

UP COMING EVENTS

SAVE THE DATES

JANUARY 2007

Thursday, January 25, 2007

CMA Monthly Luncheon

Cash Bar: 12 Noon, Seating for lunch: 12:45pm

Giovanni's II

2748 Post Road, Darien, CT 06820

Speaker: **Phil Rynn, Senior Vice President, American Bureau of Shipping (ABS)**

Phil will address the January 2007 changes in the IBC and MARPOL regulations.

Members: \$40 per person/Non-Members: \$45 per person
Call Lorraine at +1.203.406.0109 Ext 3717 to reserve

FEBRUARY 2007

Thursday, February 22, 2007

CMA Monthly Luncheon

Cash Bar: 12 Noon, Seating for lunch: 12:45pm

Giovanni's II

2748 Post Road, Darien, CT 06820

Speaker: TBA

Members: \$40 per person/Non-Members: \$45 per person
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MARCH 2007

CMA SHIPPING 2007 Conference & Exposition

Monday, March 19 – Wednesday, March 21

The Westin Hotel, Stamford, CT

Visit <http://www.shipping2007.com> for more information

For a full calendar of upcoming CMA Events and more information, please go to the Events page at <http://www.cmaconnect.com>

PRESIDENT'S NOTES

Happy New Year to all. It was a fun holiday season with no shortage of generous parties and good times. The annual CMA Holiday Party at Sterling Farms on December 12 was a tremendous success, thanks once again to the devotion of Peter and Maria Haritopoulos and their staff to ensuring our enjoyment. We are indebted to their kindness.

At the same time we can take pride in the fact that our members all showed up with an unwrapped child's gift in support of the U.S. Marine Corp.'s 'Toys for Tots' program. We once again were able to fill an entire van with toys. Our contributions make a difference.

And then there was the birthday party of one Guy E.C. Maitland on December 28, appropriately held just after the birth date of another person of historical significance. The event took place at the Harvard Club in New York, which could hardly be called a manger, but it was adorned for this

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LETTERS TO THE EDITOR & NEWSLETTER

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occasion with a tall Christmas tree in the back of the room with a brightly lit star at the top. The maritime community turned out in respectful fashion, coming from near and far to join in the celebration. There were plenty of wise men and women in the crowd, bearing gifts and good tidings, but the historical parallel ends there because rather than small boxes of frankincense and myrrh there were large bottles of scotch and vodka festively wrapped in honor of the occasion. It was a great party, and we all left feeling a bit better than when we arrived.

It is true that the Christmas spirit can be found in every day events during the holidays.

Best wishes for the New Year.

Regards,
Peter G. Drakos

FROM THE EDITOR

A Happy, Healthy and Prosperous New Year to you all!

The Christmas Party was a grand success. Thank you for the wonderful toys you brought. The Marine Corps Toys for Tots program was impressed with the number and quality of the toys and sends thanks to all of you.

In past years much has been said about the image of the industry and the fact that not only are we largely invisible to the public but generally ignored on the business landscape. When we do get publicity it is usually a spill, wrong doing of some kind or politically inspired nonsense such as the Dubai Ports World debacle. Perhaps the number of recent IPOs and resulting public companies is changing that. The first week of the New Year brought three articles about our business in prestigious newspapers. There was an OP-ED piece on the Jones Act in the NY Times, a fairly lengthy article about FFAs in the Wall Street Journal on the first MARKETPLACE page (as distinct from some little blurb in the general business news) and, in the same issue of the WSJ, a piece on information technology in shipping. All of the articles did quite an accurate job dealing with fairly complex concepts. I cannot help but note that the FFAs "newly discovered" by the WSJ have been a focal point of CMA annual conferences for many years.

