Many find that the Christmas and New Year holidays are a time for reflection on the past year and a time to look forward and wonder what the coming year will usher in…this could be tied in with my “Crystal Ball” comments of the December newsletter.

A number of TV News Channels screen their own round table discussions where a variety of reporters, journalists and other well recognized individuals, generally with international experience, debate what have been the major newsworthy points of 2015 , and whether they will carry on to greater or lesser effect in 2016 and will there be any new influential issues.

For Reservations for CMA Events please call Emilie at +1.203.406.0109 Ext 3725 or Lorraine at Ext 3717
Or email conferences@cmaconnect.com
So let’s put a few thoughts out there for our maritime world.

**Dry Bulk**
Chinese demand doesn’t look like it will recover enough to kick-start the Drybulk market…and the expanding Indian market will not be a sizeable enough substitute.

**Oil**
- The Middle East will continue to be a bubbling stew, the fundamental clash of Shia vs Sunni supporting conflicts in Yemen, Syria, Libya and Iraq to name just a few…with the infamous IS lashing out at all and sundry. The production capabilities of most of the involved parties will remain limited – in spite of Iraq having just had a couple of months of increased production.
- Iranian production may increase, depending on whether they toe the line of the nuclear agreement or push it too far and have sanctions re-imposed.
- Russia will have to continue to push out oil to support its faltering economy.
- Saudi Arabia is seemingly fixed on maintaining its market share.
- Although to a lesser degree, fracking will continue in the USA as producers explore cheaper production technology to remain competitive in the new world of cheaper oil.

**Tankers**
This sector will continue to be the shining star although the effects of the USA lifting the crude oil export ban are uncertain.

**Alternative Fuels**
There is an ongoing fundamental reassessment of their ROI since the drop in the price of oil and the resultant collapse of bunker prices. Any further investment will no doubt continue to slow as long as oil prices stay low.

**Oil Exploration & Development**
Will continue to suffer through the year also due to the low price of oil.

As you can see, a lot of points to consider and I have no doubt that there are a lot more out there as well as many different opinions. Supply & demand remains the major driving factor, so just as the price of oil looks like it will remain low so does the does the dry bulk market, just like many of the other points mentioned.

Generally not a good start to 2016 but one thing we know – our maritime world is resilient, it has weathered these downturns before.

Ian Workman, President
Happy New Year to you all. I wish there was more to celebrate in the shipping biz than the tanker side, but we have been here before. I wrote a rather dramatic Market Commentary this month, but we live in dramatic times. Our world of commerce has to operate with China’s economy slowing; Europe’s focus on terrorists and refugees seeking asylum; North Korea clamoring for attention by testing weapons of mass destruction; continuing wars in Syria, Iraq, Afghanistan, and the coming U.S. presidential election.

The program for Shipping 2016 is coming together quite nicely. It is amazing how many aspects of our industry that we call “externalities” (i.e. - a fancy word meaning unrelated to the freight market place) are in process of change. Yet still we need to keep track of them because they are largely the work of 21st Century governance that we must pay heed to, but influence costs as well. As a consequence we again must run several tracks or sub-sessions that run simultaneously in order to provide each of our sub-communities the latest information. I think you would be doing yourself a disservice by not attending and learning and mixing with your peers.

As some of you know I serve on the Industry Advisory Board (IAB) at SUNY Maritime College. We met January 6, 2016. The IAB brings industry people from a wide range of disciplines together every two years to review, with the college faculty, what skills and knowledge the industry requires of their graduates. I see it as a kind of a college level “No Graduate is left behind”. Within the context of planning our annual conference and trade show, I find this gathering a help to CMA and, hopefully, also helps the college and students. It also broadens our on-going CMA education mission.

Late last year I suggested that we bring you short introductions to our members’ companies – kind of mini-infomercials. Since our founding 32 years ago our core membership has broadened enormously. If you wish to tell your company’s story please talk to me or write. I’m thinking of something low key like a “Show and Tell” for adults.

Don Frost
Editor
Spending more time on data rather than shipping?

22nd Annual Joint Hellenic/Norwegian-American Chambers Shipping Conference 2016
February 11, 2016 – Waldorf Astoria Hotel, New York City

31st Annual CMA Shipping 2016 Conference & Exposition
March 21-23, 2016 – Hilton Hotel, Stamford, Connecticut - Booth 48

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Membership Notes

We are pleased to welcome the following new members.

Mr. Per Aleksander Arneberg, VP., Peraco Chartering Corp., Greenwich, CT

Mrs. Klara-Marie Bartels, Operations Mgr., Archer Daniels Midland Company, Stamford, CT

Mr. Steven Candito, President & CEO, Foresea, Oakdale, NY

Mr. David Reese Chenowith, VP Operations, T. Parker Host Inc., Baltimore, MD

Mr. Claus Clement, Assistant Operations Manager, Clipper Group, Stamford, CT

Mr. Nikolas Gkikas, Broker, LQM Petroleum Services, Greenwich, CT

Ms. Meaghan E. Grasso, C&CM, ABN AMRO, New York, NY

Mr. Georg Eugen Hahn, Sales Director, Winterthur Gas & Diesel, Switzerland

Mr. Brendan Patrick Keavney, Business Development Mgr, Safety Management Systems, LLC, Portland, ME

