President’s Notes

Earlier this year I commented on the value of teamwork and how this was a skill that needed to be learnt, but this is definitely not to say that individual effort should be excluded.

Arriving in New York with my family back in 2001, I soon learnt that it was pretty much expected that kids would be signed up to join in with some form of local town sport. After some experiments (which included – somewhat surprisingly considering our European background – a rejection of soccer), my boys settled on Baseball. This was followed by my own particular rite of passage as I became, in...
spite of my complete ignorance of the rules at the time, assistant baseball coach. It was a great way to both get to know the game and be with my boys.

Of course everyone prefers to win but, during those early years, as I saw it, one of the most challenging, difficult and emotional issues to teach, or at least to impart an understanding…was failure and how to get past it. Everyone strikes out, everyone makes errors, everyone loses, how often have you seen bats being hammered into the ground when a strike out is recorded? A throw dropped? A batter walked? A run walked in? The list goes on & on….and the reactions always vary and it is so very hard to gently teach that this has to be expected, not to be upset and not to let it affect the rest of the game especially with an audience of parents and team members who are equally emotional – some more so than others!!

In their program “OTL” – Outside The Lines - ESPN recently aired a feature on ex Devil Ray prospect “Toe” Nash, an incredibly talented baseball player who, seemingly, could not get past his own demons to take advantage of his innate skills. The closing scene of “Toe” still playing ball for a local league epitomized, for me the possibilities of “coul-da, shoulda, woulda”.

Three commentators were involved with the program, all having had varying degrees of involvement with “Toe”, but towards the end of the feature, one of the comments made stuck with me. It went along the lines of “…what we look for is someone who can take a loss and stand up and go on to the next game, someone with resiliency…” - this, I thought and I believe, is the stuff of life.

How often have you struck out with a deal? When looking for a job how often did you get turned down? Or perhaps not get exactly what you were looking for?

We all have friends, acquaintances and colleagues who have lost their jobs through no fault of their own. It is an extremely stressful and challenging time, but do we think less of them? I, for one, do not… but when they find that next position and are back, don’t we all have a bit of pride in their success? That growing confidence, their character – there goes a person who can cope with the vagaries of life, who can step back up, who is someone I would like to call a friend.

Ian Workman / President
After the horrendous winter (and uncertain spring) we endured in the north east this year, summer is finally here. The song from George Gershwin’s American folk opera, “Porgy and Bess” says it best. “Summertime and the livin’ is easy”.

After what seemed like a hyperkinetic June it is nice to slow down, but that state seems to have a half life of an hour in our society. If you haven’t traveled yet this summer, you will shortly. But please, make it after our annual lobster bake July 17th. Last year we had over 300 enjoy our hospitality and we would like to welcome as many again this year.

Don’t forget the CMA tennis tournament and start making plans for the CMA 30th Birthday Party meant to support the CMA Education Foundation.

We are still getting congratulatory comments about our series on US maritime policy. In the words of the founder of CBS News—“We will not tell you what to think, but we will do our best to make you think.” I hope we have succeeded in that.

Plans for our CMA Fall luncheon speakers moves along. I’d like to take this opportunity to ask for your input. What or who do you want to hear? Send your thoughts along to Nora Huvane (e-mail address on page 2 as always).

Don’t miss the New York Harbor Regatta on September 19. Funds raised will be used for six career and technical education programs in marine science and technology at New York Harbor School (Governor’s Island). Sponsorship opportunities, details and activities can be obtained by calling Regatta Producer Carrie Christensen at 212-379-4024 or e-mail cc@cwandco. It is a worthy cause.

I hope to see you at the lobster bake. Say hello or introduce yourself if you are a new member. I am one of the original 38 so I am anxious to know as many of you as possible.

Donald (Don) Frost
By Emilie Engh

On Thursday, June 12th, CMA hosted their annual CMA Education Awards Luncheon at the Water's Edge at Giovanni's in Darien. Proud parents, students, and CMA members gathered around the open bar to discuss various summer plans, business opportunities, and the futures of the scholarship winners. Joseph Gross, from d'Amico Shipping USA Ltd. and the CMA Education Chair, kicked off the lunch by welcoming the six scholarship winners who were present and wishing Lorraine Parsons and Don Frost each a very happy birthday. He also reminded members of the popular CMA Picnic and Lobster Bake scheduled for July 17th at the Stamford Yacht Club.

Jack Noonan, from the Berlian Laju Tanker and BLT Chembulk Group, took to the podium shortly after to welcome the keynote speaker, Bob Burke, Partner and CEO of Ridgebury Tankers. As it turns out, the two have a long history together, including a lifetime of hilarious, or as Bob might say, embarrassing stories. Jack described Bob as his “good friend,” whom he “hit it off with” in school, while telling a story about making Bob clean the women’s bathroom in college (ed: the United States Merchant Marine Academy). This prank later caught up with him when he was offered a job by Bob at Chembulk and was ordered to clean the ladies’ room on his first day on the job. Joking aside, Jack proudly presented a long list of Bob’s achievements throughout the years and concluded his introduction by commending Bob on his great work ethic, entrepreneurship, and continuous successes.

MEMBERSHIP NOTES

We are pleased to introduce our newest members.

