PRESIDENT’S NOTES

Freedom of Speech, an iconic phrase, and one the fundamental tenets of American society protected by the First Amendment to the United States Constitution.

Of course there are categories that are excluded by the Supreme Court, but it is a phrase which we jealously guard, and which is envied by many worldwide who are restricted by politics, religion or some other form of dictatorship or censorship.

Watching recent news from all around the world, the censorship of journalists, and in particular some ghastly acts,

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Happy Ground Hog Day! By now you know that Punxsutawney Phil saw his shadow and we will have six more weeks of Winter. Had he not seen his shadow Spring would only be 1-1/2 months away. Cheer up, as of February 10th the Vernal Equinox is only 34 days away.

On the topic of Ground Hog Day, and looking at the Baltic Dry Index as I write this, I realize that unlike Bill Murray, I have relived versions of the current freight market at least 8 times. Key word: survival!

In case you missed it, proposals to postpone the 2020 deadline for a 0.5% global limit on sulfur in marine fuel is not going to happen. So says the International Chamber of Shipping of February 5th.

Last month we told you about an art exhibit at the Scandinavian Club in Fairfield, CT featuring the

made me wonder whether, on a worldwide average, is our freedom of speech being more and more restricted?

A scary thought indeed, and one which made me exceedingly glad to be living in a country where, even if you disagree with a speaker you should (at least) extend them the courtesy of letting them finish and listen to their views. It is a courtesy which seems to be mainly noticeable by its absence from the interviewing techniques of many news channels.

It made me very proud of the CMA, its upcoming conference, its lunches, it is truly a forum for intelligent speech and the exchange of ideas, whether you agree or disagree, you can come and meet, network, listen, learn and discuss with your peers from all parts of the world in the international Maritime Industry.

I remind readers and members again of our Mission Statement:

“To provide an open forum for individuals to exchange ideas and information supporting the development and growth of the international maritime and trade industries”

I look forward to seeing at our conference on the 23rd, 24th and 25th March at the Stamford Hilton.

Ian Workman / President

FROM THE EDITOR

Happy Ground Hog Day! By now you know that Punxs utawney Phil saw his shadow and we will have six more weeks of Winter. Had he not seen his shadow Spring would only be 1-1/2 months away. Cheer up, as of February 10th the Vernal Equinox is only 34 days away.

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Norwegian-American artist, Odd Anderson. Sunday January 25th was cold and sunny. The sunny part was enough encouragement, so my bride and I attended. Mr. Anderson is friendly and we enjoyed a nice chat with him. Not being an art critic I’ll defer to others to review his work. We liked it though.

If you are suffering from cabin fever you might consider motoring to Mystic Seaport Museum. They are holding tours of the rebuilt whaling ship Charles W. Morgan and the rebuilding of Plimouth Plantation’s Mayflower II. Phone for dates on tours. 860-572-5331.

For all of you graduates of state maritime schools you may have missed the announcement last week. February 4th-Headline-“ Proposed Federal Budget Includes Funding for a New SUNY Maritime Vessels”. Fine print- There is a line item in the President’s Budget message for Fiscal Year 2016 as part of the DOT’s budget for $5 million for the design of National Security Multi-Mission Vessel meant for all six of the state maritime schools including the Great Lakes and meeting requirements of FEMA. The money goes to US DOT/MARAD not to SUNY. Reminder: The Coast Guard’s waiver of the North American Emission Control Area for steamships without scrubbers expires in 2020.

I wish I had time to share with you all the market “external-ities” that CMA confronts every month. I recommend Joe Gross’ article “The CMA Network” to your reading. We have built something very special. Stay warm and dry.

–Don Frost, Editor

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Ms. Zarina Fitzgerald, Partner, Higgs & Johnson, Nassau, Bahamas
Capt. J.T Gibney, Trading Mgr Atlantic Ocean Services, Stolt-Nielsen USA Inc, Norwalk, CT
Mr. Bradley Golden, President & Naval Architect, Tritec Marine USA LLC, Great Neck, NY
Mr. Steven Green, National Account Manager, Stericycle, Lake Forest, Illinois
Mr. Xiaofei Han, GM, World Ocean (America) Inc, Secaucus, NJ
Mr. Jeff Heilig, Major Account Manager, Stericycle, Lake Forest, Illinois
Mr. Henrik Jeremiassen, Director, Thoresen Grabulk Pool, Rungst Kyst, Denmark
Ms. Julie Kamla Lithgow, Director, Institute of Chartered Shipbrokers, London, UK
Mr. Mitchell Ryan Machann, Senior Legal Counsel, Stolt-Nielsen USA Inc., Houston, TX
Mr. Joseph McNamara, Consultant, New City, NY
Mr. Alex Pappas, Director - Shipbroker, Primal Marine Americas LLC, Stamford, CT
Mr. Holger Peters, President, Maritima & Transportes Honduras S.A., Cortes, Honduras
Mr. Kevin Roach, Senior Operations Member, Oldendorff Carriers, Stamford, CT
Ms. Avinash Saraon, Student, SUNY Maritime College, New York, NY
Mr. Philip James Silbereisen, Bunker Trader, Integr8 Fuels, Westport, CT
Mr. Phillip Alexander Sissener, Commercial Director Northeast, T. Parker Host, Norfolk, VA
Mr. Tommy Tao, Graduate Full-Time Student, SUNY Maritime College, New York, NY
Mr. Bing Xu, Fairfield, Connecticut
Mr. Qi Yang, Genl Mgr America Region, China Classification Society, Great Neck, NY

Welcome aboard. Please save the date for Shipping 2015 – it is a great time to meet other members and share our collective knowledge and insights.

