UP COMING EVENTS

SAVE THE DATES

JULY 2015

Thursday, July 16, 2015
CMA Annual Summer Picnic/
Lobster Bake
(Including a Bocce Tournament sponsored by Monjasa and Raffle w/great prizes to benefit the CMA Education Foundation)
5:30 pm-9:00 pm
Stamford Yacht Club
97 Ocean Drive West, Stamford, CT
Members: $85/ Non-Members: $160
(includes a one year CMA Membership - $75 value)
See Page 6 for more info

Thursday, July 23, 2015
Stamford Summer Happy Hour
From 6:00 pm
Sign of the Whale (on the Roof Deck)
6 Harbor Point Road, Stamford, CT 06902
Sponsored by the CMA with the first drinks on us up to $1,000 total
RSVP to AGumpel@marinemoney.com if you can or just come by!

AUGUST 2015

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

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

PRESIDENT’S NOTES

I would say that we have all experienced this at some stage during our lives, that “aha” moment when a particular point or thought, put or felt in such a way that it suddenly sits you back on your heels and makes you really think – and I mean something that has the potential to be life changing, attitude changing or so influential that it changes or seriously adds to your way of thinking or managing your life or career.

To some it may be a personal family situation, to others it may be winning a game or receiving a scholarship, the causes are endless and entirely subjective.

The CMA education lunch in June saw multiple scholarships being given, with the top two winning $10,000 each,

CONTENTS

President’s Notes — page 1
From the Editor — page 3
Membership Notes — page 5
This is a final call for reservations for the CMA Annual Summer Picnic & Lobster Bake — page 6
CMA Softball — page 7
Future Shipping Jobs Ashore — page 7
Does Government Learn From Past Mistakes? — page 9
My Life in the Royal Navy – 1899-1947
A Sailor’s Story – Part 24 — page 10
Job Mart — page 11
and those who attended were the beneficiaries of a wonderful, passionate and motivating speech by Per Heidenreich.

Also present were several families of the scholarship recipients supporting their sons or daughters. When talking to them it was very interesting to note that their only maritime experience was mostly vicariously through their offspring. The fact that they were suddenly surrounded by people making their livelihood in our maritime world, appeared to enlighten them in a way which brought the maritime world into their world and show them that it wasn’t just the stuff of stories - concrete and successful careers were actual and not just a figment of their imagination.

And who better to show them the way? Apart from the wonderful motivational aspect of his speech, Per emphasized Humility, Integrity and Values – points which we should jealously guard as they follow us through life.

I hope that those scholarship recipients paid good attention and that our CMA lunch, in some small way, contributed to their “aha” moment about their future.

Ian Workman
President
For those of you who only follow the BDI and the tanker indices, you can commiserate with our container ship brethren.

• Compared to this time last year freight rates from Asia to the U.S. east coast are 3.2% lower to $3116/TEU, or down 5.2% to $1,447/FEU.
• Last week the number of idled containerships of over 7,500 TEU has grown from none to 10 in recent months and opportunities for redundant vessels into smaller trades appears to be weakening in response to changes in global demand.

If you look for indicators of future trends outside shipping you can find causes for still further trepidation in liner (container) rates in Bloomberg News’ article of June 30, 2015 “Railroad stocks’ fall reflects drop in cargo”. Keep in mind that railroads handle the legs before and/or after the maritime leg.

Shifting focus to the next environmental hurdle for shipping, the U.N. General Assembly adopted a formal resolution to develop a legally-binding treaty for the conservation of marine biodiversity on the high seas in June. It will likely go way beyond ballast water systems. For more, check out DNV-GL’s website for their eight page update of IMO requirements July 2015 to July 2018 inclusive.

Our Chinese intern Jingzhou Zhao arrives July 20th. He will be with us for six weeks. He will train for 2-3 weeks with Charles R. Weber after which we are seeking other firms to both learn from him and teach him. He is a 22 year old student at Shanghai Maritime University and understands and speaks English quite well. So far his education at Shanghai Maritime University appears to have been basic college courses so now is the time to show him the shipping business.

Don’t miss the CMA summer picnic/lobster bake Thursday July 16th. For those of you who are unable to make the picnic there will be a Happy Hour a week later (Thursday July 23rd) at the SIGN OF THE WHALE rooftop bar, 6 Harbor Point Road, Stamford. Your first drink will be on CMA after that it’s a cash bar.

Donald Frost, Editor

It is summer and the living is easy, as they say. Nonetheless, shipping is never without challenges.

After more than 5 years of rewrites, new actors and rehearsals well off Broadway, the musical Greece opened to enthusiastic reviews by Greek audiences July 5th, but not as well in Bonn, Paris or Brussels.

Global Maritime Trends – I recommend to your reading an interview with Shashi N. Kumar, Ph.D., Master Mariner; Fulbright Senior Specialist Fellow; Emeritus Professor of International Business & Logistics and Academic Dean United States Merchant Marine Academy at Kings Point published in the June issue of Maritime Reporter & Engineering News.

FROM THE EDITOR

Photos courtesy of Gail Karlshoej
Spending more time on data rather than shipping?

“FleetWeather provides insight, intelligence and innovation for global shipping leaders.”

“The more engaged our business gets with FleetWeather, the more money we save!”