Mr. Mark Ammirati, Operations, Aegean Bunkering, New York, NY

Mr. Evan Cohen, Managing Director, DVB Transport (US) LLC, New York, NY

Mr. Sal Drago, Director, Aegean Bunkering, New York, NY

Mr. Frank Flizack, Fuel Coordinator, Aegean Bunkering, New York, NY

Mr. Simone Garuzzo, ASAMAR Inc., New York, NY

Mr. Mads Navarro Gundersen, Sr. Operations Manager, J Lauritzen, Stamford, CT

Mr. Thomas Ryan Hamilton, Director - Global Underwriting Services, American P&I Club / Shipowners Claims Bureau, Inc., New York, NY

Mr. Richard Michael Helm, Director, Navico Chartering, Vancouver, BC

Mr. Adam Luper, Operations, Trafigura AG, Stamford, CT

Mr. Christopher Nolan, Partner, Holland & Knight LLP, New York, NY

Mr. Noah Robert Parquette, Principal, Canaccord Genuity, New York, NY

Mr. Mike Reilly, Trading Manager, Aegean Bunkering, New York, NY

Ms. Felisa Sanchez, Sr. Attorney, Gardere Wynne Sewell LLP, Houston, TX

Mr. Vincent Tricoli, Business Development Director, FleetWeather Ocean Services, Inc., Hopewell Junction, NY

Mr. Erdal Uludag, Vice President, DVB Transport (US) LLC, New York, NY

Mr. Martijn Van Tuijl, Sr. Vice President, DVB Transport (US) LLC, New York, NY

Mr. Michael Wrotniak, Coal Operator, Trafigura AG, Stamford, CT

Ms. Serene Sim Soo Ying, Assistant Operations Manager, J Lauritzen, Stamford, CT

Mr. Michael Zirpolo, Sr. VP - Portfolio Manager, UBS Financial Services, Inc., New York, NY

Great to have you aboard. Hope to meet you soon.

Brian Robinson, Membership Chair
success Bob has achieved throughout his years, but as Bob explains, the journey to success is not always an easy one. Bob did not shy away from admitting he experienced setbacks and failures, or in his words, “things that were not successful.” He mentioned events like being wait-listed from King’s Point and later from Columbia University, and the hardship he endured trying to build a company with little support, but with these obstacles came great motivation.

By discussing his setbacks, he further demonstrated the underlying message of his speech, stressing the importance of having a goal and understanding that your goal may change. Regardless of what your desired endpoint is, whether money, power, or curiosity, it is important that you are happy with what you are doing and with your job because that is where you will be spending most of your time. Bob ended his speech with the words, “Your choices are half chances.” Your plan and/or goal must be flexible and if you don’t succeed, it is just a lesson for the future.

After this comedic introduction, Bob Burke stepped to the podium to recognize the incredible efforts of the scholarship winners and to deliver a powerful message that could arguably be one of the most important lessons in life. One of the first things he said in his speech was that “nothing is easy.” Jack explained earlier that most businessmen and women would be satisfied with the incredible amount of success Bob has achieved throughout his years, but as Bob explains, the journey to success is not always an easy one. Bob did not shy away from admitting he experienced setbacks and failures, or in his words, “things that were not successful.” He mentioned events like being wait-listed from King’s Point and later from Columbia University, and the hardship he endured trying to build a company with little support, but with these obstacles came great motivation.

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*Photos Courtesy of Gail Karlshoej*
THE 10TH ANNUAL CMA TENNIS TOURNAMENT…..

Wimbledon has come and gone and once again it’s time to think of tennis, as we reprise our very successful CMA Tennis Tournament.

The tenth annual CMA Tennis Tournament will take place on Friday, July 25th, 2014 at Sterling Farms in Stamford (1349 Newfield Avenue).

As in the past, teams will be doubles teams, mixed doubles teams if you like. Past Champions are planning on returning, so should once again be a day of fun, camaraderie and great tennis.

The cost for the player package remains at $125 per person and includes a light breakfast and a great lunch – it may not be our famous Greek Taverna lunch as our friends at The Royal Green have moved one, but rest assured you will not go hungry! Play will commence at 8:30 am.

Anyone for Tennis? –

Any Questions? Please contact Ryan Jurewicz at Ryan@uniam.net

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE –

THURSDAY EVENING, JULY 17TH, 2014

The always popular CMA Annual Summer Picnic will take place Thursday evening, July 17th, 2014 once again at the Stamford Yacht Club. As the lobster bake proved so popular the past few years we are repeating it this year also.

Thursday, July 17th, 2014

5:30 pm-9:00 pm

Stamford Yacht Club
97 Ocean Drive West
Stamford, CT

http://www.stamfordyc.com (for directions)

As the 2014 CMA Lobster Bake fast approaches, we would like to announce the first annual Bocce tournament after dinner at the Stamford Yacht Club. Please note you must be attending the picnic in order to participate. We are limited to the first 16 teams (each team has two players) to sign up who are present at the lobster bake. If you have any questions about the Bocce tournament please contact Ryan Jurewicz at Ryan@uniam.net - We look forward to seeing you at the outing.

The Lobster Bake obviously costs us a lot more, but the CMA will once again subsidize the event and we are able to hold the price at $75 per person for CMA Members.

For Non-Members the cost will be $150 per person, which will include a one-year membership to the CMA.

