SAVE THE DATES

DECEMBER 2014
Tuesday, December 16, 2014
CMA Annual Holiday Party
6:00 pm - 10:00 pm
Bank Street Events
(note new venue for this annual event!)
65 Bank Street, Stamford, CT 06901
We invite our members and their guests to
Come Celebrate the Season at our Annual Party
Free of charge to CMA Members and guests
(All we ask is that you bring an unwrapped toy for the U.S. Marine Corps. sponsored “Toys for Tots” program OR make a cash or check donation to the CMA Education Foundation (any donation welcome).

JANUARY 2015
Thursday, January 22, 2015
CMA Monthly Speaker Luncheon
Speaker 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 CMA Events please call
Anne at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@cmaconnect.com

PRESIDENT’S NOTES

During the last few months I have quite often found myself using an English expression which I thought had its origins as a translation of a traditional Chinese curse – “May you live in interesting times”.

However, when it came to actually using it in this article, I conducted my due diligence and discovered that, in all probability, the saying was apocryphal and that no actual Chinese source had ever been proven…the closest one having an approximate English translation as “Better to live as a dog in an era of peace than a man in times of war”.

CONTENTS

President’s Notes — page 1
From the Editor — page 3
Membership Notes — page 3
CMA Holiday Party — page 5
Last Call for Papers — page 6
SCENES FROM THE NOVEMBER 20 NYC SPEAKER LUNCH — page 8
MARKETS - Cats versus Dogs — page 9
My Life in the Royal Navy – 1899-1947
A Sailor’s Story – Part 17 — page 10
Job Mart — page 11
In either case you get the message – better to live during quiet times.

But this has definitely not been the case this year, and more specifically in the last few months.

The whole energy complex has been turned topsy-turvy by the dramatic increased production of “fracked” oil – to name a few results:

- Many traditional tanker routes have changed, reversed or nearly disappeared.
- Crude prices have fallen to levels not seen for many years.
- Heating oil, gasoline (petrol to my compatriots across the water) and crude derived products across the spectrum have all taken a dive.
- And, dare I say it, slow steaming is losing its luster as owners and charterers once more look to increasing speed as the price of bunkers has decreased 20-30% over the last few months.
- Collectively most of us in the US breathed a sigh of relief and welcomed that unusual feeling of money being put back into our pockets or rather not so much being taken out, and Oil Diplomacy suddenly does not seem to be so one sided.

But there are the unintended and unanticipated consequence.

Will cheaper oil mean less investment in “alternative” (renewable) energy or in more energy efficient vessels? We have already seen a deliberate slow down in the building of drilling rigs, indeed any business model with its revenue budgeted on a certain price of oil is certain to have been affected.

Quite apart from the stresses and additional complications being foisted onto the bunker industry by the upcoming 0.1% ECA zone sulfur limit in January 2015, the industry was rocked by the bankruptcy of one of its largest players – a situation which some attributed to the total reversal in the price of gas oil, which had originally been forecast to increase with the implementation of the January sulfur limit.

This bankruptcy exploded within an incredibly short space of time and has left those involved with a tangled legal web
Our November luncheon in New York City (November 20th at the Harvard Club) was simply terrific. The speaker (Paddy Rodgers CEO of EURONAV NV) was entertaining and informative and the questions from our learned guests equally so. You can find more of the event elsewhere in this issue.

The United Nations Conference on Trade and Development (UNCTAD) 2014 Review of Maritime Transport was published last month. The data is for 2013 and while it is a snapshot of the past, there are some nuggets that might be useful in the near future. I have abstracted a bit of the Executive Summary below and highlighted a few items that I thought you might like to keep in mind.

“Global economic growth faltered in 2013 as economic activity in developing regions suffered setbacks and as the situation in the advanced economies improved only slightly. Reflecting a stumbling growth in the world economy (2.3% growth in world gross domestic products (GDP), world merchandise trade volumes expanded albeit at the modest rates of 2.2%. In tandem, growth in world seaborne shipments decelerated and averaged 3.8%, taking total volumes to nearly 9.6 billion tons.” Bulk commodities grew by 5.5%. “Dry cargo, including the five major bulk commodities (iron ore, coal, grain bauxite and alumina, phosphate rock), minor bulks (chemical fertilizers, aggregates, and forest products and the like), containerized cargo, and general break/bulk accounted for the largest share (70.2%). Tanker trade (crude oil, petroleum products and gas) was responsible for the remaining 29.8.”

On another, but related thought thread, I heard a statement on CNBC by the CEO of DELTA Airline (the new Delta which absorbed Continental Airline) Jeffrey Simsek about the airline business that applies to shipping as well. “We used to be an industry and now we want to be a business.” Shipping, always a commodity, went a step further when investors created a new asset class --- ships themselves. Delinking demand from supply is unlikely to be a successful business model.

Best wishes to you and your families for a wonderful holiday period and a Happy and Healthy New Year from the CMA Board of Governors and the staff at International Marketing Strategies.

–Donald (Don) Frost

We are pleased to welcome the following new members.
Mr. Rob Bancroft, Oldendorff Carriers, Stamford, CT
Cmdr. Joseph Richard Coelho, Chairman, Project Liberty Ship, Baltimore, MD
Mr. Lewis Ferguson, Mate, Staten Island Ferry, Staten Island, NY
Mr. Damon Jacobson, President, Fire Training Structures, Phoenix, Arizona
Ms. Emma Jones, Associate, Blank Rome, LLP, New York, NY
Ms. Rina Maniatty, Office Admin Manager, Oldendorff Carriers, Stamford, CT
Mr. Charles G Panossian, Tarrytown, New York
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www.fleetweather.com
Welcome aboard. We hope to meet you at the Christmas Party.

Brian Robinson, Membership Chair

CMA HOLIDAY PARTY

TUESDAY EVENING, DECEMBER 16, 2014

We invite our members and their guests to Come Celebrate the Season with us at the CMA Annual Holiday Party on Tuesday evening, December 16, 2014 from 6pm until 10 pm. This year we have an exciting new venue to share with you, which is Bank Street Events, 65 Bank Street in downtown Stamford.

