UP COMING EVENTS

SAVE THE DATES

FEBRUARY 2014
Thursday, February 27, 2014
CMA Monthly Speaker Luncheon
Speaker: Øivind Lorentzen, III, CEO, SEACOR Holdings Inc.
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Pre-lunch Reception and wine at lunch
sponsored by:
Reception: 12 Noon – Seating for Lunch 12:45 pm
Members: $45 per person / Non-Members: $50 per person

MARCH 2014
Monday, March 17-
Wednesday, March 19, 2014
CMA SHIPPING 2014
Hilton Hotel, Stamford, CT
http://www.shipping2014.com

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

PRESIDENT’S NOTES

As described in Wikipedia, the “Richard Dimbleby Lecture” is a lecture delivered by an influential business or political figure, that has been given almost every year since 1972. Previous speakers include such luminaries (to name just a few) as Bill Gates, Prince Charles, Sir Ian Blair and Bill Clinton; and this year (Feb. 3, 2014) it was Christine Lagarde – the Managing Director of the International Monetary Fund.

If you haven’t seen or heard of Ms. Lagarde, I would recommend you make a point to do so, you would be hard put to find a person who, in a position which attracts intense

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international media scrutiny, maintains an incredible poise and calmness which is firmly cemented in a profound knowledge of economics and international business relationships.

The stated focus of her lecture was the future of the worldwide economy, but to understand where the economies are going she first takes us into the past, starting a century ago in 1914 and the 30 years of disasters that followed until her stated turning point of 1944, where 44 nations met at Bretton Woods and “...the original multilateral moment” occurred.

In her persuasive view, the seeds planted at that meeting were a huge part of the reason that, coming through our recent economic crisis, we did not slide into “another Great Depression”, protectionism was rejected and cooperation was maintained.

Whether the cooperation is local, National or International - isn’t that at the core of our Maritime Industry? And should we not also learn from our past to chart our future? And what type of future do we want as our legacy?

Ms. Lagarde then proceeds to set out a proposal for “..a strengthened framework for international cooperation”, one which could just as easily be applied to our Industry.

This, she describes, is the “new multilateralism for the 21st century.”

International communications and financial links have grown like never seen before, and world trade, she says “…has grown exponentially. We are now in a world of integrated supply chains, where more than half of total manufactured imports, and more than 70% of total service imports, are intermediate goods or services. A typical manufacturing company today uses inputs from more than 35 different contractors across the world.”

It is no wonder that the world needs our Maritime Industry!

But, inherent in this superfast communications highway there is a word of warning, small or seemingly inconsequential mistakes or “tensions” can spread in an instant, negatively impacting decisions or values which otherwise would have not been in any way affected.

Ms. Lagarde points out a paradox, whilst our communications have brought us all closer globally, the “megatrend of our time is the shift in global power from west to east, and
from north to south from a few to a handful, to a myriad”. This is easily comparable to the growth of the southern and eastern shipping companies and their accelerating influence in the maritime world. So, although closer in connectivity, power, influence and decision making have been dispersed more widely.

It is this growing diversity in power, influence and trade that makes the CMA so extremely important, we talk to all parts of our industry. Come to our conference in March and experience it for yourself.

Demographic shifts, environmental degradation and income inequality are all examined further by Ms. Lagarde, and I would thoroughly recommend the reader to take the time to read it in its entirety as I do not have the space in this article.

Some interesting further points:
...in 30 years time there be about two billion more people on the planet including three quarters of a billion over the age of 65.

..By 2030, almost half of the world’s population will live in regions of high water stress or shortage.

...in terms of population...we expect Nigeria to surpass the United States.

Ian Workman / President

NEW

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Ship Owners • Fleet Operators • Pool Managers • Technical & Commercial Managers • Charterers
Operations • Claims • Finance • Pool & Fleet Management • Maintenance • Technical • and More!
Chambers of Commerce was held at the Waldorf Astoria February 4, 2014. Once again the sponsoring organizations invited CMA. This was the 20th anniversary year of this event and this was perhaps the best yet. Our thanks to the NA/HA Chambers for including us. The theme of the presentations was one of cautious optimism while warning of the plethora of challenges that the industry is facing today and in the near future. CMA’s Shipping 2014 (March 17-19th) will also address the challenges perhaps in a bit more depth. I hope you can join us and add your expertise to the mix. None of us is as smart as all of us.

In December 2013 (pages 9-11) I wrote about the MARAD sponsored National Maritime Strategy Symposium (Jan 14-16, 2014). This month I have written a summary of that Symposium mostly based on media coverage of the event. Some of you attended the event and I’d like your input.

By the way there was a follow-up event in Cleveland February 3-5, 2014 which was focused on rejuvenating US shipping on the Great Lakes. The event was titled “Great Lakes Quarterly Waterways Conference”. One attendee reported “The event was not a MARAD affair but rather a conference which used to be Coast Guard sponsored, but now, due to bureaucracy and budget constraints, Coast Guard could not do it. It was produced by people from the Passenger Vessel Association.” While the idea behind the MARAD DC event, was to solicit input from stakeholders, save for a few commercial representatives over the 3 days, the presenters were policy makers and agencies recommending policies.

—Don Frost

**Membership Notes**

We are pleased to welcome some new members.

Mr. James F. Buchanan, Partner, Welder Leshin LLP, Corpus Christi, TX

Capt. John Ed Carr, VP - General Manager Houston LNG Office, Mitsui OSK Bulk Shipping (USA) Inc., Houston, TX

Mr. Woodrow Gaskin, Fairfield, CT

Mr. Devarayalu Gomatam, Technical Manager, FML Ship Management Limited, Cyprus

Mr. Jack Grogan, Commercial Director, Bunker’s Corp, The Woodlands, TX

Mr. Frank L McNiff, Partner, Welder Leshin LLP, Corpus Christi, TX

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With AWT’s latest BVS onboard weather system, ship’s masters can now benefit from high resolution weather data.

www.awtworldwide.com
Each year a portion of the CMA Board of Governors reaches his or her term limits as defined by the By-Laws. Elected terms are for two years and there is a limit of two consecutive terms. Elections are held at the Annual General Meeting in April. Our By Laws call for the formation of a Nominating Committee which usually is published in the February Newsletter. Our Treasurer and Social Chair have reached their term limits otherwise two incumbents (Membership and Communications) are eligible for re-election. The Committee’s proposed slate will be published in April.

The Nominating Committee is chaired by a sitting member of the Board of Governors not up for election. This year the Committee is comprised of:

David Fillis (Chair of the Planning and Administration Committee) - Charles R. Weber & Co.
Molly McCafferty, (former VP) - Clipper Bulk
Ranbir Thukral - Duff & Phelps
Ann Cipoletti - World Fuel Services

CMA ELECTIONS 2014

We hope to meet you at a luncheon soon and please try to join us for even part of Shipping 2014.

Brian Robinson, Membership Chair
The Connecticut Maritime Association Presents

SHIPPING 2014
North America’s Premier International Shipping and Trade Conference and Exposition

March 17, 18 & 19, 2014
Hilton Hotel, Stamford, Connecticut

13 sessions 3 days 2,500 people

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WISTA USA’S Ninth Annual Luncheon
at the CMA Shipping 2014 Conference

MONDAY, 17 MARCH AT 11:30 A.M.
HILTON STAMFORD HOTEL | BALLROOM II
STAMFORD, CT

Guest Speaker:

KATHARINA STANZEL
MANAGING DIRECTOR, INTERTANKO

Katharina Stanzel entered the shipping world in the late 1990s after training
and working for years as a marine ecologist.

