UP COMING EVENTS

SAVE THE DATES

JANUARY 2015
Thursday, January 22, 2015
CMA Monthly Speaker Luncheon
Speaker TBA
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $50 / Non-Members $60

FEBRUARY 2015
Thursday, February 26, 2015
CMA Monthly Speaker Luncheon
Speaker TBA
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $50 / Non-Members $60

MARCH 2015
March 23 - March 25, 2015
CMA SHIPPING 2015
Tradition: Celebrating the Best, Improving the Rest
Hilton Hotel, Stamford, CT
http://www.shipping2015.com

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

PRESIDENT’S NOTES

Happy New Year to all our members and readers, I trust that everyone had a restful holiday in spite of our industry being truly 24/7!

How often have you heard the expression “local knowledge”? My guess is, if you stop to think about it, you have heard it less and less over the last several years, so please take a moment and ask yourself “why?”

After doing my own introspection for a while, my supposition as to its reduced usage, comes down mainly to the amazing amount of information which has become avail-

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Happy New Year…The wishes are real but, other than gasoline prices, the year is starting to be anything but happy. Yet we have a lot of exciting things to look forward to and Shipping 2015 is a bright light. By now you will have seen the preliminary program (if not try www.shipping2015.com). It is a plastic document and, like every other year, we will be adding, subtracting or changing speakers and sessions up until the Conference day.

On Tuesday (March 24th) afternoon we expect more students/cadets than in past years. An underlying thread able on the internet and the speed at which it can be accessed. This, in the opinion of many, has negated (or greatly reduced) the need to have a local representative with local knowledge.

However, caution is advised.

Yes, it is all too easy to go online and auction around for the best possible prices, or to surf for the port restrictions - the list is as long as the amount of information which has been entered.

What goes unnoticed by those who favor the ‘on-line’ approach is that “local knowledge” could have advised about – for example - a possible customs strike, or any number of local situations which crop up unexpectedly and, armed with that knowledge, the problem could be circumnavigated with far more success rather than having to scramble for a last minute solution when resources have already been booked up by those who made use of those with local knowledge.

Just as everyone has recently been watching online the plunge of crude and waiting for that last minute in the hope of better prices, that bit of “local knowledge” could have advised that no matter how cheap the price you get, it doesn’t help if the delivery barges are already booked up. Our maritime industry is in constant flux, the parts are never still, and the flow of information around the world must be truly astounding but “local knowledge”, whether it is geographical, legal or related to specific areas of ship operations such as surveying or bunkering (to just name a few), will never be superfluous.

Ian Workman / President
among almost all the maritime schools is the recognition that the industry is changing but perhaps the schools are not preparing their students for the needs of this new industry. To me the best session TITLE refers to Black Elephant issues. This deals with Black Swan events that standout so large (elephants) that somehow we do not see them. Among them would seem to be the aging training ships at US schools.

Whatever your feelings toward shipping markets I urge you to attend. You will learn. You will also teach even if you are unaware of same. You will also enjoy seeing your old friends and meeting new ones.

Donald (Don) Frost

CMA SHIPPING 2015
March 23-25, 2015 – Hilton Stamford Hotel

North America’s pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 23, 24 & 25, 2015. 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 2015. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the March 25 Gala Dinner where we will honor our 2015 Commodore, Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group.

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. Visit http://www.shipping2015.com/Shipping2015program.pdf to view the program and check back often for all the updates.

Also visit our website www.shipping2015.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 2015 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 2015
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

Membership Notes

Happy New Year everyone. We are pleased to start off the new year with some new members.

Mr. Chris Carreira, Director, Andersen Tax, LLC, Old Greenwich, CT

Mr. John Farro, Managing Director, Andersen Tax, LLC, Old Greenwich, CT

Mr. Peter Gianopulos, President, ASR, Brooklyn, NY

Mr. Ryan Michael Korb, Third Officer, OSG Ship Management, Tampa, FL

Mr. Elias Pantelaros, Mgr of Engineering & Purchasing, Colonial Navigation Co. Inc., New York, NY

Mr. Travis Pow, Marketing Manager, SAAM SMIT Marine Canada, Vancouver, Canada

Mr. Kyriakos Savvoglou, Controller, Colonial Navigation Co. Inc., New York, NY

Mr. Gregory Schunk, Associate, Alterna Capital Partners, Wilton, CT

Mr. Joseph P. Toce, Jr., Managing Director, Andersen Tax, LLC, New York, NY

Welcome aboard!
Brian Robinson, Membership Chair
The Connecticut Maritime Association (CMA) is pleased to present a powerful program for CMA Shipping 2015 - Tradition: Celebrating the Best, Improving the Rest.