Bank Street is now run as an events space by our friend Nikki Glekas, who also owns EOS, the popular downtown Greek eatery with her husband Jimmy. EOS, as you would expect, is a popular haunt of the maritime crowd and they bring their inventive Mediterranean cuisine to the new space.

Bank Street Events is located in a magnificent 1914 bank building, its classical architecture remains intact with some new modern updates to create the perfect atmosphere. From its decorative detailed walls and marble floors in the entry, clerestory windows, a beautiful stained glass dome in the ceiling, and intricate woodwork, we think you will be impressed with this unique and beautiful venue.

There is street parking in the neighborhood if you are lucky to find a space, and no need to feed the meter after 6pm! Otherwise, there are several parking garages in the vicinity, with the Bell Street Garage located just behind the event space. It costs $3 to park after 5pm for the rest of the evening in the Bell Street Garage – exact cash (bills) or cards can be used at the parking stations.

At Bank Street we will use the whole space – the main level, the mezzanine, the Board Room, the vault – it is really quite spectacular!

And we know that the food is always of interest, so you can plan your evening, and so we will also share with you the menu for the evening and timing:

**Premium Open Bar | 4 Hours**
Premium wines + liquors, all beers, prosecco and soft drinks
*Wines:* Pinot Noir, Cabernet Sauvignon, Chardonnay and Pinot Grigio
*Beers:* Corona, Heineken, Stella Artois, Amstel Light, Bass and Bud Light
*Liquors:* Ketel One, Stoli O, Bacardi, Captain Morgan, Tanqueray, Jose Cuervo, Dewar’s, Jack Daniels, Jim Beam

**Passed Hors d’oeuvres | 6-7PM**
*Mini Spanakopita* | Spinach and feta stuffed in phyllo triangles
*Keftedes* | Greek style mini meatballs served with cucumber yogurt dip
*Mini Lamb Sliders* | with caramelized onions and red pepper yogurt sauce
*Mini Crab Cakes* | served with a brandy dipping sauce
*Seared Scallop* | wrapped in bacon
*Pasta Skewer* | Cheese Tortellini skewer with pesto dipping sauce

“Comfort Food” Station | 7-8PM
*Gourmet Mac + Cheese*
*Pulled Pork* | mini pulled pork sliders
*Tomato + Grilled Cheese* | mini tomato soup topped with homemade grilled cheese
*Brussels Sprouts* | baked with candied bacon
*Homemade Fries* | seasoned hand cut fries served in mini paper cones

**Mediterranean Station | 7-8PM**
*Lamb & Orzo* | Braised shredded leg of lamb with orzo pasta
*Seafood Salad* | octopus, shrimp, calamari, olives, clams, and celery
*Dolmades* | grape leaves stuffed with rice and fresh herbs
*Dips* | Caviar, cucumber yogurt, hummus, garlic, and eggplant with pita bread
“Mini” Dessert Station | 8-9PM
Chocolate Mousse Torte
Banana Pudding
Strawberry Shortcake
Custard | shredded phyllo, vanilla custard + fresh whipped cream
Greek Yogurt | honey and walnuts
Fig Bread Pudding
Cheesecake with fresh fruit
Brownie | caramel + sea salt

Have we convinced you to join us??!!

This annual event is free of charge to CMA Members and their guests.

In the spirit of the season, all we ask is that you bring an unwrapped toy for the U.S. Marine Corps. Sponsored “Toys for Tots” program OR make a cash or check donation to the CMA Education Foundation (any donation is welcome).

For reservations please contact Anne Gumpel at Tel: 203-406-0109 Ext 3725 or Lorraine Parsons at Ext 3717, or email conferences@cmaconnect.com.

We look forward to a festive evening!

LAST CALL FOR PAPERS

Response to our earlier Call for Papers has been very good undoubtedly attributable to the larger awards sponsored by d’Amico International Shipping. IT’S NOT TOO LATE TO ENTER IF YOU MOVE VERY QUICKLY.

The Connecticut Maritime Association (CMA) and the CMA Education Foundation is seeking entries from students attending American maritime colleges, and universities with programs and/or courses that deal with shipping, international trade and marine transportation.

The Connecticut Maritime Association, Inc. is a not-for-profit organization established in 1984 and has an educational mission. It is an association of individuals representing every aspect of shipping and international trade, both ship and cargo interests.

CMA’s annual Trade Show and Conference, Shipping 2015 March 23-24-25, 2015, will feature a session “Student Research Presentations” on Tuesday, March 24, 2015.
To qualify a student must be an individual working towards a Bachelor or Master’s degree in a US university.

All papers are to be original manuscripts and the topics should have practical application to industry problems, issues, or policies. Papers will be reviewed by teams from academia and the industry. Three papers will be selected and awarded a certificate, with first place award of $2500, second place award of $1500, and third place award of $1000. The awards are courtesy of d’Amico International Shipping.

The primary focus should be on tankers and bulk carriers and their trades or related topics. Possible topics students may wish to explore might include:
- Financial pressures and survival among owners of ships – tankers, bulk carriers, containerships
- Imbalance between the supply of, and the demand for, ships and its implications
- Global warming and its effect on the output of agricultural goods and demand for bulk carriers
- Global maritime policies such as those covering safety, environmental emissions, invasive species and ballast water issues, market competition, etc.
- Regulation, enforcement and governance in the maritime field
- Energy – oil, gas, coal, wind, solar – what are their effects on the shipping industry?
- Vessel operating issues – for example, crew recruiting, retention and education
- Ship waste disposal; environmental ship scrapping; population growth and impact on demand for resources
- Piracy – risks, results and solutions
- Others, such as: the Maritime Labor Convention and emission issues

Submit your paper and presentation by January 12, 2015. Submissions are to be e-mailed only. Feel free to contact Shmuel Yahalom if you have any questions.
Submit to: Shmuel Yahalom, Ph.D.
Distinguished Professor
State University of New York, Maritime College
6 Pennyfield Ave.
Throggs Neck, NY 10465
Phone: 718 409 7290
E-mail: syahalom@sunymaritime.edu
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Website: www.shipping2015.com
On Thursday, November 20, a full house of 120 CMA Members and guests gathered at The Harvard Club of New York City to network and to hear Patrick Rodgers, CEO of Euronav NV present. The audience was enthralled by Paddy’s excellent presentation. Our NYC speaker lunch has now become an annual event on our calendar and we look forward to the next one!