She spent 10 years as a Technical Advisor for the International Tanker
Owners Pollution Federation (ITOPF), providing onsite assistance during
ship-source pollution incidents involving oil and other hazardous and
noxious substances. Kathi then joined the International Oil Pollution
Compensation Funds (IOPC) where she provided technical and scientific
expertise to the Director and acted as claims manager and deputy for the Head of the Claims
Department.

In late 2010, Kathi joined INTERTANKO as Deputy Managing Director, responsible for
strategic work and external advocacy plans, budgeting and the day-to-day management of the
Association, as well as the liaison with members, governments and administrations. She was
elected as Managing Director in the spring of 2012.

Kathi was the recipient of the 2012 Personality of the Year Award at WISTA International
Conference in Paris. We look forward to welcoming her and you to WISTA USA’s Ninth
Annual Luncheon.

Cost of ticket:

WISTA members - $55
Non-members - $70

PLEASE RSVP TO:
Marlene Boyer
wistausa@gmail.com

Please make checks payable to
WISTA USA and send to:

WISTA USA
C/O Marlene Boyer
BLT Chembulk Group
The Delmar
175 Rennell Drive
Southport, CT 06890

WISTA Luncheon registration is
separate from registration for CMA
Shipping 2014. Payment may be made
by check or credit card. If you wish
to pay by credit card, please contact
Parker Harrison at 904-727-2107
Advance payment is encouraged, but
will be accepted at the door: payment
is due regardless of attendance. All
WISTA members are invited to sign up
for CMA Shipping 2014 at the reduced
CMA Member rate.

Please visit:
www.shipping2014.com
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For more information, please visit: www.wista.net

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Whether we like it or not, the pace of change in the shipping industry has never been greater. In a world of continuously shifting trades, complex global economies, new means of oil production, consumption and sources of manufacturing, new technologies, decision-making is pressurized. Stakes are rising.

The United States is fast becoming the world's leading producer of energy. Faced with punishing bunker prices and inadequate freight rates, vessel speed is the key delta for capacity growth. Successful tapping of capital markets rewards an omnivore's tastes and a sprinters aptitude. ECA zone deadlines shift distillates from a cargo to a fuel overnight. Environmental regulations are rapidly changing ship design and operation. Technological solutions are dizzying in number and selection. Transfer of data and information between ships and markets is instantaneous. Good crew go swiftly. Freight volatility snaps heads like a whiplash. ECO ship designs multiply like "juiced" cells. Social media has altered a 24/7 industry into a perpetual 1440 minute dash. A twenty-five year ship is considered old at fifteen, yet can move faster than the younger new deliveries.

The CMA program in March is a feast of information that helps answer the question, where is your money: on the tortoise or the hare?

The shipping business is an industry of bold professionals who make BIG decisions daily. The CMA is honored to host so many visionary "Decision Makers" in a multi-dimensional conference, which it hopes will contribute to your success.

Visit the show website www.shipping2014.com for all the details and to register.

We take delivering a useful, commercially valuable and busy three days for you very seriously. If there is any aspect of the event we can elaborate on for you, please do not hesitate to contact us. We want your stay to deliver meaningful value and whether you are attending the conference or just visiting the exhibits, we are committed to your success.

Along with our sponsors, exhibitors and speakers, we look forward to welcoming you to CMA Shipping 2014 in March.

Again, please visit www.shipping2014.com to view more on all aspects of the event, which is developing daily, and to register.

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Assistance Network (ISWAN), Future Care Inc., TOTAL Lubmarine – a very diverse and interesting group of companies with worthwhile stories to tell and many more to come!

MONDAY, MARCH 17, 2014
WISTA USA Luncheon
Women’s International Shipping & Trading Association USA’s Ninth Annual Luncheon at the CMA Shipping 2014 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Katharina Stanzel, Managing Director of INTERTANKO will be the keynote speaker. Last year's event was sold out, so register early by contacting Marlene Boyer at wistausa@gmail.com. WISTA Members $55 Non-Members $70

CMA Shipping 2014 Opening Cocktail Reception – 5:30pm-7:30pm - $25 for members, $45 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press etc. Please note that anyone coming in after 4:30 pm and not included in the categories noted will be charged the fee to attend the cocktails.

TUESDAY, MARCH 18, 2014
The Ninth Annual CMA Shipping Job Fair
Where: Hilton Stamford Hotel, First Stamford Place, Stamford, Connecticut
When: Tuesday, March 18, 2014 – 5:30pm-7:30pm
Who: Maritime-oriented students, companies, and professionals seeking growth.
What: A venue for maritime companies to meet, mingle and discuss with prospective employees ranging from students to experienced professionals in conjunction with a prestigious international industry event.
Companies: We will welcome around 10 companies looking to hire and as of today’s date Cargill, Faststream Recruitment, Flagship Management, Heidmar, KPI Bridge Oil, Spinnaker Consulting and SUNY Maritime College Graduate Program will all be represented with table-top displays.

We anticipate well in excess of a hundred or so undergraduate and graduate students drawn largely from tri-state area and New England maritime academies, in addition to a contingent of the thousands of industry professionals in attendance at Shipping 2014 that wish to explore opportunities for personal growth. Light refreshments will also be available.

Typically schools hold job fairs to try to draw prospective hirers into meeting students preparing to graduate. By holding the fair in conjunction with Shipping 2014, the CMA seeks to reverse that, inviting students to the venue where the hirers are congregating. Registration for students is FREE. But an RSVP is a must! Please contact Lorraine Parsons by email at conferences@cmaconnect.com. If you are at Shipping 2014 please feel free to stop by the event during Tuesday’s cocktail reception. For companies looking to hire, the cost of a table-top display at the Job Fair is $250 and is complimentary if you are already exhibiting at the show.

WEDNESDAY, MARCH 19, 2014
CMA Shipping 2014 Gala Cocktail Reception – 5:30pm-7:30pm - $75 for members, $85 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press and Gala Dinner guests. Please note that anyone coming in after 4:30 pm and not included in the categories noted will be charged the fee to attend the cocktails.

We look forward to seeing you at one or all of these auxiliary events at CMA Shipping 2014.

Lorraine Parsons, Event Director, CMA
Website: www.shipping2014.com

MARKETING OPPORTUNITIES AT CMA SHIPPING 2014

Exhibit space at CMA Shipping 2014 is sold out, but here are some additional ways that you can participate at CMA Shipping 2014:

Conference Delegate
Attend the conference as a delegate for the entire three days or just for select days. Click here to view the latest program and registration form.

Visit the Exhibits Only
Visits to the exhibits only at CMA Shipping 2014 is complimentary at specified times. You are also able to buy tickets for cocktails parties only (or conference sessions) in advance or at the event. Email conferences@cmaconnect.com to pre-register for exhibit visits.
Private Label Seminars
We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 17th from 3-5pm; Tuesday, March 18th from 10am-5pm and Wednesday, March 19th from 10am-5pm. The cost of booking the special seminar room for one hour is $1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).