The issue of the outmoded US transportation infrastructure and dredging US ports, harbors and waterways has been floated several times in these pages. It is hard for us in the

industry to understand why Congress has failed to address this issue. I think there is the thought that not dredging is a foreign ship owners' problem. In fact if the people of the United States, as represented by Congress, choose not to make our harbors and waterways accessible and globally competitive, we the people of this great land pay the price in higher costs for energy and consumer goods. Not dredging makes our harbors and waterways less safe and subject to greater risk of environmental disasters, and also make the delivered price of our exports less price competitive with a consequential loss of US jobs. This is simply a "pay me now" (as in dredging, for example) or "pay me later" (as in lost jobs, lost tax and customs revenue and the cost of welfare for unemployed workers). As I explained to the Hydrographer of the United States in June 2001 in response to his question "what should I tell Congress about dredging?" -- The ship owner will use the ship that is safe in the designated port ... not one that should be safe if the port was dredged. Smaller ships mean higher freight cost per ton – i.e. the economy of scale turned backward.

One of the stumbling blocks in getting our ports and waterways dredged is the formula and new procedures for the permitting and funding of a project. The process used to be a fairly simple investment versus return calculation. Of course that was never really a "business calculation". It was nearly always weighted by some Congressman who was out to win favor (pork) for his district or state. However, most of the time the projects were more than warranted and the projects have paid handsome benefits to the nation as a whole far in excess of even the most "weighted" calculation.

According to the Army Corps of Engineer's website, the permitting process "balances" factors including economics. But nowhere is there input for the COST OF NOT DOING ANYTHING or postponing a project indefinitely because the target return on investment failed to consider the impact on our economy of today's hyper competitive global economy. Certainly they haven't considered the "opportunity cost" that results in outsourcing and exporting jobs that could be done here competitively. I suspect the system and evaluation criteria are still stuck in the late 19th or early 20th century timeframe when ours was a manufacturing economy.

For those of you who read the Newsletter each month, and are super perceptive, you will see that I am trying to connect this short sighted decision process with the pieces I have recently written about national and industry "COMPETITIVENESS". With credit to Walt Kelly and Poggo

Possum - "We have met the enemy and they is us".

Share this editorial with your elected representatives together with your thoughts on the matter. It doesn't matter that you agree or disagree with me. The mere discussion is useful and it is especially valuable if you attach your personal opinion about the issue because it comes from you who know about these things.

I repeat the quote from Plato that I mentioned last month. "The punishment of wise men (and women) who refuse to take part in the affairs of government is to live under the government of unwise men (and women)."

Try to make Shipping 2007 --- the program you recently received has already been augmented with some equally interesting speakers. Come, learn, network and do some business.

Donald B. Frost

MARKET COMMENTARY

By Donald Frost

Happy New Year! Many of you who have followed my monthly column may wonder why, after almost 15 years, it disappeared from these pages in the last few months of 2006. While I have been careful about making detailed "forward looking statements", from time to time I have implied both dire and optimistic opinions of the freight markets of the moment. The lawsuit brought by Abu Dhabi Investments against Clarkson Research for a 7 year old container ship report (see TradeWinds Nov 24, 2006) did not scare me, but it certainly made me think about the number of times in my career that I have recommended a course of action or a shipping investment. The good news is that my advice was never wrong, but the timing may not always have been right.

The real reason why I haven't written this column for a while is lack of time and your lagging interest in markets that no longer are driven by fundamentals, but rather by derivatives and the maneuverings of "virtual" ship owners and charterers such as hedge and private equity funds. There are about 9,000 hedge funds controlling \$1.3 TRILLION and the paper market is 1.5 times larger than the physical market.

I wanted to write a short COMMENTARY about the coming year for this, the first month of a new year, and frankly I find that just about every pundit I contacted or whose opinion that I read is bearish or at least cautious. As in my own case, timing seems to be the defining issue among all those very smart and mostly wise people. There is a lot of evidence that things are slowing but rates are still quite resilient. China is not going to stop importing raw materials (especially iron ore), energy (oil and coal) and grains, but the rate of growth of demand is slowing and it is the rate of growth that provided fodder for the super optimists and the huge ordering spree for new ships of all kinds.