Photos courtesy of Gail Karlshoej
MARKETS - CATS VERSUS DOGS

Donald B. Frost

Marine Money’s 15th Annual Ship Finance Forum “Riding the Wave: Institutional Capital for Shipping” (November 12th at New York’s Plaza Hotel) was their most attended - 525 bankers, investors, analysts, ship owners, attorneys, brokers (chartering, S&P, bunkers), academics and students. As usual the presentations were very good. The one that I found most entertaining, yet also insightful, was a story told by Hew Crooks, Partner and CFO at Ridgebury Tankers.

Hew moderated a panel dealing with Credit Alternatives for Shipping and Offshore Companies. As an introduction he told us that his family had a cat. He was not enamored with cats but his daughter loved the animal. He noted that when the family went away for a few days they could leave food and water for the entire period without fear that the cat would starve. Not so with a dog.

A dog left alone with more than enough food for a few days will eat as much as it can immediately. So much food so that the animal will probably get sick to its stomach, and yet it will finish whatever was left as soon as it could. A dog will then wander around hungrily looking for food until his family returns.

Mr. Crooks thought a ship owner in a good market exhibited the habits of a dog. In a good market a ship owner will spend everything he has for new ships and borrow as much as possible to build still more ships. When the freight market eventually goes down the owner will try to borrow still more money to keep his ships running and his investors and creditors from dire action.

I find this story more insightful than the parallel story about the so-called Pig Cycle which describes the working of a market, but not the mechanism that starts the cycle. Even the well used (cartoon) Pogo’s “We have met the enemy and he is us” fails to mention the compulsive behavior at work.

During 2005-2009 ship owners had more pricing power for longer than at any time in history. Early in the cycle commodities traders used shipping as a proxy for commodity prices that had gotten out of hand and the owners acted accordingly. We had the post ENRON mind set (momentum trading and backwardation on a grand scale) to sustain the drive upward. Voyage risks (fuel and port charge costs, port and weather delays) all for the charterer’s account.

Today the market is quite different. But have we learned anything from this cycle, or for that matter, past market cycles?

Looking back the nearest equivalent to today’s market cycle is the abrupt two year long rise in the over-all freight market shortly after the second OPEC oil shock (1976), and the deep and prolonged trough (by any definition it was a “crash”) that followed.

It is the crash that informs my fears for tomorrow’s freight market and prompts my questioning if we have learned anything from past market cycles.

As background and/or to refresh memories, as a result of the first (1973/74) OPEC oil crisis, the International Energy Agency (IEA) was founded to help countries deal with high energy (oil) costs. In 1977 they issued a World Energy Report (so-called World Coal) that stated the future fuel of choice for generating electricity would be coal. Ship owners are competitive action people and immediately ordered many Cape Size and Panamax bulkers to handle the forecasted demand.

Over the following three years some companies (Shell and CONOCO’s Consolidation Coal), as well as government agencies in several countries, produced similar reports predicting that the demand for coal would START about 1985.

Dry cargo market rates peaked in 1980, fell a bit and rose a bit again until early 1981 when the world’s economy started to sag. Most of the new ships were delivered between 1979 and 1982. By 1983 new bulkers were laid-up as they came out of the yards. The global economy did not even start to revive until mid-1987.

The 7 year freight market drought (The autumn of 1981 to early 1988) resulted in many ship yards closing and ship builders either going out of business or forced to merge and consolidate. The number, and dollar value, of non-performing ship loans is said to have been the basis for the International Monetary Fund’s creating Basel I (1988). It was also the last time lenders took action, called loans and reposed the assets (ships). Everyone had a theory as to what went wrong or who was to blame for the long depression.

Given the lessons of past market cycles it may be fair to ask if today’s stage (down leg) of the cycle is perhaps only half over. What do you think? Meow or arf?
He was a great Commander-in-Chief and I fully understood his feelings. At that time I think we both thought our government would take strong action against the Chinese. Reinforcements were arriving, including the 1st Cruiser Squadron from the Mediterranean and a military force of Divisional strength called Shanghai Force was on its way. At the end of our interview I pleaded with him to allow me to stay on in China until our business with the Chinese was finished and he kindly said, “All right, you can go up to Peking and prepare evacuation plans for the foreigners there and at Tientsin.”

Sir Reginald Tyrwhitt reminded me of my old friend Captain Coode, possessing a very strong personality with very bushy eyebrows, it was once said that if these started to waver it was wise to remove oneself from his presence as quickly as possible! Although it proved to be a thankless task I was extremely grateful to him for allowing me to stay on in China.

Early World War II Days - 1941
Although I had a war appointment as Assistant to the Director of Sea Transport, I was not destined to take this up as it only came into being when war was declared and the Admiralty, being unable to offer me any more active employment, I joined Civil Defense. I was stationed at

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By this time I was due to be relieved by Captain H.G.C. Franklin who arrived on April 25th, the day before my birthday, and I felt very sad not only at leaving “Emerald”, which had been such a happy ship, but also to leave before we had finished the job with the Chinese. I left Nanking for Shanghai on April 27th in the Destroyer Leader (HMS)“Keppel”. Although she sailed at 4:30 am every officer and man were up on deck to see me off and the officers pulled me over to the “Keppel” in an I2 oared cutter, no mean task against the current of about 7 knots running in the river. It was an unforgettable honour and my recollections of the Nanking incident would not be complete without my saying how much I owed to them.