The fee includes - 3.5 hours of open bar of Heineken, domestic draft beer, house wine, juice and soda and a Picnic Menu of:

- Domestic Cheeses & Grapes w/Assorted Crackers - Fresh Crudite with Dips - Chips & Salsa – New England Clam Chowder – Steamers w/Drawn Butter - Fresh Garden Salad w/Assorted Dressings - Cole Slaw - Potato Salad - Pasta Salad - Grilled Vegetable Platter - 1.25lb Lobster per guest - Fried Chicken - BBQ Ribs - Corn on the Cob - Steamed Red Potatoes – Cookies - Brownies - Fresh Fruit Platter - Iced Tea - Pink Lemonade – Coffee & Tea

Reservations are required and pre-payments are appreciated - please call Anne at +1.203.406.0109 Ext 3725 or Lorraine at Ext 3717 to reserve.

Checks payable to: “CMA” and mail to:
Connecticut Maritime Association
One Stamford Landing, Suite 214
62 Southfield Avenue
Stamford, CT 06902

We also accept payments by Visa, MasterCard or American Express – please call to pre-pay by credit card.

In preparation for the upcoming CMA 30th Anniversary Celebration on September 25th, we will also be collecting donations for the “wine grab bag.” The bottle could be worth $100 or it could be worth $20 or some other value (minimum value to be $20) and will be used at the event to help the fundraising effort.

Whether you decide to arrive by car or by boat, we hope that you will join us for another fun evening by the Sound on July 17th for always one of our most well attended events.

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WE NEED YOUR HELP!

The CMA is celebrating its thirty year anniversary this year. To mark the notable achievement we are hosting a grand party on Thursday evening, September 25, 2014 at Burning Tree Country Club in Greenwich to benefit the CMA Education Foundation. Our goal is to raise money to fund scholarships, internships and other educational programs.

To achieve this goal we are sponsoring a silent auction and a wine grab bag. We need your help!

For the silent auction, we are striving to obtain a wide variety of items to encourage participation by guests at all levels and are asking all of our members and supporters to assist. We are looking for vacation homes, airline tickets, restaurant certificates and tickets to sporting events and concerts, in addition to the traditional mix of home/beauty/fashion and sports memorabilia. We are also looking to offer a fabulous piece of jewelry, fur coat or painting. To make the items truly spectacular, we need your assistance in obtaining the items. Please brainstorm with your family, colleagues and friends. Consider your own opportunities for contributing to the auction. Perhaps your employer, or friend or family member has season tickets to a sporting, concert or other entertainment venue (even in cities outside the Metropolitan area that we can package together with other items) he/she might consider donating. Every time you are out for lunch or dinner mention the event and the mission of the Education Foundation to the proprietor and inquire about their participation with a gift certificate. Every time you stop in your favorite retail store, ask for a donation for the auction.

All donations will be tax deductible as are being made to the CMA Education Foundation.

We are also hosting a wine grab bag. For a $20 fee, a guest can randomly choose a bottle of wine that has been wrapped. The bottle could be worth $100 or it could be worth $20 or some other value (minimum value to be $20). To supply the wine for the grab bag we are asking Members to bring a bottle from their own collections or wine racks to CMA events between now and the event. All CMA Board Members and CMA Education Foundation Board Members will be contributing wine bottles at the Board Meetings. We would like to include some special wines in the silent auction as well so please identify your preference with the bottle donation.

We welcome your comments, suggestions and are open to discuss sponsorship opportunities. If you have any immediate ideas, wine donations or auction items, please do not hesitate to reach out to:
Beth Wilson-Jordan at bwilsonjordan@gmail.com;
Molly McCafferty at mgm@Clipper-group.com or Lorraine Parsons at conferences@cmaconnect.com or if at a CMA event, speak with CMA event staff or any Board Member.

With your help we hope to make this a very successful evening. Thank you!
The Connecticut Maritime Association Board of Governors cordially invites you to a Gala Celebrating the Connecticut Maritime Association's Thirtieth Anniversary on Thursday, September 25, 2014

Burning Tree Country Club  
120 Perkins Road  
Greenwich  
Connecticut 06830

Tickets, $250 per person, 
$2500 for a table of 10, 
available only in advance, limited capacity.

7:00 PM: Cocktail Reception  
8:00 PM: Dinner and Dancing  
Carriages: Midnight  
Black Tie

Further information:  
Contact the Gala Chair  
Lorraine Parsons at +1.203.406.0109 Ext 3717

CMA Officers  
President: Ian Workman  
Secretary: Jasmine Alvarado  
Vice President: Tony Backos  
Treasurer: Nick Sofos

Governors & Committee Chairs  
Membership: Brian Robinson  
Social & Entertainment: Ryan Jurewicz  
Planning & Administration: Larry Liu  
Communication: Nora Huvane  
Education: Joe Gross

CMA Commodore 2014: Robert Bugbee

Gala Chair: Lorraine Parsons  
Silent Auction Chairs: Beth Wilson-Jordan and Molly McCafferty

Gala Committee  
Morten Arntzen  
Len Faucher  
Carleen Lyden-Kluss

Tom Beney  
David Fillis  
Basil Mavroleon

Brad Berman  
Don Frost  
Michael Netter

Ray Burke  
Per Heidenreich  
Christos Papanicolau

Ann Cipoletti  
Peter Howard-Johnson  
Peter Shaerf

Keith Denholm  
Laura Kowalecyk  
Charles Tammara

Ron DeSoiza  
George Kulaguza  
Ranbir Thukral

Richard du Moulin  
Jim Lawrence  
Debra Tischler
CMA 30TH ANNIVERSARY GALA DINNER RESERVATION FORM

Please complete this reservation form and email to conferences@cmaconnect.com or fax to +1.203.406.0110.

