Happy New Year.

Just after I had finished my article for the December 2013 edition of the CMA, the world saw the passing of Nelson Mandela, an amazing character whose influence for me, epitomized the courage of dialogue.

Mandela’s strength, courage and hope were not, ultimately, intertwined with a cycle of violence as currently seen in so many parts of the world, where people seek to impose differing opinions and beliefs through force.

**Up Coming Events**

**SAVE THE DATES**

**JANUARY 2014**

**Thursday, January 30, 2014**

CMA Monthly Speaker Luncheon

**Speaker:** Captain Edward J. Cubanski, III
Sector Commander, United States Coast Guard,
Sector Long Island Sound

"Current Coast Guard Priorities and How These Impact the Maritime Industry Locally"

**Water’s Edge at Giovanni’s II**
2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $45 per person / Non-Members: $50 per person

**FEBRUARY 2014**

**Thursday, February 27, 2014**

CMA Monthly Speaker Luncheon

**Speaker:** Øivind Lorentzen, III, CEO, SEACOR Holdings Inc.

**Water’s Edge at Giovanni’s II**
2748 Post Road, Darien, CT 06820

Pre-lunch Reception and wine at lunch
sponsored by:

Reception: 12 Noon – Seating for Lunch 12:45 pm
Members: $45 per person / Non-Members: $50 per person

**MARCH 2014**

**Monday, March 17- Wednesday, March 19, 2014**

CMA SHIPPING 2014

Hilton Hotel, Stamford, CT
http://www.shipping2014.com

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

**Contents**

- President’s Notes —page 1
- From the Editor —page 2
- Membership Notes —page 3
- Events that might interest Shipping Professionals —page 4
- Lloyd’s List North American Maritime Awards —page 4
- CMA SHIPPING 2014 —page 6
- CMA Shipping 2014 – Introducing speed... —page 7
- Marketing Opportunities at CMA Shipping 2014 —page 7
- Shipping over the ages —page 8
- New from Marine Money Books —page 9
- Call for Papers —page 11
- My Life in the Royal Navy – 1899-1947
  A Sailor’s Story – Part Six —page 12
- Job Mart —page 13
It is easy to link this dialogue as an extension of the article I wrote in September 2013 on communication, and once again this is where it is so important to have an Association such as the CMA where different opinions, thoughts and beliefs can be aired and debated without rancor.

Coexistence is the goal, its’ definition is “a condition or policy in which nations coexist peacefully while remaining economic or political rivals”, you can replace ‘nations’ with quite a few alternatives such as ‘companies’, ‘people’ and yes even ‘families’.

Dialogue and communication are the keys and the CMA presents an ideal arena in which all angles of our Maritime Industry can be discussed and evaluated.

Our Stamford conference March 17-19, titled “Speed…”, with over 2,500 attendees, epitomizes this forum and is a “must attend” for many companies both nationally and internationally. Please visit the website www.shipping2014.com to sign up soonest, particularly if you wish to also exhibit. Space is already very limited with previous exhibitors having already booked their spaces.

–Ian Workman / President.
Personally, when I first read the program a saying that I heard many years ago came to mind. “The sea is selective – slow at recognition of effort and aptitude, but fast in sinking the unfit.” (Captain Felix Risenberg, NY Nautical School, 1897). We will do our best to keep you afloat.

As CMA ages (30th Anniversary celebration planned for September 2014—watch for details) and grows, it has become a fairly complex organization. Your Board (Officers and Chair persons) continue to excel in managing it. We just had our annual meeting with our auditors and once again they have no recommendations or criticisms. Your (our!) money has been well spent and accounted for.

While we have tried not to be a bulletin board for all the shipping events that are held each month, we are increasingly asked to highlight some that have a special meaning to our members or to the industry in Connecticut and nearby. On occasion we have been faulted on that, but the policy that we have followed was established 30 years ago. Considering the proliferation of e-mail blasts and omnipresent social media, we will try to keep to this policy for now. We will continue to make exceptions for educational events.