Among the officers perhaps I should mention are Arnold Mailand-Dougall, Executive officer, Rory O’Connor, Gunnery Officer, and Eric Lees, Navigating officer who became very great friends. Later on I received the thanks of the American Government for “Emerald’s” action at Nanking, but not a word from our own government. Austin Chamberlain was Foreign Secretary at the time and his policy was reconciliation with the Chinese. In retrospect it can be argued that the marines laying down their arms enabled our government to say we used minimum force, I believe the Chinese government paid full compensation, but I could never forgive their surrender.

Final Days in China
On my arrival at Shanghai I sought an interview with Admiral Tyrwhitt for whom I had great respect. He was still unhappy about the surrender of the marine guard at Nanking, and at first did not want to see me. After a short time however, he relented and I had a long interview with him.
Reading headquarters of the southern region as a Regional officer and, until bombing started, we were mainly confined to training A.R.P. parties in the four counties of the region, but after Portsmouth, Southampton and other places were bombed we had plenty to do.

I confess I was not a good civil servant and after a year I managed to persuade the Admiralty to appoint me as Commodore of Convoys, which suited me much better. Convoying in those early days of 1941 was not much fun. Escorts were small and the weather often atrocious in winter, but the Merchant Navy officers were magnificent. It surprised me how as a general rule they kept station even in fog when approaching the Grand Banks off Newfoundland, sometimes even when there was ice to contend with.

I actually took two Atlantic convoys at that time, one to Halifax, Nova Scotia, and the other to Montreal, the latter proceeding independently up the St. Lawrence while I travelled there by train. I have never forgotten that train journey passing through wonderful scenery in Eastern Canada with the maples all in full bloom in the fall of the year. The contrast with England was also remarkable, no black out or rationing and at the hotel I stayed at in Montreal there were seven courses for breakfast.

**Principle Sea Transport Officer**

After returning from Canada with a homeward bound convoy, and just before I was due to sail with another one, I received a telegram appointing me Principle Sea Transport Officer at Alexandria, my responsibilities later covering the whole of the Middle East. I was of course delighted to be joining my great friend Andrew Cunningham who was Commander-in-Chief, Mediterranean Fleet, and while he remained I had no trouble whatever. But it was a difficult job as the Army, in the shape of Movements Control, often tried to take it over from me. In the end, after Andrew had been succeeded by Admiral Harwood, they managed to get me relieved by a man more amenable to their designs.

It was an interesting job, but I was always short of staff and tugs. It was the tugs which eventually were my downfall. Although I had done my best to provide more reliable ones many of them broke down after the advance from Alamein. It would be said that Montgomery had something to do with my departure, but I do not think so. When I had an interview with him in his caravan shortly before the battle, he was very pleasant in every way. I also met with General Auchinleck, who I admired very much and was staying at his house when the Battle of Knightsbridge was being planned. There I also met General Neil Ritchie who later became a good friend in Germany.

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**JOB MART**

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $200. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com

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

**SITUATIONS WANTED**

**Candidate 1: Experienced HR Manager**

Top Recruiter / HR Manager for international shipping company seeks US positions.

Doing similar:

- 12 years recruiting, sourcing, headhunting, testing successfully;
- Manager staff of 12, interface with offices in Germany and Cyprus;
- Holds MBA, Marine Engineering degree;
- Fluent in speaking and writing English, French, Russian and Ukrainian;
- Strong communication and strategic planning skills;
- Excellent PC skills;

Holds Green Card and relocate immediately, willing to negotiate.

Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-7770257

**Candidate 2: Recent graduate looking for entry-level position**

Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.

While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.

Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.

Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com

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Candidate 3: Entry level operations, research or chartering position
Recent college graduate seeking a position relevant to ship operations, market research or chartering in NY or the Greater NY area.

Relevant Experience:
- Former intern at Roymar Ship Management - experience in preparing laytime statements, freight/hire invoices, route/cost calculations, crew injury claims, statistical reports, updating MLC and ISM certificates and vessel schedules.
- Operations and Production Supervisor at Select Fish S.A.

Background:
- M.S. in International Transportation Management - SUNY Maritime College
- Chartering Certificate - accredited by ASBA
- B.S. in Economic Development - University of Central Greece

Contact: Georgios Kouzoumis
Cell: 1 (347) 589 - 2503
E-Mail: Kouzoumis.georgios@gmail.com  (S14-05)

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.
Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko
Cell: (860) 488-4107
E-Mail: marcinkod@live.com  (S14-05)

Candidate 5: Entry Level Vessel Operations / Chartering
Highly motivated recent graduate of SUNY Maritime's Master of Science / Deck License program is looking to begin a career in international shipping in an operations or chartering department.

Education:
- M.S. - International Transportation Management, SUNY Maritime College
- Graduated with a 3.99 GPA in Fall of 2014
- B.A. - Philosophy, Suffolk University. Graduated with a 3.67 GPA in 2006

Professional Certifications & Licenses:
- USCG Deck License - Third Mate Unlimited Gross Tons Upon Oceans
- Professional Ship Chartering Certification - ASBA
- Security Certifications: Vessel Security Officer, Facility Security Officer, Company Security Officer
- Transportation Workers Identification Credential (TWIC)

Awards & Recognition:
- 2014 - Winner of Connecticut Maritime Association Education Foundation Scholarship
- 2013 - Runner-Up: CMA Shipping 2013 Academic Paper, "The Effects of Vessel Surplus on Tanker Economics"

Resume available upon request. Seeking employment in the greater New York area, but willing to relocate for the right opportunity.
Contact: Michael P. Whitbread
Telephone: (802) 236-4775
E-Mail: michaelwhi.11@sunymaritime.edu, michaelwhitbread@hotmail.com  (S14-05)

Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com  (S14-07)

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

Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
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Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801  (S13-06)

Candidate 13: Entry level position in ship operation
Robert Nigel Pritchard
Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP, in New York and the Seamen's Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Cell: +1 646 378 8446
E-Mail: rnigel.pritchard@gmail.com  (S13-08)
Position C: Technical Superintendent

Job Summary:
This position has three major functional responsibilities:
1. Manage shore-side support for all assigned vessel's maintenance and repair activities during the sailing season and winter maintenance periods;
2. Assist with the maintenance of vessel condition and machinery status records and the preparation of winter maintenance and capital improvement budgets for the fleet;
3. Lead continuous improvement studies and investigations into vessel efficiency improvement and operating cost reduction, as directed.