Please make checks payable to “CMA” or if you wish to pay by Credit Card, please indicate below and we will send you a credit card payment form for completion and return.

_____ Yes, I wish to pay by credit card – please send me the cc form to complete and return.

Mail checks to: Connecticut Maritime Association, 62 Southfield Avenue, Ste 214, Stamford, CT 06902

A Gala Celebrating the Connecticut Maritime Association’s Thirtieth Anniversary
Thursday evening, September 25, 2014
Burning Tree Country Club, Greenwich, Connecticut

Please reserve _____ticket(s) for the CMA’s 30th Anniversary Gala. Tickets are priced at $250.00 per person
Please reserve _____table(s) for the CMA’s 30th Anniversary Gala. Tables of ten are priced at $2,500.00

Due to space limitations at Burning Tree Country Club, this event is limited to a maximum of 250 guests, with a total of 25 tables of ten. Please make your reservations as soon as possible to ensure your seat.

Name: __________________________________________________________

Company: ________________________________________________________

Address: _________________________________________________________

City: __________________________ State: __________ Zip: ______________

Phone: __________________________ Email: ____________________________

If reserving a table, please list the 10 guests in your party below. If reserving individual seats, please advise name(s) or attendees, and also if there are other individuals attending whom you would like to be seated with.

1) ____________________________ 2) ____________________________

3) ____________________________ 4) ____________________________

5) ____________________________ 6) ____________________________

7) ____________________________ 8) ____________________________

9) ____________________________ 10) ____________________________

The CMA Thanks You For Your Support!
Rain or shine, the CMA All Stars know how to play a fantastic softball game! On July 2nd, the CMA All Star Team battled it out with the Tradin’ Dirty group from New York at Trinity Catholic Field in Stamford, CT. Despite a roaring lightning and thunder storm and a slight rain delay, the players from both teams continued their preparation for the game and eventually took to the field to fight for a victory. Bringing together some of the best players from the Chembulk, Diamond S/Gemini, Fairfield Chemical, Freepoint, Glencore, Heidmar/Weber, Moran, Nordic, and Trafigura teams, the CMA All Stars were unstoppable and their enthusiasm was contagious.

Jason DeAngelis, the CMA “MVP”, had multiple solid plays, including a home run that broke the tie of 8-8 and proved to be a useful hand at third base. Marc Simonelli and John Pelligrino worked together as both players hit doubles, while Greg Talibon knocked them in hitting the ball hard and turning the hit into a triple.

The women also proved to be a force to be reckoned with as Kristin Brivona, who played catcher for the CMA All Stars most of the game, could easily be voted as the “Most Dedicated Player.” She embraced the muddy field and made multiple dives and catches to bring her team to victory. Tamara Koltypin also started the game off by hitting a double and later scoring after a hit by Marc Simonelli.

Even with the continuous lightning and various spurts of rain, the All Stars kept a positive attitude the entire game and some even claimed it to be “the best game ever.” Thankfully, despite the conditions, there were no injuries. Overall, it was a great win, with a final score of 17-13, by the CMA All Stars who showed Tradin’ Dirty how Connecticut plays ball.

By Donald B. Frost

This 1920 law has been controversial since its passage. The territory of Alaska recognized how it hindered its economic development in 1922. It appealed to the Supreme Court to change the law by invoking the Commerce Clause of the U.S. Constitution which deals with commerce between the states. The Court refused to hear the case on the basis that Alaska was not then a state.

Today the most vocal entities seeking change are the non-contiguous states and territories (i.e. – those states and territories that do not actually touch the continental 48 states) of the United States – Alaska, Hawaii, Puerto Rico, the U.S. Virgin Islands, and the Pacific Territories. They do not have transportation alternatives (highway and rail) that the mainland states have to compete with water borne transport. They have two alternatives:

• Pay the high freight needed to defray the cost of protecting shipyards. This makes their exports to the mainland less competitive than imports from other nations, or passes on the added freight to the consumers on the mainland. In a hyper competitive global economy the default goes to imports meaning loss of jobs for the non contiguous economy and further balance of trade deficits for the nation as a whole.

• Import everything from foreign countries and/or export only to foreign countries. This means exporting manufacturing and process industry jobs to other nations that could be in the U.S.

In both cases manufacturing jobs are lost by building uncompetitively priced ships here. Cheaper ships mean more ships in operation which create more U.S. seafarer and ship repair jobs and improve service to the shippers.

Waivers:
Waivers that allow the use of foreign flag ships have been granted in times of national emergencies.

Exemptions:
• The U.S. Virgin Islands are exempt from US maritime cabotage laws. That exemption was part of an agreement made during World War I when the U.S. purchased the U.S. Virgin Islands from Denmark.
• American Samoa is also exempt as a result of the so-called Tripartite Convention of 1899 between the United States, United Kingdom and Germany. The Commonwealth of Northern Mariana Islands is exempt through the compact that provided for its annexation by the United States.
• Guam, Midway Island and Wake Island are also exempt from the U.S.-build requirement of the Jones Act.