The finest sense of the word "Tradition" carries with it an accumulated wisdom, style, skill, accomplishment, success and traditions at their best are cherished, nurtured and even held sacred. But, as any next generation knows, challenging accepted wisdom and practices is a hallmark of true growth and development. Questioning fosters exploration, encourages curiosity and empowers those who might create better ways, science and solutions. So this year we celebrate the best of our industry's traditions, whether it be putting our ships to the test to meet the world's needs or rescuing refugees in the Med. We also tip our hat to those who are constantly bringing forth new and better ways of doing things - and we are very fortunate to have so many of you with us this year. The $40 million dollar project of a prior generation may today be a billion, but the skills, vision, imagination and commercial talents needed are there, successfully evolved from the best that went before. Please come celebrate, come debate, come do business, come join us in March!

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

Visit the following web-link to learn more and review the initial conference agenda: http://www.shipping2015.com/Shipping2015program.pdf
From this point on the agenda will be fine-tuned almost every day, adding new sponsors, new speakers, new topics, so if you are interested in participating in this year's event, please do contact us to discuss 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 vessel efficiencies, it is all available to you on March 23, 24 & 25, 2015 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, the American Salvage Association, 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 2015 Commodore Award, which this year will be presented to Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group. 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 2015.

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

The Connecticut Maritime Association
Tel: +1.203.406.0109, Ext. 3717
Email: conferences@cmaconnect.com
Website: www.shipping2015.com

Marketing Opportunities at CMA Shipping 2015

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

Conference Delegate
Attend the conference as a delegate for the entire three days or just for select days. View the latest program and registration form at: http://www.shipping2015.com/Shipping2015program.pdf

Visit the Exhibits Only
Visits to the exhibits only at CMA Shipping 2015 is complimentary at specified times. You are also able to buy tickets for cocktails parties only (or conference sessions) in advance or at the event. To pre-register for exhibit visits: Email conferences@cmaconnect.com.
The Connecticut Maritime Association Presents

SHIPPING 2015
North America's Premier International Shipping and Trade Conference and Exposition

March 23, 24 & 25, 2015
Hilton Hotel, Stamford, Connecticut

14 sessions 3 days 2,500 people

Tradition: Celebrating the Best, Improving the Rest

www.shipping2015.com

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International Marketing Strategies, Inc.
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Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.shipping2015.com
Conference Sessions which may be particularly relevant for your business to special events. We are also always very amenable to listen to other sponsorship ideas that you might have.

Contact us for more!

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.shipping2015.com

Private Label Seminars
We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 23rd from 3-5pm; Tuesday, March 24th from 10am-5pm and Wednesday, March 25th from 10am-5pm. The cost of booking the special seminar room for one hour is $1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).

Maximize your marketing message by advertising in the Shipping 2015 Official Event Guide (OEG)
This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2014 numbered over 2,400 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company’s products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. The OEG is the only publication we produce for the show and is also a perfect way to secure an ad to congratulate our 2015 Commodore, Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group. Copy for the Guide must be received by Thursday, February 26th, 2015. Advertising rates range from $595 to $1,795. Visit the following link on the show website for more: http://www.shipping2015.com/2015OEGsell.pdf

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

Event Sponsorships
A limited numbers of influential sponsorships are still available for CMA – these can range from sponsorships of

FOR IMMEDIATE RELEASE

Capt. Panagiotis N. Tsakos
Named Connecticut Maritime Association 2015 Commodore

Award to be presented March 25, 2015 at the conclusion of the CMA’s Shipping 2015 Annual Conference and Exposition

Monday, January 5, 2015 - Stamford, Connecticut – Capt. Panagiotis N. Tsakos, Founder of the Tsakos Group has been named as the Connecticut Maritime Association (CMA) Commodore for the year 2015.

Capt. Tsakos follows a long succession of influential maritime industry leaders as Commodore. The 2015 Commodore Award will be presented on March 25, 2015 at the Gala Dinner marking the conclusion of the annual Connecticut Maritime Association conference and trade exposition, at the Hilton Hotel in Stamford, Connecticut, USA.