Maximize your marketing message by advertising in the Shipping 2014 Official Event Guide (OEG).
This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2013 numbered over 2,400 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company’s products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. The OEG is the only publication we produce for the show and is also a perfect way to secure an ad to congratulate our 2014 Commodore, Robert Bugbee, President of Scorpio. Copy for the Guide must be received by Thursday, February 20th, 2014. Advertising rates range from $595 to $1,795. Visit the following link on the show website for more: http://www.shipping2014.com/2014OEGsell.pdf

Display your company flag/banner at CMA
At the show we are able to hang company flag/banners from the hotel mezzanine for the duration of the event. It is a great way to display your company logo for all to see! The cost to do this is $250. The flag display is complimentary for event sponsors at the show. To organize this opportunity please contact Anne Gumpel at agumpel@marinemoney.com

Event Sponsorships
A limited numbers of influential sponsorships are still available for CMA – these can range from sponsorships of Conference Sessions which may be particularly relevant for your business to special events. We are also always very amenable to listen to other sponsorship ideas that you might have. Visit the following link to see current sponsoring companies and availability: http://www.shipping2014.com/sponsor2014.html

I hope that this will provide you with some ideas of other ways that you might want to participate in this event. Please don’t hesitate to contact me if you have any questions.

Thank you for your support!
Lorraine Parsons
Event Director, CMA
Website: www.shipping2014.com

U.S. MARITIME JOBS & THE FUTURE – A SPECIAL REPORT

At CMA Shipping 2014, on Tuesday March 18th, Phil Parry, Chairman of global shipping recruitment specialists Spinnaker Consulting, will give an assessment of the global maritime industry job market …from the engine room to the board room.

Here, he gives us a taste of what he’ll be talking about and he also provides some up to date data on US salaries with a particular focus on comparisons between the two major shipping hubs in the north east and Texas.

-----------------------------------------------
“Will the last person to leave, please turn out the lights.”

In September 2008, someone turned out the lights. They turned them on again in August 2009. Then a bulb blew in October 2011, which someone took six months to replace. Meantime, the lights have been on and they have been burning brightly since Easter 2012.

This analogy aptly describes Spinnaker’s experience of the global shipping downturn. Since April 2012, recruitment demand has been consistently strong and rising in all three of Spinnaker’s core recruitment divisions – Commercial, Professional Services and Technical staff – and, at the time...
of writing, we are handling more boardroom vacancies than for some considerable time.

Of course, as the investment pattern in shipping clearly illustrates, we each have a different perception of “the state of the market” and the attractiveness of the investment environment. In turn, our perception shapes our levels of confidence to invest, not just in assets, but in people, in education and in jobs.

Shipping is not one homogenous industry of course - and just as demand for one vessel type or size differs from another, so does demand for people. As industry specialisms have become ever narrower since the 1950s, and ships larger, employers have been seeking staff with the specialist skills and experience to match. And this over a period of time when there has been – on average and not just in shipping – underinvestment in developing those skills.

2014 Forecasts
Spinnaker anticipate higher staff turnover in 2014 as the market mood continues to boost employee confidence and their appetite for moving jobs. But there still aren’t enough good people in the marketplace; put simply, ships get built quicker than superintendents and confidence rises quicker than commercial staff can be recruited and trained. The lack of recruitment of commercial staff during the early part of the recession has already led to a supply shortfall, which we anticipate will cause salary inflation for the 3-8 year experienced charterer in the near future.

Forecasts from the members of the Maritime HR Forum, an association of 70 shipping employers, suggests a return to almost universal pay rises in 2014, at a more conservative 3-4% in Singapore and HK than in recent years, up possibly to as high as 8.5% in the Middle East and, at 2-3%, more of the same in Europe and the US.

As secretariat of the Maritime HR Forum, Spinnaker have delved specifically into the US data to look for interesting nuggets to report to the CMA membership.

Sticking with pay review budgets, US shipping employers are forecasting average increases of 2.4% in 2014, a decrease from 2.7% average in 2013. This is more conservative than non-shipping US employers who, according to the WorldatWork 2013-2014 survey, will give general pay reviews of 3.1% in 2014.

Shipping jobs distribution in the US
I’ve always seen the NY/NJ/CT area, which I’ll call the north east from hereon in, as a commercial shipping hub. Comparatively speaking, shipmanagement roles such as superintendents, fleet managers and the like, are rare in the north east. Only 2% of the salary data provided by employers in the north east is for shipmanagement roles. Not surprisingly, charting jobs are the largest group at 49% of employees, and 32% of shipping staff are in operations.

Compare this with Texas, which has a relatively equal mix of shipmanagement (28%), chartering (23%) and operations (27%) staff.

Chartering Salaries
Charterers in the north east generally earn higher base salaries than charterers in Texas. On average, below director level, base salaries are 18% higher in the north east for median or mid-market earners. The first chart combines the salaries for all chartering staff below director level and compares Texas salaries with north east salaries. The percentage difference becomes greater, as high as 36%, the more senior the charterer (P90 on the chart being those earning more than 90% of those in the market).
Bringing bonuses into the picture closes the gap a little. Total compensation is 14% higher in the north east for mid-market earners and 27% for their senior colleagues.

In 2013, more people in Texas received bonuses which probably explains things. Surprising though, given that, globally, fewer tanker charterers received bonuses than those in the dry market in 2013; 42% received nothing in tankers compared to 26% in dry – see the chart below showing global chartering bonus levels in 2013. The second chart shows that more than 50% of north east chartering staff received no bonus in 2013.

In cultural terms US employers, along with those in the UK, Switzerland and Singapore tend towards the use of bonuses as part of the overall total package. Contrast this with Denmark and Norway, where despite the large commercial shipping market, bonuses are used far more modestly. Overall, therefore, 2013 was a year of bonus constraint in the north east compared not only with Texas, but with the global market. The chart below shows the bonus levels paid across the chartering market globally as well as the split between tankers and dry. What this doesn’t show (and you’d have to be a member of the Maritime HR Forum to access this) is which jobs received which bonus levels and the difference between bonuses paid to those in more traditional chartering jobs compared with those in modern-day freight trading jobs.

Superintendents
Given the small number of superintendents employed in the north east, I shan’t wax lyrical their salaries, but there are a few interesting points to make.

For many years, technical superintendents earned a premium over their marine superintendent colleagues. In the last five or so years, the number of shipmanagement staff with deck, as opposed to engine, backgrounds has increased considerably, now comprising 43% of superintendent and similar jobs. This has all but eliminated the salary gap in most locations. In the US, marine superintendent salaries have actually overtaken technical superintendent salaries since 2011. The market upper quartile for the whole of the US is a little over US$130,000 for technical superintendents but US$140,000 for marine.

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Operations Salaries
When it comes to operations, on the whole those in Texas are paid slightly more, about 5% more, than those in the north east, with the exception of very experienced non-managerial operations staff. Again, bonuses were more commonly paid in Texas in 2013, and at higher levels, producing a noteworthy difference in total pay.

Seafarers & International House will hold its 14th annual Setting the Course awards banquet on Tuesday evening, April 22, 2014 at the New York Athletic Club to honor Donald J. Marcus, Edward R. Morgan and Captain Richard P. Phillips as the 2014 Outstanding Friends of Seafarers.
flag feet, to enhance cooperation within the maritime industry and to protect the jurisdictional rights of the maritime union members.

• Ed Morgan is the President and CEO of United Seamen’s Service (USS), having had a long and illustrious career with American Export Lines, Farrell Lines and E-Ships. USS is a non-profit organization that promotes the welfare of American seafarers and their dependents, as well as all foreign seafarers and military and civilian personnel.

• Captain Richard Phillips is a merchant ship captain, renowned for his heroics during the pirate attack on the MAERSK ALABAMA. Subsequently, he wrote A Captain’s Duty: Somali Pirates, Navy SEALS, and Dangerous Days at Sea from which the movie Captain Phillips was made. Captain Phillips is a graduate of Massachusetts Maritime Academy.

