President’s Notes

February is always a busy month in the CMA world. We are neck-deep in organizing the final details for Shipping 2018, which will take place on March 12-14. I am confident that it will be an excellent event, as always, with something for everyone. There are sessions focused on regulatory issues, changing market dynamics and disruption, technology, strategic planning, finance, and more. Our panelists and speakers include senior US Coast Guard officials, Corporate Directors, the heads of international shipping associations, economists, analysts, Owners, Charterers, Brokers, and more. The program can be found here http://www.cmashipping2018.com/Shipping2018programWeb.pdf and may change a bit between now and then, so I would encourage you to check again from time to time.

We were very pleased to have had Joshua Shapiro, COO of Liberty Maritime Corp, speak at our January lunch, and...
he did not disappoint. The room was filled, and I know that we all walked away with lots of new information to consider, and certainly with an increased level of concern regarding the topic of cyber security issues. Joshua ended his presentation with a video about cyber security that I described at the time as both terrifying and strangely entertaining, and I would urge you all to spend six minutes watching it: http://www.fidrafilms.com/maritime-cyber-security-training-educational-resource/

As CMA President, I was asked by Connecticut’s United States Senator Chris Murphy to be a member of a new advisory group he created, called the Long Island Sound Advisory Council. There are about 20 members, and I was not surprised to find that most members are from environmental organizations, but three or four of us come from the commercial sector. Considering that the CMA is not a political organization, I went into this with the idea that this would be an opportunity to build some bridges, and provide some expertise to those who may not fully know or understand our industry, the challenges that we face, and the work that we do in order to comply with domestic and international regulations (which may not always be in sync), and to operate our vessels as responsibly and efficiently as we can.

The meeting was very interesting and gave me some new insight into how parts of our federal government work, but as I suspected, the conversations I had after the meeting officially ended were even more interesting. After the meeting, I spent about an hour chatting with four or five other Advisory Council members, primarily about ballast water issues, a topic that one of them had brought up. They seemed genuinely interested in what these regulations mean for us, and were especially interested to learn that the US regulations and the International regulations differ, and how this fact makes implementation more challenging for all of us in the shipping industry. It was a gratifying exchange, and I’m looking forward to continuing these sorts of discussions at our next meeting in April. It’s also a great reminder that all sorts of people know who and what the CMA is, including Senator Murphy, and recognize that there is value in having us participate in such a forum.

Our next luncheon will be on Thursday, February 22nd, and we will be announcing the speaker in due course. Shortly thereafter will be Shipping 2018, and I hope to see all of our members at these upcoming events!

Joe Gross
Ground Hog day has just passed but it seems to me that while we are not reliving Feb 2 we are reliving much of the recent history of shipping markets.

While the over building of bulkers seemed to have arrested the deep dive in dry bulk, I now read that bulk carrier new-build orders are up 25% (Trade Winds Jan. 12, 2018). Yes, the quoted shipbrokers, Affinity (Shipping), hedged the impact of so many new ships coming to market by allowing that “If shipyard performance in 2018 is consistent, then around one third of this year’s scheduled deliveries will be pushed back to later years or dropped altogether.” Sure. If you say so!

In the meanwhile the US Navy is clamoring for more ships but Congress hasn’t found the money yet. A US Naval Institute report January 19th highlighted a plan to be submitted to Congress requesting funds for a 30 year shipbuilding plan. The study itself will cost over $600 million.

The topic of Ballast Water Management Systems continues to leave questions regarding the US Coast Guard’s testing procedures. The well thought out letter to the industry by former US Coast Guard lawyer, Dennis L. Bryant, titled “Questions raised by BWMS testing” (released late January 2018 in the January issue of the Maritime Reporter) makes for compelling reading.

On January 17th the House Subcommittee on Coast Guard and Maritime Transportation held a Hearing on the State of the U.S. Flag Maritime Industry. You can read the transcript or watch a recording of the hearing by logging onto “transportation.house.gov/news”. Many news outlets reported on the hearing with several referring to the hearing as “pep rally for the Jones Act”. I watched it live and wonder why I wasted my time. The subcommittee chair, Rep. Duncan Hunter, R-California and whose district includes NASSCO San Diego, a very large builder of US ships, reported “Unfortunately, over the past few decades, the U.S. maritime industry has suffered significant losses, as companies, ships and jobs have moved overseas. “ Not one of the people testifying before the committee represented cargo interests or people who did not have a stake in the continuation of the status quo. If things are as bad as they say, is it not time to hear from people who are more objective?