Mr. Tom Masters, Managing Director, TMC (Marine Consultants) Inc., Houston, TX


Mr. Ole Petersson, Int’l Bus Development, Georg Duncker GmbH & Co. KG, Hamburg, Germany

Mr. Joshua Edward Prince, Manager of Claims Department, Fairfield, CT

Mr. Brian Keith Rhoades, NE Sales Representative, Becker Marine Systems USA Inc., Webster, TX

Mrs. Olga Shevchuk, Associate, Shipping & Finance, LTD, Stamford, CT

Mr. Thomas Snider, Vessel Operator, MT Maritime Management (USA) LLC, Southport, CT

Mr. Ken Bloch Soerensen, President & CEO, Algoma Central Corporation, Ontario, Canada

Mr. Philip Stalley, Director, Hub Software Engineering Ltd, Buckinghamshire, UK

Mr. Dave Van Der Linden, Commercial Director, STH Commercial Management, Stamford, CT

Welcome aboard.

Brian Robinson, Membership Chair
Mr. Paddy Rodgers has been Chief Executive Officer of Euronav since 2000 serves and has served on the Board of Directors of Euronav since June 2003 and has been a member of the Executive Committee since 2004. His perseverance, energy and articulate telling of the Euronav value story led to the successful listing of the company on the NYSE in January 2015. Euronav continues to have a listing on Euronext where it has been trading since December 2004.

Mr. Rodgers currently serves as a director and Chairman of the International Tanker Owners Pollution Federation Fund and has been a director since 2011. Mr. Rodgers began his career as a lawyer starting practice in 1984 with Bentley, Stokes & Lowless and in 1986 he moved to Hong Kong where he worked for Robert Wang & Co and then Johnson, Stokes & Master.

Ian Workman, President of the CMA, upon making the announcement, stated, “The CMA is honored to present Mr. Paddy Rodgers with the 2016 Commodore Award. We have been doing this for over twenty-five years now and his corporate achievements, personal efforts to communicate the best version of the industry and his past generous support of our community combines as in a perfect storm of enthusiastic support.”


About Euronav
Euronav is a vertically integrated owner operator and manager able to provide complete shipping services in addition to its fleet of 54 modern large tankers. The crude oil seaborne transportation market is cyclical and highly volatile requiring flexible, proactive management of assets in terms of fleet composition and employment.

Euronav increases exposure to the market through opportunistically entering the market by chartering vessels from other owners and tonnage providers whilst maintaining a core fleet of high-quality owned or controlled tonnage. The Euronav core fleet has an average age of a little less than 8 years.
Euronav operates its fleet both on the spot and the period market. Most of Euronav's VLCCs and 1 V-Plus are operated in the Tankers International pool. Euronav also operates in-house a fleet of 22 Suezmax vessels on a mix of spot market exposure and time charter.

Euronav can also supply and operate Floating, Storage and Offloading (FSO) vessels through conversion or newbuilding. Currently Euronav has 100% operational control of a joint venture operation with 2 FSO’s in the Al-Shaheen field 90 miles off the coast of Qatar. Fleet management is conducted by three wholly owned subsidiaries Euronav Ship Management SAS and Euronav SAS, both French companies with headquarters in Nantes, France and with a major branch office in Antwerp, Belgium and Euronav Ship Management (Hellas) Ltd. with branch office in Piraeus, Greece. The skills of its directly employed seagoing officers and crew and its shore-based staff, including captains and engineers, give Euronav a competitive edge in high-quality design, maintenance and operation.

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. The CMA Education Foundation is one of the largest providers of scholarships, academic prizes and internship supports in the US.

About CMA Shipping 2016
For the past 31 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 to major commercial developments. Proceeds from the Show support the CMA Education Foundation.

For more information on CMA Shipping 2016 please contact: Lorraine Parsons, Event Director, Connecticut Maritime Association
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com
Web: www.cmashipping2016.com

CMA SHIPPING 2016
March 21-23, 2016 – Hilton Stamford Hotel

North America’s pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 21, 22 & 23, 2016. 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 2016. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the March 23 Gala Dinner where we will honor our 2016 Commodore, Paddy Rodgers, CEO of Euronav NV.

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.

The 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 show website www.cmashipping2016.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 2016 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 2016
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com
INTRODUCTION

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

LOCATION

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

ATTENDEES

Industry representatives from 49 countries attended CMA Shipping 2015.

CMA Attendee Demographics Shipping 2013-2015

- Shipowners/Ship Managers: 16%
- Ship Supplies/Product Manufacturers/Ship Yard: 8%
- Lawyer/Insurance: 7%
- Finance/Equity Investor: 7%
- Education: 6%
- Brokers/Charterers: 6%
- Class society/Ship Registries: 5%
- Emergency Response/Security/Salvage: 4%
- Port Authority/Pilots/Ship Agents: 2%
- Naval Architects/Marine Engineers/Marine Surveyors: 19%
- Consultant/Information Provider/Internet Group/Software Provider: 11%
- Government/Associations: 7%
- Other: 5%
- Press/Communications: 3%
- Other: 2%
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- Other: 2%
SPONSOR OPPORTUNITIES:

There are several sponsorship opportunities available at North America’s longest maritime conference and trade exhibition – 2,500 delegates, 140 exhibits, 14 seminar tracks – supported by industry, for the industry, that will provide a high level of brand exposure and significant marketing opportunities through the channels of the CMA to senior executives within the domestic and international shipping industry.

