PRESIDENT’S NOTES

It’s hard to believe that this is the last newsletter of 2016. No one can argue that it hasn’t been an interesting year in many respects.

From my perspective, 2016 has been very successful for the Connecticut Maritime Association. We had a great Conference in March, and compelling speakers at all of our monthly lunches, culminating in a wonderful presentation by Cesare d’Amico, the CEO of d’Amico Societa di Navigazione Spa. He gave a full room at The Yale Club in Manhattan some great insight into a variety of issues that ship owners face on a regular basis, from crewing and other technical issues, to new buildings, scrapping, and financing issues. We hope that Cesare found this event as interesting as we did, and look forward to more visits from him in the future.

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As we go to press this month, President-Elect Trump is busy with the transition process, and working on selecting his Cabinet Secretaries. With talk of Wilbur Ross as Commerce Secretary, and Elaine Chao as Transportation Secretary, this may prove to be an interesting time for those of us in the shipping business, considering the unique experience that these two have in international shipping. I cannot recall a Cabinet with two Secretaries with the sort of experience and contacts in shipping that Elaine Chao and Wilbur Ross have, so this situation is certainly worth paying close attention to.

As for your CMA Board, we are busy lining up speakers for the January and February luncheons in Darien, and we are already having discussions about Shipping 2017, which will be here before we know it. There are still a few sponsorship opportunities available at the Conference, as well as opportunities to advertise. Contact Lorraine Parsons if you want to look into these opportunities.

Our annual Holiday Party will take place at Sign of the Whale in Stamford, from 6:00-10:00 on Tuesday, 13 December. While we do ask that you RSVP, the event is free of charge to all CMA members in good standing, so please make certain that your membership is up to date! As usual, we will be collecting toys for the U.S. Marine Corps Reserve sponsored “Toys for Tots” program, so we do ask that all members attending please bring a new, unwrapped toy to donate, so that we can do our part to make Christmas for less fortunate children a little bit brighter.

Finally, on behalf of your CMA Board, I hope that all of our membership are wrapping up a successful 2016, and we wish the whole CMA community a Happy, Healthy and Prosperous 2017! We look forward to seeing you at the Holiday Party, and at our events in 2017!

Joe Gross

Let me be the first to wish you a Happy Chanukkah, a Merry Christmas (celebrated the same day this year) and, jumping ahead, a Happy and Healthy New Year.

In this issue I am happy to note we have a guest article from Lyn Harris of NAMEPA describing a new program named “A SOUND FUTURE- The BLUE PLAN”. The forum, “Shaping a ‘Sound” Future with the Long Island Sound”, was held at

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**THE CMA HOME PAGE ADDRESS IS**
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**FROM THE EDITOR**

Let me be the first to wish you a Happy Chanukkah, a Merry Christmas (celebrated the same day this year) and, jumping ahead, a Happy and Healthy New Year.

In this issue I am happy to note we have a guest article from Lyn Harris of NAMEPA describing a new program named “A SOUND FUTURE- The BLUE PLAN”. The forum, “Shaping a ‘Sound’ Future with the Long Island Sound”, was held at
Norwalk’s Maritime Aquarium on November 16th. The study/plan speaks to the uses of Long Island Sound, from the 10 ft depth curve and deeper, is a localized version of marine spatial planning espoused by the World Ocean Council and NOAA Regional offices. This is just the first public hearing on the project, and it will be very interesting as it unfolds. I suggest that you log onto the plan’s website. The URL is at the bottom of Lyn’s article. The goal is to engage everyone who lives or works on the Sound.

My own view is that while this study can be very useful to stakeholders of all kinds, having seen how the mission of the Long Island Sound Study (1999 - ), and the Long Island Sound Waterborne Transportation Study (report issued November 2005) resisted any plans to use Long Island Sound commercially, it is hard to see how it will sell with commercial stakeholders – fishing, ferries, barges and ships, offshore wind farms, etc.