This position is based out of the Company's Duluth, MN office.

Responsibilities:

- Vessel Operation & Maintenance Management:
  - Coordinates and manages shore-side support for all aspects of vessel maintenance and repair, both during the regular sailing season and during the winter maintenance period, for two or three assigned vessels. This includes:
    - Arranging for regulatory and classification society surveys;
    - Assigning, coordinating and managing contractor's activities;
    - Reviewing and approving invoices for services.
  - All intended to assure and support safe and efficient vessel operations as well as maintaining necessary control of maintenance and operating costs. The value of this supervised work is approximately $3MM per vessel, per year.
  - Provides technical and resource support to vessel Captains and Chief Engineers for ship system and equipment operational and maintenance needs as necessary.
  - Provides technical assistance to the Purchasing Department including the review and approval of requested supplies and services for assigned vessels during the operating season.

- Leads studies and technical investigations as assigned into means by which to improve vessel operational efficiency and reduce vessel operating costs. Includes consideration for environmental responsibility/compliance and operations process management.
- Maintains an awareness of developing engineering design and operating technologies and applies practical aspects thereof to reduce costs.

Requirements:
- Incumbent must possess a degree in Naval Architecture.
- A minimum of 5 years in vessel maintenance and repair activity of a supervisory nature is required. Must be able to lead and motivate teams with a variety of backgrounds.
- It is preferred to have 3+ years’ experience in naval architecture and marine engineering design.
- Must have demonstrated detail-oriented organizational and technical skills and be experienced and comfortable managing multiple complex projects simultaneously.
- Must have strong working knowledge of and familiarity with computer systems and must have good written and oral communication skills.
- Must be capable of vigorous shipboard and shipyard activity; irregular working hours; and extensive travel - 20% to 35% of time will be spent on travel.
- Must be eligible to obtain a Transportation Worker Identification Credential ("TWIC") from the US Department of Homeland Security.
- Must be eligible to enter Canada.
- Must be able to travel to shipyards, ports and docks in the Great Lakes region.
- Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Contact: Jennifer Pickens
Company: GATX Corporation
E-Mail: Jennifer.pickens@gatx.com
Website: www.gatx.com

Notes: To apply for this position, click here
Position D: Senior Operations Manager (m/f)

Job Description
- As Senior Operations Manager you are leading the team of Operators in our US office
- You are expected to achieve smooth operations of our own and time chartered vessels providing highest quality to our customers
- You act as the person in charge for all commercial/operational/post fixture matters, taking care that all requirements of the charter parties are followed and fulfilled
- Key tasks involve scheduling of voyages including voyage instructions to captains as well as nominating and communicating with port agencies
- Furthermore, this role includes preparation and monitoring of relevant cargo documents and updates of our voyage software

Your Profile
- You possess 4+ years of experience in operations (dry bulk shipping)
- Fluency in English as well as excellent written and oral communication skills are essential for this position
- Strong argumentation skills, persuasiveness and out-of-the-box-thinking as well as the preference to work in a team environment are needed for an effective performance

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.

Contact: Rina Maniatty
Company: Oldendorff Carriers
Stamford, CT (USA)
E-Mail: rina.maniatty@oldendorff.com

Notes: Reply in confidence (HW11-14)

Position F: Marine Superintendent

Job Summary:
This position has four major functional responsibilities:
1. Manage shore-side support for all assigned vessel maintenance and repair activities during the sailing season and winter maintenance periods;
2. Maintain close contact with assigned vessels senior officers and an awareness of vessel mechanical and structural condition status;
3. Assist with the maintenance of vessel condition and machinery status records and the preparation of winter maintenance and capital improvement budgets;
4. Participate in vessel efficiency improvement an operating cost reduction studies and investigations as directed.

This position is based out of the Company’s Duluth, MN office but assigned seasonal and winter supervisory activities may take place on vessels in any Great Lakes port.

Responsibilities:
- Coordinates and manages shore-side support services for all aspects of vessel maintenance and repair, both during the regular sailing season and during the winter maintenance period for three or four assigned vessels. This includes arranging for regulatory and classification society surveys; hiring and coordinating contractors activities; and reviewing and approving invoices for services to assure and support safe and efficient vessel operations as well as necessary control of maintenance and operating costs. The value of this supervised work is approximately $3MM per vessel, per year. Provides technical and resource support to vessel Captains and Chief Engineers for ship system and equipment operational and maintenance needs as necessary.
- Maintains close and regular contact with assigned vessel captains and chief engineers so as to maintain a familiarity with all matters of potential concern regarding vessel structural and mechanical condition. Assists with maintaining detailed records of major vessel equipment condition status as well as ships structural condition status. This accountability includes regular telephone communication with assigned vessels as well as periodic personal in-port visits and underway visits when possible.
- Assists with the detailed preparation of winter maintenance and repair budgets. Provides technical assistance to the Purchasing staff, including the review and approval of requested supplies and services during the operating season responsible for the accurate and timely maintenance of financial records within ASC’s NS5 Maintenance and Purchasing system so as to assist in accurately reflecting financial status through close familiarity with assigned vessel condition, this accountability includes assisting with both short and long-term forecasts for structural and mechanical capital improvement needs.
- Actively participates in or leads studies and investigations as assigned into means by which to improve vessel operational efficiency and to reduce vessel operating costs.