The general benefits for all levels of sponsorship include:

- Name and corporate logo printed in all Shipping 2016 conference brochures and promotional materials, used for both mail and email promotional campaigns.
- Signs throughout the hotel identifying your sponsorship during the event.
- Company Name on event website (www.cmashipping2016.com) and a direct link to your company website.
- Company banner/flag hung from the mezzanine level at the Stamford Hilton for the duration of the event.
- Acknowledgement and Thanks from the Dais during Shipping 2016.
- Access to the full style delegate list in advance and after the conference.
- 10 complimentary VIP passes to the Exposition for clients and guests plus an emailable VIP pass.
- The opportunity to be recognized as an active supporter of the CMA and Shipping 2016 and gain valuable exposure to a highly targeted audience of maritime professionals.
- Your company name listed in the “Sponsor Thank You” advertisement in the April issue of the Connecticut Maritime Association newsletter.

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

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

We are flexible in accommodating any sponsorship requests and are happy to work with you. For any questions or to see available sponsorship opportunities, please visit the Event Sponsorships page of our website http://www.cmashipping2016.com/sponsor2016.html

ADVERTISING IN OUR SHIPPING 2016 OFFICIAL EVENT GUIDE

This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2015 numbered 2,500 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company’s products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. Ad prices range from $595 to $1,795 depending on the type and size of ad.

The guide is the only official publication for Shipping 2016. It serves as a good way to maximize your marketing or congratulate our 2016 Commodore, Paddy Rodgers, CEO of Euronav NV.
HANGING A COMPANY FLAG OR BANNER AT CMA SHIPPING 2016

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

PRIVATE LABEL SEMINARS

We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 21st from 3-5pm; Tuesday, March 22nd from 10am-5pm and Wednesday, March 23rd from 10am-5pm. The cost of booking the special seminar room for one hour is $1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).

ATTEND AS A DELEGATE

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

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

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

VISIT THE EXHIBITS

VIP invitation to SHIPPING 2016 includes COMPLIMENTARY admission to the exhibition during specified hours. SAVE TIME! PRE-REGISTER! To pre-register and to have a name badge waiting for you, please email your contact info to: conferences@cmaconnect.com and say that you will be visiting the exhibits! Please bring your business card.

Monday, March 21 – 2:00 pm - 4:00 pm
Tuesday, March 22 – 10:00 am - 4:00 pm
Wednesday, March 23 – 10:00 am - 4:00 pm
Euronav NV. 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 2016.

Again, please visit www.cmashipping2016.com to view more on all aspects of the event and to register.

Sincerely, The Connecticut Maritime Association
Tel: +1.203.406.0109, Ext. 3717
Email: conferences@cmaconnect.com
Website: www.cmashipping2016.com

The Connecticut Maritime Association (CMA) is pleased to present a powerful program for CMA Shipping 2016 - Local Talent, Global Impact.

For the shipping industry, Local Talent, Global Impact is a phrase that is as relevant if one were sitting in Singapore, London, Oslo or Athens, indeed any of the dynamic places across the globe where the business of shipping and trade takes place. The commercial activities and business ideas of one center immediately ripple throughout the shipping universe, it is one of the great elements of the business, which we can all appreciate. As a general topic this year, it of course allows us to showcase the dynamism of the wide flung CMA community, but it also allows us to celebrate the absolute value of the global shipping network - and the importance of meeting to share ideas, develop business, expand business, and improve the business. We deeply appreciate here, the great ideas, energy and Talent of every local shipping center as we all focus on the healthy admirable future of the Global business.

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.cmashipping2016.com/confer2016.html
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 bunkers, big data, leadership or the human element, it is all available to you on March 21, 22 & 23, 2016 at the Hilton Hotel in Stamford, Connecticut.

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

The event concludes with the 2016 Commodore Award, which this year will be presented to Paddy Rodgers, CEO of
FOR NORTH AMERICA’S BEST AND BRIGHTEST

AFTER two successful years in Houston, the Lloyd’s List North American Awards 2016 is moving to New York, where the best and brightest of North American shipping will be honored with the industry’s most prestigious accolades.

Lloyd’s List – the world’s leading news, intelligence and analysis provider for the global shipping industry – will host the shipping industry’s elite on May 19, 2016 at New York’s glamourous Pier Sixty for a celebration of industry innovation and excellence. The CMA is pleased to be a Supporting Organization for this event.

“The Lloyd’s List North American Awards provides our industry with the opportunity to showcase maritime shipping’s achievements and to honour both individuals and shipping corporations that shine through innovation, excellence and leadership,” explains Richard Meade, Editor-in-Chief of Lloyd’s List.

The Lloyd’s List North American Awards features 15 categories that reward innovation, business acumen and excellence in areas as diverse as safety, casualty response, maritime services, environmental performance, ship operator, port operator maritime legal services and lifetime achievement.