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Under the heading “I am sorry to bring this up” I must mention for your reading an article in the November 2018 issue of the United State Naval Institute’s PROCEEDINGS titled “Where Are You Going, KINGS POINT?” by 1986 honors graduate Commander Thomas F. McCafferty, USNR-ret. Read it. Commander McCafferty obviously has torn feelings, but he asks good questions. On this topic, if you missed Klaus Luhta’s podcast interview with MARAD Administrator, and Kings Point graduate, Admiral Mark Buzby USN-ret on January 18th you can find parts one and two on gCaptain February 2.

In closing I strongly recommend you log onto Shipping 2018’s website www.cmashipping2018.com. The program changes a little bit every day. Considering the number and range of challenges our “mature” industry has to deal with, I think you will find this may be the best Conference we have presented over our 34 year history.

I hope to chat with you at the Feb luncheon and don’t miss Shipping 2018.

Don Frost
Editor

Hellenic-American / Norwegian-American Chambers of Commerce
24TH Annual Joint Shipping Conference
Shipping in a Disrupted Market
Date: Tuesday February 13, 2018
The Apella Conference Center
450 East 29th Street, New York City

• Pressures of technological Change
• Investor Activism Comes to Shipping
• Navigating Disrupted Seas
• Political Turmoil and its effect on Shipping
• Automating Ship Operations
• Impact of Environmental Activism
• Oversupply/Risk Management
• Shipowners’ perspective

Sources of Capital in a Disrupted Market
For prices, reservations and further information contact via e-mail: info@hellenicamerican.cc or info@naccusa.org or phone HACC 212-629-6380 / NACC 646-883-1760
To view the complete agenda and to sign-up on-line visit:
http://hellenicamerican.cc/upcoming-events/

SHIPPING IN A DISRUPTED MARKET

Hellenic-American / Norwegian-American Chambers of Commerce
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To view the complete agenda and to sign-up on-line visit:
http://hellenicamerican.cc/upcoming-events/
Please welcome our latest group of membership applicants.

Mr. Patrick TC Bird, Managing Director - Global Head of Advisory, Seabury Maritime PFRA, New York, New York

Mr. Francis J Calton, Maritime & Regulatory Professional, Ridgewood, New Jersey

Mr. Russell Covington, President, Balaena, Orange, Texas

Ms. Barbara A. Dutton-Weingarten, CEO, Green Framework LLC, Huntington, New York

Capt. Igor B Fedorov, Operations Manager, Kirby Offshore Marine, Humble, Texas

Mr. Freddy Friberg, Regional Director Americas, DNV GL Maritime, Katy, Texas

Mr. Eric J Holohan, CTO, Green Framework LLC, Huntington, New York

Mr. Louis Linde, Senior Financial Analyst, Northern Shipping Funds, Stamford, Connecticut

Mr. Mohammed Marzuk, Bunker Procurement, Crowley Maritime Corporation, Jacksonville, Florida

Ms. Melissa Ann Mavour, CEO, Mavour LLC, Chadds Ford, Pennsylvania

Dr. Cornelia McCarthy, Coordinator of GBAT Graduate Program, SUNY Maritime College, Bronx, New York

Mr. Ross Millard, Business Development, Nautilus Labs, New York, New York

Mr. Paul J Monks, Cadet, New York Maritime Academy, Bronx, New York

Mr. Brian Nixon, Managing Director, Lavinia Bulk Ltd., London, United Kingdom

Mr. Antonios P Panagiotareas, Director, Oceanus Maritime Services LLC, League City, Texas

Mr. Shane Roeser, Business Development - Marine, Motor Services Hugo Stamp, Inc., New Orleans, Louisiana

Mr. Steffen Tunge, Managing Director, OSM Ship Management Pte. Ltd., Singapore

Mr. Justin M Vieira, North American Sales Manager, Weathernews America, Stamford, Connecticut

Welcome aboard. Hope to meet you at our February luncheon and please save the dates Monday March 12- Wednesday March 14, 2018 for CMA Shipping 2018 in Stamford, Connecticut.

Greg Kurantowicz, Membership Committee Chair

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**Delivering Maritime Solutions**

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We don’t change the path you’re on. We just help you navigate it better.