Requirements:
- Incumbent must possess a Bachelor’s degree in Naval Architecture, Marine Engineering or related field. A minimum of five years of supervisory experience in ship maintenance/repair or five years of experience aboard vessels as a US Coast Guard licensed marine engineer may substitute for the degree requirement.
- Must have demonstrated detail-oriented organizational and technical skills, including experience in managing multiple complex projects simultaneously.
- Must be able to lead and motivate teams with a variety of backgrounds.
- Must be proficient in MS Office, Excel, and Word. Experience with NS5 and Adonis is preferred.
- Must have strong written and oral communication skills.
- A level of fitness and stamina which allows for vigorous shipboard activity, irregular working hours and extensive travel is required. Specifically:
  - 10% to 35% of time will be spent on travel.
  - Must be eligible to obtain a Transportation Worker Identification Credential (“TWIC”) from the US Department of Homeland Security.
  - Must be eligible to enter Canada.
  - Must be able to travel to shipyards, ports and docks in the Great Lakes region.
  - Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Contact: Jennifer Pickens
Company: GATX Corporation
E-Mail: Jennifer.pickens@gatx.com
Website: www.gatx.com

Notes: Please reply in confidence with your resume and the title of the job to Jennifer.Pickens@gatx.com (HW11-14)
Position H: Manager, Safety & Health

Job Summary:
The Company operates a fleet of eighteen U.S. Flag commercial self-unloading free flowing bulk vessels in the Great Lakes region during the navigation season (April to January). This position strives to provide a safe and secure environment for the Company's employees, contractors, visitors and the surrounding community in cooperation with vessel managers and facility managers.

This position will interact with the Company's executive level management and will also have a dynamic player/coach relationship with vessel managers with regard to how compliance effectively achieved and sustained. This position will develop relationships with local U.S. Coast Guard representatives; Interact with labor representatives with respect to safety concerns; Coordinate inspections and training with contractors. This position has no direct reports.

Responsibilities:
- Manage the Company's safety and health programs for a fleet of eighteen ships with approximately 390 FTE marine positions along with 3 shore side facilities with 43 FTE positions. Maintain strong presence in the fleet; perform regular vessel and facility inspections to ensure compliance with federal, state, and Company regulations; and ensure that all vessel and facility employees receive required safety training. Manage emergency response for incidents and injuries whenever they occur at a 3-shift operation. Manage near-miss reporting system.
- Analyze and communicate safety performance (incident rate, training, lost-time injury) to all appropriate supervisors and managers. Establish and implement continuous improvement and process improvement plans based upon risk analysis to satisfy the Company's initiatives and site-specific needs.
- Control and communicate documents pertinent to the safety systems to all affected personnel including, but not limited to safety policies and procedures and all regulatory and corporate reporting requirements related to safety and health issues.
- Serve as the technical liaison for researching, analyzing, and communicating on risk and safety issues to regulatory bodies and the Company's management team.

Requirements:
- Bachelor's degree with concentration in science, engineering, operations or safety management.
- Minimum five years of progressive experience with responsibility at a division or company level in the EH&S field, preferably in a production or operations environment, in the areas of safety and health management, including regulatory compliance, auditing, and policy administration.
- Specific knowledge and experience with confined space entry, elevated work hazards, incident prevention, behavioral based safety concepts and industrial hygiene.
- Proficient in basic computer software (Excel, Word, PowerPoint, and Outlook).
- Certification by the Board of Certified Safety Professions as a Certified Safety Professional ("CSP") or Associate Safety Professional ("ASP") working towards CSP certifications is desired.
- Certification as a Competent Person with respect to fall protection management and confined space entry.
- Experienced in root cause analysis and near-miss reporting.
- Experience desired with the National Safety Council's Navigator reporting software.
- An advanced degree is preferred for this position.
- 10% to 35% of time will be spent on travel.
- Must be eligible to obtain a Transportation Worker Identification Credential ("TWIC") from the US Department of Homeland Security.
- Must be eligible to enter Canada.
- Must be able to travel to ports and docks in the Great Lakes region.
- Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

Key Competencies:
- Training experience and capabilities
- Results driven
- Technical expertise
- Communication
- Organizational Impact
- Customer Focus
- Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Contact: Jennifer Pickens
E-Mail: Jennifer.pickens@gatx.com
Website: www.gatx.com
Notes: To apply for this position click here (HW11-14)

Position I: Executive Assistant
Dorian LPG – Stamford, CT

Responsibilities:
- Manage external contacts for all Executives within the company with a focus on the CFO and the finance department.
- Assist other Executive leaders in global communications and assist and/or lead projects that are needed for the organization.
- Manage and anticipate the daily schedule of Executives, ensuring appointments and meetings are on time, making scheduled changes as needed.
- Develop and maintain a system that alerts to upcoming deadlines on incoming requests or events.
- Manage Executives’ travel arrangements and proactively coordinate the pre-planning of trips.
- Understand organizational policies and procedures necessary to ensure appropriate decision-making protocols.
- Prepare T&E reports on a timely basis.
- Work with fellow assistants and other executives regarding planning meetings and trips.

Minimum Requirements:
- Bachelor’s degree or equivalent experience.
- Minimum 5-7 years or equivalent work-related experience supporting C-Level Executives and experience working in a public company.
- Demonstrated ability to handle confidential information professionally and appropriately.
- Highly proficient in the following software programs: Word/Excel/PowerPoint.
- Extensive experience in administrative preparation.
- Extremely organized.
- Excellent written and verbal communication skills for internal and external communications.
**Position J: Chartering Manager**

This position is responsible for managing the efficient operation of the Chartering function through various activities, specifically dry bulk chartering, with a key focus on strategic customer and trade development.

**KEY RESPONSIBILITIES**

- Responsible for the marketing of owned tonnage to customers
- Negotiate voyage and time charters to achieve optimal returns
- Negotiate charter parties and ensure compliance by all parties
- Control and manage lay time calculation statements
- Provide voyage calculations and manage post fixture administration
- Update projection and fixture variance reports
- Provide access to new trades, channels and brokers
- Develop 3rd party business through tonnage and freight contracts

**Requirements:**

- Degree in Maritime Studies, Shipping Operations or other relevant degree
- At least 5 years of similar work experience
- Have sound knowledge of Charter Parties and possess an extensive network of contacts in the shipping industry
- Prior experience working within or managing chartering business or division.
- Detailed understanding of the bulk market, contacts and industry players
- Negotiation, communication and relationship management skills
- Very strong commercial acumen and track record of delivery in fast paced environment
- References: 2 references each from brokers, charterers and the industry

Company: Liberty Maritime
E-Mail: careers@libertymar.com
Notes: Please forward your resume for immediate consideration.