The economies of Hawaii, Alaska and Puerto Rico are the most vulnerable. These states are seeking an exemption that would apply only to ships over one thousand gross tons. The reason for this is that the cost of building what are known as major ships in the United States is now well documented to be five times higher than in South Korea or Japan. The exemption they are seeking would allow foreign-built vessels that have been registered in the United States, fly the American flag, have U.S. owners and are manned by U.S. crews to carry cargoes between the contiguous United States and the noncontiguous jurisdictions.

This exemption is essentially the same as U.S. aviation cabotage rules that allow use of foreign-manufactured aircraft in any domestic trade in the United States, for example European built Airbus and Brazilian built Embraer.

With competition technological and environmental improvements are implemented far faster than building ships in the U.S. that depend solely on being able to finance them over 25 years (i.e.- the Federal Title XI Mortgage age Guarantee terms).

The only impediment to change is the will of the people and its nationally elected officials. In Hawaii and Puerto Rico the people and local governing bodies’ calls for change are being ignored in Washington. As documented in the old Journal of Commerce 20 years ago, those special interests have a lot of money to spend on influencing and/or delaying votes that benefit the nation as a whole. Without competition, that money comes from those who have no choice – the taxpayers.

We have ample evidence in our crumbling transportation infrastructure that delay is not an option any longer.

Greetings from Massachusetts Maritime Academy

As in previous years, we are sending a student team to participate in the annual conference of IAMU (International Association of Maritime Universities). This year, the conference will be held in Australia and the general topic of the Conference is ‘Innovations in Maritime Education.’ Our students will be presenting a paper titled “Experiences Beyond the Classroom: Assessing Employer Preferences.” The students are trying to determine what “out of the classroom” experiences employers are looking for during the hiring process. They will be analyzing the effects of completing out of the classroom experiences such as internships, study abroad programs, ship-board experiences, regimental leadership related activities etc. on the hiring potential of a job candidate. This study will allow us to understand employer preferences and help us to design our curriculum to better serve the needs of the job market. In order to write the paper, they need to complete an employer survey.
A Mariner’s View

Here is a poem recently passed to me by a fellow mariner, Charlie Burns. This was written by Barry Youde (a Retired Mersey River Pilot, 4th May 2014). I did not get his title to the poem, but I think you will come up with your own.

Long ago and in the dream-time, politics were for old men. Merchant Navy. Sail and Steam-time. Things were very different then. Sailormen were hardy shell-backs. Some left-overs from square rig. All knew many ways to do things. Many ways to kill a pig.

To stand a watch and keep the record. Sacred was the written log. Note of all that happened, written.
Factual. No Twitter-Blog. Time and tide. Position-fixing. Four-point bearing. Distance run. Marking all the things which happened. Sacred was the noon-day sun.

Politics were other people, somewhere on the distant shore. Gone, such innocence, for ever.
Hear the politician bore.
Not the Master (drunk he might be). Not the Mate (the one who knows).
Not the Second Mate whose sight be accurate by compass rose.
Truth then mattered for the life-sake.

Flannel was soon riven through.
Navigation and the sight-take needed information true.
Not the politics, opinion, argument, or exit polls. Fact was all that mattered, rightly.
Politics was for the trolls. And what today?

When all is grey-beard
Does the world on axis spin?
Yes it does. This is the day feared.
Pour me, please, a double gin.

Let me tell the politician how it was when truth still mattered:
How, to tell the true position; politics must needs be shattered.
Nanking, January to April 1927

Although on our arrival at Nanking things were quiet it was plain that the feelings of the British business community and of members of the Chinese Maritime Customs, who were all foreigners, were tense. The Northern War Lord, Chang-so-Lin, had a large army in and around the city as well as on the opposite side of the river at Pukow. Chang-Kai-Chek was advancing with another army from the south and it was evident that Nanking was likely to become a battleground.

Our Consul General, however, did not share their anxieties saying that after many years experience in China when revolutions happened one War Lord walked out and the other walked in, and there was little fear of them attacking foreigners.

I had to insist that we should prepare evacuation plans. At the beginning he declined to take much interest until after Admiral Yyrwhitt’s visit. I imagine he impressed upon the Consul General, Mr. Giles, the necessity to be ready for all eventualities. As I shall relate later on poor Giles was one of the casualties when Chinese soldiers attacked the British Consulate and I confess to thinking that it was just retribution in his case.

In making our evacuation plans for the foreigners, which we organized in two stages, first for the women and secondly for the men, I received very great help from Tom Macartney, Manager of the International Export Company’s plant, local called “Hogee”. He was a tower of strength and later on both he and his wife, Hilda, became great friends of our family.

As time went on my apprehensions did not grow less and it was plain after an incident at Wuhu, a town on the Yangtse about 50 miles up-river from Nanking, that the situation regarding foreigners was deteriorating. I heard one evening that the Chinese had attacked the Customs House and were threatening foreigners, apparently it being alleged that a Jardine Matheson steamer, the “Kutwo”, had sunk a Chinese military launch drowning some soldiers and their
families. I raised steam immediately, sailing up river during the night and (HMS) “Emerald” arrived at Wuhu just as day-light was breaking. I found on arrival that a Chinese General had seized the “Kutwo”, placing a China Merchants steamer outside her at her pier and all the foreigners worked up in a very tense condition.