In the meanwhile the Maritime Aquarium itself is reported to have financial problems and the plans to relocate the Norwalk railroad bridge are under attack in the local press and courts. The new Norwalk Harbor Keeper tells me the replacement of the MetroNorth “Walkway” Bridge could cost $1 Billion, negatively impact SONO (South Norwalk restaurants), disrupt rail commuters and probably require destruction of the IMAX Theater. I hope the Blue Plan can sustain citizen interest while all this takes place.

In this issue you will find some links to Cyber Security tools put out by the US Dept of Homeland Security (DHS). The US Coast Guard also put out a very interesting paper on Cyber Security on Oct 25th in their daily blog “COAST GUARD Maritime Commons”. I strongly recommend taking a look at that blog regularly. Just Google: Maritime Commons. There is a lot of information there.

I hope you can attend the CMA Christmas Party on December 13th at the Sign of the Whale. It has always been a fun time and an opportunity to see old friends and make new ones. Meet the new Executive Director of the Connecticut Port Authority, Evan Matthews, who will join us. I’ll see you there.

Best wishes for a wonderful holiday season.
Don Frost
**MEMBERSHIP NOTES**

We are pleased to announce the names of the applicants for membership received during November. Welcome aboard.

Mr. Michael D Boule, Technical Superintendent, APL Maritime, Rockville, MD

Mr. Andrew N. Davis, Partner/Chair of Environmental Practice, Shipman & Goodwin LLP, Hartford, CT

Dr. Han Deng, Attorney, Reed Smith LLP, New York, NY

Mr. Jonathan DeRosa, Sales and Trade, Plaza Marine Group, Manasquan, NJ

Mr. Philip Hadjisoteriou, Client Manager, Lloyd's Register, Iselin, NJ

Ms. Allison Rose Martin, Case Assistant, Reed Smith LLP, New York, NY

Mr. Matthew Joseph Migliozzi, Student, Webb Institute, Glen Cove, NY

Mr. Raji Mosa, Student, SUNY Maritime College, Throggs Neck, NY

Mr. Joakim Brevigh Nilsen, Investment Banking Associate, Deutsche Bank, New York, NY

Mr. James Thomas, Managing Partner, Thomas Maritime, Stamford, CT

Ms. Julie Pateman Ward, Counsel, Norton Rose Fullbright US LLP, New York, NY

We hope to see you at the Holiday Party. Please don’t be shy. Introduce yourself. We want to get to know you.

*Greg Kurantowicz, Membership Committee Chair*

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**CMA HOLIDAY PARTY –**

**TUESDAY EVENING, DECEMBER 13, 2016**

We invite our members to Come Celebrate the Season with us at the CMA Annual Holiday Party on Tuesday evening, December 13, 2016 from 6pm until 10 pm. This year we have an exciting new venue to share with you, which is **Sign of the Whale**, 6 Harbor Point Rd, Stamford, CT 06902, where we have held some very successful CMA Happy Hour events during the past year. The entire restaurant will be ours for the evening and note that there is plentiful surface lot and street parking close by, and that for evening events you can also park in the garages at Harbor Point, one which is right around the corner to SotW. If you arrive before 6pm just say you are going to SotW, and if after 6pm the barrier will be up anyway.

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:

**Full Open Bar | 4 Hours**

**Appetizers**
6:00-7:30PM

- Mini Crab Cakes with house tartar sauce
- Shrimp Skewers with old bay seasoning
- Chipolte BBQ Beef Empenadas with Argentinean chimichurri
- Cheeseburger Sliders
- Hand Cut Truffle Fries with parmesan reggiano and truffle aioli
- Fig & Prosciutto Pizza – black mission fig spread, bleu cheese, gryuere, caramelized vidalia onions
- Cheese Pizza with seasonal vegetables

**Raw Bar Tower – Jumbo Shrimp, Little Neck Clams & Oysters**

**Dinner Buffet | 7:30-8:30PM**

- Classic Caesar Salad with parmesan and garlic croutons
- House Salad – baby greens, julienne vegetables, shaved parmesan and sherry-thyme vinaigrette
- Chicken Marsala – wild mushrooms and marsala jus
- Buccatini Bolognese – slow cooked meat Bolognese, basil oil, fine herbs, ricotta cream
- Cedar Roasted Salmon – lemon smoked, paprika beurre blanc
- Roasted Root Vegetables
- Roasted Rosemary & Fennel New Potatoes

Have we convinced you to join us??!!