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**Position K: Superintendent Engineer**

The Superintendent Engineer is responsible for overseeing and coordinating the operation, repair, maintenance, and improvement of assigned company vessels, and to ensure they provide safe and reliable transportation for customers while complying with all applicable laws and regulations.

- Develop and implement cost effective maintenance and repair schedules for assigned vessels.
- Ensure vessels are being operated in accordance with all company procedures and manufacturer’s guidelines.
- Supervise, coordinate all maintenance and repair activities on company vessels, ensure that required materials will be available and that all work is completed in the allotted time and within budget.
- Supervise shipboard technical staff to ensure that each ship’s maintenance is being monitored, budgets are maintained, and all relevant class documentation is up to date.
- Work closely with the vessel’s Chief Engineer to ensure that fuel and cylinder oil consumption is optimized.
- Assist, as necessary, in investigating hull and machinery casualties to determine cause, remedy, and future preventative measures, coordinate the completion of all damage surveys.
- Verify the ship’s senior officers are following the company’s SMS. Review their procedures and operations during the time spent on board. Issue Non-Conformity or Observation reports, if required.
- Implement maintenance policy regarding division of work between the crew and work performed by shore side contractors. Review and recommend changes in the intervals for machinery maintenance aboard vessels, monitor and maintain planned maintenance programs (NS5), and ensure compliance with program goals.
- Maintain records of outstanding and pending repairs for future planned maintenance activities.
- Interface with U.S.C.G., A.B.S, and other regulatory bodies and/or agencies. Responsible for Vessel Documents being in order and current. Maintain records of certificates. Schedule and carry out surveys for regulatory bodies to keep all vessel certificates current. Keep the ships informed by sending the ABS status reports or surveys for their information and files.
- Review spare parts and stores requisitions for assigned vessels. Maintain repair records and review vessel inventory. Maintain proper inventory levels. Recommend quantity level of spare parts and update as required.
- Evaluate engineering and deck officers, recommend personnel for promotion and advancement. Fill out personnel evaluation forms on senior officers. This will normally be accomplished in their presence, discussing their strengths and weaknesses.

This position requires a degree in marine engineering from a maritime academy, an engineering license, sailing experience, and ship repair experience. Extensive travel (30%) is required.

Company: Liberty Maritime
E-Mail: careers@libertymar.com
Notes: Please forward your resume for immediate consideration.

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**Position L: Director of Operations**

The Director of Operations for Liberty Global Logistics is responsible for determining multimodal operational, vessel and logistics response; cargo planning coordination; manage and coordinate operational activities; interface with subcontractors and customers on all issues relating to operational performance; decisions as to modes of logistical considerations and selection of subcontractors; review price and service comparisons and negotiate service contracts; delegating to insure team cohesiveness and orderly work flow.

This position requires a four year degree and 10 years of industry experience in ocean transportation & logistics with a US Flag owner / operator. Experience in the operation and management of ocean going US Flag vessels in liner and tramp services is necessary. Extensive experience in US Department of Defense transportation projects to include SDDC, USTRANSCOM, and MSC is critical. Knowledge of all modes of transportation and experience in the coordination of multi-modal operations.
Position N: Vice President - Sales & Marketing

Position Summary:
Reporting to the President, VP of Sales & Marketing, is a key executive role within the organization. This person will be responsible for the sales team and the growth and maintenance of the new business within Q88. This person will work closely with the Product Leads, Support, Executive Staff, Marketing and Sales in managing the team whose job is to uncover new business opportunities, and growth within the Q88 target accounts. This role is crucial in the growth and development of Q88 by building and expanding on the previous successes of the company in recent years.

About Q88:
Q88 LLC operates Q88.com, Q88Dry.com, Q88VMS.com and Milbros.com which provide efficient tools and services to the maritime industry including oil tanker, dry bulk and chemical vessel owners, operators and managers. Our products include web based applications with data entry, management and reporting interfaces. We currently have over 1,000 clients and an aggregate fleet of over 8,000 vessels using our services.

Responsibilities:
- Create and manage to a quarterly and yearly business plan for the Q88 sales group. Sales is defined as first year revenue from a new client or selling a new solution into and existing account.
- Manage to meet or exceed the quarterly and annual booking and revenue goals within the Q88 sales group predictably. These numbers will be assigned by the CEO. Revenue opportunities within this group are defined as:
  - Recruit, Manage, Direct and Coach the direct reports for the Q88 sales based on the current Q88 sales coverage model and strategic account plans.
  - Ensure that the Q88 sales group follows the Q88 sales process and be able to effectively execute each of the milestones within that sales process.
    - All activity will be recorded in CRM of record
    - Maintain key funnel metrics, dashboards and reports
    - Provide to the CEO leading and trailing indicators for the Q88 sales funnel and forecast
  - Be the ambassador and eyes and ears for Q88
    - Learn about potential threats / competitive issues and bring those to the appropriate persons within Q88
    - Understand the needs and wants of the installed base
    - Understand new solution opportunities
    - Keep up with industry knowledge specific to Q88
    - Conduct periodic roundtables with specific customers
    - Attend customer and industry meetings and events. Attend user group meetings.
  - Assist the Account Management team with escalation and issues within the installed base.
  - Develop pricing policies, programs, including volume discounts and terms and conditions, for high-profile customers.
  - Provide regular communication and feedback as to the Q88 sales group to the Q88 executives and others.
  - Provide Executive leadership and point of contact within the Q88 sales group and specific accounts through:
    - Specific account meetings
    - Quarterly partnership meetings
  - Ability to work collaboratively with colleagues and staff to create a results driven, team oriented environment.
  - Attend and participate in key executive meetings and special projects assigned by the CEO.