Entering the Lloyd’s List North American Awards is free and all submissions should be made via the online entry form available here http://lloydslistawards-northamerica.com/enter/ The deadline for submissions is February 19th, 2016.

Lloyd’s List has again convened a panel of distinguished industry experts to rigorously assess entries and decide upon winners in each of the categories for the 2016 awards.

The judging panel this will include:
- Kathy Metcalf — President and Chief Executive, The Chamber of Shipping of America
- Paul Slater — Chairman and Chief Executive, First International Corporation
- Niels Aalund — Senior Vice-President, West Gulf Maritime Association
- Michael Broad — President, Shipping Federation of Canada
- John McLaurin — President, Merchant Shipping Association
- Gary Wolfe — Partner, Seward & Kissel
- Alan Ginsberg - Former CFO, Eagle Bulk Shipping
- Clay Maitland - Managing Partner, International Registries LLC
- Nicky Pappadakis — President Emeritus, Intercargo
- Bob Somerville — Former Chairman, American Bureau of Shipping
- Erik Seither — Executive Director of SNAME
- Bud Darr – Senior Vice President of Technical and Regulatory Affairs, CLIA

“Tough conditions come as standard in shipping right now, but innovative thinking, skill and determination are hallmarks of our great industry,” says Meade. “The 2016 shortlisted candidates will all share the attributes that make shipping a global economic force. Together with our esteemed panel of judges, we look forward to a strong ‘class of 2016’ and we welcome entries from across the North American shipping industry.”

For further information, please contact: Kirstin Stocker on Tel: +44 792 050 0400 or email: kirstin.stocker@hotmail.com

American Friends of the Royal Museums Greenwich

By Captain Peter J. Swift

Don’t miss out on the opportunity to see the fantastic touring exhibition Ships, Clocks and Stars: the Quest for Longitude, currently showing at Mystic Seaport (until 28 March 2016), sponsored by United Technologies. It tells the extraordinary story of the race to determine longitude at sea. Spurred on by the promise of rich rewards, astronomers, philosophers, and artisans—including John Harrison and his innovative timekeepers—finally solved one of the greatest technical challenges of the 18th century. This exhibition has been produced by the National Maritime Museum (part of Royal Museums Greenwich) in London.

Royal Museums Greenwich houses a wealth of fascinating objects relating to the many facets of our collective maritime history. As custodians of the world’s largest maritime collec-
The treasures of the National Maritime Museum are unrivalled. The Royal Observatory Greenwich is the home of zero longitude, the history of navigation at sea and Greenwich Mean Time.

Cutty Sark has been lovingly restored and is the world’s sole surviving tea clipper - the fastest ship of her time. The 17th century royal villa, the Queen’s House was the first classical building in England and now houses an extraordinary maritime art collection. If you are in London a visit is essential, but the knowledge and expertise permeates far beyond Greenwich.

The National Maritime Museum has had a number of recent major exhibitions in the US; Turmoil and Tranquillity, and Turner and the Sea travelled to the Peabody Essex Museum in Salem Massachusetts, and the current show at Mystic Seaport Ships, Clocks and Stars also enjoyed a successful run in Washington at the Folger Shakespeare Library.

Royal Museums Greenwich curators and specialists are frequently visiting to give talks and seminars and their publications are globally available. International Patrons tours have taken in the maritime delights of East Coast USA, fine arts in Amsterdam and in 2016 will enjoy exclusive access to the classical wonder of Venice and the Veneto.

The American Friends of Royal Museums Greenwich was established in 2002 by supporters in the United States and Britain with the aim of supporting the work of the museums, and fostering American and British friendship, knowledge and scholarship. Members through the years have benefited from exclusive access at previews to exhibitions, private tours, lectures, talks and events – and that’s just in the US! Such exciting access can be made available to you if you are in London. Membership of this Friends group is tax exempt under Section 501 (c)(3) of the US Internal Revenue Code enabling allowing all parties to maximise their level of support.

There has never been a more exciting time to join the American Friends of Royal Museums Greenwich and to play a part in strengthening UK and US maritime links. For more details please contact:

In the UK: Sarah Newton
+ 44 (0) 208 858 4422 x.1052, snewton@rmg.co.uk

In Connecticut: Peter J. Swift
203-919-0946, peter.swift@swiftmaritimellc.com
A big THANK YOU from the CMA to everyone who attended our holiday party on December 15 at Lugano. We thank you for the numerous donations for both the “Toys for Tots” program and the CMA Education Foundation. Many people had a much happier holiday because of you – thank you for your generosity and support of all that we do!

By Donald B. Frost

As our president Ian Workman has noted this is the time of year for forecasts and hopes. With the dry cargo sector at record lows and the wet sector doing well although with uncertain prospects for certain trades as the year unwinds, I thought I would try to infer what the future has in store for us by looking at the political forces that are influencing the global macro economy that we and our ships service. Sadly I have found very few forecasts that will lift your spirits, but maybe just knowing what we COULD face, we can better prepare ourselves for them.