This event is free of charge to CMA Members but RSVPs are required.

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 Emilie Engh at Tel: 203-406-0109 Ext 3725 or Lorraine Parsons at Ext 3717, or email EEngh@marinemoney.com or conferences@cmaconnect.com.

We look forward to a festive evening!
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March 20-22, 2017 – Stamford, CT

Happy Holidays
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Singapore +65.65497230
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110 CMA Members and Guests came to The Yale Club last month to hear a timely lunch presentation by Cesare d’Amico, CEO of d’Amico Società di Navigazione S.p.A. All who attended enjoyed the speech and the lunch. This was our 5th Annual lunch in NYC and has become a regular fixture on the CMA Event Calendar.

Thank you to Cesare, to the d’Amico team, to all who attended and also to your pre-lunch reception sponsors, Host Agency and Q88, whose generosity was much appreciated.
The Department of Homeland Security Office of Cybersecurity and Communications has issued two tools to help organizations.

CYBER RESILIENCE REVIEW (CRR) –
(http://www.cert.org/resilience/rmm.html)
A free assessment tool can be downloaded at
(www.us-cert.gov/ccubedvp/self-service-crr)

CYBER SECURITY EVALUATION TOOL (CSET)
Download CSET at
(https://ics-cert.us-cert.gov/Downloading-and-Installing-CSET)

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. They include widely varied cargo interests as well as those who design, finance, build, crew and regulate ships.

CMA’s annual Trade Show and Conference, March 20-21-22, 2017, will feature a session entitled “Student Research Presentations on the Business of Shipping” on Tuesday, March 21, 2017. To qualify a student must be an individual working towards a Bachelor or Master’s degree in a US university.

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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 industry. Three papers will be selected and awarded a certificate, with a first place award of $2500, second place award of $1500, and third place award of $1000. The awards are courtesy of d’Amico Shipping Group.

All topics covering the “Business of Shipping” are acceptable. Possible topics that 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 their 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 its effects on the shipping industry?
- Vessel operating issues – for example, crew recruiting, retention and education
- Ship waste disposal; environmental ship scrapping; population growth and migration and their impact on demand for resources
- Piracy – risks, results and solutions
- The environment – regulations and technological solutions
- Others, such as: the Maritime Labor Convention and emission issues

Submit your paper and presentation by January 09, 2017. Submissions are to be e-mailed only. Feel free to contact Professor 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

By Ms. Lyn Harris
Chief Operating Officer
North American Marine Environment Protection Association (NAMEPA)

The first open meeting for the Long Island Sound Blue Plan was held at Norwalk’s Maritime Aquarium on Wednesday, November 16th. It was well attended with over 200 people joining the forum. Rob Klee, commissioner of the Connecticut Department of Energy and Environmental Protection (DEEP) and chairman of the Blue Plan Advisory Committee led the meeting.

Rob began by thanking all for coming to learn about, and take part in, the process. The Blue Plan is part of a state-mandated effort to develop a marine plan that will inform the public and industry about the Sound now and in the future. Stakeholders who are impacted by the Long Island Sound are invited to participate and communicate with questions, concerns and comments at every step of the way. It is crucial to the process and to developing a plan that will be effective for the long term.

The film “Ocean Frontiers II: A New England Story for Sustaining the Sea,” which details the process used by Rhode Island in developing their region’s marine spatial plan, was shown to the audience. A panel discussion and question and answer session with stakeholders and members of the advisory board followed.

Questions were taken from the audience. There was concern that the focus is too narrow or that not all would be represented. Would there be loss of access? What if cables are laid across the sound floor? What about alternate fuel sources? How will it all affect “us”?