The Op-Ed pages of the Sunday New York Times of December 29, 2013 contained a list of “Words for the Dumpster” by Timothy Egan. If the over use of worn out marketing and business school words and clichés bother you, Mr. Egan’s article will warm your heart. If applied to shipping I expect to see an ad in Maritime Professional for “gluten-free artisan co-polymer hull coatings” that will make your ship “world-class ECO at the end of the day”. It will be “branded” as a “best practice” or “whatever”.

—Donald Frost, Editor

**Membership Notes**

Happy New Year to you all! Once again we are pleased to welcome some new members.

Mr. Denis Beauvarlet, President, C-FUELS AMERICA LLC, Coral Gables, FL

Mr. Martin Burke Betts III, Marine Inspector, U.S. Coast Guard, New Haven, CT

Mr. Beau Campfield, Sales Director, Q88 LLC, Stamford, CT

---

**Drowning in Data?**

Tell us what data is critical and required

Our analysts do all the legwork

You make great decisions and save tons & money

Discuss a custom solution for your ships, fleet or pool today:
+1.845.226.8400 (US) • +65.65497230 (Singapore)
fleetweather.com • newbusiness@fleetweather.com

**Shipping’s 1st Business Intelligence Solution**

FleetWeather provides insight, intelligence and innovation for global shipping leaders.
Mr. Christopher Landino, Development, SoundWaters, Stratford, CT

Mr. Timothy Patrick Lee, Marine Engineer, Emprise Corporation, Ledyard, CT

Mr. Shane McCarthy, Account Support, Q88 LLC, Stamford, CT

Mr. Duane Pelz, Chartering Broker, LB Chartering, Stamford, CT

Mr. Shaun Rampersad, Operations Director, Ramps Logistics Ltd, Trinidad and Tobago

Mr. Johnathan Richard Rolfo, Marine Fuel Supplier, Endofa LLC, Houston, TX

Mr. Nicholas John Sarna, Student, SUNY Maritime, Massapequa, NY

Mr. Svein H. Syversen, Sales Director, Docmap, Oslo, Norway

Mr. Mike Van Wijnen, Sales, MeteoGroup, The Netherlands

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

*Brian Robinson, Membership Chair*

The Hellenic-American/Norwegian American Chambers of Commerce joint shipping conference “Today’s Vision-Tomorrow’s Reality” will be held February 4, 2014 at NY’s Waldorf-Astoria Hotel. For details click [here](#).

ASBA’s shipping education program includes a two day course “The Business of Shipping” To be held in Stamford, CT February 6 and 7. Details at [www.asba.org](http://www.asba.org).

The Society of Maritime Arbitrators (SMA) monthly lunches move uptown in February. For those who have not been able to get downtown for these interesting speaker-lunches, the next one will be held at the Yale Club near Grand Central Station on February 12, 2014. Details at [www.smany.org](http://www.smany.org).

SMA’s annual two day seminar “Maritime Arbitration in New York” will be held at the Best Western Seaport Hotel February 28th and March 1. Details at [www.smany.org](http://www.smany.org).

**LLOYD’S LIST NORTH AMERICAN MARITIME AWARDS**

**SAVE THE DATE - February 19, 2014**

Lloyd's List have received an overwhelming response to their North American Maritime Awards: [https://ibiawards.com/north-america/](https://ibiawards.com/north-america/)

The nominations will be independently judged and a short-list will be announced in January. The winners will then be revealed and celebrated at a formal awards ceremony at the Houstonian Hotel Club and Spa Houston, Texas on February 19, 2014.

This is the premier event for the North American Maritime industry.

**To guarantee your place at this prestigious event alongside your peers:**
or contact:
Matt Dias
Tel: +44 20 7017 4188
Email: matt.dias@informa.com

The State University of New York’s Global Maritime Center presented a five day course, Introduction to Ports and Terminal January 6-10th at the Center 116 East 55th Street, NY. It will be offered again in September 2014. Details at gmuller@sunymaritime.edu.