Perhaps the most frightening view I read came from Mr. Ian Bremmer (Stanford PhD, regular contributor to TIME Magazine and the founder of the Eurasia Group (www.eurasiagroup.net). The following comes from TIME 12/28/15-1/4/16 pp 33-34. “The absence of international leadership will shape a tumultuous 2016”. In a world of emergencies, leadership matters and in 2016 it will become unavoidably obvious that the world lacks leadership.” There is no common vision for the future shared by world leaders. Most countries are pursuing their own self interests. “China has the only government with a truly global foreign policy strategy but the strategy only involves solving China’s problems but not the world’s.”

Mr. Bremmer feels that only a global emergency on a scale greater than anything that we have seen can resolve the lack of leadership dilemma. He includes war, public health threats, catastrophic terrorism and environmental disaster. This is a truly frightening vision yet one that is hard to ignore as unbelievable.

Tom Friedman’s NY TIMES column of September 9, 2015 touched on the same theme. “The three largest forces on the planet – Mother Nature (climate change, biodiversity loss and population growth in developing countries), Moore’s Law (the steady doubling of microchip capacity and, more broadly, technology) and the market (globalization tying the world every more tightly together) – are all in simultaneous, rapid acceleration.”
In Mr. Friedman’s column Michael Mandelbaum (John’s Hopkins University Professor, Harvard PhD, and extensively published) is quoted from a forthcoming book of his (“Mission Failure: America and the World in the Post-Cold War Era”) as follows. “There is nothing in our experience that has prepared us for what is going on now: the meltdown of an increasing number of states all at the same time in a globalized world. And what if China starts failing in a globalized world?”

Friedman goes on “But we’re now in a post-imperial, post-colonial and, soon I believe, post authoritarian world, in which no one will be able to control these disorderly regions with an iron fist while the world of order goes about its business as best it can with occasional reminders of nasty disarray on its borders.” Please note this was written four months ago when the global economy looked far more promising that today.

Were any or even all of these scenarios to become real I don’t think they describe the future of shipping. I think more familiar threats to our industry are most likely to dictate the future of shipping. Having personally endured many down shipping cycles including what is now the second lowest in the mid 1980s; I know trade will not stop. I know that the world’s population continues to grow which will continue to drive demand for food, energy and goods, all involving movements by sea. I know that eventually trade will increase and balance the present over supply of ships, especially container ships and bulk carriers. History and basic economics tells us that a recovery will take years and the following growth period will be shorter. I keep in mind the words of President Franklin D. Roosevelt “We have nothing to fear but fear itself”.

Consider how shipping got into the situation we see today. George Santayana famously remarked that “those who cannot remember the past are condemned to repeat it.” Paul Krugman (a Nobel laureate in economics and Princeton professor), writing in the NY TIMES December 18, 2015 about the movie “The Big Short”, described Wall Street’s unwillingness to recognize the bubble that resulted in the financial meltdown that nearly crashed the world’s financial system, as skullduggery. Shipping was part of that debacle and it is hard not to think that shipping will escape it in the future. We have to learn from the past or surely we will relive it – AGAIN.

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**FACTOIDS & STUFF**

By Donald Frost

*An eclectic collection of facts and opinions about the shipping business.*

The recent flurry of mergers and acquisitions in the container space and earlier moves in tankers portends still more M&A activity in all shipping sectors during 2016.

In case you missed it:
- CMA CGM has taken over (it acquired a 67% stake) Neptune Orient Lines Ltd, Singapore, the parent of APL (formerly American President Lines) at a cost of $US 2.4 Billion. The French company becomes the third-biggest shipping company by capacity after Mediterranean Shipping and A.P. Moeller Maersk A/S’s Maersk Line. It will have about 11.5 % of the global container shipping market.
- More recently the China Ocean Shipping Group (COSCO) and China Shipping Group announced that they will become a new entity after merging. The former rivals will make a series of asset swaps that will establish distinct business areas for each such as containers, tankers and dry cargo.
- In November we read about China Merchants Group being in talks to acquire logistics group Sinotrans and CSC.

Shipping appears to have emerged from the UN sponsored climate change talks in Paris (COP21) with a bit more time to map its way toward compliance with the goals of the conference --- to limit the planet’s average temperature change to less than two degrees Celsius – the political goal. The more realistic or “high ambition” level is 1.5 degrees. Even the lower level may be too much, but the politicians agreed to try. Now it is up to shipping to decide on a path forward or face draconian rules set by the authorities.

Turning to security, on December 15, 2015 the Dept. of Homeland Security Office of Inspector General issued a report of its audit of the Lower Mississippi River Port-wide Strategic Security use of Port Security Grant Program. It found that during the years 2008-2013 the group of ports from Baton Rouge to the river’s mouth spent only 27% of the nearly $108 million awarded and of the money actually expended nearly $9.2 million involved questionable expenditures. And what about the other ports?
A number of amendments to IMO treaties entered into force January 1, 2016 including new requirements for verification of compliance making audits mandatory under the IMO Member State Audit Scheme. Treaties amended are: SOLAS 1974, STCW 1978 and the STCW Code, Marpol Annexes I through VI, Int’l Load Line Convention, Tonnage Measurement of Ships and Regulations for Preventing Collisions at Sea 1972. More on the IMO website.