A strong emphasis was placed on how the public and stakeholders can be involved in shaping the plan’s outcome. People who live and work in the coastal areas of both CT and NY interact with the Long Island Sound daily. The plan is to protect traditional uses of Long Island Sound, marine life and existing natural resources and
develop new uses such as offshore wind farms that are compatible with the future needs of the region.

In these beginning stages, there are questions and concerns from the public and stakeholders about the outcome of this plan and how it will affect our communities, businesses and natural resources. There is a lot of work to be done; collecting current data, measuring and comparing, collaborating and establishing a science based plan. It is in the interest of all parties to participate. Be sure to join the efforts and put in your comments to: www.ct.gov/deep/lisblueplan

MY LIFE IN THE ROYAL NAVY
- 1899-1947

A SAILOR’S STORY - PART 40

By Commodore Hugh Turnour England

Western Europe after the War

Holland

I think Holland had suffered in much the same way as Norway during the German occupation and I never heard any complaints from the Royal Netherlands Navy of any difficulties in controlling the German personnel employed on sweeping the minefields. I have always admired the Dutch as sailors and found their naval officers very easy to work with.

My visits were mostly to The Hague, but later on when Maysie and Zoe joined me we stayed a night in Amsterdam, a very attractive city with the canals and lovely old buildings. I was very struck by the quick way they cleared up the mess at The Hague left by the German occupation and recollect how on my second visit Naval Headquarters were spic and span, whereas a week or two earlier black outs were up and they looked entirely different.

We made many friends at The Hague including Colonel and Mrs. Van Anrooy, who kindly gave a party for us when we were passing through the town on our way to Paris later on with Maysie and Zoe. They were a delightful couple and the Colonel had become famous for having penetrated deep into the Russian zone to recover the body of a Dutch patriot who had been brutally murdered by the Germans. Sadly he was killed in a motor accident not long after they had entertained us, but we got to know his wife, May, very well and she stayed at Dunany when she was head of the Dutch War Graves Commission. She is a very nice person and I still hear from her regularly at Christmas.

A lasting memory for me is the marvelous pictures by Franz Hals and Rembrandt in the galleries at The Hague which the Germans did not appear to have touched.

Our family tour

A short account of our tour through Denmark, Germany, Holland, Belgium and finally to Paris, I think may be interesting. It all came about through the kindness of Hooky Walker, who turned a blind eye to the regulation at that time not allowing families to join their husbands in Germany, permitted me to get Maysie and Zoe over and join me in Hamburg. Joy was already in Germany with her mobile library.

We started by touring Denmark which I have described briefly and enjoyed very much. Then we went South through Frankfurt and Wiesbaden to Munich, calling on the way at Chimensee (spelling rather doubtful), a beautiful lake were we stayed a night at what had been one of Hitler’s youth hostels then being run by the Americans charging 50 cents a day. It was a very nicely fitted out hostel and there we visited the mad Bavarian King’s castle in the lake, a fantastic place modeled, I believe, on the Palace of Versailles. The King had his meals brought up through a hole in the floor from the kitchen below as apparently he could trust few of his servants.

From Chimensee Lake we drove to Hitler’s mountain resort, Berchtesgarten. Situated in quite wonderful scenery it was intensely interesting. My slightly scurrilous coxswain removed some tiles from Hitler’s toilet as a momento! Going on from there we went to Munich and I had intended going to Vienna, but it was winter and the roads became dangerously icy so I gave up this plan and at Salzburg we turned around and returned to Hamburg. It was an interesting excursion which, I am sure, was enjoyed by us all.
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 $300. 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

Candidate 1: Seeking New and Exciting Opportunities
Spirited and Analytical Team Player, US Citizen of 100% Greek Maritime Heritage, seeking new and exciting opportunities within: shipping logistics, operations, technical coordination, risk management, insurance, surveying, or charting...