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

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The Connecticut Maritime Association Presents

SHIPPING
North America's Premier International Shipping and Trade Conference and Exposition

March 12, 13 & 14, 2018
Hilton Hotel
Stamford, Connecticut

3 tracks 15 sessions
2,500 people

Profits and Values

www.cmashipping2018.com

Produced by
International Marketing Strategies, Inc.
Tel: +1.203.406.0109 ext 3717
Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.cmashipping2018.com
The Connecticut Maritime Association (CMA) is pleased to present a powerful program for CMA Shipping 2018 - Profits and Values.

Profits and Values are an abiding commercial focus, driving every aspect of an enterprise from competitive finance, and engineering to the daily demands of operations and customer service. But it also profits a business and an industry to invest in its future, its people and reputation and demonstrate the values of good environmental leadership that can set an industry ahead in the minds of regulators and the public.

The CMA program this year focuses on the critical commercial demands of the industry from finance to disruptive business practices along with vital human and environmental elements so critical to profits and illustrative of the values vital to best practices.

This CMA is dedicated to providing the shipping community with insight into what is happening, access to the people and tools that are transforming the industry and the confidence to take action. There is current business intelligence from subject matter experts for every part of the industry.

At the CMA, we are enormously fortunate to have the best input from our industry’s most thoughtful and successful leaders.

Click here to learn more and review the developing conference agenda. The agenda is fine-tuned almost every day, adding new sponsors, new speakers, new topics, new breakouts, so if you are interested in participating in this year's event, please do contact us to discuss your ideas and available opportunities.

Some of the most important industry leaders will tackle the issues we all face right now: so whether you want to discuss markets, finance or want to share ideas on what exactly needs to be done on any regulatory front, or exchange ideas on bunkers, big data, leadership or the human element, it is all available to you March 12, 13 & 14, 2018 at the Hilton Hotel in Stamford, Connecticut.

While we have worked hard to create a valuable conference event, we are also pleased to acknowledge that the trade exhibits, special events put on by INTERTANKO, WISTA and others, along with a full slate of 'private label' working seminars ensure that the business networking opportunities will be non-stop.

The event concludes with the 2018 Commodore Award, which will be presented to Sabrina S. M. Chao, Executive Chairman of Wah Kwong Maritime Transport Holdings Limited. It promises to be a grand finale to a spectacular event.

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 2018.

Again, please visit www.cmashipping2018.com to view more on all aspects of the event and to register.

Sincerely,
The Connecticut Maritime Association
Tel: +1.203.406.0109, Ext.3717
Website: www.cmashipping2018.com

CMA Shipping 2018 Mobile App to Come!

Coming soon to the app store: CMA Shipping 2018’s Mobile App! Following the success of last year’s app, we are pleased to once again enhance your networking abilities at CMA Shipping. Maximize your time by creating a personalized schedule; keep track of the exhibitors you wish to visit; participate in audience polls; and so much more. Thanks to sponsor World Fuel Services for making the return of the app possible. Keep an eye on your emails for more information!
One of the great things about CMA Shipping 2018, March 12-14, 2018 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 2018 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 12 - Wednesday, March 14, 2018

**Exhibit Visits - complimentary at the following times**

- **Monday**  –  2:00pm-4:00pm
- **Tuesday**  –  10:00am-4:00pm
- **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 conferences@cmaconnect.com, or LParsons@marinemoney.com.

**Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2018 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. A list of the scheduled seminars will be published in the March newsletter.

**Monday, March 12, 2018**

**WISTA USA Luncheon**

Women’s International Shipping & Trading Association USA’s 13th Annual Luncheon at the CMA Shipping 2018 Conference. 11:30am-1:45pm  - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Cheryl “Cherrie” Felder, Vice President of Channel Shipyard Companies will be the keynote speaker. Last year’s event was sold out, so register early. Click here for more and to register.

WISTA Members $70 Non-Members $80 – this registration is separate from CMA Shipping 2018.

**CMA Shipping 2018 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

**Tuesday, March 13, 2018**

CMA Shipping 2018 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

**Wednesday, March 14, 2018**

CMA Shipping 2018 Gala Cocktail Reception – 5:30pm-7:30pm - $100 for members, $125 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2018.

Lorraine Parsons
Event Director, CMA
Website: www.cmashipping2018.com
FREE MARITIME INDUSTRY REVERSE PITCH EVENT

March 15, 2018 | 10:30 am to 1:30 pm
Maritime Academic Center, SUNY Maritime College

Reverse pitches are used to help those with problems (industry) present them to those with the talent, desire and passion to dream and conceive possible solutions (innovators). This type of presentation helps expose real needs, inefficiencies and pain points ripe for an innovation, creativity, and solution.