In early December 2015 the US Coast Guard issued a six part series of blogs on Maritime Commons regarding the latest U.S. type-approval process of ballast water regulations and implementation. Check http://mariners.coastguard.dodlive.mil

The Organization for Economic and Community Development (OECD) outlook for shipbuilding in 2016 is bleak. The OECD secretariat estimates that world shipbuilding capacity will be stuck at around 60 million compensated gross tons (cgt) until 2020. The Japan Shipbuilder’s Association estimates average demand for newbuildings at 29.3 million gct between 2015 and 2020. OECD feels there is limited chance for a reduction in capacity.

M Y LIFE IN THE ROYAL NAVY
– 1899-1947

A SAILOR’S STORY - PART 30

By Hugh Turnour England

On Normandy, June 6, 1944

The Storm
By “D”+13 (19th June), everything was going according to plan. The artificial harbours, “Mulberries” consisting of concrete blocks and “Gooseberries” of sunken ships, were well advanced when a storm arose which started to disrupt supplies. It was not so bad at first but by the 20th, the wind shifted to the North East making the whole of the Assault Area a lee shore, with heavy seas rolling in and things on the beaches became impossible.

Damage to landing craft was considerable and I decided there was no point in my staying aboard (HMS)“Hawkins”, so seizing my opportunity with waves breaking up to 10 feet high I jumped aboard the U.S. Coastguard Cutter under my command and landed to see what I could do to help on the beaches. I knew that I could safely leave my Flag Captain, Jocelyn, to deal with any administrative matters.

The scene on the beaches was heart breaking, many landing craft were damaged beyond repair but everyone worked with a will so that by cannibalizing some of the less damaged ones we were ready to build up reinforcements and stores by the time the storm was over. There were gaps blown in the Mulberry harbour and as far as I remember the Gooseberry one was hardly used again but that in the American Sector was completely demolished.

Loss of HMS “Scylla”
The disruption of supplies to the Armies by the storm was followed shortly afterwards by another disaster which might have been very much worse. “Scylla”, moving to her night station was mined under the engine room by one of the Oyster, pressure mines, the Germans were starting to use. Thank the Lord, (Admiral) Philip Vian escaped injury although a heavy iron bracket fell on his head. “Scylla” had to be towed to Portsmouth, Philip transferring his flag to (HMS) “Hilary”, formerly being used by G.N. Oliver as his headquarters ship on the British Sector, who returned to England his job being by then thoroughly organized.

These oyster mines were the devil being set off by any ship moving over them except at very slow speed. I have never forgotten a most attractive young Lieutenant who brought his destroyer alongside “Hawkins” to refuel one evening and was killed the following day when his ship exploded one of these mines. It seemed a rotten way to lose one’s life and I was very sorry for his family.

The Advance
There was some criticism about the delay in the advance on Caen, caused I suppose by the interruption of supplies as a result of the storm, but there was hard fighting by the British and American troops on the other flank and it was not long before Cherbourg was in American hands.

I visited Caen after the battle and noticed French casualties had been heavy, numbers of operations were being done in the crypt of a church but we were welcomed everywhere and I remember causing much merriment when my shorts split getting out of a jeep. Bayeux was also interesting where we purchased excellent Camembert cheeses.

A great event was when H.M. the King arrived and landed on the beaches, accompanied by the Prime Minister, General Smuts, Andrew Cunningham, Alan Brooke and Pug Ismay. The King was in great form and I am sure enjoyed his visit. Andrew caused Philip some anxiety by
climbing up the lighthouse at the mouth of the River Orme in Sword area, which was being used as an observation post and was constantly under fire. In the meanwhile Winston amused himself directing the fire of a destroyer hoping that he might kill a German General. It was a highly successful visit with everyone full of joy.

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $300. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

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

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

Candidate 1: Seeking New and Exciting Opportunities
Spirited and Analytical Team Player, US Citizen of 100% Greek Maritime Heritage, seeking new and exciting opportunities within: shipping logistics, operations, technical coordination, risk management, insurance, surveying, or chartering…

Maritime Work Experience
• Marine Surveyor (2 years)
• Insurance Condition and Valuation underwriting of Yachts and Small Craft
• Practicing USCG, NFPA and ABYC Standards
• www.EastCoastMarineSurveyors.com
• Commercial Marine Underwriter (10 years)
• Handled front line underwriting, issuance and production of all MY (Boat & Yacht) policies written Nationally for Liberty Mutual Insurance.
• Managed a profitable book of marine and marine contractor business for a large MGA of Swiss Re.
• Course Work AMIM 121, 122.
• AICPCU Marine Underwriter CE's

Societal Membership Affiliations
• United States Surveyors Association
• American Institute of Marine Underwriters
• Society of Naval Architects and Marine Engineers
• American Boat & Yacht Council

Maritime Education
SNHU: MBA, Project Management
• 3.8 GPA
• Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel

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

Upcoming Events

January 2016
Thursday, January 21, 2016
CMA Monthly Speaker Luncheon
There & Back Again: A Host’s Tale
An agent’s perspective on what the last 90 years means for 2016
Speaker: David F. Host, Chairman & CEO, T.Parker Host
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 per person / Non-Members: $60 per person

February 2016
Thursday, February 18, 2016
CMA Monthly Speaker Luncheon
Speaker: Jack Noonan, CEO, Chembulk Tankers
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 per person / Non-Members: $60 per person

March 2016
Monday, March 21 - Wednesday, March 23, 2016
CMA Shipping 2016
Local Talent, Global Impact
Hilton Hotel, Stamford, CT
http://www.cmashipping2016.com

For Reservations for CMA Events please call Emilie at +1.203.406.0109 Ext 3725 or Lorraine at Ext 3717
Or email conferences@cmaconnect.com
Candidate 2: Seeking a position with a shipowner, Broker, commodities trader, oil company or other organization which would build on my past experiences while allowing me to add additional responsibilities. I prefer to stay in CT, however; for the right opportunity I am open to relocation as required.