Maritime Work Experience
- Marine Surveyor (2 years)
- Insurance Condition and Valuation underwriting of Yachts and Small Craft
- Practicing USCG, NFPA and ABYC Standards
- www.EastCoastMarineSurveyors.com

Commercial Marine Underwriter (10 years)
- Handled front line underwriting, issuance and production of all MY (Boat & Yacht) policies written Nationally for Liberty Mutual Insurance.
- Managed a profitable book of marine and marine contractor business for a large MGA of Swiss Re.
- Course Work AMIM 121, 122.
- AICPCU Marine Underwriter CE’s

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

Maritime Education
SNHU: MBA, Project Management
- 3.8 GPA
- Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel

Bentley University:
- BS, Finance

Navtech:
- Accredited Master Marine Surveyor, AMMS
- Ship and Large Yacht Structures
- Accident and Fraud Investigation
- Cargo
- Inspection of Fishing Vessels

- Commercial ABS

Swiss Re Academy:
- Marine Intermediate Certificate
- Marine Hull
- Cargo
- Marine Liabilities

Ocean Classroom:
- Semester at Sea Graduate

Contact: Evan Sideris, MBA, AMMS
Cell: 617 694 1594
E-Mail: Evan.Sideris@gmail.com (S15-08)

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering
Seeking internship and future opportunities, 5 years world-wide tankersailing experience, Masters student at Texas A&M University.

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

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

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

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

Contact: Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy18@tamu.edu (S16-04)
Candidate 4: Upcoming Graduate looking for entry-level position.

Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage. Ship Brokerage and sales
I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.

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

I am willing to work within the New York, New Jersey AND Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.

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

Candidate 5: Recent Graduate looking for entry level position

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

Contact: Eric Peterson
Email: e182588@gmail.com

Candidate 6: Licensed attorney with vessel operations and insurance defense experience

I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.

E-Mail: lawandanchors@gmail.com

Candidate 8: Recent Graduate looking for entry-level position

Recent Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking a entry level position in ship brokerage, market research or marine Insurance.

In the summer of 2014 I Interned at MJLF & Associates where I rotated between the clean & spot ship brokerage departments. I hope to continue this career path and I am eager to learn more about the industry.

Resume available upon request.

Cell: 914 552 0072
E-Mail: Timothykaz.11@sunymaritime.edu

Candidate 13: Looking for position/internship in operations at a shipping company

Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.

Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen's Church Institute in Port Newark, NJ. Co- wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region

Email: migel.pritchard@gmail.com, robertpri.14@sunymaritime.edu

Candidate 13: Looking for position/internship in operations at a shipping company

Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.

Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen's Church Institute in Port Newark, NJ. Co -wrote article for the Greek magazine "Shipping International" titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region

Email: migel.pritchard@gmail.com, robertpri.14@sunymaritime.edu

Cellphone: 646-378- 8446

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: Chartering Manager

The Woodlands, Texas
or Rotterdam, the Netherlands

Summary

Oxbow Energy Solutions LLC is a subsidiary of Oxbow Carbon LLC and is one of the world's largest recyclers of refinery and natural gas bypro­ducts. Oxbow upgrades, handles, transports and sells petroleum coke and sulphur into markets where they can be used to produce aluminum, steel, electric power, fertilizer, cement and other critical products for the world economy.

Essential Job Duties

- Manages transportation services to facilitate the movement of dry bulk products to customers around the globe.
- Oversees day to day chartering activities including running voyage calcula­tions, negotiating voyage charters, time charters, and COAs.
- Works with operations team to maximize voyage results.
- Prepares freight market reports and analysis.
- Supports internal network of traders with freight rates, contract review, and market information.
- Develops and maintains strong working relationships with internal and external customers and brokers.

Knowledge, Skills, and Abilities

- Communicates clearly and concisely in a variety of communication settings and styles. Effectively tailors the message to the needs of the audience. Fluent in English and preferably another language.
- Establishes goals and objectives which are specific, measurable, achievable and relevant.
- Lays out work in a well-planned and organized manner, proven ability to work effectively within a multi-national team.