Brian Robinson, Membership Chair

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We are pleased to welcome the following new members.

Mr. Mike Anderson, Commercial Director, Thoresen Shipping, Singapore
Mr. Matthew P. Cohen, Intern with Charles R. Weber, Stamford, CT
Ms. Marilyn Feldman, President, Shoreline Managers Ltd., Hamilton, Bermuda

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MEMBERSHIP NOTES

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Mr. Matthew P. Cohen, Intern with Charles R. Weber, Stamford, CT
Ms. Marilyn Feldman, President, Shoreline Managers Ltd., Hamilton, Bermuda

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Welcome aboard. Please save the date for Shipping 2015 – it is a great time to meet other members and share our collective knowledge and insights.

Brian Robinson, Membership Chair
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Email: conferences@cmaconnect.com
Website: www.shipping2015.com
Cycles in shipping are tradition. The Connecticut Maritime Association's (CMA) annual conference this year CMA Shipping 2015 is entitled:  

**Tradition: Celebrating the Best, Improving the Rest**


Anyone familiar with international shipping's recurring challenge will acknowledge that some cycle volatility provides for opportunity, and for novelists and dreamers, part of the powerful allure of the industry. But truth be told the amount of money needed to build a VLCC, mega Container carrier, or LNG ship, or a state of the art properly coated chemical carrier is so enormous today and the market risks over a ship's lifetime so complex, and the regulations into which the ship will sail so fraught with repercussion, that some aspects of shipping's storied traditions have to be improved upon. Or at the very least, we must try.

The CMA is international and so the CMA's annual conference and trade show (March 23, 24 & 25, 2015 at the Hilton Stamford www.shipping2015.com) takes a hard look from the practitioner's eye view on the best and painful of the industry's Traditions - from finance, to new building specs, from crew to operational technology. Opinions and ideas from those who are putting their money where their mouths are, whether they be ordering the next generation VLGC, financing a bulk carrier, merging businesses or building a new best way to train crew.

There are just so many moving parts to the industry. However, for those who grasp detail, a measure of control over the huge swings of the cycle is there to be understood and hopefully inform the future. So each year in Stamford, Connecticut, owners, brokers, cargo, money, shipyards, technical wizards and operational experts gather. Industry practices evolve, and a striking business emerges, clearly, with some to be celebrated.

We invite you to do a deep dive with us into the challenges of an industry and share the joys of a business where 10, 50, 100, 800 million dollar slugs of capital motivate a talented, strongly opinionated but always fun global community.

Tee up enough business to make the rest of your year! We are here, our entire community is here, to do all we can to assure you do just that. Thanks to everyone for your energy!

Along with our sponsors, exhibitors and speakers, we look forward to welcoming you to CMA Shipping 2015.

Again, please visit www.shipping2015.com to view more on all aspects of the event and to register.

We are committed to making your visit a success and will be pleased to assist you in making the very best of the event.

The Connecticut Maritime Association  
Tel: +1.203.406.0109, Ext. 3717  
Email: conferences@cmaconnect.com

**MARKETING OPPORTUNITIES AT CMA SHIPPING 2015**

Exhibit space at CMA Shipping 2015 is sold out, but here are some additional ways that you can participate at CMA Shipping 2015:

**Conference Delegate**

Attend the conference as a delegate for the entire three days or just for select days. View the latest program and registration form at:


**Visit the Exhibits Only**

Visits to the exhibits only at CMA Shipping 2015 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. To pre-register for exhibit visits:  
Email conferences@cmaconnect.com.

**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 23rd from 3-5pm; Tuesday, March 24th from 10am-5pm and Wednesday, March 25th 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 2015 Official Event Guide (OEG)
This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2014 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 2015 Commodore, Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group. Copy for the Guide must be received by Thursday, February 26th, 2015.
Advertising rates range from $595 to $1,795. Visit the following link on the show website for more: http://www.shipping2015.com/2015OEGsell.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.shipping2015.com/sponsor2015.html

We 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 us if you have any questions.

Thank you for your support!

Networking Opportunities Galore…….

One of the great things about CMA Shipping 2015, March 23-25, 2015 at The Hilton Stamford Hotel is the abundance of networking opportunities and a profusion of social activities, over and beyond the conference and exposition.

To help you make the very most of your time visiting CMA Shipping 2015 if you are already registered; or if you have not yet signed up as a conference delegate as only have time to attend a cocktail reception here and there, here is a list of events taking place, to which all are invited and which can only help to enhance your trip:

Monday, March 23-Wednesday, March 25, 2015
Exhibit Visits - complimentary at the following times
Monday – 2:00pm-4:00pm
Tuesday – 10:00am-4:00pm (CMA Job Fair takes place 5:30pm-7:30pm)
Wednesday – 10:00am-4:00pm

For a VIP Pass to visit the exhibits and to pre-register for a name badge, simply e-mail us at the following email: conferences@cmaconnect.com

Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2015 in any form
The Charter Oak Boardroom Seminar space is hosting a full schedule of private label seminars. A full schedule will be available at the show. We will release a schedule of seminars in the March newsletter, but company scheduled to make special presentations to date include: Green Marine, Intertek (Lintec) ShipCare Services, Index AR Solutions, Proceanic Ltd., Lukoil Marine Lubricants, IHS, Global Maritime Financial Services, Brightwell Payments, Globecomm Maritime, Total Marine Solutions and Ecochlor – a very diverse and interesting group of companies with worthwhile stories to tell.
MONDAY, MARCH 23, 2015

WISTA USA Luncheon
Women's International Shipping & Trading Association
USA's Tenth Annual Luncheon at the CMA Shipping 2015 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Karin Orsel, President & CEO of MF Shipping Group and also President of WISTA International will be the keynote speaker. Last year's event was sold out, so register early by contacting Marlene Boyer, WISTA CT Chapter President, at: wistausa@gmail.com.