Lenders, especially banks, historically have had short memories when it comes to shipping – shorter than even ship owners. This time some have noticed the similarities between today and the 1980s'. Both are marked by a steadily increasing number of ships, and a very large order book. This is the same scenario that produced an almost nine year trough in both tankers and dry cargo 25 years ago. Fortunately, today we have China and a far more robust global economy than in the 1980s. But what can we expect in the next 12 months?

Savvy ship owners are selling ships while the prices are high, and in some cases, chartering them back for periods of one to three years. I think this is a good sign that change is imminent but not really how imminent. However, you know the Wall Street adage, never be afraid to take a profit.

It seems that the consensus among the cognoscenti is that 2007 freight rates will generally follow a 2006 pattern with more vulnerability to “surprises” in the 3rd and 4th quarters.

This view is based on the number of deliveries of new ships this year and the seasonality of certain agricultural commodities. Needless to say this is not a prediction, and given the number of factors outside the usual supply /demand picture that mere shipping mortals do not really control, I think it is the best guess anyone can give.

Now that the entire scope of shipping – ships, shipping companies, offshore operations, ports, terminal managers, shipyards, ship managers, classification societies, etc. - is up for grabs, the real excitement in shipping in 2007 may have nothing at all to do with ships and cargoes.

If there was ever a time that the shipping industry should invest in its “image”, raise awareness of our contributions to the global economy, and involve ourselves in making good maritime and trade policy it is now.

CMA'S JANUARY LUNCH PRESENTATION

Thursday, January 25th, 2007

Phil Rynn, Senior Vice President, American Bureau of Shipping (ABS) will address the CMA Luncheon on January 25th, 2007 on the January 2007 changes in the IBC and MARPOL regulations.

MARPOL rule may send small tanker rates up 20%
Charterers of small tankers are bracing themselves for freight-rate hikes when the Marpol Annex II rule comes into effect on January 1st, 2007. Implemented by the International Maritime Organisation (IMO), Marpol Annex II bans existing IMO III and products tankers from the transport of vegetable oils unless the vessels are able to meet certain side/bottom requirements. As a result, most of the shippers will have to transport their cargoes via IMO I or IMO II tankers. Besides affecting freight rates for chemical tankers, Marpol Annex II may also result in some owners putting their IMO III and products tankers into the clean petroleum-products (CPP) or dirty cargo trades. The move could lead some companies to scrap their older vessels in the sector.

Come listen to Phil Rynn speak at the CMA Lunch on Thursday, January 25th, 2007 at Giovanni's II in Darien. Operators and charterers will not want to miss this one!

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The Connecticut
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North America's Premier International
Shipping and Trade Conference and Exposition

March 19, 20 & 21, 2007
Westin Stamford Hotel
Stamford, Connecticut



Supporting Organizations:

BIMCO • INTERCARGO • INTERTANKO • The Baltic Exchange • Connecticut Maritime Coalition (CMC) • International Shipping Federation (ISF) • Association of Ship Brokers & Agents (ASBA) • Liberian Shipowners' Council • Hong Kong Shipowners' Association • International Bunker Industry Association (IBIA) • International Chamber of Shipping (ICS) • Society of Maritime Arbitrators, Inc. (SMA) • Hellenic-American Chamber of Commerce • Norwegian-American Chamber of Commerce • National Association of Maritime Organizations (NAMO) • InterManager • Cyprus-U.S. Chamber of Commerce • Admiralty Committee of the Association of the Bar of the City of New York • Chamber of Shipping of America (CSA) • American Salvage Association (ASA) • MARNEWS • The Maritime Law Association of the United States (MLA) • NYMAR: New York Maritime, Inc. • Women's International Shipping & Trading Association (WISTA) • Nor-Shipping • Petrosport • Elaborate Communications • The Journal of Commerce • Shipping Digest • The Maritime Executive



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MORTEN ARNTZEN NAMED CMA's 2007 COMMODORE

**Award to be presented March 21, 2007
at the conclusion of the CMA's Shipping
2007 Annual Conference and Exposition**

Wednesday, January 3, 2007 - Stamford, Connecticut – Mr. Morten Arntzen, President & CEO of Overseas Shipholding Group, Inc. (OSG), has been named this week as the Connecticut Maritime Association (CMA) Commodore for the year 2007.