Seafarers & International House is a Lutheran mission to seafarers and sojourners of all faiths and nationalities, seeking to nurture the human spirit and foster human dignity through pastoral care, hospitality, social assistance, advocacy and prayer. The Setting the Course banquet supports Seafarers & International House’s seafarer mission programs and services, with seven port chaplains in the Ports of Baltimore, Philadelphia, New York/New Jersey, Connecticut and Rhode Island, as well as in its guesthouse just off Union Square in Manhattan.

Further information about reservations and program journal ads can be found in www.sihnyc.org/announcements.php.

CMA Internship Essay

By Ms. Holly LeBlanc

While I had fallen in love with the marine environment at a young age, I cannot say that I knew very much about the shipping industry before beginning my internship with Amtech (Alternative Marine Technologies) this fall. It seems that not many people stop to think about all of the different aspects of the shipping industry, which is surprising considering how directly it impacts our daily lives.

Having graduated from Tulane with a B.A in Environmental Studies, my initial interest in shipping began with the area of environmental regulation. However, upon the completion of this internship I have certainly come to realize, as well as appreciate, how multifaceted the industry is.

Reflecting on this experience, I am pleased to find that everything I have learned from this internship cannot be effectively conveyed within the confines of a brief essay. This experience has afforded me the opportunity to research a wide range of intriguing topics within marine shipping. As I had expected, I found the area of environmental regulation to be the most interesting and the area of shipping finance to be the most challenging. What I had not necessarily expected was to learn about topics such as shipbuilding, piracy, or current U.S port construction projects, but I was fascinated by each just the same.

During the course of this internship, I greatly enjoyed learning about various environmental regulations regarding ship pollution and discharges. While researching such regulations, I have learned a great deal about the different components of hull paint and their effects on the environment, ballast water treatment, biomimicry, and alternative new technologies, among other things. While there was so much for me to take away from the work itself, even more can be said about the people. Thus far I have placed great emphasis on my educational background in Environmental Studies, however, I couldn’t help but make a connection between this internship and my degree in Anthropology as well.

Whether it was at the office in Stamford, the CMA Luncheon, or the Derecktor Shipyard, I couldn’t help but feel a sense of culture within the shipping industry; and culture is preserved by passing knowledge on to the next generation. Everyone I had the opportunity of meeting in this industry seemed truly passionate about their work and eager to give advice, answer all questions, and help me to learn all that I could. Everyone that I have had the pleasure of meeting genuinely seemed to want me to succeed and to want to help me succeed. Such a welcoming atmosphere and learning environment is something to be valued, as is clearly recognized by the CMA Education Foundation. It is this characteristic that struck me most about the shipping industry everyday and left me feeling inspired. For that I am thankful.
THE SKAARUP BUILDING HAS A FULL OR PARTIAL FLOOR FOR RENT

Remember Greenwich with so many shipping companies? Now is your chance to return and enjoy the prestige and conveniences of our great Town. Occupy the space where Nedship Bank and Northern Navigation had great success! Be in the building where International Marketing Strategies and Marine Money were launched!

Contact Frank Parker, 203 622 6800 X 25 or fparker@skaarup.com

Central Greenwich Office Space
66 Field Point Road, Greenwich, Connecticut

Features:
- Prime Central Greenwich location across from Town Hall and close to I-95.
- Walk to the Greenwich Train Station and Greenwich Avenue for restaurants, banks and shops.
- Building is serviced by 2 fiber optic providers.
- Fitness room with showers.
- Building common areas recently renovated.
- 3/1,000 SF parking.
- Landlord workletter available.
- Building fully ADA compliant.

LOCATION
2nd Floor

SIZE
7,303 Sq. Ft.

RENT
$62.00+electric

TERM
5-10 Years

OCCUPANCY
Immediate
By Donald Frost

In past issues of our Newsletter I have referred to the thousands of papers, reports and studies published about short sea shipping/America's Marine Highway. All of them paint a rosy picture of what could be if only enough money is spent. Yet virtually none have been acted upon and none has succeeded. Why?

Fears that some studies contained questionable findings began to emerge in 2005 when Dr. John P.A. Ioannidis wrote a paper titled "Why Most Published Research Findings Are False".

Given the desire for academicians, graduate students and those politically motivated to be seen as experts or thought leaders, Dr. Ioannidis reasoned that many hypotheses already start with a high chance of being wrong. Otherwise proving them right would not be so difficult – and supportive of the writer's reputation. Taking into account the human tendency to see what they want to see, unconscious bias is inevitable. A consultant may be nudged by his client toward interpreting the data so it supports the hypothesis, even if just barely.

The effect is amplified by competition for a shrinking pool of grant or project money and by weak standards for what passes as statistically significant. This makes it all the easier to fool oneself.

Paradoxically the hottest fields, with the most people pursuing the same questions, are most prone to error or erroneous conclusions. If one of five competing consultants is alone in finding an effect or suggesting a dramatic solution, that result is the one that is likely to be published. But, of course, there is a four out of five chance it will be wrong or incomplete.

Is this what is happening?

Thought for the day:
The greatest obstacle to progress is not ignorance but the illusion of knowledge.

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The SMA will again offer its popular, comprehensive two–day seminar on "Maritime Arbitration in New York under SMA Rules", for the 9th consecutive year, on February 20 and 21, 2014 at the Best Western Seaport Hotel, 33 Peck Slip, New York, NY 10038 (in the historic South Street Seaport District in Downtown Manhattan).

This course is offered to help further and promote the fair, just, ethical and cost effective resolution of charter-party and other maritime contract disputes by arbitration in New York. Jeffrey Weiss, Esq., Professor of Maritime Law at New York Maritime College, with over 28 years of college and graduate-level teaching experience, will again be the lead instructor.

The subjects to be covered will include: Arbitration Overview, Commencing the Arbitration, the Federal Arbitration Act and SMA Rules.; the Arbitration Award: Interim Awards, Final Awards, Majority Decisions, Dissenting Opinions; Confirmation, Vacatur and Enforcement of Awards; Panel Member and Ethical Considerations; Discovery in aid of Arbitration; Hearing Procedures; Security in Aid of an Award; Evidentiary Considerations in Arbitration, the Federal Rules of Evidence and Related Issues; Time Bar, Defaults and Consolidation of Arbitrations.

Continuing Legal Education Credits
For American Lawyers
The Maritime Law Association of the United States ("MLAUS"), is an accredited New York State provider of Continuing Legal Education ("CLE") and is a co-sponsor of the 2014 SMA Arbitration Seminar for purposes of CLE credits.

The Program will be appropriate for both newly-admitted attorneys (transitional) and experienced attorneys (non-transitional) and the complete Program will qualify for 12 CLE credits (12 sessions) in "Areas of Professional Practice".

- No credit can be given for partial attendance at a session.
- Attorneys from places other than New York State should consult with their appropriate local state authority to determine their entitlement to CLE credits based upon MLAUS CLE certification as an approved provider of CLE credit for the State of New York.
ent that many stakeholders were concerned about US international trade.

What was initially described as a one-time “symposium” became Symposium #1 covering the foreign trade and the U.S. flag international trade fleet. However, most of the speeches and presentations at Symposium #1 spoke about protecting the Jones Act and U.S. shipbuilding, which are domestic trade considerations. Strangely little attention was paid to addressing exactly why the U.S. international fleet effectively ceased to exist after Construction Differential Subsidies (CDS) and Operating Differential Subsidies (ODS) disappeared in the 1980’s.