WISTA Members $65 Non-Members $75

CMA Shipping 2015 Opening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 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. – those visiting the Exhibits Only need to purchase tickets to gain entry.

TUESDAY, MARCH 24, 2015

The Tenth Annual CMA Shipping Job Fair

Where: Hilton Stamford Hotel, First Stamford Place, Stamford, Connecticut
When: Tuesday, March 24, 2015 – 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 Faststream Recruitment, Flagship Management, Spinnaker Global, Independent Maritime Consulting and the SUNY Maritime College Graduate Program will all be represented with table-top displays. In addition, YSP of New York (Young Shipping Professionals) has generously agreed to mentor and give advice to young people looking for opportunities in the maritime industry.

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 2015 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 2015, 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 Anne Gumpel by email at AGumpel@marinemoney.com – Access is complimentary for those attending the Job Fair. If you are at Shipping 2015 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.

CMA Shipping 2015 Tuesday Evening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 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. – those visiting the Exhibits Only need to purchase tickets to gain entry.

WEDNESDAY, MARCH 25, 2015

CMA Shipping 2015 Gala Cocktail Reception – 5:30pm-7:30pm - $75 for members, $100 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 - those visiting the Exhibits Only need to purchase tickets to gain entry.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2015.

Lorraine Parsons, Event Director, CMA
Website: www.shipping2015.com
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CMA’s JANUARY LUNCHEON

By Michael Lustrin
Interning at IMS

“Implications of Cheap Oil For Shipping:
Key Questions and Considerations”

A provocative presentation on charter markets in the wake of the recent oil glut.

Speaker: Jerry Lichtblau

Just after noon on January 22nd over one hundred businesspeople gathered in the upstairs dining room of Giovanni’s in Darien. The talk, as always, was about the “market”. Old friends greeted each other, new friends exchanged business cards, and students engaged as many guests in conversation as they could. For them it was learning time.

As the meal was being cleared the speaker was introduced. It was obvious from the attention given the speaker that here was someone to listen to and learn from.

From the start, Jerry created an informal and interactive environment for listeners, posing several key questions pertaining to charter rates as a function of several moving variables, each of which are particularly emphasized by the recent downward move in oil prices and its subsequent macroeconomic implications.

Jerry posed the question of how oil-producing nations will adjust their output so as to alter global oil supply. He portrayed Libya as a goner, but the debate rages on as to who the next over-leveraged, cash-strapped player will be. Will U.S. production and possible easing of sanctions on Iran augment the oil supply glut? Who will see their cash-dry wells shut down, default, or otherwise fall into chaos? Will private equity be waiting in the trenches to snatch them up? All else equal, someone’s capital nightmare will be another’s opportunity.

Tanker earnings are good at the moment. Traders are willing to store cheap oil and wait for the day when crude breaks from its nosedive. Oil will move into storage ashore and afloat. We will reach a point where land storage is exhausted and it is more economical for traders to charter vessels for crude storage at sea. They will charter tankers for storage, and that will further turn the market bullish. Kind of a cycle within a cycle.

Jerry has a unique insight on what may happen next. If vessels decide to slow steam delivering their cargos, and go full speed ahead on the ballast return leg hoping to be back in
time for more bull market, will we accidentally induce the very supply glut we are so anxiously awaiting? This action would create a miniature boom-bust cycle much like the ones that are typically demand-driven because if prices fall enough from too many ships racing into port looking for freight, it may become economical to begin sea storage again.

Jerry largely ignored the demand curve in this supply-driven narrative, but he spurred discussion implicating the larger shipping cycle with a key question: will ailing crude-consuming nations ramp up their economic activity, or will they continue to struggle creating significant economic output? Low oil prices are typically associated with the latter. However, if they do rebound, how will this translate to moves in the oil market, and how will different industries respond with their capital expenditures? Furthermore, will even more newbuildings and cargo conversions flood the tanker market?

In conclusion, Jerry suggested that crude will be bought in surges. Crude importers are patient, and they will wait until the market is ripe to begin buying big. This will cause a bipolar market to develop, bringing shippers the boom-bust they know so well as periods of little activity are followed by massive oil purchases. But what will be the frequency of these cycles, and what will be the magnitude of their swings? This is the multivariate moving picture that is the tanker market’s response to historically unique and complex crude production, storage, and purchases.

Thank you to all of the CMA members who made it out to the bustling metropolis of Darien. A special thank you to Mr. Lichtblau for his careful preparation and presentation. We look forward to seeing you at the next successful CMA luncheon in February!