Mr. Arntzen follows a long succession of influential maritime industry leaders as Commodore. The Award will be presented to Mr. Arntzen on March 21, 2007 at the Gala Dinner marking the conclusion of the annual Connecticut Maritime Association conference and trade exposition.

The Award is given each year to a person in the international maritime industry who has contributed to the growth and development of the industry. Mr. Arntzen has been involved in the global shipping industry since 1979 and was appointed President and Chief Executive Officer of Overseas Shipholding Group, Inc. in January 2004.

Before joining OSG, he was Chief Executive Officer of American Marine Advisors, Inc. (AMA), a U.S.-based merchant banking firm specializing in maritime industry merger and acquisition advisory work and corporate restructuring for a global client base. Prior to his work at AMA, he ran the Global Transportation Group for Chase Manhattan Bank (Chase), which held a \$5 billion shipping portfolio. Chase pioneered the introduction of shipping companies to the high yield market and under Mr. Arntzen, was the largest arranger of shipping loans in the world. Mr. Arntzen held the same position at Chemical Bank before it merged with Chase. Mr. Arntzen set up and ran the Global Shipping Group for Manufacturers Hanover Trust Company.

Mr. Arntzen is a Board member of The Seamen's Church Institute of New York and New Jersey and is active with the American Bureau of Shipping and the American Maritime Association.

Mr. Arntzen is Presiding Director of Chiquita Brands International, Inc., where he is Chairman of the Nominating and Governance Committee and a member of the Audit Committee. He holds a bachelor of arts degree from Ohio Wesleyan University and a master of international affairs



degree from Columbia University. He has been an OSG Board member since 2004.

Overseas Shipholding Group, Inc (NYSE: OSG) is one of the largest publicly traded tanker companies in the world with a combined owned, operated and newbuild fleet of 136 vessels aggregating 13.5 million dwt and 865,000 cbm, as of today. As a market leader in global energy transportation services for crude oil and petroleum products in the U.S. and International Flag markets, OSG is committed to setting high standards of excellence for its quality, safety and environmental programs. OSG is recognized as one of the world's most customer-focused marine transportation companies, with offices in Athens, London, Manila, Montreal, Newcastle, New York City, Philadelphia, Singapore and Tampa. More information is available at www.osg.com.

Peter Drakos, President of the CMA, upon making the announcement stated, "We are extremely fortunate to have had some of the industry's most distinguished and accomplished shipowners accept our annual Award, beginning with our first Commodore Ole Skaarup. With the Board's choice this year of Morten Arntzen we continue the tradition of recognizing excellence. While the Award is presented to Mr. Arntzen it reflects the CMA Board's acknowledgement that OSG and its entire team have committed themselves to building an industry leading business. Over the years the CMA has celebrated the vision and energy of the shipping industry from around the world, and we are delighted to do so again with Morten Arntzen and OSG."

Former Commodores include: Ole Skaarup, Jacob Stolt-Nielsen, George Livanos, Phil Loree, Thomas Moran, Gregory Hadjieleftheriadis, Helmut Sohmen, Gerhard Kurz, William O'Neil, Richard du Moulin, Per Heidenreich, Mark Saverys, Frank Tsao, Stelios Haji-Ioannou, Peter Georgiopoulos, C. Sean Day and Torben Jensen.

Mr. Torben G. Jensen will present the 2007 Commodore Award to Mr. Arntzen at the March 21 Dinner at the Westin Hotel in Stamford, Connecticut.

For more information on CMA Shipping 2007 contact: Lorraine Parsons, Event Director

Tel: +1.203.406.0109 Ext 3717 Fax: +1.203.406.0110

Email: conferences@cmaconnect.com

Web: <http://www.shipping2007.com>

CMA CONFERENCE EXTRAVAGANZA!