The Association of Ship Brokers and Agents (ASBA) will celebrate 80 years of service to the industry with a Gala Black Tie Dinner Dance Saturday January 25, 2014 at Maritime Parc, Liberty State Park, Jersey City, NJ. Details at [www.asba.org](http://www.asba.org).
CMA SHIPPING 2014

March 17-19, 2014 –
Hilton Stamford Hotel

North America’s pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 17, 18 & 19, 2014. Don’t miss the chance to visit this great event right here in Stamford – what could be better or more convenient!

Once again we are almost fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you!

Many of our familiar event sponsors have already confirmed their commitment as sponsors and we are also pleased to welcome some brand new sponsors for 2014. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the March 19 Gala Dinner where we will honor our 2014 Commodore, Robert Bugbee, President of Scorpio.

CMA Shipping has reinforced its reputation as a “must attend event” and many do not leave the show without booking ahead for the next year. We are off to a great start and on track for another big event in March, which is incredibly encouraging.

To conference program has been launched and as always, it will be a topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience. Click here to view the program and check back often for all the updates.

Also visit our website www.shipping2014.com for information on all aspects of the event. The website is a great place to check regularly for new updates on the show and all its moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2014 as a conference delegate, sponsor, advertiser or simply to visit the exhibits or Job Fair, please don’t hesitate to contact us.

We look forward to your support and to another great event.

Lorraine Parsons, Event Director,
CMA Shipping 2014
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com
CMA Shipping 2014 – Introducing speed...

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

The United States is fast becoming the world’s leading producer of energy. Faced with punishing bunker prices and inadequate freight rates, vessel speed is the key delta for capacity growth. Successful tapping of capital markets rewards an omnivore’s tastes and a sprinters aptitude. ECA zone deadlines shift distillates from a cargo to a fuel overnight. Environmental regulations are rapidly changing ship design and operation. Technological solutions are dizzying in number and selection. Transfer of data and information between ships and markets is instantaneous. Good crew go swiftly. Freight volatility snaps heads like a whiplash. ECO ship designs multiply like “juiced” cells.

Social media has altered a 24/7 industry into a perpetual 1440 minute dash. A twenty-five year ship is considered old at fifteen, yet can move faster than the younger new deliveries.

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

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

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

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

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

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

Tel: +1.203.406.0109, Ext. 3717
Email: conferences@cmaconnect.com
Website: www.shipping2014.com

Marketing Opportunities at CMA Shipping 2014

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

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

Visit the Exhibits Only
Visits to the exhibits only at CMA Shipping 2014 is complimentary at specified times. You are also able to buy tickets for cocktails parties only (or conference sessions) in advance or at the event. Email conferences@cmaconnect.com to pre-register for exhibit visits.

Private Label Seminars
We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 17th from 3-5pm; Tuesday, March 18th from 10am-5pm and Wednesday, March 19th from 10am-5pm. The cost of booking the special seminar room for one hour is $1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).
Maximize your marketing message by advertising in the Shipping 2014 Official Event Guide (OEG). This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2013 numbered over 2,400 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company’s products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. The OEG is the only publication we produce for the show and is also a perfect way to secure an ad to congratulate our 2014 Commodore, Robert Bugbee, President of Scorpio. Copy for the Guide must be received by Thursday, February 20th, 2014. Advertising rates range from $595 to $1,795. Visit the following link on the show website for more:

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

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

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

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

Shipping over the ages
by Donald Frost

Excerpts from Martin Stopford’s December 18, 2013 speech “The 22 Cycles of Lloyd’s List”
Edward Lloyd’s servants read loudly and continuously any items of shipping intelligence, but when these were in short supply the readers or announcer would entertain the company with a contemporary ballad or topical skit.

Against this background the repetitive but irregular sequence of short shipping cycles conceals an industry that was constantly in a state of “seismic change”.

Shipowners who perceived change and adapted earned great wealth. Many others followed and made a decent living. However, when the shipping industry profit and loss account is drawn up, the wealth of a few, the modest earnings of many and the spectacular losses of others were just the crumbs falling from the table of global trade.

Excerpts from Matt McCleery’s new book “VIKING RAID”
The Fund Manager told the Shipping Man “I have made money for my clients in almost every lousy industry in the world – coal, steel, hi-tech, telecom, mining, pulp and paper… you name it and I have tamed it, but reading the Risk Factors in your prospectus was more exciting than watching ARGO.