About the speaker:
Jerry Lichtblau has been a popular speaker at CMA events before. He is the head of Research and Analysis at True North Chartering. Prior to joining True North he was in charge of all research and financial analysis at MJLF & Associates for 13 years. He also spent 7 plus years with OSG where he was an officer in the finance department. He has also worked for Sea-Land Corporation as well in the financial industry. He has a BS from SUNY Maritime College in Meteorology and Oceanography and an MBA from Columbia University in Finance.
(loosely translated - The more things change the more they remain the same)

Tradition is the idea of holding onto something from the past, of handing it down to those following in our footsteps. Traditions change. Spinnaker Global's Phil Parry reflects on how shipping and shipping people are evolving ahead of Shipping 2015, where our conference theme is just that...

• Family business to corporatisation
  What's always made shipping so fascinating is our romantic notion of 1950s shipowners swashbuckling their way through the post-war boom years. Wealthy families keeping it in the family, employing sons and cousins (all too rarely daughters). There's no denying that the industry is more corporate - MBAs are as fashionable as Ferraris and shipowners employ bankers and court private equity and institutional shareholders on a scale we've never seen before. In the scale of things, it's early days and shipping families still dominate shipping - more, I suspect, than other similarly capital-intensive industries.

• Private vs public companies
  I met an accountant on holiday last year (no, it was actually quite enjoyable!). He offered a universal mission statement for any business: "Turning your money into our money." In fact, other people's money has become pretty popular of late. My accountant friend told me he doesn't work in shipping. I don't believe him.

• Looking back vs. going forward
  Seafarers today - they're not what they used to be. Thing is, we've been saying this for fifty years. Fact - there are fewer accidents per, well, per whatever, than there used to be. I know this because we in shipping publish little facts like this on the websites we use to promote ourselves. To whom? Well, to the youngsters we try to attract into our fascinating industry so we can then lament that they're not as good as we were.

• Captain to BSc
  It's a paradox. The very people who insist that today's seafarers aren't what they used to be also insist that we must have master mariners and chief engineers ashore in superintendent jobs. New thinking is emerging and opinions are splitting about whether this really is essential or whether much of the imperative is about perceived credi-

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bility. "Officers won't take orders from people who haven't sailed as master or chief." Well, they will. They do so every day. It all depends what the job description is of the person giving the orders and what the order is about. If it's to second guess the Captain, well then they damn well ought to know all about being a captain. But in truth so much of the various superintendent jobs as we currently define them is not about that at all. There are companies out there who are redefining roles, carving out supporting roles, separating management from technical responsibilities and creating centres of excellence to house their technically superb ex-captains and chief engineers. There are more vessels per superintendent, those with management aptitude in management roles and those who really did excel at sea distributing good advice to their fleet.

• BSc to Captain
Spinnaker carried out a study in 2008 and found that 85% of operations jobs did not require or did not hire former seafarers. The vast majority of operations staff - graduates or otherwise(!) - learn their trade on the job. There seemed to be a tendency for Japanese shipowners and those in the roro and container trades to prefer former mariners. We've noticed recently a definite increase in demand for former seafarers in operations jobs. Change afoot?

• University of life to... real life university
It's hit and miss whether brokers and charterers of my generation (I'm 45) have a degree, and it's highly unlikely that those of my father's generation did. Nowadays, almost all employers insist upon a degree for almost all jobs in shipping. I get it; there are so many more graduates about and the business of shipping has become so complex and so full of new risks that we need to employ some very clever people. But the shame of it is that the people who in the past would have gone on to great things would not now get the chance.

I can name some superbly intelligent and equally successful shipping executives who only came into their own in adulthood and simply didn't flourish or were let down by the education system. I'm all for education; I have degrees coming out of my ears, but I can honestly say that I met some of the silliest people I know at law school. I admire those employers who buck the new norm and hire for attitude and aptitude.

• Personnel to Human Resources
When we set up Spinnaker in 1997 very few shipping clients had HR departments, let alone professional HR staff. At best, there may have been someone who in the twilight of their career had been shuffled to one side and given the title 'Personnel Manager'. Being a little bit behind the times in some respects (another tradition), shipping finally started hiring proper HR people 10 to 15 years ago. In many shipping employers HR is now a key strategic function; with HR directors often sitting on the main board.

• Generalist to specialist
Ships and markets live in ever-decreasing circles. Specialist skills are in short supply.

• Finger in the air to 'Valuing People Professionally'
Hand in hand with shipping HR becoming professional, a great many shipping employers now benchmark their salaries...just like they do in other industries! So many HR people joined shipping, exclaiming in their very first week, "Where's the data?" to hear, "ahem, we don't share." Well, we do now. A shipping employers' club called the Maritime HR Association has nearly 100 blue chip members who benchmark their shore-side salaries against each other around the world so they can demonstrate to their staff and their shareholders where their pay levels sit against the market. If people really are our most important asset (that's apparently what most CEOs say they are) then surely this is the least they should do.

• Good old boys to meritocracy
Well, sort of. This is a two-pronged fork. It's partly about recognising that talent resides in those who tend not to drink ten pints and pontificate about football, and it's also about promoting only those people into management roles who can manage. We certainly shouldn't promote women just because they're women, but we certainly should actively hire and promote those women who deserve it. Similarly, we shouldn't simply promote into management those people who are good at their current job. Lack of good leaders and a lack of management skills are not unique to shipping, but poor leadership does seem to be an issue that's coming up time and time again. We are starting to change and recognise that shipping needs to invest more in developing its people and identifying those with the motivation and capacity to lead. But it's slow going.