From early post-event media reports, the primary foreign trade concern articulated at Symposium #1 was a call for stricter enforcement of the cargo preference laws that require certain cargoes either government-owned or government-sponsored (collectively known as government impelled cargo) must be shipped on U.S. flag vessels. If there has been less enforcement of these laws, some suggest that this may be related to U.S. shippers and federal agencies struggle to find U.S. flag ships that fit the cargo and/or the terms of sale (including Letters of Credit and Bill of Lading dates). Functionally shipping has always been a service to the cargo interest (exporter) and not the other way around (cargo is KING!). If there is no sale there is no need for a ship.

There was also support for the Maritime Security Program (MSP) that provides a $3.5 million per annum subsidy for 60 of the 89 ships in the U.S. flag international trade fleet. These payments appear to be a way around the demise of the Operating Differential Subsidies that went away under the Reagan Administration.

In addition the owners of ships in the U.S. flag international trade fleet were seeking a variety of tax exemptions for their old ships and their crews that would lower their operating costs. At least one of the politicians speaking the first day of the Symposium said that the U.S. Government should subsidize the construction of ships in the U.S. for employment in the foreign trade echoing the long defunct CDS program when U.S. shipbuilding prices were only twice the foreign price. Now U.S. prices are four to five times higher than foreign.

All of the ideas for support of the U.S. flag international fleet involved subsidies, either outright or by tax exemptions. No one mentioned that this formula has not worked in the past 50+ years nor did anyone ask why. Too bad that Andrew E.
Gibson (former Maritime Administrator 1969-72 and author of “The Abandoned Ocean: A History of United States Maritime Policy”) was not around to explain.

Presumably discussion of how to invigorate our domestic maritime transportation system must wait for Symposium #2 … if that indeed ever comes to be. Or perhaps there will be many symposia? However, the likely common outcome will be no action, talk only (NATO).

Albert Einstein’s definition of insanity was doing something over and over again and expecting different results. There are solutions, but they must be different from those that have failed. Those being articulated by the policy makers seem to be rooted in the 1960s. Maybe they should read Andy Gibson’s book.

Every officer and man took part and remarkable results were obtained, HMS “Scorpion”, Andrew Cunningham’s destroyer holding the record of 120 tons an hour. I got to like Captain Coode very much and he must have been mainly responsible for my early promotion to Commander.

This came as a complete surprise, when dining with a friend of mine, Philip Trimmer, onboard the cruiser HMS “Talbot” a signalman arrived with the half-yearly promotions and my name was near the bottom of the list. I had not remembered that promotions were due and I realized I was very lucky. Later on in the war I served under Coode as his assistant when he was the Director of Operations (Foreign) at the Admiralty and I came to know his tremendous administrative ability. After he retired he became European Manager of the Western Union Telegraph Company. His was a personality one could never forget and when the time came for him to leave the Flotilla, one of his Captains wrote, “I was desperately sorry to see the last of him. I had come to know him well and he was a tower of strength behind us.”

**MY LIFE IN THE ROYAL NAVY – 1899-1947**

**A SAILOR’S STORY – PART SEVEN**

By Hugh Turnour England

**WWI - Dardanelles and Gallipoli Campaign**

I do not propose to include my recollections of the part HMS “Chelmer” took in the Naval Attack and subsequent Gallipoli Campaign as I have covered this period in a paper I wrote for the Imperial War Museum, a copy of which is in my collection of Family Papers. These also contain excerpts from Alec McGrigor’s Diary where he mentions me, my own Diary of Events on 18 March, 1914 when the Naval Attack took place and my Report to the Dardanelles Commission. I will, however, try to fill any gaps and write some short notes about the senior officers that I came in contact with during the operations.

**Captain C.P.R. Coode**

First on the list must come our Captain (D) of the 5th Flotilla, Captain Coode. Possessing a very powerful personality he has been described by a great friend of mine as “a man of strong character, who demanded and obtained a very high standard from his subordinates. We liked him particularly as he allowed no one to bully us but himself.” One of his achievements was to encourage competition in the time taken to coal destroyers so that they could spend more time at sea.

Many years afterwards when I was Captain of HMS “Weymouth”, doing a trooping trip to South Africa, I met de Robeck when he was Commander-in-Chief, Home Fleet, and I was able to pay my respects to this very great man. I have always remembered the conversation I had with him when he mentioned Winston Churchill’s book, The World
Crisis, which had recently been published and he said “I don’t mind him criticizing me or others who are alive, but I have the strongest objection to his criticism of men who are dead.” This was typical of him and he was finally made an Admiral of the Fleet.

**General Sir Ian Hamilton**

Sir Ian Hamilton was liked by all of us in the Navy and I am convinced that no other Army Commander would have done better in the difficult task he was given. The planning was bad and the Turks had plenty of warning of the landing. Even after the initial bombardments of the outer forts it was possible to reconnoitre the Peninsular without any interference from the enemy. I once landed a staff officer who walked up the Anna Farta valley for over an hour and saw no sign of the Turks.

At ANZAC I know we were often short of ammunition and am inclined to believe that our requirements were considered secondary to those of the Western Front, but our greatest disappointment was the failure of the Corps landed at Suvla Bay to advance in the August offensive. Sir Ian had asked for General Byng to command this Corps but unfortunately General Stopford was appointed instead. Eventually the latter was superseded by Byng but it was too late and I have always thought that if Kitchener had appointed Byng originally we might have won the battle and history would have been different. When Sir Ian Hamilton left us to go home in the cruiser HMS “Chatham” he was cheered by every ship present and I think it is worth quoting his reply to Admiral de Robeck, when the latter went to express his condolences on him being superseded. “Well de Robeck, I suppose they want a change of bowling”. A brave remark by any standard and I never heard him utter a single word of complaint afterwards about the way he had been treated.

**Judging completed for inaugural Lloyd’s List**

**North American Marine Awards**

A high number of entries were received for the inaugural Lloyd’s List North American Marine Awards and the judging process was completed via an international teleconference hosted in Washington. Reflecting the recognized importance of the category to the marine industry, the largest number of nominees was in the Environmental group.

The deliberations of the panel will remain confidential until the formal announcements are made at the inaugural awards dinner to be held in Houston on Wednesday, February 19 at the Houstonian Hotel.

The panel comprised Richard Meade, Managing Editor Lloyd’s List, Niels Aalund Senior Vice President, West Gulf Maritime Association, Michael Broad, President, Shipping Federation of Canada, Joe Cox, CEO, Chamber of Shipping of America, Carleen Lyden-Kluss, President, Morgan Marketing & Communications, Nicky Pappadakis, President Emeritus Intercargo, Bob Somerville, former chairman, American Bureau of Shipping and Charles (Bud) V Darr, Senior Vice President, Technical and Regulatory Affairs, Cruise Lines International Association.

The judges were collectively impressed with the number and depth of entries which spread across the entire maritime sector and asked that all finalists be recognized prior to the event. The list of finalists can be viewed at: [https://ibiawards.com/north-america/](https://ibiawards.com/north-america/)

Apart from unveiling the list of inaugural winners, the first ever Lifetime Achievement Award will be presented to Mr. Bob Somerville, former CEO and President of ABS.

