
I had sailed as a deck officer with both American Export Lines and later American Export-Isbrandtsen and occasionally had Sunday morning breakfast with Jakob and his father on one of the ships at Export’s piers in Hoboken. He was crusty and forever spoke about sailing ships. Many people thought he was born in the wrong century. He would have loved to sail around the Cape during the Gold Rush days.

Long connected to the port of New York, Jakob was the founding chairman of the South Street Seaport Museum. He established the Ship Trust of New York, Inc in support of volunteer restoration of historic ships which included the Museum’s full rigged sailing ship the WAVERTREE. Actually it was aboard the WAVERTREE on Saturdays that I got to know him a bit. I can still picture him sitting on a coil of mooring line mending sails or lines. He remained crusty but had a sense of humor---I think it was humor.

Still later I was recruited by him and his son Hans, a winning sailor in many Olympic events, to accompany them and some family members to sail in the usual Thursday evening regatta off Indian Harbor Yacht Club in Greenwich. Not being a sailor of any class, I was ballast and time keeper. It was there that I really enjoyed him and his love of the sea.

On the occasion of the Liberty Ship JOHN BROWN’s visit to New London (2004) Johnny K arranged a cocktail party out of the rain in the upper tween deck of hold Number Three and invited those ship owners which had owned Liberty Ships after WWII. Jakob was absolutely charming as were the Greeks who came to relive a portion of their past.

You can read about the sailing ships, Isbrandtsen Lines, American Export-Isbrandtsen, the Containership SEA WITCH, the USNS COMET and I think he had some part in the NS SAVANNAH management. However, you had to know the man in person to appreciate his contribution to our industry.

Don Frost
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)

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

Telephone: 631-626-8462
E-Mail: goodwindmaritime@gmail.com  (S17-10)

Candidate 8: Technical Manager
An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years’ experience gained both at sea and ashore from leading tanker companies US Flag ( MSP and John’s Act) and foreign flag.

OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:
- Strategic and Operation Analysis.
- Ship Construction
- Risk Analysis - Ship’s Structural Integrity.
- Risk Analysis - Ship’s Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management (over 30 dry dockings domestic and foreign shipyards)
- Third party ship managers interaction as Owners representative
Full resume and references available upon request.

Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com  (S17-12)

Candidate 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/Nonway) and Green Card for the USA.

Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: ddcwold@gmail.com  (S17-04)

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations
Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years’ experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag ( MSP and John’s Act)

As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertise:
- Commercial tanker operations.
- Risk Analysis - Ship’s Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:
- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.

Cell: (713) 249 2304
E-Mail: fedorov0413@comcast.net

Notes: Full resume available upon request.  (S18-01)
Candidate 12:
Objective
Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.

Education
The United States Merchant Marine Academy
June 2011- June 2013
Kings Point, New York
Major: Marine Systems Engineering
Texas A&M University Galveston
September 2014 - December 2017
Galveston, TX
Major: Marine Engineering Technology
Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.

Experience
Liberty Maritime Corporation
November 2012 - February 2013
• Junior Engineer aboard the M/V Prestige, New York. 120-days at sea. Global Circumnavigation.
• Supervisor: Chief Engineer Josh Reed
• Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.

McAllister Towing and Transportation, Providence, RI
August 2013 - September 2014
• Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
• Supervisor: Port Engineer Ethan Gifford
• Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

Lakewood Yacht Club, Seabrook, TX
September 2014 - June 2017
(Summertime and weekend employment while enrolled at Texas A&M)
• Green Fleet Optimist Dinghy Sailing Coach
• Program Director: Marek Valasek, Lindsay Valasek
• Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.

• This job requires patience, and the ability to communicate with children. Additionally, it helped develop my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
• US Sailing Level 1 Certified Instructor
E-Mail: napingalls@gmail.com

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

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

Former tugboat dispatch intern with McAllister Towing and a former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to commute within the NYC metropolitan region.
Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446

Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping
Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let’s discuss your future plans today and see how I can help get you on the road to the future.
E-Mail: transformation@dx9.io

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: Marine Accounting Manager (m/f)
Laytime Desk
Stamford - full time

Company Overview:
Oldendorff Carriers are one of the world’s largest dry bulk shipping companies, shipping and transshipping over to 320 million tons of bulk cargo every year. The company is based in Lübeck, Germany with additional

**Job Description:**
- Responsibility for preparation, negotiation and finalization of laytime calculations and statements of account
- Close communication and cooperation with in-house operations and commercial departments
- Close communication with business partners such as broker, charterers and owners

**Candidate’s Profile:**
- Shipping experience / Laytime experience
- Softmar knowledge is of advantage but not necessary
- Excellent verbal and communication skills
- Fluency in English is essential
- Good computer knowledge (MS Office)
- Analytical skills
- Quick learner and able to cope in a fast paced environment
- Ability to negotiate with our business partners
- Leadership experience/potential an advantage
- Enjoy working in a team environment

Oldendorff Carriers does not accept paper applications for online postings. Successful candidates will be asked to show proof that they can legally work in the United States.