March 19, 20 and 21, 2007 – Westin Stamford

There are so many people to thank for the extraordinary collection of activities taking place over the three days in March that the best I can do is direct you instantly to our web site where you can see for yourselves. Please do not feel you must read on but do go to:

<http://www.shipping2007.com>

For those of you still reading, thanks as well. Usually my good friend Don Frost relegates my words to page 27 of this fine newsletter, which for those of you who are regular readers, know is like being in row 79 on board a 747, or somewhere behind the rear bathrooms.

But my enthusiasm for this year's show is higher than it's ever been. It is because not only do we have the support of such major shipowning and operating groups as INTER-TANKO, INTERCARGO, ISF/ICS, BIMCO, but we have dynamic speakers from the cargo side of the business, trading, shipowning, regulatory and operational professionals all gathering to discuss really important subjects. And we have a lot of choices for you. The schedule has been crafted to not only enable you to have serious updates on critical topics but plenty of time to network in the halls with the exhibitors and literally hundreds and hundreds of out of town guests here for business.

Exhibits

Speaking of the exhibits, Lorraine Parsons has worked with our exhibit company partner on creating new spaces and so we have been able to add a dozen additional booths. More good ideas, valuable products and services and energy to feed off. While those new booths are full it is absolutely worth calling Lorraine or myself to talk about ways to expand on your attendance.

Social Events

Lets not forget the social events, because after all our most fervent hope is that you come here and are able to initiate a years worth of new business so we know there needs to be plenty of networking time. Sponsors like IRI, DVB Bank, Holland and Knight, DNV, Citigroup, Bureau Veritas, Tradewinds and many others make these breaks and special events alive. There are receptions Monday, Tuesday and Wednesday evenings and at lunch time. Coffee breaks dot the conference schedule seascape.

We are always thinking of new ways to assist you make the event work best for you so never hesitate to call us. Personally I am thinking we need someone to sponsor leg massages for everyone who works an exhibit and walks those halls for those 3 days.

One thought for those who are local. Each year there have been more and more dinners about town on the Monday and Tuesday nights, bringing together all sorts of business opportunity. Even Sunday night has become an evening for business. If you have hosted such in the past our thanks as those add to the pleasure and success of the event. If you are thinking of hosting one we are pleased to assist you in any way. We are most fortunate to have so many guests come in from all over and anything that can be done to develop networks, business or new ideas is great.

Job Fair

Last year we initiated our first Job Fair on the Tuesday evening during the cocktail reception. A dozen companies came and met young men and women from maritime academies, colleges and universities as well as more seasoned industry professionals in the search for candidates and jobs. It was incredibly rewarding and we thank each and every participant. As it was our first effort we felt our way forward assisted by the enthusiasm of the participants. This year we will hold the Job Fair again and with a years experience know it will again meet an important industry objective.

For more information on this please call Lorraine Parsons or visit the web site.

The Conference

The theme this year is to give the most inspiring, practical, insightful and innovative content on subjects as important as our markets, to our people. From leadership to the Branding. From technology to regulations. There is even a most novel look at maritime clusters around the world. And a legal session complete with CLE credits.

The goal to inform, assist, entertain, inspire and lead you back to work more enthusiastic than when you came ready to meet your goals. As mentioned earlier the two track structure gives plenty of choice and dynamism to the three days. And in and around the scheduled sessions there will be additional business presentations from the exhibits but also scheduled in smaller meeting rooms scattered about the Hotel. If you may be interested in scheduling such a presentation please let us know and we will assist you in scheduling and managing the special.

Hotel

If you want a room at the Westin, please call them now. For the past three years the hotel has sold out, meaning that the whole hotel is filled with people and friends with whom it is great fun and good business to be around. Hotel details are to be found at the website.

That site again is <http://www.shipping2007.com>

For those of you who have read to the end, thanks. See you in March, but call before if we can do anything to help you make this the best conference ever.

EIGHT BELLS

We are saddened by the passing of two people close to CMA.