• Regulation to more regulation
One tradition that will never change in shipping is the avalanche of regulations. It's nothing new. There are countless quotes on the subject from the 1960s that sound like
they were written yesterday. I'm no fan of knee-jerk legis-
lration, but when we look back now it's hard to imagine life
without some of the globally harmonising legislation we
now all take for granted. And as I get older, I can't help but
think that self-regulation rarely works unless it produces
tangible economic and competitive advantage. Like it or
not, regulation very often raises the bar and levels the
playing field.

- Port State Control to customer control
  It's not just about regulation any more. Corporate reputa-
tion and responsibility are everything and can be
destroyed in a moment. The 'four pillars' - SOLAS, STCW,
MARPOL and MLC - represent compliance. We now have
vetting, OCIMF, SIRE, RightShip, TOTS, crew matrices
and TMSA. Customers won't use us and cargo insurers
won't let them unless we do better than comply. These are
burdens and they aren't always applied sensibly or even-
handedly by the oil majors (although Shell recently came
in for praise from a couple of shipowners who attended
their recent CEO conference in London) but this is the
kind of 'self'-regulation that does seem to work. FIFO.(That's not an incoterm!)

- Engine to deck
  Ten years ago the number of former chief engineers
employed ashore as superintendents was almost double
that of former master mariners. Nowadays that ratio has
reduced considerably. Quite simply, we need more
mariners to fill the burgeoning demand for marine staff -
superintendents, vetting staff, HSSE / S&Q / HQSE and
so on.

- Chartering to Freight Trading
  In 1999 Spinnaker took a phone call from Cargill. They
had a vacancy for a 'freight trader'. We sounded as clever
as we could, put the phone down and asked each other
"What's a freight trader?" Since about 2004 everyone is a
freight trader or, at least, likes to think they are. 'Traders'
earn big bonuses right? So it makes sense to be one. The
serious point is that the world of commercial shipping
and risk management has changed dramatically this cen-
tury. Time was when shipowners were shipowners and
charterers were cargo owners ...for the most part at least.
Not anymore. There is more than one way to skin a cat.

- Cargo is king to …cargo is still king
  How? Well, nowadays money is made when markets fall
as well as when they rise. It's no longer always enough to
juggle time charters and voyage charters. Why own ships at all? The trading environment is more complex and offers more opportunities to make money and lose money. Shipowners divest themselves of assets, become operators, and then become shipowners again. Operators become shipowners. Ironically though, nothing changes the adage that cargo is king. There may have been a few short exciting years where helium-filled freight rates went crazy, but even then those owners and operators who got close to their customers called it right. Look who made money since 2008. With volatility having had its wings severely clipped, several of Spinnaker’s clients have recently highlighted the need to be close to their customers.

• Secrecy to social media
Shipping is private, secret and shipowners don’t share. Well, who’d have forecast the rise of Twitter, Google, Facebook and their influence? Communications departments in large corporations no longer control the message, but work with HR to encourage responsible use of social media by their staff. Everyone is a journalist, everyone has an opinion and we all have the right to have our opinions heard.

• West to East
Does this need any explanation?

See you in March!

Phil Parry is Chairman of Spinnaker Global Ltd which operates Spinnaker Global Shipping Recruitment and Spinnaker HR Consulting. Spinnaker is secretariat of the Maritime HR Association. Phil is speaking at Shipping 2015 on Tuesday 24th March during the panel discussion “Reflections on how people, jobs and training are evolving”.

CMA Elections

The Board of Governors of CMA is elected by the members at the Annual General Meeting (AGM) each April. Our By-Laws provide that half of the Board positions are elected each year. Office terms for Officers (President, Vice President, Treasurer and Secretary) and Committee Chairs run for two years and each is eligible for re-election once. This is how we keep the Board fresh.

For long time members information, the Newsletter Editor who was a founding member and twice past president, sits ex-officio on the Board acting more less as the Board’s Institutional Memory.

In February a nominating committee is selected to recommend a slate of new Board members to fill each expiring position. The nominating committee is headed by a current Board member who is not up for re-election. This year’s nominating committee chair is Capt Larry Liu of Charles R. Weber who chairs the Planning and Administration Committee. The full committee will be selected shortly and you will be advised in due course.

By the way, we used to keep the By-Laws on the website but they took up space and it was decided to use the space for other things. If there is anyone who wants a copy of the By Laws we can e-mail it to you and if there are many such requests we can restore them to the website.

15th Annual Setting the Course Awards Banquet –

Thursday, April 23, NYC

Seafarers International House will hold its 15th annual Setting the Course awards banquet on Thursday evening, April 23, 2015 at the New York Athletic Club to honor Anthony Chiarello and Stephen Knott as the 2015 Outstanding Friends of Seafarers.

• Anthony Chiarello is the President and CEO of Tote, Inc.

• Ed Morgan is the General Vice President, International Longshoremen’s Association

Seafarers International House is a Lutheran mission to seafarers and immigrants 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 Annual Awards Banquet supports Seafarers International House’s port mission to seafarers and honors those in the maritime industry whose achievements have earned them the Outstanding Friend of Seafarers Award.

Further information about reservations and program journal ads can be found in http://sihnyc.org/setting-the-course-gala/
THE CMA NETWORK

By Captain Joe Gross

As we all know, it is sometimes easy to overlook great things that are right in front of us.

Many of us have been CMA members for years, participating in the organization to different degrees, attending lunches, the Christmas Party, and hopefully the CMA Conference each March.