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. Captain Tsakos has dedicated his life to the sea, to the welfare of the people at sea, to caring for and protecting the environment and building a successful commercial shipping company.

Ian Workman, President of the CMA, upon making the announcement, stated, “Captain Tsakos represents the finest qualities of service, creativity and commitment to our industry and the seafarers and women and men who safely manage ships and trade the world over. The CMA is honored to present Captain Tsakos with the 2015 Commodore Award. He is a leader we can all admire.”


About the Tsakos Group
Tsakos Shipping & Trading controls a diversified fleet of approximately 70 vessels. The Tsakos Group also includes the publicly traded Tsakos Energy Navigation Limited (NYSE: TEN) which has a fleet of 51 vessels.
In 2010, The Tsakos Group and Schoeller Holdings established Tsakos Columbia Shipmanagement, which now has a fleet of 65 vessels. The company is also involved in ship repair and offshore.

About the CMA
The Connecticut Maritime Association is a non-profit organization built by its members for its members. It is an Association made of individuals representing every aspect of shipping and international trade.

About CMA Shipping 2015
For the past 30 years the Connecticut Maritime Association has convened a trade show and conference in Stamford, Connecticut that has dealt with the commanding issues of the day, provided a dynamic commercial market place for products and services and brought together the international leaders of the shipping industry to seriously address opportunities and challenges from environmental regulations, piracy to burgeoning trade with China and employment.

For Press Inquiries please contact:
Jim Lawrence: +1.203.550.2621
For more information on CMA Shipping 2015 please contact: Lorraine Parsons, Event Director, Connecticut Maritime Association Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com
Web: www.shipping2015.com
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Odd Andersen was born and raised in a Scandinavian neighborhood in Bay Ridge, Brooklyn. He began drawing at an early age and as a teenager took lessons from Thorn Norheim in Brooklyn. Later studies were at the Ridgewood, NJ School of Art and the O’Reilly League of Artists, White Plains, NY. Odd is, however, largely self-taught.

Meet the Artist and view his oil paintings of boats, bridges, waterfront and Scandinavian scenes on January 25, 2015 from 1 to 5 pm at the Scandinavian Club, 1351 South Pine Creek Rd, Fairfield, CT. Light refreshments will be served. The Scandinavian Club founded for the preservation of Scandinavian traditions and culture holds many diverse and interesting club activities, including dinners, dances, picnics, concerts, and parties. This year the Club will be celebrating 100 years at its location on South Pine Creek Road with many special events. Located on 4 acres and walking distance to Long Island Sound, the Scandinavian Club has become the social, cultural, and educational center for the preservation of Scandinavian traditions in Fairfield.

For more information on the Club and its events, please visit the website www.thescandinavianclub.com

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The news that the Shanghai Maritime University would hold its first time ever spoken English competition spread very fast among its students. Getting jobs in shipping is greatly helped if the students can not only read and write English but can also converse in English. Therefore, as the ramifications of the contest started to be recognized by the students they were amazed to hear of a totally unexpected surprise prize.

During CMA’s November 5th Board of Governor’s meeting, Captain Larry Liu (the Planning and Administration Chairman), who would be moderating a panel at the Marine Money event in Shanghai November 20th, proposed that CMA sponsor one of the Shanghai Maritime University winners with an internship at a US based shipping company during this summer, with airfare provided by CMA. The proposal was discussed and quickly approved.

We look forward to meeting our first Chinese student intern. Captain Larry Liu is a graduate of the Dalian Maritime University and works at Charles R. Weber in Greenwich.

This initiative adds to and follows parallel strides being made by the CMA Education Foundation as they announced that in 2015 they will make 22 scholarship awards of $1,500 each and one for $10,000. Yes—$10,000! This is great news, and in addition we expect more than double the number of papers that were submitted in 2014 for the 2015 Student Essay and Power Point contest in March. Undoubtedly this has something to do with the generous donation of $5000 in awards by d’Amico Shipping.

Thank you all for your support of our education efforts.