Harry Xia (age 47), VP of Skaarup Shipping Group and a CMA member was found dead with his wife in a detached garage at his home in Greenwich at the end of December 2006. The circumstances are macabre and a bit surreal and can be read in the Greenwich Time of December 23, 2006. Harry joined Skaarup group in 2003 after having earned an MBA in Finance and Strategy from Washington University in St. Louis. He brought 18 years of international experience to Skaarup. He had been a VP of Dalian

International Group, a publicly listed company in China, President of Fareast International Shipping Ltd, and President of Dasin Shipping in Singapore. He is survived by a 19 year old son. Our prayers are with his son.

George M. Mavroleon, father of Basil Mavroleon of Charles R. Weber, passed away December 29, 2006 at the age of 95. His funeral was January 6, 2007. He had a rich and full life and is survived by his his sons Basil G. Mavroleon and Mace Gwyer Mavroleon, and five grandchildren.

His biography is fascinating. He was born in Egypt, moved to Athens with his family where he was educated. He continued his education at the H.M.S. Wooster Naval Academy after which he returned to Athens to work in the family shipping business. While living in New York in 1942 he enlisted in the US Armed Services and achieved the rank of Lieutenant. His war time service is a bit long for this journal, but after the war he returned to New York and began buying Liberty ships for commercial use and became a ship owner. We know he will be missed.

FACTOIDS & STUFF

The US Internal Revenue Service issued a final rule regarding taxation of certain ocean activities at the end of December. The rule affects US taxpayers who derive income from certain activities in international waters for the tax year beginning December 27, 2006. (Holland & Knight)

The European Union is building a global navigation systems called Galileo which will be more advanced, efficient and reliable than the US Global Position System. It is expected to be in operation by 2011. (EC announcement)

The IMO issued a circular at the end of November noting that revised MARPOL Annex I omitted the obligation to provide reception facilities for oily residues in oil tankers. The revised Annex I will show that. (Holland & Knight)

US Army Corps of Engineers approval of permits for water projects balance "The public benefits and detriments of all factors relevant to each case ... Factors include conservation, economics, aesthetics, wetlands, cultural values, navigation, fish and wildlife values, water supply and quality, ... etc" (USACE website). (I could not find the formula, or explanation for, or the base line criteria for the Corps assessment of the "public benefit")

In mid December the new Democratic majority announced they would eliminate previously agreed “earmarks” for marine transportation and water projects in the State of Connecticut. Among them is \$250,000 for dredging Bridgeport harbor (this is a test of processing toxic dredged material to make it suitable for disposal in Long Island Sound).

US CBP (Customs and Border Protection--- legacy Customs) Automated Commercial Environment (ACE) will be a single portal to replace existing programs to monitor, control and expedite commercial imports and exports began implementing technical upgrades to system that was approved by Congress a full decade after Customs asked Congress for the money. The upgrades will not be operational until 2010 at a cost of \$1 billion. (MARAD News Watch Dec 15, 06). (FYI – Customs asked Congress for money to update more than 15 years ago. It was consistently denied.)

UP COMING EVENT

HELLENIC-AMERICAN / NORWEGIAN-AMERICAN CHAMBERS OF COMMERCE – 13th Annual Joint Shipping Conference

THE CHANGING DYNAMICS OF SHIPPING – Unprecedented 21st Century Economic and Political Trends Shaping the Industry

Tuesday, February 6, 2007 – The New York Helmsley – 212 East 42 Street, New York City

- Economic Trends
- Macro Trends in the World Economy
- Micro Trends in Shipping and Commodities – Where Has the Cyclicity Gone?
- Is Shipping Today a Good Investment?
- The Political Risks of Shipping

For more information on speakers and to register please call: NACC +1.212.421.1653 or HACC +1.212.629.6380 or email: shipping@ntcny.org

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JOB MART

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

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 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: Financial Executive, seeking position in the transportation or financial services industry

Versatile Financial Executive with extensive experience and success in leading and developing companies within the maritime industry including developing and maintaining bank and client relationships, financial and cash flow analysis, equipment valuation, M&A, corporate and financial restructuring and turn around. Considerable banking experience in developing and selling leasing and structured finance solutions, including worldwide origination, deal structuring (domestic and cross border tax, accounting, cash and legal consideration) and documentation. Analytical, resilient with an entrepreneurial approach.