We had an armed landing party ready and cut out the “Kutwo” anchoring her in the middle of the river, meeting with no resistance from the Chinese soldiers onboard. We later moved her alongside “Emerald” and I held a conference attended by all the foreigners in Wuhu. Not surprisingly they were in a very nervous state and when I told them that I was going to send them and their families down river in the “Kutwo” that night some of them objected saying they were bound to be fired on by the Chinese forts in the narrows near a place called The Pillars, a short distance below Wuhu. I said that their safety was my responsibility and that I would station the destroyer (HMS) “Wolsey” half a cable astern of “Kutwo” with guns at the ready with strict orders to repel any offensive action by the Chinese. This seemed to comfort them and at an adjourned meeting in the afternoon they agreed to my evacuation plans.

I had an anxious moment when shortly before “Kutwo” was due to sail at 9PM a deputation arrived from the Chinese General and produced an elaborate Chinese scroll addressed to me, which upon being interpreted warned me that I would only send the ship down river at her peril! My reaction was to send for the Captain of “Wolsey” and order him to be ready to open fire in every respect. I had given my orders and “Kutwo” had to go.

Nothing untoward happened on her passage down river and she arrived safely at Shanghai. I have often thought that this experience was a good example of dealing quickly with the Chinese and not allowing prolonged negotiations. Face is an important characteristic in their make-up and if talks are allowed to go on they lose face and are less likely to comply with demands made to them.

Ed Note: This is the same setting for the Steve McQueen movie “The Sand Pebbles”.

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**J O B M A R T**

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](http://www.cmaconnect.com)

**SITUATIONS WANTED**

**Candidate 1: Experienced HR Manager**

Top Recruiter / HR Manager for international shipping company seeks US positions.

Doing similar:

- 12 years recruiting, sourcing, headhunting, testing successfully;
- Manager staff of 12, interface with offices in Germany and Cyprus;
- Holds MBA, Marine Engineering degree;
- Fluent in speaking and writing English, French, Russian and Ukrainian;
- Strong communication and strategic planning skills;
- Excellent PC skills;

Holds Green Card and relocate immediately, willing to negotiate.

Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com (S14-01)

**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 (S14-05)
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 (S14-06)

Candidate 5: Maritime - Sales and Marketing Director
Maritime - Sales and Marketing Director seeks position in the Stamford, Connecticut (North East) area. +10 years experience of maritime business development. Experienced in Norway, Southern Europe (Greece and Cyprus) and Asia (Singapore and Japan). Deep knowledge of marine operations, SaaS software sales, equipment sales, performance, and crew eLearning. Business turnaround and start-up experience. Possessive of P&L and management skills. Refined business acumen and maritime background. MBA and BS (Maritime Academy).
Seeking a progressive company where I can use my experience and skills to increase sales while building a strong sales team, mentor staff, and create an environment of positive achievement.
Currently working in Cyprus
Contact: Confidential - available upon inquiry
E-Mail: lms99904882@gmail.com (S14-06)

Candidate 6: Recent Graduate looking for Entry Level Position
Recent graduate from the Massachusetts Maritime Academy with a B.S. Degree in International Maritime Business. Looking for entry-level position in ship brokerage, port/terminal management or marine operations.
While attending the Academy I had two internships, one with the Massachusetts Port Authority and another with the Liberian Registry. I was selected and traveled to the Shanghai Maritime University as part of the Academy’s China exchange program and participated in the Academy’s Sea Term. During my junior and senior years I held multiple leadership positions within the Academy’s Regiment of Cadets. I am also an Eagle Scout, was on the Academy’s Dean’s List and participated in multiple clubs. My resume is available upon request with references and I am willing to relocate.
Contact: Douglas Courtot
E-Mail: DougCourtot2013@gmail.com (S14-06)

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 (S14-07)

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

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

Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801 (S13-06)

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

Candidate 14: Ships Officer Looking for Entry Operations Position
Second Mate, Deep Sea, International Shipping
Seeking entry position in Operations, Voyage Planning, Chartering
Experienced with Bulk, Break-Bulk, Container, and Project Cargo.
Voyage Planning
Loading/ Discharge of various cargo
HELP WANTED

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

Position B: Director of Business Development – Location Flexible
We are seeking a strategic, mission-driven and experienced business development director to grow ship agency, stevedoring and terminal operations. This is an exciting opportunity for an individual with extensive experience in the shipping industry to grow a proven organization and to contribute to its future success. This position will require extensive domestic and international travel and will report directly to the President. Office and place of residence are flexible.

Job Description:
• Leads Business Development, Marketing, Client Relations, Promotion and Sales to enhance the marketability of all business units
• Builds and maintains relationships with current and future customers and ensures the achievement of short- and long-term goals for customer satisfaction
• Identifies new opportunities for business and penetrates new markets
• Leads efforts to become the leading ship agency, stevedore and terminal operator in the Gulf
• Develops, implements and maintains standards, policies and processes

Desired Education and Experience:
• Minimum 7 years of experience in a senior operations or business management capacity within the maritime industry.
• Direct experience with ship agency operations preferred.
• Innovative and creative self-starter, with the ability to devise solutions to complex problems, and to implement those solutions hands-on.
• Flexibility and the ability to thrive in a fast-paced, entrepreneurial culture, and comfortable operating in a limited-resource environment.
• Must possess strong commercial relationships with key industry leaders, including local and port contacts, with strong ties to the tanker industry preferred.
• Self-motivated with strong organizational and communication skills, excellent interpersonal, presentation and negotiation skills.
• Bachelor’s degree required; master’s degree in business management or related field preferred.
• Must be able to travel 50 - 75% in the US and abroad.