The specific areas included:

SHIPPING - equipment, technology, design, insurance, finance, regulatory and legal compliance, commercial and passenger.

PORTS - terminal and site management, operations, cargo movement, warehousing, offshore activities.

LAND-BASED - documentation, law, brokers, freight forwarders, chartering, beneficial cargo owners, passengers, cybersecurity, blockchain initiatives, forecasting, automation, etc. additional topics?

This is an unique opportunity for entrepreneurs; large, small and mid-sized firms; venture capital and private equity firms; and the academic community to better access and connect industry needs with startup solution providers. Presenters from a range of maritime sectors are being invited to participate.

Innovators interested in presenting solutions from issues discussed at the Reverse Pitch will be provided with more in depth briefings and mentoring after the conference. They will be invited to pitch developed ideas at a follow-up session to investors at a venue in midtown Manhattan in late June.

For more information, contact Christopher Clott, co-founder of MGTIC and ABS Chair of Marine Transportation and Logistics at SUNY Maritime College, at cclott@sunymaritime.edu or (347) 842-1611.

UPCOMING EVENTS IN 2018:

• June 21 Tech developers response to industry needs derived from the March conference
• October 18 A demo day at the close of SHIPPING Insight for extended product demonstration

THE EVENT IS FREE. REGISTER ONLINE FOR TICKET.
RSVP at https://www.eventbrite.com/e/mgtic-maritime-reverse-pitch-tickets-42009478481
INTRODUCTION

Today, the CMA is the largest commercial shipping association in the US, which means that leaders of the industry and government come to share their ideas, voice concerns, or explore answers to today’s new issues. The bottom line is to give you information to trade on, grow from, plan with and use today – from the people who are leading the way.

LOCATION

The tri-state area is home to over 225 ship owners and ship managers.

ATTENDEES

Industry representatives from 49 countries attended CMA Shipping 2017.

CMA Attendee Demographics Shipping 2015-2017

- Shipowners/Ship Managers: 16%
- Ship Supplies/Product Manufacturers: 8%
- Lawyer/Insurance: 7%
- Financial/Equity Investors: 7%
- Press/Communications: 6%
- Class Society/Ship Registries: 6%
- Brokers/Charterers: 5%
- Education: 4%
- Government/Associations: 2%
- Emergency Response/Security/Salvage: 2%
- Consultant/Information Provider/Internet Group/Software Provider: 2%
- Port Authority/Pilots/Ship Agents: 19%
- Naval Architects/Marine Engineers/Marine Surveyors: 11%
- Other: 5%
SPONSOR OPPORTUNITIES:

There are several sponsorship opportunities available at North America’s longest maritime conference and trade exhibition – 2,500 delegates, 140 exhibits, 15 seminar tracks – supported by industry, for the industry, that will provide a high level of brand exposure and significant marketing opportunities through the channels of the CMA to senior executives within the domestic and international shipping industry.

The general benefits for all levels of sponsorship include:

- Name and corporate logo printed in all Shipping 2018 conference brochures and promotional materials, used for both mail and email promotional campaigns.
- Signs throughout the hotel identifying your sponsorship during the event.
- Company Name on event website (www.cmashipping2018.com) and a direct link to your company website.
- Company banner/flag hung from the mezzanine level at the Stamford Hilton for the duration of the event.
- Acknowledgement and Thanks from the Dais during Shipping 2018.
- Access to the full style delegate list in advance and after the conference.
- Emailable VIP Pass to the Exposition for clients and guests.
- The opportunity to be recognized as an active supporter of the CMA and Shipping 2018 and gain valuable exposure to a highly targeted audience of maritime professionals.
- Your company name listed in the “Sponsor Thank You” advertisement in the April issue of the Connecticut Maritime Association newsletter.

Sponsorships can be tailored to meet your specific objectives and depending on the sponsorship investment value, might also include any of the following conference specific benefits:

- Speaking opportunity on the conference agenda with speakers’ dinner invite for the speaker; complimentary delegate pass(es); complimentary Official Event Guide ad

We are flexible in accommodating any sponsorship requests and are happy to work with you. For any questions or to see available sponsorship opportunities, please visit the Event Sponsorships page of our website https://www.cmashipping2018.com/event/tevent.html

ADVERTISING IN OUR SHIPPING 2018 OFFICIAL EVENT GUIDE

This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2017 numbered 2,500 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. Ad prices range from $595 to $1,795 depending on the type and size of ad.