Qualifications & Preferred Skills:
- 3-5 years of successful software SaaS sales management
- 3-5 years sales years experience with cold-calling/acquisition based selling and outside sales
- 4 year College or University degree
- Highly organized and able to follow/lead sales methodologies
- Ability to manage time efficiently while multi-tasking
- Serial networker and business savvy with an understanding of different markets, verticals, and business models
- Ability to have serious conversations around technical subjects, often times with executive-level employees
- Possesses excellent business etiquette and demonstrates knowledge of follow-up procedures
- Detail oriented, positive attitude, and the ability to prioritize tasks to fit deadlines
- Ability to work with cross-functional and extremely diverse teams to drive results
- Proven track record of achieving quota and closing deals
- Knowledge of SaaS model or other software products a plus
- Pleasant disposition and engaging personality with the ability to connect with a broad customer base
- Solutions based selling experience preferred
- Excellent verbal and written communication skills a must
- Takes initiative and strives to make a noticeable contribution to Q88 and your team
- Entrepreneurial, goal-oriented individuals and a self-starter who takes pride in what he or she does
- Entrepreneurial and curious with a business mindset
- Super-connectors and LinkedIn-savvy

Benefits:
In addition to a competitive salary, we offer a casual, collaborative atmosphere, creative work environment and the following benefits to every member of our team:
- Health/Dental (100% employer paid)
- 401K with matching up to 5% of salary
- 3 Weeks of vacation
- Generous bonus plan
- Complimentary lunch every Tues/Fri
- Thursday afternoon social hour
- Casual dress
- Weekly ping pong tournaments
- Fresh fruit (and some less healthy snacks)
- Soda, coffee and tea to keep the momentum going

Company: Q88 LLC
E-Mail: hr@q88.com
Notes: Please reply in confidence with your resume.
Position O: World Fuel Services is Growing!
Opportunities for Brokers, Traders, Marketing, Finance, HR, IT
We are a Fortune 100 company (NYSE: INT) with long-term, reputable presence in the maritime industry. Through our global team’s commitment to excellence, we are continuing to grow, thrive and capitalize on the many opportunities presented by an ever-changing market.
Join our winning team! Paste the following links into your browser:
• Recruiting at WFSCorp@wfscorp.com
• wfscorp.com/careers
• wfscorp.tms.hrdepartment.com/jobs/4123/Broker-TraderMIAMI-FL
Broker/Trader
Job Code: 4123
Division: Sales
Location: Various Locations Globally, Various Locations Globally Various Locations Globally US Various Location
Job Type: Full Time
Job Description: Position location is flexible and can be based at various locations
The Broker/Trader will lead directed marketing activities targeted at the acquisition of key customer accounts or the expansion of existing key accounts:
• Prospect for new business – direct research and analysis for identifying client opportunities and develop/implement action plans for moving forward
• Develop opportunities for contacting existing customers so as to remain “top of mind” and to renew contracts
• Understand customer needs and WFS value added thus enabling broker to accurately and competitively price deals
• Be a reliable point of contact for customer requests and transactions
• Monitor customer use of credit line and keep current on credit exposure
• Provide oversight for post-sales and operations support activities performed by more Junior Brokers or by operations support personnel
• Act as a team lead on Junior Brokers and Brokers activities
• Must follow company procedures for bringing on customers i.e. following credit procedures and internal policies
Job Requirements:
• Bachelor’s Degree (BS, BA, etc.)
• A minimum 2 years broker experience. Experience in oil or shipping industry
• Frequent travel on short notice; travel is an integral part of successful job performance; may be required to travel to remote or hazardous locations.
• Sales training, pricing strategy, understanding of oil market. Marine knowledge required

Education: Bachelor’s Degree
% of Travel Required: Significant
Company: World Fuel Services
Notes: See links above

Position Q: Bunker Broker/Trader Trainee
Merlin Petroleum has entry level position to work in busy Westport, CT office:
Candidate will:
• Train to be a bunker broker and trader and learn all aspects of marine fuels specifications, properties, pricing and delivery modes on a domestic and worldwide basis.
• Train to understand fuel pricing and how it affects fuel operations, costs and chartering
• Learn to place orders on existing government business
• Candidate must be fluent in English and have both excellent oral and written skills
• Additional Language skills a plus
• Must be good with numbers and calculations
• Must be focused, self-starter, willing to listen and think outside the box
• Must be able to work in a busy environment and be able to multi-task
• College degree a must

What you can expect:
1) Competitive salary with medical benefits
2) A job in an exciting and energetic industry
3) A place with a highly qualified team with a very strong company spirit and first class client base

Company: Merlin Petroleum, Westport, CT
E-Mail: bunkers@merlinpetroleum.com
Notes: Please send cover letter along with resume to: Merlin Petroleum Co., Inc.

Position R: Operations Manager
Stamford
Clipper Bulk Shipping is looking to add an experienced operator to our Stamford operations team. We operate a fleet of modern Supramax and Handysize bulkcarriers engaged in worldwide trading. You will be responsible for all aspects of vessel operations to ensure the smooth execution of time charters and voyage charters; coordination with owners, agents, masters, port captains etc; focusing on our customers needs; ensuring our charter party requirements are fulfilled; cooperation with all departments within our organization.
You should have:
• at least 5 years experience in operating bulk carriers
• proven ability to work within a team of dedicated operators
• fluency in English
• legally allowed to work in USA
Please send your resume/CV to jns@clipper-group.com. All applications will be treated in the strictest confidence. Only online applications can be accepted.

Position P: Bunker Broker/Trader
Responsibilities
• Broker and trade existing client base as well as develop new customer base.
• Help administer government contracts
Qualifications/Experience
• Minimum 3 years of bunker broking/trading experience with knowledge of worldwide bunker ports and domestic/international suppliers.
• Must have the ability to negotiate prices, understand market trends, and must have an understanding of ship operations and supply.
• Must be a team player who is able to work independently and willing to work evenings and weekends.
• Strong communications skills and proficient spoken and written English required. Additional languages a plus.
• Other shipping related experience will be considered.
Contact: Terri Ignozzi-Little
Company: Merlin Petroleum, Westport, CT
E-Mail: terri@merlinpetroleum.com
Notes: Please send C.V. to Terri Ignozzi-Little

Notes: See links above