Contact: Per A. Kjellgren

Phone: (203) 227-9773, Cell: (203) 984-7187, Email: per@kjellgren.org (S6-9)

Candidate 2: Maritime Manager seeking a position in a team environment. Skills in liner service management, operations and some chartering. Leader with a strong ability to multi task expertly and efficiently. Heavily experienced in containers and breakbulk cargoes. Offering diversity, flexibility and an outgoing personality with a "make it happen" attitude." Contact: Kim Dailey at 203-241-0388 or by email: kdailey44@earthlink.net (S6-11)

Candidate 3: Merchant marine deck officer with 35 years experience, mostly overseas. Looking for shore job in Fairfield or Westchester. Strong leadership and team player. My experience includes 30 years as master of vessels between 100 and

200 feet. Please contact by email: sailor1278@yahoo.com (S6-11)

Candidate 9: An efficient and good team-worker with vast experience in the maritime industry seeks employment in a suitable position.

Candidate just completed a thesis on the ISM Code implementation and has several years sailing experience on foreign going ships as well as a one year work experience as an intern/college aide with a ferry company.

My qualifications include:

- MSc. in International Transportation Management (SUNY Maritime) (Sept 2006)
- CSO/SSO & Port Facility Security Officer (PFSO) courses
- Chemical Biological Radiological Defense Certificate
- Graduate Certificate in Chartering (ASBA/SUNY Maritime)
- First Class Marine Engineering License
- B.Eng. in Marine Engineering Technology
- Pre-Sea Navigation Certificate

Contact email: oofori@yahoo.com

(S6-09)

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: Inside Sales Engineer

Located: Lower Fairfield County, Connecticut

Fast growing, International Marine Parts Dealer has an open position for Inside Sales. We are looking for an experienced, highly motivated individual to join our team. Position deals with Customers and manufacturers from around the world. This position deals with requisitions for spare parts of Ocean going vessels. The individual will be responsible for Shopping, pricing and quoting of requisitions / Placing purchase orders with manufacturers / Maintaining delivery times and Logistics of order until final delivery is made.

Experience: At least 5-10 years in the marine industry, preferably on the technical side. Mechanical Engineering and / or Knowledge of Various Equipment / Parts on board Ocean going Vessels is a major plus. International Business / Sales Experience also a plus.

Salary and benefits commensurate with experience.

Please E-Mail Resume to: Ted@allmarinespares.com (HW01-07)

Position B: Marine Engineer – Total Lubricants USA, Inc

A subsidiary of TOTAL, S.A., one of the largest oil companies in the world, TOTAL Lubricants USA, Inc. has manufacturing and office facilities in New Jersey, North Carolina, and Tennessee.

We are currently looking for Marine Engineers with at least two to three

years of sea going experience on diesel ships, or the offshore industry to join our dynamic marine lubricants sales group.

The job will focus mainly on marine lubricant sales to ship-owners and managers and the offshore industry throughout the Americas region, responsibility being given to obtain the business of certain targeted customers. In addition you will also be responsible for day to day technical management and profitability of existing and new accounts.

Prior marine sales experience and fluency in Spanish would be an advantage though not mandatory.

Total Lubricants USA, Inc offers a highly competitive compensation and benefits package including a 401(k), a retirement program, medical, dental, vision, AD&D and life insurance.

For consideration please forward your resume and cover letter via email to steve.daubert@total-us.com or mail it to:

Human Resources

Total Lubricants USA, Inc

5 North Stiles Street

Linden, New Jersey 07036

Total Lubricants USA, Inc is an equal opportunity/affirmative action employer. Minorities, women, veterans, and persons with disabilities are encouraged to apply. (HW12-06)

Position C: Chartering Manager (Dry Cargo), Caribbean

InterCaribbean Maritime Ltd

SUMMARY: InterCaribbean Maritime Ltd. (ICM) is a recently established shipping company with operational office in Caribbean and with financial and management office in Norway.