Description:
More than 8 years experience working for ship-owners and multinational oil companies and with colleagues/customers worldwide. More than 5 years experience living and working in Europe. Self-motivated and performance driven, comfortable reporting to managers both locally and in other geographic regions. Extensive experience analyzing, calculating, and negotiating maritime Accounts Receivable claims such as freight, demurrage, deviation, and reimbursements. Extensive experience managing relationships with customers, brokers, and suppliers worldwide. Experienced in managing a small team of claim analysts and reporting team performance to upper level management. Proven aptitude with processes and system improvement in order to reduce inefficiencies and reduce costs, reduced workload in one previous position by nearly 40 hours per week. Extensive experience working with Softmar, IMOS, MS Office Suite. Experience with SAP while at ExxonMobil.

Work History:
- Gemini Tankers LLS - Claims Department Manager - October 2015 - December 2015
- Gemini Tankers LLC - Senior Claims Analyst - April 2015 to October 2015
- Navig8 America LLC - Post Fixtures Analyst and Team Leader - July 2011 to February 2015
- Gemini Tankers LLC - Demurrage Analyst - June 2010 to July 2011
- ExxonMobil Business Support Center Hungary Ltd - Demurrage Analyst - March 2008 to July 2009
- ExxonMobil Business Support Center Hungary Ltd - Data Analyst - October 2006 to March 2008

Education:
Northwood University - BBA International Business, BBA Management, AA Marketing, AA Economics, AA Foreign Language (French)
Ecole Superieure des Sciences Commerciales d’Angers - Year long study abroad program during my final year of university. Fall semester in Budapest, Hungary and spring semester in Angers, France.

Contact: Joshua Prince
E-Mail: joshuaprince@mac.com

Candidate 4: Recent graduate looking for entry-level position
Recent graduate from SUNY Maritime College seeking an entry level position in Ship Brokerage, marine insurance, market research or demurrage.
I recently graduated SUNY Maritime college with a degree in International Transportation and Trade.
Upon my graduation from SUNY Maritime I began an Internship with Poten and Partners in Manhattan and worked for the clean ship brokerage department. I have recently finished my 3 month internship and I am now seeking a new job.
Resume available upon request. I am willing to work within the New York, Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills
Contact: Jack Peterson
Cell: 914 552 0072
E-Mail: J182578@gmail.com

Candidate 8: Recent Graduate looking for entry-level position
Recent Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking a entry level position in ship brokerage, market research or marine Insurance.
In the summer of 2014 I Interned at MJLF & Associates where I rotated between the clean & spot ship brokerage departments. I hope to continue this career path and I am eager to learn more about the industry.
Resume available upon request.
Cell: 914 552 0072
E-Mail: Timothykaz.11@sunymaritime.edu

Candidate 10: Technical Manager (tankers) is seeking employment with a forward thinking shipping company
An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company. Over 30 years’ experience gained both at sea and ashore from leading tanker companies worldwide.

OBJECTIVE
To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:
- Strategic and Operation Analysis.
- Ship Construction
- Risk Analysis - Ship's Structural Integrity.
- Risk Analysis - Ship’s Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
HELP WANTED

Candidate 13: Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co -wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: r migli.pritchard@gmail.com
Cellphone: 646-378- 8446

Position A: Drybulk shipping commercial and operation positions
Marubeni group company, Pasternak, Baum, & Co, Inc. seek qualified candidates to join our experienced shipping and trading team, in our office in Harrison, N.Y.
Positions include drybulk shipping commercial and operation positions;
• Trading Person (commercial drybulk)
  Position is to focus on the pool book, and daily trading / chartering of pmax / kmax vessel fleet, cargoes and scheduling, reporting to / in coordination with senior pool management. Familiar with commercial operation issues.  12 plus years experience with a shipowner, operator, vessel pool, trading company.
• Operating Person (commercial operations drybulk)
  In coordination with trading / chartering team, execute vessel voyage operations, instructions to Master / Agents, bunkering, vessel routing, monitor vessel performance, claims, familiar with voyage accounting, disbursements, reporting to / in coordination with senior pool management.  12 plus years experience with a shipowner, operator, vessel pool, trading company.