“Tanker shipping makes my other investments look as risky as investing in a little kid’s lemonade stand after his mommy bought all the lemons. I’ve never seen an industry where rates can quadruple one month and drop to almost zero the next.”

“Look, I know you shipping guys are used to buttering up your bankers by telling them there’s no risk in your business, but I’m an equity investor, you need to tell me a different kind of story.”

“For the true equity investor risk isn’t something to be ashamed of, risk is something to be embraced. It is something to be celebrated.” “Risk is good!”

Is this the age of Gordon Gekko?
NEW FROM MARINE MONEY BOOKS

By Sarah Noonan


About Viking Raid:
Combining a ship finance textbook with a jet setting geopolitical romp, Viking Raid picks up where The Shipping Man left off – on a journey into the famously private world of international shipping tycoons and their financiers.

At the conclusion of The Shipping Man, Robert Fairchild is sipping rosé on the Côte d’Azur with Coco Jacobsen and toasting to the success of their $300 million junk bond offering; six months later the CEO is in the 120-degree engine room of a supertanker discharging two million barrels of Saudi crude oil – afraid for his job and afraid for his life.

Fortunes change quickly in the volatile world of international oil shipping and Fairchild knows that unless he can find another $500 million soon his powerful Norwegian tanker tycoon boss will have little use for him.

When Robert convinces Coco to attempt an Initial Public Offering of Viking Tankers on Wall Street, the desperate American thinks his problems may have been solved – but the former hedge fund manager couldn’t be more wrong.

Instead, Fairchild finds himself stuck between an American shale gas wildcatter and The Peoples’ Republic of China in their competition for clean energy. Combining swashbuckling shipping adventure with corporate finance derring-do, Viking Raid puts Fairchild back at the table in the highest-stakes casino in the world – with more than just his deal at risk.

Viking Raid is available in both paperback and hardcover formats for order through Amazon and Barnes and Noble online.

About Dynasties of the Sea: Audio Edition
Dynasties of the Sea was brought into audio format by New Street Nautical Audio, a newly launched division of New Street Communications, LLC, in collaboration with Marine Money. It is narrated by Kitty Hendrix, a renowned actress and voiceover artist, and is available for purchase through Amazon, Audible and iTunes stores.

We hope that you enjoy these new offerings from Marine Money Books.
HELLENIC-AMERICAN / NORWEGIAN-AMERICAN CHAMBERS OF COMMERCE

20th Annual Joint Shipping Conference

Today’s Vision – Tomorrow’s Reality

TUESDAY, FEBRUARY 4, 2014 • THE WALDORF-ASTORIA STARLIGHT ROOF • 301 PARK AVENUE, NEW YORK CITY

8:15 AM REGISTRATION – Continental Breakfast
9:00 AM CONFERENCE - Starlight Roof

2:00 PM CONFERENCE resumes – Starlight Roof
5:00 PM COCKTAIL RECEPTION - Metropolitan Room

Conference Discussions Topics

- The Big Picture: Macro Shipping and Economic Overview
- Shipping 2020
- Balancing Safety, Regulatory Compliance and the Costs
- Generational Shipping Families
- Current Outlook and Sources of Dry Bulk Demand and Supply
- Where is the Money?
- The Commercial Impacts of Decisions: Trade Routes, Chartering and Futures

Conference Chairmen

Blaine Collins, DNV GL
Brian P. Devine, Norton Rose Fulbright
Clay Maitland, International Registries, Inc. (Marshall Islands)

Conference Moderators and Panelists

Allen Black, Winston & Strawn
Scott Borgeson, Cargometrics
Robert Bugbee, Scorpio Tankers Inc.
Brett Esber, Blar & Rome, LLP
Themistoklis (Themos) Fiotakis, Goldman, Sachs and Company
Peter Georgiopoulos
Fotis Giannakoulis, Morgan Stanley
Peter Kanelos, Easeton Corporation
Stefanie Kasselakis-Kyles, Poten and Partners
Peter Klopfer, McQuilling
Jason Klopfer, Navig8
Jae Kwon, DNB Americas
James Leake, Arrow
Oivind Lorentzen III, SEACOR Holdings, Inc.