Contact: Kelsey Host
Company: T. Parker Host, Inc.
Address: 500 E. Plume Street, Suite 600
Norfolk, VA 23510
E-Mail: JoinOurTeam@Tparkerhost.com
Website: www.Tparkerhost.com
Notes: Please contact us to express interest or for more information.
Job Requirements (experience, skills, knowledge, certifications, licenses, competencies):

• Minimum 7 years of management experience serving in a senior operations or business management capacity within the maritime industry
• Experience managing and maintaining bulk and/or break-bulk terminal operations
• Self-starter with strong leadership, communications, analytical, decision making and problem solving skills
• Strong staff and team management ability, including experience in goal-setting, work plan development, and coaching to attain aggressive goals
• Prior experience managing customer relationships as it relates to quantitative service management
• Flexibility and the ability to thrive in a fast-paced, entrepreneurial culture, and comfortable operating in a limited-resource environment
• Superb organizational skills, with the demonstrated ability to create and implement efficient organizational systems
• Demonstrated leadership, analytical, strong communication (oral and written), and excellent organizational skills
• Prior leadership and operations management training such as Six Sigma preferred
• Travel throughout US and abroad required

Contact: Kelsey Host
Company: T. Parker Host, Inc.
Address: 500 E. Plume Street, Suite 600
Norfolk, VA 23510
E-Mail: JoinOurTeam@Tparkerhost.com
Website: www.tparkerhost.com
Notes: Please contact us to express interest or for more information.

Position F: Ship Operator
NYK Bulksip (Atlantic) is currently seeking a Ship Operator based in our Secaucus, NJ headquarters. This position will be responsible for the following:

• Review / implement fixture memos
• Arrange on-hire / off-hire surveys for vessels
• Issue sailing instructions to Master
• Coordinate & review stowage plans with Master
• Issue instructions to agents
• Purchase bunkers as required
• Review/request port disbursements
• Calculate and settle lay time evaluations
• Coordinate with Financial Operations for all money related matters
• Review operational procedures for possible streamlining/best practices
• Develop long term planning procedures for cost control and cost reduction
• Any additional duties as assigned by Operations Manager
• Apply "Intensity Value" by striving for continuous improvement

The successful candidate will need to possess the following skills and experience:

• Bachelor's degree required, Maritime degree strongly preferred
• Minimum 3 years bulk operational experience preferred
• Chartering Certification preferred (either New York, London or recognized equivalent)
• General understanding of basic accounting procedures (Ship Net)
• Self-starter
• Computer experience in Word and Excel
• Demonstrate effective "Integrity Value" by consistently acting courteously with customers, co-workers and vendors
• Demonstrate "Intensity Value" by working diligently and effectively with fellow team members

NYK Bulksip offers competitive salary and benefits.
EOE, M/F/D/V
Company: NYK Bulksip (Atlantic)
E-Mail: sandra.lopez@na.nykline.com
Notes: Please send resume including salary history. Only replies that include salary history will be considered.

Position H: Voyage Manager
ROLE
To provide proper and timely conveyance of voyage instructions, including pertinent details from the governing charter party and other information applicable for a particular voyage in line with company policies.
Liaise and partner with chartering, ship management, shipboard staff, customers and outside vendors including port agents, bunker suppliers, terminals, ship managers and authorities to ensure the safest and most efficient vessel operation.
Ensure accurate maintenance of vessel status in IMOS to support accurate invoicing, cost containment and management reporting and monitor and track operations performance coordinating with ship managers for improvement where needed.

SOME KEY ACCOUNTABILITIES
1. Support pre-fixture activity (i.e. oil majors, terminal and owner questionnaires) for screening and ship clearance
2. Liaise with Charterers, review their instructions and issue voyage specific instructions to ships as required. Closely Advise Charterers on vessel movements. Ensure reporting from vessel is carried out as per voyage instructions
3. Review and understand charter party contract, ensure proper notices in place for delivery/ re-delivery of vessels in and out of service, and monitor vessel performance for speed, fuel consumptions, load/ discharge operations and off-hires
4. Liaise with Bunker Broker and ensure Bunker procurement is carried out strictly as per Bunker Procurement Procedures, keeping in mind bunker KPIs. Ensure all stems are optimized prior confirming same. Ensure Bunker invoices are paid within the due date and record maintained for any open invoices.

5. Nominate port Agents in time to ensure proper preparation is made for the upcoming port call and approve PDAs in the financial system in a timely manner.

6. Monitor and update ETA information to all pertinent parties and ensure updates are in IMOS. Coordinate with port agents, terminals and charterers to facilitate information exchange minimizing delays and improving turnaround. Track NORs to ensure efficient tendering.


8. Review vessels performance against charter party requirements and seek remedial actions where necessary with respective Owners.

9. Establish relationships with customers, brokers and agents where possible, visit their offices and/or industry events.