Kevin Breen
Education Chair

THE LIFE OF A SHIP

to be focus of New York Shipping Conference
Annual joint Chambers of Commerce event examines the elements of shipping

Examining the many facets of shipping is the focus of the 21st annual Hellenic-American and Norwegian-American Chambers of Commerce conference, often called the New York Shipping Conference. Entitled “The Life of a Ship”, the conference will present a Macro Shipping and Economic Overview, shipbuilding, commercial management and pools, funding, insurance, sanctions and vessel performance including “green” options, conversions and end of life choices for ships. The event will be held on Wednesday, February 11th at the Waldorf-Astoria starting at 0815 with conference registration and continental breakfast.

The New York Shipping Conference is being co-chaired by Brian Devine, a Partner at Norton Rose Fulbright, Clay Maitland, a Managing Partner at International Registries, Inc., and Anders Platou of DNB Bank ASA.

Featured speakers include Robert Burke of Ridgebury Tankers; Brian Dillar of Kohlberg Kravis Roberts & Co.; Henning Gramann of International HazMat Association; Joe Hughes of the American Club; Jason Klopfer of Navig8; Cameron Mackey of Scorpio; and Steinar Nerbovik of Aker Philadelphia Shipyard. Additional speakers will be announced shortly.
The Conference Co-Chairmen anticipate a dynamic discussion of how the life of a ship has been impacted in recent years, and the ramifications of future developments in the industry. “There are changes occurring today that will profoundly impact how we do business tomorrow” stated Co-Chairman Brian Devine. “It is important for industry players to identify them, and develop strategies for leveraging these to their advantage. This presents a challenge in every aspect of our industry.”

The cost for HACC/NACC members is $795 (additional members from the same company $755) and non-members is $895. Contact for either Chamber (NACC +212 885 9737 or HACC +212 629 6380) or nacc@naccusa.org.

MARKETS - Who are our customers?
by Donald Frost

This seems like a simple question, but the answer today may not be so simple. As has been articulated by many in our industry, shipping has changed. Certainly that is true, but have our customers changed or have we changed? Or perhaps this is more complicated.

The business of shipping has probably changed more in the last 15 years than since sailing vessels first plied the Mediterranean. On the ship owners’ side we have seen the long tradition of counter cyclical investing, mostly by Greek ship owners, evolve. Family owned companies developed into publicly traded (share holder owned) shipping companies building fleets to meet the demand for shipping services, to investors buying ships as an asset class independent of the actual demand for them in the market place. You might call this the “financialization of shipping”.

To put these changes into some perspective, major shippers/charterers of the 60’s and 70’s (oil companies, steel and mining companies) became vertically integrated and tried controlling their own freight. Oil companies, used a rule-of-thumb model of 40% owned tonnage, 40% time chartered tonnage and 20% spot market fixtures. Major dry cargo shippers used contracts of affreightment and the spot market. Some dabbled into owning their own ships and/or time chartering and operating ships as part of their global sales strategy, but their core business was not shipping and the trend away from controlling shipping lasted for 30 or more years. Today it seems that there is again a preference among shippers to own or control ships to cover most of their freight market exposure. Will that continue?

This question revolves around the definition of a “perfect market” which is one in which all of the product to be offered is known, all of the bidders are known and all trades are transparent. Needless to say shipping has never been a perfect market. The emerging era of “Big Data” will help in the quest toward perfection, but shipping is likely to remain imperfect.

The advent of shipyard watches and the ability to track the whereabouts of most ships covers the supply side (i.e.- the ships). Knowing our customers implies we know the global demand for ships. We don’t. However, it may be that knowing demand is irrelevant. To understand how that might be true I suggest you read “MARITIME ECONOMICS: A Macroeconomic Approach (2014) by Elias Karakitsos and Lambros Varnavides. They posit that “The interaction of demand and supply is insufficient to explain fluctuations in freight rates.”

As we know there is no GLOBAL freight market, but rather thousands and thousands of discrete micro markets that are based on the required time for shipment, the place the cargo is to be loaded and the required ship type and size, all operating 24/7/365. This greatly influences the spot voyage market and encourages shippers to protect their positions by juggling owned or controlled ships versus what is available on the voyage and time charter markets in the dates required. If their owned/controlled ship is covered with an outside cargo (arbitrage), the charterer can simultaneously also be an owner (real if owned or virtual if time chartered). Confused yet?

Time Charters have been around since the days of the Phoenicians, but starting in the 1990s they became a derived demand sector that had to be added to the physical demand. Ship owners built for that market, and, until China started its race to modernization (1997-2004) the global fleet almost always exceeded the number of cargoes to be shipped.