Martin Lunder, NORDEA
Carleen Lyden-Kluss, NAMEPA
Clay Maitland, International Registries, Inc. (Marshall Islands)
Ted Petrone, Navios
George Pierot, CIT
Robert Pierot, Jacq. Pierot, Jr. & Sons, Inc.
Pierce N. Power, Martir, Ottaway, van Hemmen & Dolan, Inc.
Jeff Pribor, Jefferies
Alan Rowe, MUIF & Associates
Lawrence Rutkowski, Seward & Kissel, LLP
Tor Svensen, DNV GL
Ole Chr. Schroder, Scorpio Group
Philip and Josh Shapiro, Liberty Maritime
George Wells, Cargill Ocean Transportation

Registration at 08:15 ~ Starlight Roof
Conference conclusion at 17:00, followed by a Networking Cocktail Reception sponsored by Blank Rome LLP and Jacq. Pierot, Jr. & Sons, Inc.

For full conference program and registration details, http://www.naccusa.org/events/20thhaccnaconshipconf/
CALL FOR PAPERS

An increasing number of our website visitors and student members have interests well beyond our core industry. It is with this in mind that we bring this to your attention.

The Merit Research Journal of Petroleum Geology and Mining (MRJPGM) is a multidisciplinary peer-reviewed journal that will be published monthly by Merit Research Journals (Open Access) http://meritresearchjournals.org/index.htm http://meritresearchjournals.org/pgm/August.htm

The journal welcomes the submission of manuscripts that meet the general criteria of significance and scientific excellence, and will publish:
• Original articles in basic and applied research
• Case studies
• Critical reviews, surveys, opinions, commentaries and essays

We invite you to submit your manuscript(s) for publication to: mrjpgm@meritresearchjournals.org or mrjpgm@meritresearchjournals.com.

Authors will be informed of the decision on their manuscript(s) within four weeks of submission. Following acceptance, a paper will normally be published in the next issue. Guide to authors and other details are available on our website; http://meritresearchjournals.org/pgm/Author_instruction.htm

MRJPGM is also seeking energetic, qualified and high profile researchers to join its editorial team as editors, subeditors or reviewers. Kindly send your resume to: mrjpgm@meritresearchjournals.org, mrjpgm@meritresearchjournals.com

Open access gives a worldwide audience larger than that of any subscription-based journal and thus increases the visibility and impact of published works. It also enhances indexing, retrieval power and eliminates the need for permissions to reproduce and distribute content. MRJPGM is fully committed to the Open Access Initiative and will provide free access to all articles as soon as they are published.

For more information contact:
Larry Dave, Editorial Assistant, Merit Research Journal of Petroleum Geology and Mining (MRJPGM) mrjpgm@meritresearchjournals.org http://www.meritresearchjournals.org/pgm/index.htm

PETROSPOT
MARITIME WEEK AMERICAS
PANAMA • 19-23 MAY 2014

Join us in Panama, one of the greatest maritime centres in the world and right at the heart of some of the most exciting changes impacting the global shipping, port and bunkering industries today.

REASONS TO ATTEND:
• A high profile three-day conference
• Professional development through unique one-day courses (shipping / bunkering / LNG)
• Technical half-day seminars (price risk management / maritime law)
• Spectacular business networking
• A three-day maritime services exhibition

Tel: +44 1295 814455
Email: events@petrospot.com

Book now visit www.maritimeweekamericas.com
Later in 1914, when it became evident that the German ships under Admiral Von Spee had left the China Seas, our flotilla was ordered back to the Mediterranean but we were held at Singapore for a short time working under a Japanese Admiral, as the German cruiser “Emden” was attacking trade in the Bay of Bengal until she was sunk by the Australian cruiser “Sydney” off the Cocos Islands. My recollections of working under a Japanese Admiral was that all his orders had to be confirmed in writing which was an awful bore.