ICM currently controls and operates 4 ships and 2 tug/barge units totaling about 24,000 tdw. The market for ICM's tonnage has shown a considerable and increasing demand and in order for the company to develop further we are now looking for an experienced dry cargo charterer to be based in the Caribbean.

The candidate's overall responsibility will be to run and further develop ICM's commercial management of a fleet of smaller multi-purpose bulkers and barges

The main activities of the position are:

- * Conduct and be responsible for ICM's overall chartering activity
- * Hereunder fix the vessels on voyage-, time-charters, COA's and other requirement contracts
- * Through direct negotiations with the clients, enter into various kinds of shipping contracts
- * Be responsible for the Commercial Operation Department hereunder voyage instructions, agencies, bunker, etc.
- * Cover ICM's overall tonnage requirement with own and chartered in ves-

sels

- * Develop logistical data in order to optimize operations of utilization of capacity between contracts and spot voyages
- * Establish all necessary administrative routines for the operations
- * Performance-reporting to the Management using ShipNet integrated calculation systems, operational system and advanced invoicing routine
- * Together with the Management, work on new business to further develop ICM

The Chartering Manager will work closely with and report directly to the Managing Director but is expected to operate independently in his/her own sphere and be totally responsible for the performance of the fleet. The successful applicant will be offered a competitive salary package with performance related benefits.

Interested candidates can send their applications to admin@nordic-maritime.no, further information can be obtained by calling Mr. Erik Østbye on +1 203 341 3636 (USA) or Torstein Dehn on +47 9719 9762 (Norway).

SALARY: Competitive

(HW12-06)

Position H: Assistant to the Line Manager

Gearbulk, Inc., an international shipping and transportation company located in Tampa, Florida, is seeking a highly motivated individual to join our Commercial Department in this full time entry level position. Initial responsibilities will include assisting the Line Manager, providing customer service, booking of freight, billings, tracing cargo and scheduling. The successful candidate must possess excellent communication and analytical skills, enjoy direct contact with customers/vendors, be a team player and be willing to grow and develop with us. Computer literacy in Microsoft Office is required. Experience within the forest products sector is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to Peter Doyle at pde@gearbulk.com or Fax to 813-830-6204. All applications and information will be treated with the strictest confidence. (HW011-06)

Position N: Part-Time/Temporary Administrative/Post Fixture Position at large U.S. Tanker Brokerage

Based in Fairfield County, CT. one of the largest tanker brokerages in the United States is seeking an experienced part-time/temporary administrative assistant for our Post Fixture Department. The position may develop into full-time employment depending on circumstances.

The successful applicant will be responsible for:

- Drawing tanker Charter Parties from fixture recaps.
- Creating and maintaining Charter Party files for all necessary/standard

correspondence.

- Ordering / maintaining office supplies.
- Sorting and distributing incoming USPS mail / Courier / Packages etc.
- Checking pending files and sending reminder notices for any outstanding Charter Party administration acceptances.
- Working closely with brokers to ensure that Charter Party files are complete and related documentation is correct.
- Creating reports for the Brokers for client distribution.
- Handling multi-task functions including but not limited to: creating and distributing internal reports, relieving receptionist, performing clerical duties, updating databases, handling specific client and clerical issues and liaising with relevant corporate departments.
- Mass mailing of quarterly reports.
- Maintaining clauses / questionnaires.
- Sorting and distributing incoming and outgoing electronic messages as required.
- Updating contact database.
- Maintaining certain internal databases.
- Organizing ground transportation and hotels for incoming clients and brokers.
- Taking limited dictation.

Compensation will be commensurate with experience.

PLEASE NOTE THAT ONLY APPLICANTS WITH AUTHORIZATION TO WORK IN THE USA WILL BE CONSIDERED.

E-Mail: lparsons@intmarketingstrategies.com

Interested parties should forward their resume in the strictest confidence via e-mail. (HW11-06)