Position B: Charter Party Typist
BRS USA in Stamford CT looking to hire an experienced CHARTER-PARTY TYPIST on a full time basis.
The right candidate will have minimum 2 years experience of typing charter-parties, is detail oriented, fast typing, has good organizational and computer skills and lives within 30 minutes commute of Stamford CT. Competitive salary and good health care plan. Applications by email only.
Company: BRS USA LLC
Address: 850 Canal Street, Stamford, CT 06902
Telephone: 203-487-7000
E-Mail: gkk@bocinc.us
Website: www.brsbrokers.com

Position C: STEVEDORE, FACILITY & MAINTENANCE SUPERVISOR
COMPANY DESCRIPTION:
Schuyler Line Navigation Company (SLNC) is a privately held company based in Annapolis, Maryland. SLNC owns and operates U.S. Flag vessels worldwide and is the holder of the GTMO supply contract. More information can be found at SchuylerLine.com.

POSITION SUMMARY:
Direct and supervise the stevedoring, facilities & maintenance operations and mechanics to ensure a smooth load/discharge operation in the port and ensure timely receiving and delivery of cargo on the island.

PRIMARY DUTIES:
• Expedite the load and discharge operations of the supply vessel
• Track and run budgets
• Invoicing
• Coordinate the receiving and delivery of cargo from the vessel.
• Establish and maintain a preventative maintenance program for all terminal equipment and material handling systems
• Track equipment and boxes via EDI
• Enforce safety policies
• Plan and supervise the activities of maintenance personnel
• Remain in constant communication with the head office and other staff members
• Work with outside contractors
• Work with maintenance staff to make repairs as required
• Review production, down time and associated reports
• Must be able to work weekends and holidays if needed

QUALIFICATIONS/SKILLS REQUIREMENT:
• Minimum 5 years working in stevedore/maritime, material handling or related industry
• Previous experience managing maintenance personnel
• High school diploma or equivalent is required. Experience will be considered in lieu of education at the company's discretion
• Computer literate with working knowledge of spreadsheet and word-processing software - word, excel, PDF

Company: Schuyler Line Navigation Company (SLNC)
E-Mail: dana.harris@domechartering.com
Notes: Please email your resume in confidence.

Notes: Confidential responses by email please.

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Company: Schuyler Line Navigation Company (SLNC)
E-Mail: dana.harris@domechartering.com
Notes: Please email your resume in confidence.
Position D: Experienced Tanker Operator Opening

About Norient:
Norient Product Pool ApS is a limited company registered in Denmark and owned 50/50 by the founding partners; Interorient Navigation Company Ltd and Dampskibsselskabet NORDEN A/S. It is operated from its head office in Denmark and its offices in Singapore, USA, Brazil and Cyprus. Norient Product Pool ApS currently manages 91 product tankers. Norient Product Pool commercially manages product tankers from 25,000 to 75,000 deadweight trading worldwide.

Job overview:
• Daily operation of tanker vessels and voyage optimization
• Work strictly in accordance with SOP and agreed procedures
• Bunker and voyage optimization
• Ambitiously aim to control voyage expenses & reduce voyage expenses in order to improve voyage P&L
• Keep close contact to vessels, customers, agent and all other relevant parties in order to ensure a smooth operation
• Actively seek knowledge and improve skills
• Promote best practice and knowledge sharing internally and cross departmental
• Keep up to date with new development including rules and regulations which will have an impact on our business
• Strive to render best-in-class customer service in all given conditions in order to be the preferred owners to our clients
• Act in a proactive manner in order to solve problems
• Understand and make proper use of charter parties and other related contractual obligations
• Ensure proper and prompt claims handling
• Participate in improving systems, procedures and establishing benchmarks (productivity gains & cost reduction)
• Report to teamleader of the respective team
• Travel to visit with clients all over North and South and Central America to build relationships
• Attend various industry functions and be an ambassador of NPP
• Work on special projects as assigned by teamleader or director of operations

Qualifications:
• Minimum 2 years tanker operations experience ashore
• Organized and good with data entry
• Attentive to details
• Willing to travel
• Ability to multitask and work both independently and on small team
• Ability to work in a high stress and fast paced environment
• Good communication and interpersonal skills
• IMOS voyage management experience preferred but not required
• Sailing experience onboard tankers preferred but not required
• Chemical operations experience preferred but not required

Contact: Phil Curran
Company: Norient Product Pool (USA)
Address: Annapolis, MD
Telephone: 443-994-5654
E-Mail: pcu@norientpool.com
Website: www.norientpool.com

Position I: Vessel Operations Coordinator

Operations
• Nominating agents & port captains
• Creating and sending Master’s voyage instructions
• General correspondence during voyages with charterers, agents, owners and the vessel
• Invoicing
• Hire statements
• Laytime calculations

General Office Duties
• Assist in filing and organizational system for fixtures, voyages and Outlook
• Creating all new vessel & voyage files
• Outstanding tracking & reminders
• DA tracking, organization, reminders and checking
• Owners expenses
• Laytime Calc Demurrage/Despatch
• Tracking Containers – Laden and empty
• AMS entries for laden cargo in the USA
• General Office Duties
• Filing
• Voyage file organization
• Organization of back office (supplies)

Accounting Responsibilities
• Checking QB entries to see if they match Ops calc
• Creating spreadsheets to track hire and bunkers in order to enter into QB
• Random Tracking spreadsheets as needed
• Payment authorization & tracking responsibilities

Special Projects:
• Eventually enroll and complete the ASBA Shipbroking & Chartered Vessel Operations Course

If interested please email your resume to dana.harris@domechartering.com

(WH12-15)

Wanted: Host Companies

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