Sidelights after defeat of Admiral Von Spee

The next news we had of Von Spee’s squadron was when they defeated the gallant Christopher Craddock’s ships at the Battle of Coronel on the West Coast of South America. This was followed quickly by Admiral Sturdee’s victory over Von Spee at the Battle of the Falkland Islands. There was a story prevalent at the time that when he heard of Craddock’s defeat, Admiral Jackie Fisher was furious, sent for Sturdee who was then the Director of Operations at the Admiralty, and blamed him for the disaster saying, “I will now give you the Battle Cruisers “Invincible” and “Inflexible”, and you can go and clear up your dirty work”. Apparently, King George 5th heard of this incident and when Sturdee returned after his victory, the King sent for him and Fisher, who arriving late for the appointment and rather disgruntled, was greeted by the King saying, “I think Sturdee has cleared up the dirty work rather well”. The story goes on to say that Fisher walked back to the Admiralty in high dudgeon and before entering the building turned round looking up the Mall at Buckingham Palace, said shaking his fist “I will have you out of that square box yet”! I doubt if the last part of the story is true.

Malta Again

We arrived back in Malta at the end of October, 1914, about the same time Turkey entered the war against us. I remember being rather embarrassed by the warmth of a welcome I received from a Maltese Steward who had once served under me. I took a room at the Union Club and was woken up on my first morning there by him embracing me, rather startled I remember but the Maltese are sentimental creatures and it was nice of him to show this sign of his affection. We did not remain in Malta for long, being soon despatched to the Dardanelles where a fleet was being built up under Vice-Admiral Carden, formerly Admiral Superintendent at Malta. At the Dardanelles we joined the 5th Destroyer Flotilla, consisting of more modern and larger “Beagle” class destroyers and were employed patrolling off the entrance to the Straits until more active operations were commenced.
The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $200. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com

The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com

SITUATIONS WANTED

Candidate 1: Experienced HR Manager
Top Recruiter / HR Manager for international shipping company seeks US positions.
Doing similar:
• 12 years recruiting, sourcing, headhunting, testing successfully;
• Manager staff of 12, interface with offices in Germany and Cyprus;
• Holds MBA, Marine Engineering degree;
• Fluent in speaking and writing English, French, Russian and Ukrainian;
• Strong communication and strategic planning skills;
• Excellent PC skills;

Holds Green Card and relocate immediately, willing to negotiate.
Contacts: Sergiy Bilyy

Email: sergiybilyy@yahoo.com
Cell: 929-777-0257 (S14-01)

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

Candidate 7: Entry/Middle level candidate in Vessel Operation sector
Education:
SUNY Maritime College graduate, Masters of Science in International Transportation Management, 2011-2013
Masters Degree in Navigator-Engineering (Batumi, Georgia) 1996-2002
Significant Academy Coursework

Dry & Wet Vessel Ops - Vessel Planning, Cargo Stowage, Stability of Vessel
Charter Parties I, II - Time charter, Voyage charter, Bareboat, etc
Logistics within Supply Chain-Management/Oper. btwn Origin to Dest. point
Transportation Management-Operations of Island, Air and Ocean transport
MIS Transportation-Comp Science/ Manage and Direct Business organization
Operation Research- Statistical Analysis and Mathematical Optimization
Inter Maritime Business Law-Business Law and Principles Among Nations
Economic of Inter Trade - The economic interaction among different nations
Certificate/ License: ASBA Chartering, Merchant Mariner Credential, Issued By USCG, TWIC Card
Qualifications:
Knowledge of ship operations and ocean export/import operations,
Ship operations (2nd mate and 3rd mate of tanker and bulker ship),
Willing to relocate
US Permanent residence
Bilingual: English, Russian, Georgian
My resume available upon request
Contact: Gocha George Verdzadze
Cell: 347-517-3060
E-Mail: vgocha@yahoo.com (S13-12)

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

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

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Telephone: +30 210 9119312
Cell: +30 6936198801 (S13-06)
Candidate 13:
Entry level position in ship operation
Robert Nigel Pritchard
Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP in New York and the Seamen's Church Institute in Port Newark, NJ. Co - wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Cell: +1 646 378 8446
E-Mail: rnigel.pritchard@gmail.com (S13-08)