The guide is the only official publication for Shipping 2018. It serves as a good way to maximize your marketing or congratulate our 2018 Commodore, Sabrina S. M. Chao, Executive Chairman, Wah Kwong Maritime Transport Holdings Limited.
HANGING A COMPANY FLAG OR BANNER AT CMA SHIPPING 2018

Another popular marketing opportunity at CMA is for companies to have a company flag or banner hung from the mezzanine balcony at the hotel. We recommend a flag/banner 6ft x 4ft ideally. The cost to have this displayed for the duration of the show is $375. The cost is waived if you are an Event Sponsor at the show and of course for our past Commodore Companies, who have their own special rail for company flags at the event. We need to have the flag or banner with us one week prior to the event start to organize.

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 12th from 3-5pm; Tuesday, March 13th from 10am-5pm and Wednesday, March 14th 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).

ATTEND AS A DELEGATE

Experts from around the world speak on the many issues that will shape the future of the maritime industry. We represent all aspects of the international shipping industry. We have worked to create conference sessions that have direct relevance to the shipping and trade markets.

These sessions are best associated with the goal of delivering immediate commercial, technical, regulatory or strategic value to the industry and its international participants.

Click here to register for the full or partial conference online.

VISIT THE EXHIBITS

VIP invitation to SHIPPING 2018 includes COMPLIMENTARY admission to the exhibition during specified hours. SAVE TIME! PRE-REGISTER! To pre-register and to have a name badge waiting for you, please email your contact info to: conferences@cmaconnect.com and say that you will be visiting the exhibits! Please bring your business card.

Monday, March 12 – 2:00 pm - 4:00 pm
Tuesday, March 13 – 10:00 am - 4:00 pm
Wednesday, March 14 – 10:00 am - 4:00 pm
Does your company have a proven success record over the last year?

We want to hear about it

Submit your entry online today for the Lloyd’s List Americas Awards, taking place May 23, Houston Texas. Showcase your industry’s achievements, position your team as leaders and set a benchmark for success against your competitor.

5 Reasons to Enter:

• Set yourself apart from the competition as an industry leader
• Shout about your commitment and contribution to the maritime front of a highly targeted audience
• Year-round celebration and promotion of our esteemed award-winners
• Give your team the recognition they deserve for their performance and dedication
• Create awareness of your brand through yearlong promotion from Lloyds List and all Informa Maritime Intelligence brands

Submission deadline is 16 February

Contact our team:
Natalia Kay
E: Natalia.kay@informa.com   T: +44 (0)20 701 75173
The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $300. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 ext. 3717 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 Regulatory and Compliance Executive**

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

**Regulatory, Quality, and Compliance**

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it’s services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

**Underway Experience**

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

**Certifications:**

- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

**Additional Information:**

- Published writer for several trade magazines
- Experienced in the training and development of deck officers
- Telephone: 631-626-8462
- E-Mail: goodwindmaritime@gmail.com

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**Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering**

Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

**On-Campus work experience (1.5 yrs)**

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

**At-sea work experience (6 Years)**

Deck Navigating Officer: Nov 2008- July 2014

- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

**Certifications:**

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

**Additional Information:**

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

**Contact:** Aditya Ammu, Cell: 1 409-392-7338

E-Mail: adityamurthy18@tamu.edu

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**Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations**

**Work Experience**

REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA (NEW YORK USA) (3 Years)

International Marketing and Marine Fuels Trading.

Developing Supplier and Client Relations in a range of selected geograph-
Candidate 4: Upcoming Graduate looking for entry-level position.

Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage, Ship Brokerage and sales
I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.
Coming into my senior year at SUNY Maritime I began an Internship with Bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.
I am willing to work within the New York, New Jersey AND Connecticut area.
I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.
Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappl22@hotmail.com

Candidate 5: Recent Graduate looking for entry level position

I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate's license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.
Contact: Eric Peterson
Email: e182588@gmail.com

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

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

Candidate 7: Upcoming Graduate looking for Entry-Level Position

Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine Insurance.
I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company's portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request.