Until this time shippers and cargo buyers were the ship owner’s customers. Along about 2004 into 2005 there was a dramatic change in shipping which, besides the appearance of the commodity desks at large banks and “funds”, resulted in the emergence of virtual charterers and virtual ship owners, which sometimes confused the relationship between the payer and payee.
Having done this, he said “Hugh, they have got to go, but I have told Philip the Italians will never go through a smoke screen.” These were prophetic words, smoke being made full use of in winning the battle, wind being fortunately in the right direction, our cruisers breaking through it and returning at frequent intervals, but sadly most of the merchant ships were bombed and sunk on arrival at Malta.

Malta after the Blitz

I felt the loss of the ships and especially their cargoes so much that I decided to ask approval to fly to Malta taking with me an expert, who had been the head of a stevedoring firm in civil life, to see if we could help them in unloading the ships. My request was not received with much enthusiasm at G.H. Q. Middle East, but I persevered and eventually it was agreed we should go provided the Governor and Admiral at Malta agreed. This was easy as I knew Lord Gort well who was Governor at the time, and both he and Admiral Latham welcomed us to come.

It was an exciting trip as we flew about 50 feet above the sea to avoid being D/F’d (direction finder) from Aghelia then the farthest in the desert. As we arrived it was easy to see what they had suffered. The Grand Harbour was covered with oil from the many sunken ships. It was a sad sight to behold.

Lord Gort very kindly asked me to stay at San Antonio and while there I could not help noticing the shortage of food, when a small piece of cheese about two inches square was past round at lunch no-one dared touch it.

It was during my stay that Tobruk fell to Rommel’s forces and Gort remarked, ‘Now I expect we shall all go into the cooler’ (bomb shelter). But he was always about among the people taking no notice of the bombs and setting a wonderful example to everyone.

I left Malta feeling our visit had been well worthwhile and had been appreciated. Lord Gort was a great man who it was a privilege to have met and I can recommend anyone to read John Colville’s book about him, A Man of Valour, a very apt description.
SITUATIONS WANTED

Candidate 1: Experienced HR Manager
Top Recruiter / HR Manager for international shipping company seeks US positions.
Doing similar:
• 12 years recruiting, sourcing, headhunting, testing successfully;
• Manager staff of 12, interface with offices in Germany and Cyprus;
• Holds MBA, Marine Engineering degree;
• Fluent in speaking and writing English, French, Russian and Ukrainian;
• Strong communication and strategic planning skills;
• Excellent PC skills;
Holds Green Card and relocate immediately, willing to negotiate.
Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-7770257
(S14-01)

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com
(S14-10)

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

Candidate 1: Experienced HR Manager
Top Recruiter / HR Manager for international shipping company seeks US positions.
Doing similar:
• 12 years recruiting, sourcing, headhunting, testing successfully;
• Manager staff of 12, interface with offices in Germany and Cyprus;
• Holds MBA, Marine Engineering degree;
• Fluent in speaking and writing English, French, Russian and Ukrainian;
• Strong communication and strategic planning skills;
• Excellent PC skills;
Holds Green Card and relocate immediately, willing to negotiate.
Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-7770257
(S14-01)

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com
(S14-10)
Candidate 3: Entry level operations, research or chartering position
Recent college graduate seeking a position relevant to ship operations, market research or chartering in NY or the Greater NY area.

Relevant Experience:
- Former intern at Roymar Ship Management - experience in preparing laytime statements, freight/hire invoices, route/cost calculations, crew injury claims, statistical reports, updating MLC and ISM certificates and vessel schedules.
- Operations and Production Supervisor at Select Fish S.A.

Background:
- M.S. in International Transportation Management - SUNY Maritime College
- Chartering Certificate - accredited by ASBA
- B.S. in Economic Development - University of Central Greece

Contact: Georgios Kouzoumis
Cell: 1 (347) 589 - 2503
E-Mail: Kouzoumis.georgios@gmail.com

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

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.
Resume available upon request. Willing to travel within Connecticut and New York.

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

Candidate 5: Entry Level Vessel Operations / Chartering
Highly motivated recent graduate of SUNY Maritime's Master of Science / Deck License program is looking to begin a career in international shipping in an operations or chartering department.