Candidate 14:
Ships Officer Looking for Entry Operations Position
Second Mate, Deep Sea, International Shipping
Seeking entry position in Operations, Voyage Planning, Chartering
Experienced with Bulk, Break-Bulk, Container, and Project Cargo.
Voyage Planning
Loading/ Discharge of various cargo
Cargo Claims
2010 Graduate, SUNY Maritime College
BS Marine Transportation, Minor, Ship Management
ASBA Charter Parties I & II Certified
Email: medsavag@gmail.com (S13-12)

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 B: Tanker Vessel Fleet Manager
Highly successful tanker owner /operator is seeking a Fleet Manager to join the team that provides management oversight for a fleet of vessels which includes VLCC, Suezmax, Aframax, and Panamax vessels.

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

General Duties and Responsibilities
Oversee technical management company performance including safety & quality, compliance, technical solutions, repairs, vetting, dry-docking, and energy efficiency.
Monitor technical manager crew selection process and ascertain that officers are qualified, suitably trained, and aligned with the safety, quality, and commercial objectives of vessel owners.
Monitor daily vessel operation to warrant that technical managers are optimizing vessel performance.
Become point of contact for technical management company staff.
Interact with New York based commercial operations department to confirm that vessels are meeting customer requirements. Initiate corrective action as needed.
Establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives.
Attend vessels to observe manager performance and quality of onboard staff/operation.
Routinely visit technical management offices to set objectives, measure performance, and outline expected results.

Qualifications
Candidate should have a minimum of ten years of experience in the marine industry. Sea going service as a senior officer aboard oil tankers and/or experience as a tanker vessel superintendent/fleet manager is preferred. Ideal candidate will be a maritime college graduate. This individual must work collaboratively in a dynamic environment and have strong analytical/decision making skills. He or she must be able to recommend and implement process improvements, work independently, and handle multiple tasks simultaneously. Strong decision-making skills required.
E-Mail: nyseatanks@gmail.com (HW01-14)

Position F: Cargo / Vessel Brokers
The MID-SHIP Group, a worldwide provider of integrated transportation and logistics services based in Port Washington, NY is looking to hire cargo/vessel brokers with preferably 2 or more years of practical brokerage experience.

Job availabilities include postings to the New York, Miami or Dubai offices. We are looking for motivated and dedicated individuals who are interested to pursue a career in a dynamic, growing company and joining a team of transportation professionals who are leaders in their industry.
Please check our website: www.midship.com
Contact: Steve Rzehak, President & CEO
C/o Kate Perfett
Company: The MID-SHIP Group
E-Mail: kperfetti@midship.com
Website: www.midship.com
Notes: For interest treated with strict confidentiality, please send your resume. (HW12-13)

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

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

Specific Responsibilities
Primary Responsibilities
- Improve the reliability of Moran’s fleet by reducing the number of unscheduled repairs within the fleet.
- Develop means for monitoring reliability of the fleet through appropriate key performance indicators.
Position H: Marine Engineer / Naval Architect

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

Notes: Qualified, interested applicants are invited to e-mail a cover letter and résumé to: career@morantug.com with the subject line Marine Engineer / Naval Architect Position.. (HW01-14)
Position L: Tanker Operator
Shore-side position to manage all aspects of chemical and CPP commercial operations of assigned vessels for an expanding parcel tanker company based in Southport, Connecticut. The position has excellent growth potential.

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

Experience
Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. The candidate must have good computer and writing skills.

E-Mail: DCarroll@MTMaritime.com
Notes: Interested candidates should email their resume with cover letter.

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

UP COMING EVENTS

SAVE THE DATES

JANUARY 2014
Thursday, January 30, 2014
CMA Monthly Speaker Luncheon
Speaker: Captain Edward J. Cubanski, III
Sector Commander, United States Coast Guard, Sector Long Island Sound
"Current Coast Guard Priorities and How These Impact the Maritime Industry Locally"
Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $45 per person / Non-Members: $50 per person

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

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

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