Candidate 8: Technical Manager

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.
Over 30 years' experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John's Act) and foreign flag.
OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:
- Strategic and Operation Analysis.
- Ship Construction
- Risk Analysis - Ship's Structural Integrity.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management (over 30 dry dockings domestic and foreign shipyards)
- Third party ship managers interaction as Owners representative
Full resume and references available upon request.
Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com
Candidate 9: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

Experience includes:
8 years as Chartering Manager for Owner Operators (Handy/Handymax)
7 years as Chartering Manager for pure Operator (Handy/Handymax)
8 years as a Broker. (all Drybulk sizes)
2 years seagoing experience as deck officer
Created own Chartering and Operations team.
Coordinated closely with Technical, and participated in repair and routine inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
Fluent in English/Greek. Knowledge of Spanish.
Contact: David C. Wold
Cell: 203 808 5088
E-Mail: dcwold@gmail.com
Notes: For further information kindly contact

Candidate 10: Seeking new challenges within the shipping market
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.

Experience includes:
10 years with international trading house
10 years as in-house owners broker
10 years as competitive broker
Currently located in Greenwich, Ct.
Holding dual Citizenship (Canada/Canada) and Green Card for the USA.
Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: dcwold@gmail.com

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

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

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

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

I look forward to discussing how my qualifications could be an immediate asset to your company.
Cell: (713) 249 2304
Fax: E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request.

Candidate 13: Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017.
Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarers’ mental health, in addition to organizing survey compliance data on member vessels.

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

HELP WANTED
NOTE: two months of running your ad in this newsletter costs companies only $300 - and it has proven to be THE place to be seen and answered.

Position A: TECHNICAL MANAGER
Company: Northern Fund Management America LLC
Location: Stamford, CT
Title: Technical Manager
Reports to: Chief Technical Officer
Ideal Candidate: Naval Architect/Marine Engineer with about 10 years of relevant experience in areas of ship design, ship building, Class requirements, surveys/inspections, shipping company vessel operations and new buildings. Conversant with different ship types and designs - primary sectors being Tankers, Bulk Carriers, Containers, and Offshore vessels. Up-to-date on regulatory requirements and their implications on vessel selection and operational costs. Must have a degree in Naval Architecture - MBA a plus.
Ability to work collaboratively in a dynamic environment and have strong analytical/decision making skills. Committed team player, who exemplifies the company values of professionalism, integrity, cooperation, teamwork, commitment, flexibility, empowerment, and customer service.

Responsibilities: Integral member of NFMA’s technical team, whose primary duties include:

Due diligence, technical review, and reporting of vessel candidates for (potential) new deals - to avoid adverse selection
- Analytic understanding of design features
- Review design and drawings
- Review technical information - Class status, inspection reports, vsl. performance
- Evaluate commercial viability of vessels for worldwide trade
- Compile technical review write-up for investment proposals
- Conduct inspections of candidate vessels and provide written reports

Portfolio Management - monitoring of existing vessels in portfolio
- Annual Inspections of all vessels
- Internal reporting on inspection reports from these inspections
- Monitor and follow-up on corrective actions related to PSC/Detentions
- Obtain and review technical information on portfolio vessels

Manage vessels in operation - technical, operational, & commercial
- Oversee technical management company performance including safety & quality, compliance, technical solutions, repairs, vetting, and dry-docking
- Participate in technical manager crew selection process
- Monitor daily vessel operation to ensure that technical managers are optimizing vessel performance
- 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. Recommend corrective action/improvements as needed
- Routinely visit technical management offices to set objectives, measure performance, and outline expected results

Technical support for challenged deals - Taking over vessels and handing over when sold
- Keep technical and commercial team up-to-date on technical & regulatory developments, and their implications for NSF's financing requirements

Develop and maintain Technical Database
- Other projects as needed

Company Description: Small (15 person), well-established (over 18 year track record), and growing SEC registered private equity fund and investment advisor, with approximately $500 million in assets under management, providing structured credit financings to the maritime and offshore oil and gas industries.

Company: Northern Fund Management America LLC
E-Mail: rs@northernshippingfunds.com
Notes: Send resume

Position B: Dry Bulk Vessel Operator
We’re an innovator in the dry bulk owner/operator business and need another self-starter in our NY office who can manage their own ships and voyages. If you’ve got the horsepower to take on this critical position, hit our high standards and grow fast with our worldwide company, send in your resume.

Include a separate write up describing the most significant impact you’ve had in your current job.