However, at the core of all of these events is the CMA network. There isn’t another organization like the CMA, nor is there another network like CMA’s. For many of us, "knowing the answers" is only a part of our job. Equally important is knowing where to go if you don’t know the answer to a question. The CMA network! Our membership includes people expert in commercial, operational, technical, legal and financial sectors of the shipping industry as well as commodities, materials and energy, and in my experience, people are always happy to assist a fellow CMA member. This is a really great resource, and I would encourage all of our members to take advantage of it. It’s a resource that can’t be found anywhere else.

I had the opportunity to use this resource a few months ago. One of our vessels, Cielo Di Livorno, was scheduled to enter the Port of New York on a Monday morning, and on the Friday before, I was asked if it would be possible to arrange photographs of her in New York Harbor. I knew there was a ship photographer who belonged to CMA, but couldn’t remember his name, so I sent Lorraine Parsons an email, and within minutes she replied, with the name, Jonathan Atkin, and his email address. I spoke to Jonathan that afternoon and told him what we were looking for. By Saturday, he had arranged the helicopter for the shoot, and notified the USCG, Sandy Hook Pilots, and all of the other relevant agencies around NY Harbor to let them know what would be taking place. On Sunday I received a chart from Jonathan, with an arrow indicating where the sunlight would be coming from at the time the ship would be transiting the harbor, and how he would ask the Sandy Hook Pilot to maneuver the ship for different shots. Monday was the big day, and by Tuesday morning, we were getting the first images, which were truly breathtaking. Pulling off this photo shoot in such a short period of time was no small feat, and the results speak for themselves.

This is just one example of the value that CMA provides beyond just monthly lunches and the yearly conference, and it shouldn’t be underestimated. CMA is our organization and it’s what we choose to make of it. The depth of resources and expertise available within our membership is quite staggering when one stops to think about it. So, when you are faced with that question you haven’t been able to find the answer to, or that problem you are unsure how to approach, take advantage of the CMA membership, and reach out. You can search the membership through the CMA website, or you can always reach out to a Board member to help point you in the direction of the right CMA member to go to.

Editor’s Notes:
1. We have used two of Jonathan’s best shots. We think you will agree they really are stunning.
2. For members who have not seen Joe’s name in print recently, he is CMA Vice President, in addition to being Dry Operations Manager at d’Amico Shipping USA Ltd.
The Connecticut Maritime Association is delighted to announce that a good friend of the CMA is being honored at this year’s Lloyd’s List North American Maritime Awards.

President and CEO of the Chamber of Shipping of America, Joe Cox, is the winner of the prestigious Lifetime Achievement Award for this year.

Mr. Cox will be presented with his award on February 18 along with winners in the other 16 categories during a glittering gala evening at one of the most exclusive hotels in Houston, the Houstonian Club & Spa. You can view the finalists list at the following web-link: https://ibiawards.com/north-america/finalists-2/

Over 300 industry professionals from across the region enjoyed the celebrations at the inaugural event last year.


Consider attending this year and take advantage of networking with key industry figures from across the region, all in one place.


The must-attend global maritime event for 2015

Propelling world trade

Leaders from every sector of the global shipping industry will descend on London in September 2015 to celebrate the second London International Shipping Week (LISW). LISW will be packed with over 100 individual events and top rank meetings, culminating in a highly focused industry and Government shipping conference and spectacular Gala Dinner.

For more details visit www.londoninternationalshippingweek.com
By Hugh Turnour England

North Africa – 1941-1942

Rommel’s threat to Egypt

On my arrival back at Alexandria I was not surprised to find everything was hotting up in every sense of the word. By that time Bobbie Harwood was the Naval Commander-in-Chief, having taken over from my great friend, Admiral Pridham-Whipple who was temporarily in command during the interregnum after Andrew Cunningham had left for home.

An odd thing happened at a dinner party given by P.W. (Adm. Pridham-Whipple) for the Duke of Gloucester who was making a tour of the Desert. In a conversation with the Duke, he asked me what I thought of the Chairman? I was completely taken aback for a moment until I realized he was referring to Winston Churchill. At that time Mr. Ratan Tata, Chairman of Tata Sons which is the holding Company for Tata Group, the large Indian conglomerate. He said: “One of the big dangers for any business is complacency; the challenge for leaders is how to keep injecting urgency.” CEOs need “to generate the sort of excitement that that leads people to do things in different ways.”

Returning to T.S. Eliot’s poem, do we recognize we have been here before, and if so, what, if anything, can we do to change the outcome of the next cycle? Do we want to change?

What have we learned from past shipping cycles? Asking that question today is especially painful as the Baltic Dry Index (BDI) settles into alarming levels.

Until about 2004 the above poem pretty well describes recurring tramp shipping cycles starting after the Korean War. We are now living a different scenario, but will we see an outcome different from past cycles? For those who believed that 2014 would be a turn-around for dry bulk ships I quote Ms. Randee Day, shipping banker and troubled company turnaround specialist, “Hope is not a business strategy.”

Last month I recommended reading “MARITIME ECONOMICS: a Macroeconomic Approach” by Elias Karakitsos, Chairman of Global Economic Research and Partner of Twintop Consultants (trading FFAs in the shipping market) and Lambros Varnavides who studied economics at University College London, UK and the London School of Economics, UK. Both men have further impressive credentials.

Their view of shipping today: “The nature of the shipping markets has changed from a fundamental transport industry into an assets (or securities) market.” Or, stated differently, “Shipping has always been a risky business. However in the past 10 years, freight rates have also become a risky asset.”