Table bookings and places are now open and can be made on line by visiting [https://ibiawards.com/north-america/](https://ibiawards.com/north-america/)

The event will be held at one of Houston’s premier venues, the Houstonian Hotel.
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 (S14-01)

Candidate 2: Vessel Operator Looking for Operations/Chartering Position
Experienced tanker operator with dry-bulk exposure seeking operations/junior chartering opportunity. Valid USCG 3rd Mates Unlimited Tonnage Deck License. Ability to relocate.
• Supervised a fleet of clean and dirty tankers predominantly in the USG/USEC/Carib
• Coordinated and managed both loading and discharge operations with owner/charterer
• Managed communications between all parties including charterers, ship owners, P&I clubs, and ship agents
• Oversaw all company post-fixture/demurrage claims handled in a timely manner
• Worked closely with Freight Accounting to facilitate invoice accuracy
• Mediated contractual disputes in accordance with terms and conditions agreed to in charter parties

Candidate 3: Chartering Broker
Chartering broker with over 35 years of experience. I have acted as North American representative for a major multinational handling grain and scrap. In recent years as a competitive broker where I have been involved in chartering bulk and bagged fertilizers, grains, bagged coffee, paper products and vehicles as well as other commodities. I also assist with the refrigerated department in chartering as well as post fixture operations including calculation of laytime and settlements of accounts.
Contact: Christopher A. Towne
Telephone: 203 322 9136
Cell: 203 724 7888
E-Mail: catowne@snet.net (S14-02)

Candidate 4: Experienced Senior Shipping Professional
Veteran tanker broker, (competitive and in-house), projects leader and business developer seeks senior role within brokerage and projects environment.
Extensive references on request.
Contact: 203-914-4203
E-Mail: nchliverpool@gmail.com (S13-10)

Candidate 7: Entry/Middle level candidate in Vessel Operation sector
Education:
SUNY Maritime College graduate, Masters of Science in International Transportation Management, 2011-2013
Masters Degree in Navigator-Engineering (Batumi, Georgia) 1996-2002
Significant Academy Coursework
Dry & Wet Vessel Ops - Vessel Planning, Cargo Stowage, Stability of Vessel
Charter Parties I, II - Time charter, Voyage charter, Bareboat, etc
Logistics within Supply Chain-Management/Oper. btwn Origin to Dest. point
Transportation Management-Operations of Island, Air and Ocean transport
MIS Transportation-Comp Science/Manage and Direct Business organization
Operation Research- Statistical Analysis and Mathematical Optimization
Inter Maritime Business Law-Business Law and Principles Among Nations
Economic of Inter Trade - The economic interaction among different nations
Certificate/ License: ASBA Chartering, Merchant Mariner Credential, Issued By USCG, TWIC Card

If interested, please feel free to contact for resume and or references.
Contact: Sean Hackeling
Cell: 1 561 801-3119
E-Mail: Seanhack.07@gmail.com (S14-02)
Candidate 12:
Experienced Commercial Operator
Experienced Commercial/ Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

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

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801

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

Candidate 14:
Ships Officer Looking for Entry Operations Position
Second Mate, Deep Sea, International Shipping
Seeking entry position in Operations, Voyage Planning, Chartering
Experienced with Bulk, Break-Bulk, Container, and Project Cargo.
Voyage Planning

Qualifications:
Knowledge of ship operations and ocean export/import operations,
Ship operations (2nd mate and 3rd mate of tanker and bulker ship) ,
Willing to relocate
US Permanent residence
Bilingual: English, Russian, Georgian
My resume available upon request
Contact: Gocha George Verdzadze
Cell: 347-517-3060
E-Mail: vgocha@yahoo.com

Help Wanted

NOTE: two months of running your ad in this newsletter costs companies only $200 - and it has proven to be THE place to be seen and answered.

Position A: Vessel Operations Specialist
LD Commodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Vessel Operations Specialist to join our Ocean Freight department in the North American headquarters in Wilton, Connecticut. In this role you will assist in the day-to-day functioning of time charter operations.

Primary Responsibilities/Essential Functions:
- Uses knowledge of dry bulk carrier tonnage capabilities to coordinate and plan voyage, cargo and bunker operations
- Communicates with vessel masters at sea ports to provide instructions for their cargo employment, including stowage plans and any limitations with full description of cargoes
- Coordinates with domestic and overseas LDC logistics offices and agents at load and discharge ports to arrange cargo logistics and advise any special instruction regarding cargo
- Authorizes advances for disbursements to agents and canal authorities
- Performs data entry for softmar shipping/accounting program

Additional Responsibilities
- Assists with the settlement of laytime and any other arbitrary matters with Ocean Freight personnel
- Authorize advances for disbursements to agents and canal authorities
- Serves as a liaison with the Grain Accounting Department to ensure proper payments, billing of charter hire and receipt of freight are received
- Serves as a liaison with the Insurance, Law and Protection and Indemnity clubs to assist in resolving discrepancies that arise

Required Skills:
The following are the basic qualifications:
- Bachelor’s degree
- Five plus years of experience with dry bulk chartering and shipping operations, including a thorough understanding of time charter parties
- Knowledge of transportation and documentation procedures, including import/export and chartering party documentation
- Knowledge of economic principles, accounting practices and financial markets
- Knowledge of raw materials, production processes, costs and other techniques for maximizing the effective distribution of goods
- Proficiency with MS Excel and Lotus 1, 2, 3

The following are the preferred qualifications:
- Bachelor’s degree from a maritime academy
- Unlimited second or third mates USCG license
- Knowledge of the grain industry
- Strong verbal communication skills
- Ability to handle multiple tasks and prioritize workload
Position B: Tanker Vessel Fleet Manager
Highly successful tanker owner/operator is seeking a Fleet Manager to join the team that provides management oversight for a fleet of vessels which includes VLCC, Suezmax, Aframax, and Panamax vessels.

Position Summary
The Fleet Manager will supervise vessel technical management companies to maximize their performance in the categories of vessel reliability, regulatory compliance, commercial excellence, and financial control. The position will be based in the New York office and report to the Technical Director.

General Duties and Responsibilities
Oversee technical management company performance including safety & quality, compliance, technical solutions, repairs, vetting, dry-docking, and energy efficiency.

Monitor technical manager crew selection process and ascertain that officers are qualified, suitably trained, and aligned with the safety, quality, and commercial objectives of vessel owners.

Monitor daily vessel operation to warrant that technical managers are optimizing vessel performance.

Become point of contact for technical management company staff.

Interact with New York based commercial operations department to confirm that vessels are meeting customer requirements. Initiate corrective action as needed.

Establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives.

Attend vessels to observe manager performance and quality of onboard staff/operation.

 Routinely visit technical management offices to set objectives, measure performance, and outline expected results.

Qualifications
Candidate should have a minimum of ten years of experience in the marine industry. Sea going service as a senior officer aboard oil tankers and/or experience as a tanker vessel superintendent/fleet manager is preferred. Ideal candidate will be a maritime college graduate. This individual must work collaboratively in a dynamic environment and have strong analytical/decision making skills. He or she must be able to recommend and implement process improvements, work independently, and handle multiple tasks simultaneously. Strong decision-making skills required.

E-Mail: nyseatanks@gmail.com

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

Job Description:
The appointee to this position would be the Chief Engineer of the Training Ship EMPIRE STATE. During the summer training cruise, the Chief Engineer would be responsible to the Ship’s Master for the operation and maintenance of the engine department and for all machinery and auxiliary equipment related to the training ship, including but not limited to: electrical, HVAC, refrigeration, water and sewage systems. The Chief Engineer is responsible for the safe operation of the engine department and supervision of all engine department personnel and cadets working onboard the EMPIRE STATE, both during the training cruises and while alongside the college pier. The Chief Engineer is responsible, along with the Ship’s Master, Chief Officer, and MARAD Supervisor to develop a maintenance & repair plan which will ensure that all statutory & regulatory inspections, maintenance and surveys are scheduled and completed as required. The Chief Engineer will also coordinate all engineering training onboard with the Engineering license department and Chair of the department specifically, to possibly teach engineering courses during the academic year and on the training cruise as required.