10. Be part of Emergency Response Team as and when called upon.

11. Responsible for complete and accurate reflection of the voyage in IMOS including month-end closing

12. Undertake other related activities as may be deemed necessary by the company.

KNOWLEDGE & EXPERIENCE REQUIRED

Candidate must have analytical, problem solving, time management and decision making skills. Candidate must also demonstrate teamwork, interpersonal and communication skills. Experience in marine commercial operations for Suezmax vessels preferred. Relevant maritime/sailing experience, a plus.

Salary: Commensurate with Experience
Location: Stamford, CT
Reports: To Manager, Commercial Operations
Contact: Amit Datta
Company: Gemini Tankers
E-Mail: adatta@geminitankers.com
Website:
Notes: Please reply in confidence.. (HW07-14)

Position I: Operations Dry Cargo
M.T.Maritime Management (MTMM) is an international shipping group with worldwide offices and head quartered in Southport, Connecticut. We own and operate a fleet of modern Chemical Tankers, Product Tankers and Bulk Carriers. Due to expanding activities and our New Building program for eco bulk carriers, we are looking for an experienced operations person in the Dry Cargo division in Southport, CT.

Position Summary:
The right candidate will be able to perform all duties associated with operating bulk carriers.

Qualifications:
We are looking for a personable and energetic team player with good verbal and written communication skills and minimum 5 years experience operating dry cargo ships. A degree from a Maritime College would be a plus.

The company offers a competitive salary and benefits.
Company: M.T.Maritime Management
E-Mail: hr@mtmaritime.com
Notes: If you qualify and are interested to join our enthusiastic team, please send your CV with cover letter. (HW06-14)

Position J: ENTRY LEVEL BOARDING AGENT / OPERATIONS ASSIS-TANT

These entry level positions will include both in office and on vessel work, within the tri-state and New England areas. Some limited overnight travel is required. These positions will assist and report to the VP of Operations. No previous experience in the agency field is required, however Ideal candidates would be recent grads with a bachelor's degree, computer literate and showing a strong desire to grow with our organization.

New England Shipping offers a competitive salary and benefits along with the use of a company vehicle.

E-Mail: dpohorylo@newenglandshipping.com
Notes: Email resume and salary requirements in confidence.(HW06-14)

Position K: Senior Dry Bulk Chartering Manager
Panamax and Supramax Atlantic

OVERVIEW

d'Amico Shipping Group is a global leading operator in bulk carriers and product/chemical tankers markets.

Born as a family business in the Thirties, when the d'Amico family moved the first steps in the shipping industry, the Group currently operates about 100 vessels, and employs 600 people ashore and 1000 crew members. The Group is headquartered in Rome, with offices in Monaco, London, Dublin, Luxembourg, Singapore, Stamford (USA), Vancouver (Canada), Mumbai (India).

d'Amico corporate culture is founded on three fundamental principles:
• the modern technology of the fleet,
• the professional excellence of its people,
• the concrete commitment to social responsibility.

d'Amico Shipping Group is strongly dedicated on a relevant and constant development programs of its assets and resources, thus strengthening the competitive position in the world. A continuous effort is made to support the professional growth of its people and, on the other hand, to finance investments for the achievement of a consistent, modern and eco-friendly fleet.

ROLE: Senior Dry Bulk Chartering Manager - Panamax and Supramax Atlantic

LOCATION: Stamford - Connecticut (USA)

DEPARTMENT: Dry Cargo Chartering & Operations
JOB DESCRIPTION
Reporting to the Head of Panamax and Supramax Atlantic desk, you will be responsible for helping d’Amico to develop its cargo book in North America and expand the Panamax and Supramax portfolio.
In this role you will work to build relationships with new and existing clients, as well as identifying suitable cargoes and ways to expand the Group’s presence.
To be suitable for the role you must have extensive experience working in the maritime industry either as a charterer or broker. Candidates must also be able to bring with them a strong network and client base, and have a proven track record of building relationships.
Due to the location of this role, all candidates must have existing working entitlement for the USA.
Contact: Rita Amatino
Telephone: +39-68-456-1322
E-Mail: amatino.r@damicoship.com
Website: Click here
Notes: Send application via website click here (HW06-14)

Position L: Tanker Operator
Position Summary
MT Maritime Management (USA) LLC in Southport, Ct is expanding their commercial operations with the delivery of several new Chemical/Oil Tankers expected in the near future. An additional tanker operator is required to manage all aspects of chemical, veg oil, and CPP commercial operations. The position has excellent growth potential.
Main Responsibilities
Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day time charter management of his vessels and ensure compliance with all terms of the time charter parties. Experience: Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. Some sailing experience preferred. The candidate must have good computer and writing skills.
E-Mail: DCarroll@MTMaritime.com.
Notes: Interested candidates should email their resume with cover letter. (HW07-14)

UP COMING EVENTS
SAVE THE DATES

JULY 2014
Thursday, July 17, 2014
CMA Annual Summer Picnic/Lobster Bake
5:30 pm-9:00 pm
Stamford Yacht Club
97 Ocean Drive West, Stamford, CT
Members: $75/ Non-Members: $150 (includes a one year CMA Membership)
See Page 6 for more info.

Friday, July 25, 2014
10th Annual CMA Tennis Tournament
Play starts at 8:30 am
Venue: Sterling Farms, Stamford, CT
Player package: $125 per person
Lunch only: $60 per person
See Page 6 for more info.

AUGUST 2014
There are no special CMA Social Events in August – Enjoy the Summer!

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