Education:
M.S. - International Transportation Management. SUNY Maritime College.
Graduated with a 3.99 GPA in Fall of 2014
B.A. - Philosophy. Suffolk University. Graduated with a 3.67 GPA in 2006

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

Awards & Recognition:
2014 - Winner of Connecticut Maritime Association Education Foundation Scholarship
2013 - Runner-Up: CMA Shipping 2013 Academic Paper, "The Effects of Vessel Surplus on Tanker Economics"
Resume available upon request. Seeking employment in the greater New York area, but willing to relocate for the right opportunity.

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

Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position
Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.
- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.
Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.
- Reside in the U.S. and can relocate with short notice.

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

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

E-Mail: indiansailor47@gmail.com

Notes: Please respond to email:

Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

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

E-Mail: maritimeGC@gmail.com

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

Position A: Account Manager
TradeWinds is looking for an energetic, enthusiastic and committed account manager to join its team in Stamford, CT.
With a circulation of over 8,500 subscribers in 110 countries worldwide, TradeWinds is the most widely read paid-for shipping publication in the world, with an estimated 48,000 readers. Its enviable position is the result of a dedicated, single-minded pursuit of hard-hitting and entertaining journalism. Launched in 1990, TradeWinds has expanded its portfolio to include online daily news reporting, web TV, and conferences. TradeWinds is part of the NHST Media Group, and employs 60 staff, operating from ten offices around the globe.
Key responsibilities include:
• Building TradeWinds circulation in the Americas
• Generating new accounts and leads throughout the maritime community in your markets.
• Representing TradeWinds at industry exhibitions, conferences and events.
• Establishing strong long-term relationships with clients.
• Identifying areas of potential market growth in industry sectors/geographical regions, and implementing sales strategy

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

Position B: Engineering Superintendent
Ridgebury Tankers LLC with headquarters in Westport, CT is looking for Engineering Superintendent to join our group.
This position will report to Head of Engineering
Position summary:
• Act as the interface between the Company core group and the appointed third party Managers;
• Liaising with the appointed third party Managers on engineering matters.
• Develop implementation plans associated with strategic initiatives rolled out by the Managers.
• Prepare comprehensive plans for each vessel that covers all key events and coordinate closure with the vessel Managers.
• Take ownership of Technical aspects of vessel life cycle management tracking, develop appropriate plans and budgets.
• Ensure an aligned approach to planning by liaising with other Technical Managers.

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

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.

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

E-Mail: rnigel.prichard@gmail.com
(S13-08)

Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container,
and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.

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

E-mail: medsavag@gmail.com
(S14-09)
Liaise with the Managers’ HSEQ legislation group to maintain oversight of legislative requirements and take these forward into executable plans. Develop plans to implement initiatives developed by the Managers’ strategy groups.

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

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

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

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**Position R: Operations Manager**

**Stamford**

Clipper Bulk Shipping is looking to add an experienced operator to our Stamford operations team. We operate a fleet of modern Supramax and Handysize bulkcarriers engaged in worldwide trading.

You will be responsible for all aspects of vessel operations to ensure the smooth execution of time charters and voyage charters; coordination with owners, agents, masters, port captains etc; focusing on our customers needs; ensuring our charter party requirements are fulfilled; cooperation with all departments within our organization.

You should have:
- at least 5 years experience in operating bulk carriers
- proven ability to work within a team of dedicated operators
- fluency in English
- legally allowed to work in USA

Please send your resume/CV to jns@clipper-group.com. All applications will be treated in the strictest confidence. Only online applications can be accepted.

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UP COMING EVENTS

SAVE THE DATES

**JANUARY 2015**

**Thursday, January 22, 2015**

**CMA Monthly Speaker Luncheon**

**Speaker TBA**

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $50 / Non-Members $60

**FEBRUARY 2015**

**Thursday, February 26, 2015**

**CMA Monthly Speaker Luncheon**

**Speaker TBA**

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $50 / Non-Members $60

**MARCH 2015**

**March 23 - March 25, 2015**

**CMA SHIPPING 2015**

*Tradition: Celebrating the Best, Improving the Rest*

Hilton Hotel, Stamford, CT
http://www.shipping2015.com

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

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WANTED: Host Companies

Students are looking for internships. If interested in reviewing RESUMES, please contact
Kevin Breen (KBreenCMA@gmail.com)