Typical tasks for which the Chief Engineer will be responsible includes, but are not limited to:
- Monitoring all engine, machinery, and equipment indicators when vessel is underway; log operation of same and report abnormalities to appropriate shipboard staff.
- Compile and complete annual cruise report, and all required logs and reports as appropriate.
- Maintaining all machinery and auxiliary systems including: electrical, HVAC, diesel, refrigeration, water, and sewage systems.
- Maintaining the ship’s spare parts system (NS 5) in support of the maintenance & repair plan.
- Attending the ship during all dry dock and survey periods and prepare the ship for same.
- Coordinating all training activities onboard with both the engineering training department, and with the regiment of cadets, both shore side and during the training cruise.
- Maintaining complete records of engineering department activities, including machine operations.
- Maintaining and repairing engine machinery, electric motors, pumps, winches and other mechanical and electrical equipment, and assist other crew members and cadets with maintenance and repair duties.
- Performing general marine vessel maintenance and repairs.

Requirements:
- Bachelor’s Degree
- An active U.S. Coast Guard License
- Unlimited Chief Engineer license with STCW endorsement
- At least 10 years of maritime experience, including at least 3 years as Chief Engineer
- Excellent oral and written communication skills
- Ability to work in a student-oriented training environment

Preferred Qualifications:
- Master’s degree
- Prior teaching experience preferred

Additional Information:
UUP Internal Posting Period: External posting: Until filled
Special Notes:
This is a full time calendar year appointment UUP position. FLSA Exempt position, not eligible for the overtime provisions of the FLSA. Internal and external search to occur simultaneously. This position often requires working a non-traditional schedule in order to accommodate the operational needs of the College.

Budget Title: Chief Engineer (Maritime)
Line #: 00417
Application Instructions: Persons interested in the above position should apply online by clicking here
Please submit:
• Resume
• Cover letter
• Contact information for three professional references

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

URL: www.sunymaritime.edu/hr
Company: SUNY Maritime College
Website: www.sunymaritime.edu/hr

Notes: Persons interested in the above position should apply online here.

Position D: Presidential Search

The oldest and largest state maritime academy in the nation, known globally for its long legacy of producing leaders in maritime and related fields, seeks a committed new leader to assume the role of President. One of 64 institutions comprising The State University of New York System, Maritime is a residential college located at historic Fort Schuyler in Throggs Neck, New York City. The College is nationally acclaimed for its challenging academic programs, offering a structured cadet life in the regimen for both men and women, or a civilian option with internships. Maritime College prepares students for careers through a content-centered curriculum and a hands-on, team building approach to learning. The College offers undergraduate and graduate degrees, 18 varsity sports, summer training voyages to various countries, ROTC options, and U.S. Coast Guard license and intern programs. Please explore www.sunymaritime.edu for more information about SUNY Maritime.

SUNY Maritime seeks a new President to serve as the chief executive officer responsible for promoting SUNY Maritime's unique mission and fulfilling its enormous potential for students and the maritime industries. The new President will report directly to the Chancellor of the SUNY System and play an active role advocating for the College at the state, federal, and international levels. Serving as the face of SUNY Maritime College, the new President will lead the College in defining and achieving an ambitious vision for the future, in fostering strategic relationships that will enhance the College's visibility, strength, and beneficial impact throughout the world, and lead fundraising initiatives that will advance the institution's strategic goals and priorities.

The new President will also be expected to foster productive relationships within the SUNY Maritime community, to understand and promote shared governance with SUNY Maritime faculty, and to work collaboratively with the public employee unions on campus. In addition, the President will be an active role model to the SUNY Maritime students and be committed to working toward student success.

The successful candidate should possess an advanced degree, a demonstrated record of strong leadership in senior level positions, and evidence of significant accomplishments in his/her chosen field. Preference will be given to candidates who have the potential and interest to understand the maritime industries that undergird the curriculum and employ many of the graduates of the College. The new President should demonstrate success in strategic planning, creating and managing budgets for a complex organization, and promoting academic quality in alignment with the unique mission of SUNY Maritime. The President must be able to become familiar with the various licensing and certifications required by the Maritime Administration, the U.S. Coast Guard, and international organizations such as the International Maritime Organization. The new President of SUNY Maritime must exhibit the ability to engage these national and international maritime organizations, industries, alumnas/i, and donors in pursuit of successful fundraising initiatives and mutually beneficial partnerships. In addition, the President should possess excellent written and oral communication skills.

SUNY Maritime is located on a 55-acre scenic waterfront property on the Throgs Neck peninsula. Fort Schuyler houses the Stephen B. Luce Library, Maritime Industry Museum, Fort Schuyler Press, and the Center for Simulation and Marine Operations, including a bridge simulator, electronic navigation, and the radar simulator. The Fort is flanked by a state of the art academic building now under construction, dining halls, residence halls, lecture halls, recreational and athletic facilities, science and engineering laboratories, and the President’s residence. Empire State VI, SUNY Maritime’s training ship, provides essential hands-on training for students.

Application: For a confidential discussion or to make a nomination, please contact Gary Lowe, Senior Consultant, or Vicky Ayers, Senior Director of Executive Recruitment, RPA Inc. at 800-992-9277.

Applicants may submit a letter of application and CV/resume only to SUNYmaritime@rpainc.org.

Additional information will be requested as needed.

The first review of candidates will begin on February 10, 2014, and applications will be accepted until the position is filled.

SUNY Maritime College is committed to policies of affirmative action, diversity, and equal opportunity. The College is committed to recruiting, hiring, training, and promoting persons at all employment levels without regard to race, color, gender, religion, age, disability, veteran status, national origin, or any other characteristic protected by applicable law.

Contact: Gary Lowe, Senior Consultant,
Vicky Ayers, Senior Director of Executive Recruitment
Company: RPA Inc. for SUNY Maritime
Telephone: 800-992-9277.
E-Mail: SUNYmaritime@rpainc.org.

Notes: The first review of candidates will begin on February 10, 2014, and applications will be accepted until the position is filled.

Position E: Chartering Manager

Oldendorff Carriers is an independent private ship owner and one of Europe’s leading dry cargo operators, controlling a fleet of up to 450 bulk vessels. We employ more than 400 people in our 17 offices, which are based worldwide. Currently we are looking for an Chartering Manager (m/f) to support our office in Stamford/Connecticut (USA).

Chartering Manager (m/f)

Job description:
• observation of markets and market research
• negotiations and fixing of charter parties
• calculation and pricing of shipping deals
• positioning of tonnage
• representation of the company
• drive the commercial direction and profitability through increasing business with existing and new client relationships.

Your profile:
• Highly motivated
• Chartering experience min 2 years
• Team player
• High integrity
• Flexibility to different scenarios
Position G: Fleet Maintenance Manager

Moran Towing Corporation (www.morantug.com), a leading tug and barge services company with locations spanning the U.S. Atlantic and Gulf Coasts, has an immediate opening for a Fleet Maintenance Manager. Moran is a growth-oriented company committed to providing safe, high quality, and efficient tug assist, towing, transportation and related maritime services to our world-wide customers.

Position Summary

This is a new position located at our corporate headquarters in New Canaan, CT and reports to the Vice President, Engineering Services. The Marine Fleet Maintenance Manager is responsible for developing and implementing formal maintenance processes within the fleet. The successful candidate will lead the Company’s efforts in selecting proper software and hardware and implementing training programs to improve vessel reliability, with the ultimate goal being that vessel repairs to critical equipment be performed exclusively during planned maintenance periods. This position interfaces directly with members of the Construction and Repair, Information Technology (IT), Quality, Health, Safety, Security and Environmental (QHSSE) and Operations Groups.