We realize our compensation package must be aggressive to continue building our team of top performers.
E-Mail: drybulkop@gmail.com
Notes: Please respond via e-mail

Position C: Crew Coordinator
Stamford, CT

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company's fleet currently totals 41 ships and is focused on the mid-size asset class.

A crew coordinator is responsible for independently scheduling crew deployments for multiple vessels. Maintaining daily contact with fleet crews, available staff, crewing employment agencies, and internal departments.

Primary contact for the fleet crew of assigned ships in the event of unexpected staff changes (illness or transfer to other vessels). Counseling fleet staff with regard to training and education programs.

JOB RESPONSIBILITIES
- Support Head of Crewing.
- Interface and hire of Port Agents on behalf of Eagle.
- Crew coordination: requests for travel, coordination with agents and travel agents.
- Verifying and processing of crew documentation of certificates and appraisals from vessels.
- Ensuring crew documentation and certificates are checked, recorded and processed by manning agents in compliance with Flag State requirements.
- Ensure manning agents prepare and file crew appointment and visa letters as required.
- Correspondence to and from vessels on all crewing matters.
- Crew and visa letters prepare and file.
- Crew accident/incident reports, including follow up of medically unfit Crew status.
- Responsible to ensure that Crew lists are updated by Manning Agents/Crew Managers and maintain Crew Records in SMMS as required.
- Oversight and monitoring crew contracts and coordinate crew change and replacements.
- Ensuring timely validity of Vessel ITF documentation.
- Evaluating ratings candidate’s proposal for selection and employment, updating SMMS and confirming to Manning Agents.
- Crew FBO settlement, verifying payroll and final allotments approval.
- Verifying input of crew appraisal reports after off sign from all Manning Agents.
- Seafarer’s appraisal reports from attending Superintendents.
- Assessing crew bonus and informing Manning Agents/Crew Managers regarding same.
• Crew monthly portage bill/Master General Accounts, verifying compliance with crew SEA and checking/reporting over time reports.
• Checking, assessing and reporting Shipboard crew computer based training.
• Other duties as assigned.

COMPETENCIES
• Knowledge of company policy and procedures aligned with ISM Code.
• Knowledge of ITF regulations.
• Knowledge of business English, composition, spelling and punctuation.
• Knowledge of generally accepted accounting principles.
• Knowledge of federal, state and local laws with respect to dispatch procedures.
• Knowledge of work authorization/visa requirements for crew.
• Ability to operate the telephone in a clear, well-modulated voice using good diction.

REQUIREMENTS
• Minimum Diploma in Maritime Studies/Marine Engineering or equivalent.
• Minimum 3 years relevant experience in recruiting offshore crewing, preferably in Marine industry.
• Must have working knowledge of STCW 95 and flag state requirements.
• Must be experienced in recruiting offshore personnel.
• Very organized, able to multi-task, willing to work flexible hours, can cope well under pressure, good attention to detail.
• Excellence in interpersonal, communication and planning skills.
• Computer literate and can work with multi-cultural environment.

Company: Eagle Bulk Shipping Inc.
E-Mail: support@eagleships.com
Notes: Please send resume

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Position D: NORDEN SHIPPING TRAINEE IN ANNAPOLIS

SHIPPING TRAINEE IN ANNAPOLIS

Through our intensive two-year programme as Shipping Trainee at NORDEN Shipping (USA) LLC you will be thoroughly introduced to the world of international shipping. The training incorporates both practical and theoretical aspects. Your days will be busy and interesting, and you will be working with both local and international colleagues at the office.

THE PRACTICAL PART - HANDS-ON SHIPPING

As a Shipping Trainee with NORDEN you immediately become a performing member of the team. During the two-year period your knowledge of our two primary business areas will gradually develop, and you will gain commercial hands-on experience with a Chartering Team and the ability to execute voyages with an Operations or Control Team.

THE THEORETICAL PART - SHIPPING THEORY

As a Shipping Trainee with NORDEN you will join the theoretical training of the Commercial Shipping Programme with the Danish Shipping Academy with Shipping Trainees from NORDEN and other shipping companies globally. The Commercial Shipping Programme consists of 3 modules held in Denmark (duration 1-2 weeks) as well as e-learning courses and training in e.g. maritime economics and maritime law.