Company: Oldendorff Carriers
E-Mail: jan.schulze-entrup@oldendorff.com
Notes: Please submit your application via e-mail

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**Position F: Port Engineer**

**Job Overview**

**SUMMARY:** Responsible for coordinating and overseeing the maintenance, repair and safe operations of all the engineering needs for assigned vessels and equipment.

**GENERAL RESPONSIBILITIES:** Develop repair specifications and manage the repair of the vessels by overseeing all activities directly related to the repairs. Liaison with the vessel Chief Engineer/Captain on required maintenance needs. Manage and negotiate contractor selection, contract management and contractors work by setting up service to vessels, ensuring regulatory inspections are scheduled timely and controlling expenditures within designated projects. Monitor and coordinate vessel certification inspections with external and internal customers. Regularly attend vessels during times of out of service or dry-docking. Create POs/WO’s, review and close outstanding maintenance jobs, review/approve requisitions and review vessel reports. Work with buyer to assist in the purchasing of supplies. Complete PO s of work performed, make adjustments and update financial information to allow for payment matching to the invoice. Develop maintenance and repair cost analysis sheets and monitor the budget. Assist in the development and modification of preventative maintenance plans for vessel equipment. Ensure the engineering procedures and policies are periodically reviewed, modified and implemented.

**Required Experience**

**EXPERIENCE:** 5 or more years experience in marine engineering, sailing onboard a vessel.

**TECHNICAL PROFICIENCY:** Proficient in Microsoft Office products, including Excel, Outlook and Word. Knowledgeable of NS-5 ship management software, computer technology and processes preferred.

**COMPETENCIES:** Ability to communicate verbally and in writing. Ability to establish and maintain effective working relationships. Ability to prioritize, organize and perform multiple work assignments simultaneously. Ability to evaluate process effectiveness and develop change or alternatives. Ability to effectively manage projects that may vary in nature and scope. Ability to prepare, monitor and administer budgets, as well as perform financial analysis. Ability to indirectly mentor, coach, train and/or supervise employees.

**Required Education**

Bachelor's degree in marine engineering or a related field; 10+ years in an engineering related field may be substituted in lieu of the educational requirements. USCG license and/or Maritime graduate preferred.

**Working Conditions**

Works both inside an office environment and also outside in conditions of both high and low temperatures. May be exposed to odors, dust, dirt, mechanical hazards, high noise levels and potentially dangerous equipment. Must be able to crouch and stoop to get into areas with restricted headroom and be able to climb ladders. May require extended use of computer keyboard and viewing of computer monitor and ability to sit for long periods of time.

**FLSA Status**

The position is Exempt. Requires ability to work long hours to meet required deadlines. Must comply with all work rules, including those that pertain to safety and health.

Must relocate to Annapolis
Please contact Dana Harris, Dana.harris@schuylerline.com

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**Position G: Dry Bulk Commercial Manager**

We’re a 30 year old innovator of full service, dry bulk pools formerly known as TBS.

Two of the industry’s premier names, Mitsubishi and Mr. Lars T Ugland have made a strategic investment in our platform. We’ve rebranded as Guardian Navigation and we need another high performing chartering manager in our Scarsdale, NY headquarters.

This is a critical position that demands someone who will hit our high standards, fully embrace our core values and work hard to grow with our worldwide company.

If you are interested, please send us your resume.

This part is important; we’re looking for a proven winner. Separately include a short write up describing the most significant impact you’ve made in your current job.

We are a hard working team with a bright future. We’re only interested in candidates that will add strength to the team today and tomorrow.

We realize our compensation package must be appealing to attract top performers.

**CORE VALUES:**
- The good of the team comes before any individual
- What we do, we do well
- We have a passion for success

Contact: George Cody
Company: Guardian Navigation
E-Mail: GCody@GNav.com
Website: www.GNav.com
Notes: Please respond directly
Complete confidentiality assured. You must have the right to work in the USA. 4-12 years’ experience preferred.
Position H: Operations Executive
Summary
Our client is a major international agricultural trading firm, looking for an operations professional, with at least two years of experience in vessel or shore-side operations for physical commodities, including all modes of transportation (vessels, barges, rail, truck, and container) and all associated functions (demurrage, insurance, inspection etc.)

The role is based in southwestern Connecticut and will provide the right candidate with an opportunity to demonstrate their skills and experience, while continuing to improve their performance and be part of an industry-leading, globally recognized team. The company offers competitive salary, full benefits, and a professional, productive, but relaxed environment. With a consistent and well established senior management team and one of the most consistent retention rates in the industry, this is a high-profile and very desirable role for the right candidate.