Specific Responsibilities

Primary Responsibilities

- Improve the reliability of Moran’s fleet by reducing the number of unscheduled repairs within the fleet.
- Develop means for monitoring reliability of the fleet through appropriate key performance indicators.
- Identify, investigate and lead the Company’s efforts in finding solutions to reoccurring maintenance issues.
- Ensure maintenance practices meet or exceed regulatory and/or customer requirements.
- Lead the Company effort in finding and implementing new maintenance software that allows immediate updates, component tracking and performance monitoring with minimal user data input.
- Evaluate new technologies/methods for inputting and accessing maintenance information.
- Coordinate with QHSSE Group to develop and implement an Engineer training program for both new and experienced Engineers.
- Assist Port Operations to define the qualifications necessary to serve as an Engineer aboard each class of vessel within the fleet.
- Assist in developing processes for measuring and documenting Engineer qualifications to ensure proper levels are present and maintained.
- Develop and oversee the preventative maintenance system, including tracking scheduled tasks vs. completed tasks, identifying areas for improvement, and immediately updating the system with required changes.
- Coordinate with and assist QHSSE Group in developing an engineering audit program to ensure compliance with Company standards and requirements.
- Evaluate new technologies for increasing efficiency, performance, and operational safety while decreasing the environmental footprint.
- Assist the Vice President, Engineering Services in business development projects for both Marine Transportation and Ship Docking business segments.
- Assist the Engineering Manager in new construction projects.
- Investigate new technologies to increase performance, efficiency and/or environmental benefits within Moran’s fleet such as hybrid systems, alternative fuels (i.e. natural gas), and fuel/lube treatments.

Secondary Responsibilities

- Assist with the incorporation of other software within the Company for operational functions.
- Other related responsibilities as required.

Position Requirements

Bachelor degree.

- At least 5 years sea-going or related experience.
- Advanced skills with Microsoft Office programs.
- Physical ability to access all spaces meant for crew on board the vessels (limited access/head room/climbing).
- Excellent management skills, exceptional interpersonal and team building skills, and ability to handle multiple assignments simultaneously.
- Ability to travel a moderate amount (about 2x/month).

Moran Towing Corporation is an Equal Opportunity Employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, color, national origin, religion, gender, age, disability, veteran status, genetic data, or other legally protected status.

Moran offers competitive compensation and an excellent benefits package. Qualified, interested applicants are invited to e-mail a cover letter and resume to: career@morantug.com with the subject line Fleet Maintenance Manager Position.

Company: Moran Towing Corporation
E-Mail: career@morantug.com
Notes: Qualified, interested applicants are invited to e-mail a cover letter and resume to: career@morantug.com with the subject line Fleet Maintenance Manager Position.

Position H: Marine Engineer / Naval Architect

Moran Towing Corporation (www.morantug.com), a leading tug and barge services company with locations spanning the U.S. Atlantic and Gulf Coasts, has an immediate opening for a Naval Architect/Marine Engineer. Moran is a growth-oriented company committed to providing safe, high quality, and efficient tug assist, towing, transportation and related maritime services to our world-wide customers.

Position Summary

This is a new position located at our corporate headquarters in New Canaan, CT and reports to the Vice President, Engineering Services. The Naval Architect/ Marine Engineer is responsible for technically supporting all business lines in operating and improving their respective fleets of vessels. The successful candidate will assist the Company in selecting technologies for increasing efficiency, performance and operational safety while decreasing the environmental footprint.

Specific Responsibilities

- Directly support the Marine Transportation Operations group in stability and structural analysis, load planning (petroleum and dry bulk cargoes) and regulatory compliance.
- Directly support the Ship Docking Operations group in stability and structural analysis, crew habitability issues and regulatory compliance.
- Assist the Vice President, Engineering Services in business development projects for both Marine Transportation and Ship Docking business segments.
- Assist the Engineering Manager in new construction projects.
- Investigate new technologies to increase performance, efficiency and/or environmental benefits within Moran’s fleet such as hybrid systems, alternative fuels (i.e. natural gas), and fuel/lube treatments.
• Interface with vendors and engineering firms regarding new required vessel systems such as ballast water treatment and exhaust after treatment systems.
• Prepare cost/benefit analyses for new technologies and fleet improvements.
• Manage the implementation of new technologies within the fleet.
• Prepare engineering reports, drawings and presentations as necessary.
• Interface directly with regulatory bodies and classification societies as necessary to insure a full understanding of any relevant regulations or rules.
• Perform other related responsibilities as required.

**Position Requirements**
• Bachelor degree in Naval Architecture or Marine Engineering.
• Minimum 3 years sea-going or related experience.
• Advanced skills with Microsoft Office and AutoCAD.
• Physical ability to access all spaces meant for crew on board vessels (e.g. limited access/head room/climbing).
• Excellent management skills, exceptional interpersonal and team building skills, and ability to handle multiple assignments simultaneously.
• Ability to travel a minimum to moderate amount (about 1-2x/month).
• Experience with Liquefied Natural Gas (LNG) and competence with GHS and/or HECSALV preferred.

Moran Towing Corporation is an Equal Opportunity Employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, color, national origin, religion, gender, age, disability, veteran status, genetic data, or other legally protected status.

Moran offers competitive compensation and an excellent benefits package. Qualified, interested applicants are invited to e-mail a cover letter and résumé to: career@morantug.com with the subject line Marine Engineer / Naval Architect Position.

**Position I: Shipbrokers**

The Doric Shipbrokers USA office in N.J. is looking to employ shipbrokers with preferably seven or more years of chartering experience.

Interested candidates should Email/Mail their resume to below contact:
Contact: Kostas Pavlatos
Company: Doric Shipbrokers USA LLC
Doric Shipbrokers USA LLC
400 Kelby Street - 15TH Floor
Fort Lee, N.J. 07024
E-mail: Kostasdoric@hotmail.com
Telephone : +1(201) 268-5970
All applications will remain confidential.

**Position J: Dorian LPG Ltd. Financial Reporting Manager**

**Job Description**

The Financial Reporting Manager assists the Corporate Controller in overseeing organizational accounting functions and all activities related to the reporting of financial data (including expenses, capital outlays, and revenue) including:
• Assists with the consolidation of +20 legal entities including foreign currency transactions.
• Assists the Corporate Controller in directing the Company’s accounting functions including establishment and maintenance of accounting policies, practices, and procedures.
• Prepares financial operating reports, and presents findings and recommendations to management.
• Assists with analysis and review of the organization’s financial performance by collecting, analyzing and reporting financial data and operating statistics prepared on a consistent basis.
• Coordinates month-end and quarterly reporting and closing process including preparation of schedules and general ledger reconciliations
• Ensure the internal control environment is strong and improve upon financial policies & procedures
• Maintains an accounting system for the management of assets, liabilities and financial transactions with potential migration to and implementation of new financial management system
• Assists with cash management, treasury functions, and accounts payable
• Special projects and ad hoc requests for management

**Requirements:**
• Bachelor’s Degree, preferably in accounting/finance
• At least 5 years experience in similar role including strong knowledge of U.S. GAAP/FASB
• Prior public company reporting a plus
• CPA or CMA certification desired but not required
• Proficiency in consolidations including FX currency translation
• Advanced Excel skills, strong computer usage & knowledge base of different accounting software systems

Please reply in confidence to: marinah@eagleocean.com

**Wanted:**

**Host Companies**

Students are looking for internships.
If interested in reviewing RESUMES.
Please contact Joe Gross
(jgross@cma-edu.org)