Education and Experience

- Bachelor degree in maritime, trade, or related discipline, or similar sta­tus through experience.
- 1-3 years chartering experience with demonstrated success.
- Permitted to work in USA or EU.
- Familiarity with oil majors operating policies and in-refinery services.
- Independent judgment and decision making ability.
- Knowledge of port operations, barging, documentation, and inland logistics for bulk materials.
Physical Requirements
- Typically sits or stands for extended amount of time in front of a computer.
- May be required to move about to coordinate work.
- Ability to communicate or exchange ideas by means of verbal or written word to impart information to clients or to the public and to convey detailed instructions to other workers.
- Work may require occasional weekend and/or evening work.
- Must be able to travel as needed.

NOTE: This job description reflects the company's assignment of essential functions; it does not prescribe or restrict the tasks that may be assigned. Assigned tasks are subject to change at any time due to company discretion, job requirements, reasonable accommodation or other reasons.

Oxbow Carbon LLC is an EOE/ADA employer
Company: Oxbow Energy Solutions LLC
E-Mail: Jennifer.Schmidt@oxbow.com
Notes: Qualified candidates: Email resume and cover letter.

Position B: Freight Trader
Louis Dreyfus Company, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Trader to join the Freight Department in the Wilton, Connecticut Office. This position will enhance the Wilton freight team securing market coverage /interaction within global freight Panamax team as well as internal platforms.

Primary Responsibilities/Essential Functions
- Work closely in Global Panamax Team covering spot forward freight pricing, freight chartering and arbitrage
- Use FFA trading/hedging tools to enhance exposure.
- Active contribution to analysis of market flows/fundamentals in team discussions / trading strategy.
- Initially focused on internal flows to development of external markets (COA)
- Participate in Panamax chartering both TC & voyage
- Softmar entry and record of fixtures
- Close liaison with internal platform re logistic requirements
- Price designated business for internal trade
- Update of SharePoint files

The following are the required qualifications:
- Bachelor's Degree in Business or Related Field
- 2-3 years chartering experience
- Good knowledge of operations including stow plan/bunker economics.
- Knowledge of economic principles, accounting practices and financial markets.
- Knowledge of transportation and documentation procedures, including import/export and chartering party documentation.
- Proficient with MS Excel
- Effectively communicates with colleagues and business associates both verbally and in writing.
- Performs advanced mathematical calculations, including statistical calculations and analysis.
- Uses logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Prioritizes multiple tasks in order to meet deadlines.
- Analyzes data in order to solve problems and/or make decisions.

The following are the preferred qualifications:
- Proficient with Softmar computer program
- Fluent in Spanish or other 2nd language

Working Conditions
- Fast Paced Trading Floor Environment
Contact: Ms. Marley Marcinczyk
Company: Louis Dreyfus Company
E-Mail: LDCWLTHR@ldcom.com
Website: www.ldcom.com
Notes: Please email Ms. Marley Marcinczyk, Human Resources Generalist with any questions.
LDCWLTHR@ldcom.com
For consideration, please upload resume here

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

Main Responsibilities
Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day charter management of his vessels and ensure compliance with all terms of the time charter parties.

Experience: Minimum: 3 years experience in operations and/ or chartering departments of a parcel tanker company. Some sailing experience preferred. The candidate must have good computer and writing skills.
Company: MT Maritime Management (USA) LLC
E-Mail: DCarroll@MTMaritime.com
Notes: Interested candidates should email their resume with cover letter.

Position J: Senior Financial Analyst
A well-established and growing Stamford, CT-based private equity fund management investment advisor with a proven track record that provides structured asset based credit financings to the maritime and offshore oil and gas industries is seeking a senior financial analyst to perform credit analysis and support investment origination and portfolio management.

Requires strong modeling and financial analysis skills as well as experience in valuations. Formal credit training is preferred. Knowledge of maritime and offshore industries as well as fund management industry a plus.

A strong foundation of hands on work in excel and powerpoint required. Position involves extensive interaction with founders and senior management with opportunity to evolve after several years into a client facing origination role.
Company: Northern Shipping Funds
E-Mail: RL@NorthernShippingFunds.com
Notes: Send resume and cover letter

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