I presented a paper at SUNY Maritime’s Ground Hog Day seminar on Cutting Edge Issues in Marine Transportation, February 2, 2007. Without the impressive mathematics of the book above, I too recognized the changes at work. Using virtually the same reasoning as the learned Greek economists, I suggested nearly the same outcomes we have been experiencing. Today, however, change is being driven more by environmental awareness, regulations and governance regimes than by simple economics.

In the aftermath of the 2015 World Economic Forum at Davos, I have been reading some words of wisdom from various corporate leaders outside of shipping. Among them was Mr. Ratan Tata, Chairman of Tata Sons which is the holding Company for Tata Group, the large Indian conglomerate. He said: “One of the big dangers for any business is complacency; the challenge for leaders is how to keep injecting urgency.” CEOs need “to generate the sort of excitement that that leads people to do things in different ways.”
to Tripoli harbor with depth charges which would only have made the situation worse. There was also the failure of a raid to recapture Tobruk with the loss of some valuable destroyers, but he was always very friendly to me allowing me to use a flat in Cairo, which the military authorities had provided for him.

I think Bobbie realized the bigness of the job, as Maysie thought when he kindly called to bring out a letter for me, and he knew that he was taking the place of a quite exceptional Commander-in-Chief.

Final Crisis
As Rommel’s forces advanced nearer Egypt and the situation began to look serious some of our naval forces, including submarines and depot ships, were moved to Beirut, and at the same time it was decided that I should transfer my headquarters to Cairo. I was most reluctant to leave Alexandria, remembering some of Andrew’s last words to me, saying “Don’t let them get you to Cairo”. Despite rumours that Rommel would arrive in a matter of hours there was no panic in Alexandria. I had great faith in General Auckinleck who had taken personal command of 8th Army. He had established a strong defensive line near Almein which proved the turning point of the whole campaign.

I believe there was a run on the banks in Cairo, but I was not unduly perturbed although other people thought differently. I remember Hector Cresswell, Admiral in charge of Alexandria, a staunch friend of mine saying as we heard some aeroplanes approaching, “Here come the first Stukers”, but they turned out to be our own planes. In due course we left Alexandria in a motor convoy for Cairo carrying most of our household belongings after being slightly delayed by my Maltese steward, Aquilina, having forgotten his ironing board.

Arriving in Cairo, a very nice flat facing the Nile near Gezira Sporting Club, was found for me by my friend Anne, and later I was lucky enough to have a charming Major Willie Armstrong from Northern Ireland living with me.

Prime Minister’s Visit
The next event of importance was the arrival in Cairo of a high-powered gathering of Winston Churchill, General Smuts, Anthony Eden, Alan Brooke and other important people. I remember being summoned to a meeting of senior officers when Winston Churchill dressed in his siren suit gave us an impassioned address. I also took the opportunity of having an interview with Alan Brooke, who when I mentioned some of the difficulties we were having in the desert, cut me short and quite rightly said “Hugh, I am not having any more talk of difficulties, we are going to win the battle and save Malta.” He put me firmly in my place.

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: 929-777-0257

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com
Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.

Extensive expertise and experience in:
- Breakbulk Chartering:
  - Forest Products
  - Steel
  - Project Cargo
  - Bulk Commodities
- Previous Positions Held:
  - Owner’s Representative
  - Commercial Manager
  - General Traffic Manager
- Trade Manager

Achievements:
- Identified and developed trade lanes to suit both owners’ and clients’ needs.
- Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.

Education:
- Currently in pursuit of certification by the Society of Maritime Arbitrators.
- Bachelor of Science in Transportation, Tourism and Trade from Niagara University.

Cell: 845.480.4543
E-Mail: jmcship@gmail.com

(S15-02)

Candidate 4: Recent college graduate looking for entry level position

Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.

Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.

Resume available upon request. Willing to travel within Connecticut and New York.

Contact: Devon Marcinko, Cell: (860) 488-4107
E-Mail: marcinkod@live.com

(S14-05)

Candidate 5: Entry Level Vessel Operations / Chartering

Highly motivated recent graduate of SUNY Maritime's Master of Science / Deck License program is looking to begin a career in international shipping in an operations or chartering department.

Education:
- M.S. - International Transportation Management. SUNY Maritime College.
  Graduated with a 3.99 GPA in Fall of 2014

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

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

Resume available upon request. Seeking employment in the greater New York area, but willing to relocate for the right opportunity.

Contact: Michael P. Whitbread
Telephone: (802) 236-4775
E-Mail: michaelwhi.11@sunymaritime.edu,
michaelwhitbread@hotmail.com

(S14-05)

Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position

Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.

- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.

Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.
- Reside in the U.S. and can relocate with short notice.

Education:
- B.A. Economics St. Bonaventure University and SUNY College.
- Featured speaker at Maritime conferences on financial structuring and capital raising in the maritime industry.

Professional Affiliations:
- Connecticut Maritime Association
- Commercial Finance Association
- Association for Corporate Growth
- Turnaround Management Association

E-Mail: indiansailor47@gmail.com

Notes: Please respond to email: (S15-01)

Candidate 7: Maritime General Counsel

Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.

- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

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

E-Mail: maritimeGC@gmail.com

(S14-07)
Candidate 12: Experienced Commercial Operator

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

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

Contact: Anthony Mavrogiannis
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: migel.pritchard@gmail.com

Candidate 14: Ships Officer seeking Entry Operations Position

Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.