Activities and responsibilities will include:

Involvement in all aspects of our company's trading and moving of sugar, including:

- Document management, including: Charter Parties - Laytime calculations - Declarations & Nominations - Invoicing - Payments - Inspections & Surveys - LOIs
- Handling customs & import / export documentation, licenses, permits, AMS entries, vessel compliance with contract parameters.
- Coordinating with the company's treasury, AR, AP, and finance departments to ensure operational matters are in compliance with contract obligations and customer expectations.
- Appointing and overseeing third-party Supervision Companies, Vessel Surveyors, Port Agents, and Customs Brokers.
- Tracking vessels under charter and coordination with the trading desk; handling diversions or re-sales as needed, including short-notice changes and other voyage modifications, which can happen outside of business hours.
- Monitoring cargo quality and ensuring proper premiums or penalties are applied based on testing & inspection.
- Oversight of freight payments.
- Reviewing, processing, negotiating, and resolving demurrage claims, including re-bills, settlement, payment, and receivables.
- Handling all aspects of Company's barge, rail, truck, and container traffic.
- Monitoring and maintaining Re-export license positions.

The candidate should be:
- A dedicated, hard worker - aware that vessels operate 24 hours a day, and that commercial responsibility carries on throughout the entire supply chain.
- Very organized and able to prioritize tasks - including unforeseen circumstances and getting back on track despite disruptions.
- An excellent communicator.
- Fluent in English AND Spanish (Latin American dialects preferred).
- Have an operations background with at least 2 years of experience, and a thorough knowledge of vessel operations, logistics, laytime, Charter Parties and documentation.

About the Company:
Based in the greater Stamford area, our client is a major trader, supplier, and supply chain presence in the sugar and agricultural sector, including imports, exports, refining, and distribution. Primary operations are throughout North America, with headquarters in Fairfield County and plant operations in Texas, Illinois, Pennsylvania, Tennessee, and Mexico.

For more information about this position, please contact: Paul Mazzarulli
Company: OutPost Exploration LLC
Telephone: 475.529.0122
E-Mail: PVM@Op-Exp.Net

Position J: Administration and Vetting Manager
Stamford Office
The Administration and Vetting Department is hiring an Administration and Vetting Manager at the Stamford, CT office.
In this role you will assist and support the Managing Director with scheduling, travel, meeting planning and day-to-day activities, as well as manage the office facilities and logistics. In addition, as Commercial Vetting Assistant you will be part of the Commercial Vetting Desk which is responsible for the compliance of sanctions towards all contracting parties doing business with Oldendorff.

COMPANY OVERVIEW
Oldendorff Carriers are one of the world's largest dry bulk shipping companies, shipping and transshipping over to 300 million tons of bulk cargo every year. The company is based in Lübeck, Germany with additional offices in Hamburg, Singapore, Mumbai, Melbourne, Shanghai, Tokyo, Hong Kong, Vancouver, Stamford, London, Dubai, Abu Dhabi, Iskenderun, Trinidad, Guyana, Santiago and Copenhagen.

PRINCIPAL ADMINISTRATION RESPONSIBILITIES
- Overall responsibility for office facilities, logistics, equipment and storage
- Administration of corporate functions and events
- Travel arrangements
- Manage projects
- Scheduling and coordinating meetings and other similar activities
- Preparation documentation for accounting
- Petty cash
- CP filing
- Administrative assistance to Executive Director

PRINCIPAL VETTING RESPONSIBILITIES
- Provide quick information on relations between different contracting parties to our Chartering Department
- Assist the Chartering Department to avoid making business with sanctioned or non-credible parties
- Observe official sanctions lists and restrictions according to US law
- Work with different internal and external computer programs to obtain sanction related information
- Gather and maintain information of our contracting partners in our in-house vetting database

QUALIFICATIONS AND SKILLS
- Professional experience in administration (2 years+)
- Organizational and administrative qualities
- Excellent writing and communication skills
- Proficiency in Microsoft Office Suite
- Ability to prioritize tasks, work within strict deadlines, and manage multiple projects at the same time
- Willingness to work until 6 pm
- Shipping knowledge and experience with/understanding of commercial contracts is preferred but not required

Please submit your application via e-mail to anna.bodiakova@oldendorff.com

Oldendorff Carriers does not accept paper applications for online postings. Successful candidates will be asked to show proof that they can legally work in the United States.

Company: Oldendorff Carriers
E-Mail: anna.bodiakova@oldendorff.com

Notes: Please submit your application via e-mail. Oldendorff Carriers does not accept paper applications for online postings. Successful candidates will be asked to show proof that they can legally work in the United States.