QUALIFICATIONS

Qualified candidates for our Shipping Trainee Programme typically hold a quantitative bachelor’s degree, preferably with business or shipping related majors. As a minimum, you have passed mathematics at B level and you have excellent English skills. Regardless of your educational background, it is an advantage if you have extra-curricular experiences either from work experience, military service (if relevant in your country) or from living abroad. Your personal qualifications and your attitude towards performance in a corporate context are just as important. You consider yourself to be forthcoming, curious and persevering, and you reflect yourself in our four core values; flexibility, reliability, empathy and ambition.
Furthermore, a work permit in the USA is mandatory. NORDEN will not sponsor a work permit/visa for this role and applicants who do not hold a work permit will not be taken into consideration.

ONCE YOU HAVE COMPLETED THE PROGRAMME

With the Shipping Trainee Programme we want to develop world-class Charterers and Operators to ensure the future success of NORDEN.

CHARTERER (CHARTERING MANAGER)

As a Charterer, you find cargoes for the vessels and negotiate the freight rate. The market competition is fierce, and you need commercial flair as well as strong networking skills to succeed.

Good business sense and strong negotiation skills are essential to the chartering role. You are in direct contact with the customers, and you will seal the deals. You constantly strive to keep abreast of how supply and demand of raw materials such as iron ore, coal, sugar and gasoline change – and how this influences the freight market. You analyse market reports and news which enable you to make the right decisions – also under time pressure.

OPERATOR (OPERATIONS MANAGER)

When the deal is fixed, the Operator takes over and oversees the more specific terms and conditions of the vessel’s voyage. As an Operator you are organised, solution-oriented and service-minded. You are in close dialogue with captains, ports and authorities and you handle documents about the voyage.

You are very knowledgeable about contracts, vessels, bunker consumption, ports and geographical conditions to optimise the voyage and meet the customers’ requirements.

COMPETENCIES AND PROFILE

The Charterer and Operator work closely together, but their primary competencies and profiles are quite different. The Charterer must have a keen nose for business and act as the sales person, whereas the Operator must have a good sense of perspective and strong organisational skills.

During the Shipping Trainee Programme, you will gain basic knowledge within both areas – and after completion of the programme you will, along with NORDEN find the right position for you. For both job types, your everyday life is playing in an international context, often English speaking and at high pace.

GLOBAL OPPORTUNITIES

After completion of the two-year programme our graduates are typically offered a position within chartering or operations in Annapolis. NORDEN considers international experience an important part of our talent development therefore we offer both short and long term work exchanges at one of NORDEN’s other offices in Denmark, India, USA, Canada, Brazil, China, Australia or Chile.

Company: Norden
E-Mail: Click here to send application
Notes: Click here to send application

Position E: STRATEGY

POSITION DESCRIPTION:

Provide key analytical support to Strategy team as well as Commercial team. Focus includes fleet trading analysis and forecasting, macro research, financial modeling for investments/divestitures, ad hoc strategy projects.

KEY RESPONSIBILITIES:

1. Track & Analyze the trading of the Company’s fleet – volumes moved by customer, cargo types, changing trading patterns, revenue & time charter equivalent (TCE) metrics, etc.
2. Coordinate with commercial team to budget/forecast trading (TCE) performance.
3. Track and communicate: (i) industry supply and demand dynamics and (ii) research for the chemical, oil, chemical tanker & product tanker shipping sectors; interact with third party research vendors/databases as necessary; over time extract key trends and developments, and assimilate these findings into actionable context for trading operations and business development.
4. Assist strategy team in analyzing, reviewing, and modeling vessel acquisitions and divestitures as well as corporate M&A deal flow
5. Track, monitor and report findings of public comps’ activities as well as available data for private competitors.
6. Perform ad hoc analysis for strategy team as needed.

REQUIREMENTS:

1. Exceptional analytical abilities
2. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets, including dynamic financial models
3. Commercial mindset and approach
4. Strong written & verbal communication skills
5. Intellectual curiosity and passion for research process
6. Prior experience in industrial or other cyclical industries; shipping or energy industry experience a plus
7. Prior investment/deal team experience a plus
8. Strong organizational skills
9. Flexibility to adapt to changing schedules and priorities

EDUCATION/EXPERIENCE:

1. BS required – prefer quantitative-focused degree or comparative experience
2. At least 2-3 years of relevant high quality experience
3. Shipping experience preferred

Contact: Donna Madden, VP - Human Resources & Corporate Administration
Company: Chembulk Tankers
E-Mail: dmadden@chembulktankers.com
Notes: Please send resumes in confidence.

Notes: Click here to send application

(HW02-18)