Other experience includes:
- Voyage Planning and Vessel Routing.
- Cargo Claims.
- Preparing and reviewing entries that would be used for Statement of Facts.
- Certified STCW assessor.
- 2010 Graduate, SUNY Maritime College.
- BS Marine Transportation, Minor, Ship Management.
- ASBA Charter Parties I & II Certified.

Email: medsavag@gmail.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: Account Manager

TradeWinds is looking for an energetic, enthusiastic and committed account manager to join its team in Stamford, CT.

With a circulation of over 8,500 subscribers in 110 countries worldwide, TradeWinds is the most widely read paid-for shipping publication in the world, with an estimated 48,000 readers. Its enviable position is the result of a dedicated, single-minded pursuit of hard-hitting and entertaining journalism. Launched in 1990, TradeWinds has expanded its portfolio to include online daily news reporting, web TV, and conferences.

TradeWinds is part of the NHST Media Group, and employs 60 staff, operating from ten offices around the globe.

Key responsibilities include:
- Building TradeWinds circulation in the Americas
- Generating new accounts and leads throughout the maritime community in your markets.
- Representing TradeWinds at industry exhibitions, conferences and events.
- Establishing strong long-term relationships with clients.
- Identifying areas of potential market growth in industry sectors/geographical regions, and implementing sales strategy

The ideal candidate will:
- Be a confident, enthusiastic and self-motivated team player.
- Have the ability to discuss current affairs with top-level management.
- Have experience from the maritime sector and/or a strong sales background. However, this is not a strict requirement.
- Have strong presentation skills and competence in PC applications.

The position reports to the head of the Americas, and will require some travel. TradeWinds offers a good basic salary plus an uncapped commission structure; company paid medical benefits and bonus schemes based on target achievements.

Company: TradeWinds
E-Mail: jobs@tradewindsjobs.com

Notes: Please send your cover letter and CV with the subject line “Stamford Account Manager”. All enquiries will be handled with utmost confidentiality.

Position B: Engineering Superintendent

Ridgebury Tankers LLC with headquarters in Westport, CT is looking for Engineering Superintendent to join our group.

This position will report to Head of Engineering

Position summary:
- Act as the interface between the Company core group and the appointed third party Managers;
- Liaising with the appointed third party Managers on engineering matters.
• Develop implementation plans associated with strategic initiatives rolled out by the Managers.
• Prepare comprehensive plans for each vessel that covers all key events and coordinate closure with the vessel Managers.
• Take ownership of Technical aspects of vessel life cycle management tracking, develop appropriate plans and budgets.
• Ensure an aligned approach to planning by liaising with other Technical Managers.

Provide Technical input to the following major initiatives:
• Dry docking projects
• Capital modifications
• Strategic projects
• Annual Budgets development

Liaise with the Managers’ HSEQ legislation group to maintain oversight of legislative requirements and take these forward into executable plans. Develop plans to implement initiatives developed by the Managers’ strategy groups.

Provide technical support to procurement on local service contracts; research alternative equipment suppliers in the event OEM no longer available and ensure they are fit for purpose.

Requirements (Knowledge, Skill and Abilities):
• Analytical problem solving. Time management, project management.
• Ability to respond to customers in an effective manner.
• Demonstrates teamwork, interpersonal and communication skills.
• Chief Engineer Class 1 motor license, unlimited power
• Previous technical management experience required – technical superintendent for 3-5 years.
• Planning or scheduling experience.

Company: Ridgebury Tankers LLC
E-Mail: azibrov@ridgeburytankers.com
Notes: Please reply in confidence

Position C: Experienced Dry Chartering Broker
Stamford, CT
Primal Marine Americas LLC is looking for an experienced chartering broker to join the shipbroking team in Stamford, CT. Primal Marine is an established shipbroking firm, specialized in the Dry bulk sector with offices in Athens, Greece and Stamford, CT.

We are looking for individuals who are experienced in the dry bulk charting for the purpose of expanding our client base.

Ideally candidates should possess the following requirements/skills:
• At least 4 years chartering/shipbroking experience in the dry bulk segment.
• Able to bring new business contacts/clients.
• Fluency in English as well as excellent written and oral communication
• Legally allowed to work in the USA

Contact: Alexis Pappas
Company: Primal Marine Americas LLC
E-Mail: pappas.alexis@gmail.com
Website: www.primal-marine.com
Notes: Please send your resume/CV - All applications will be treated in strict confidence.

Position D: Performance Analyst
Stamford
Gemini Tankers, operates a Pool of modern Suezmaxes and is looking to add a Performance Analyst to its Commercial Operations team.

As the Performance Analyst, you will be tasked with monitoring, collecting and analyzing in-port and at sea performance data, maintaining fleet off-hire statistics and preparing vetting approval status reports for vessels operating in the Gemini Pool. Additional duties as required by management.

The ideal candidate:
• Is a graduate from a Maritime School with some seagoing experience preferred
• Analytical, problem solving, time management and decision making skills
• Proficiency in Microsoft office applications required
• Experience in marine and commercial operations preferred
• Must have legal authorization to work in the US

Contact: Kartik Ahuja
Company: Gemini Tankers LLC
E-Mail: hr@geminitankers.com
Notes: Please send your resume/CV. All applications will be treated in the strictest confidence. Only online applications can be accepted.

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Wanted: Host Companies
Students are looking for internships. If interested in reviewing RESUMES. Please contact Kevin Breen (KBreenCMA@gmail.com)