“FleetWeather provides a unique service that gives us a competitive edge in today’s shipping market.”

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We are pleased to welcome some new members.

Mr. Saif Aman, Chartering, Triworld Shipping Services, Inc., Armonk, NY

Ms. Doreen Blades, President, US Eco Products Corporation, West Newbury, MA

Mr. Brooks Converse, Account Manager Support, Q88 LLC, Stamford, CT

Mr. Ben Boris Hammerschmidt Groth, Massachusetts Maritime Academy, Buzzards Bay, MA

Mr. Brian T. Holden, U.S. Maritime Resource Center, Middletown, RI

Mr. Craig Ibbotson, Vessel Manager, Moran Shipping Agencies, Providence, RI

Mr. Tim Morris, Mgr-Marine Operations, Principal Maritime Management, Southport, CT

Ms. Casey O’Brien, Legal Dept. Intern, Moran Shipping Agencies, Inc., Providence, RI

Mr. John Paparone, President, Environmental Solution, Inc., WAKE FOREST, NC

Mr. Robert Pearce, Coast Line Services, Inc., Boston, MA

Ms. Tabatha Ramos, Customer Relations Mgr, Marine Procurement Solutions, Yonkers, NY

Mr. Andrew Shohet, Director, RMK Capital, New York, NY

Mr. David Shubin, Chief Operating Officer, Sphere MD, Portland, OR

Mr. Peter Slettehaugh, US Eco Products Corporation, West Newbury, MA

Mr. Edward J Stanford, Eastern Dist. Mgr Manager, ABS, New York, NY

Welcome aboard..

*Brian Robinson, Membership Chair*
The always popular CMA Annual Summer Picnic will take place Thursday evening, July 16th, 2015 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 16th, 2015
5:30 pm-9:00 pm

Stamford Yacht Club
97 Ocean Drive West
Stamford, CT
http://www.stamfordyc.com (for directions)

In addition, the CMA EDUCATION FOUNDATION will be organizing a raffle, prizes include, Dinner for 2 at Dolce Italiano (courtesy of Q88), a Generous Wine Gift Basket (courtesy of d’Amico Shipping USA), Yankees tickets (courtesy of Norton Rose Fulbright) and 4 tickets in the first row near the visitor’s on-deck circle for the Bridgeport Bluefish VS Lancaster Barnstormers on Thursday Aug 06, 2015 - 07:05 PM - Parking pass included (courtesy of Q88). Do you have anything to donate to the raffle for this good cause? $5 per ticket or 5 tickets for $20 for the raffle and cash only please! Proceeds benefit the CMA Education Foundation’s many programs.

We also still have open registration for the 2015 CMA Bocce Tournament sponsored by Monjasa during the picnic at the Stamford Yacht Club. Please note you must be attending the picnic in order to participate. Tournament is limited to 16 teams (each team has two players) and registration is first come, first served. Game time is promptly at 6pm. Please email Vinny Lusardi at vlusardi@bltchem-bulk.com to pre-register for the bocce. Last year at the inaugural tournament, Nordic Tankers led by Greg Talibon took the 2014 Bocce Tournament Crown. Will they be challenged this year?

And now more on the picnic itself:

The Lobster Bake obviously costs us a lot more, but the CMA will once again subsidize the event and we are able to continue to do so, with a price of $85 per person for CMA Members.

For Non-Members the cost will be $160 per person, which will include a one-year membership to the CMA (a $75 value)

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

And new this year for those that don’t want to crack a lobster, lobster rolls! (Note that all attendees will get one ticket at check-in that can be exchanged for one lobster OR one lobster roll – your choice!)

Reservations are required (very important to ensure we have enough lobsters for all!) and pre-payments are required - 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 or email to pre-pay by credit card.

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 16th for always one of our most well attended events.
The COED team
CMA Coed Softball has been keeping it competitive for our first year in the Stamford Industrial Leagues. It’s been fun and exciting, with most of the games being decided in the last innings. Our record right now is 4-4, with four regular season games left before the league playoffs begin.

Since the regular CMA softball league is on hiatus this year due to field construction, our roster is made up of what we like to call the “CMA All Stars.”

We’ve been doing well with a dynamic defense from first base Connie Athanasiou (Peraco Chartering), Lauren Dolan (Glencore), Mackenzie Scudder, and our middle infield tandem of Nick Conetta (Freepoint Commodities) and Sarkis Nahigian (Odin Group). And of course our speedy, patrolling outfielders Liam Huvane (Odin), Karl Kaferle (Moran Towing), Colleen Towne (Moran Towing), and Emily Kozlowski (Chembulk). Finally ending with our Pitcher-Catcher duo of Ryan Jurewicz (VStep Simulation) and Diana Esteves (Weber), who pride themselves on every pitch being a strike. Other CMA members providing the best depth in the league include Don McBride (Inchcape Shipping), Greg Kurantowicz (Axeon), Steve Kozlowski (Chembulk), John Dudek (Freepoint), John Cornell (Glencore), Eric LaRosee and Coach Joe Currid (Moran Towing).

Big thanks go out to our sponsors in Moran Shipping Agencies, we will wear your jerseys with pride deep into those playoffs!

Joseph Currid

The Mens A league team
After a slow start to the season, the CMA Men’s A League softball has found its identity as of late. Tight defense and timely hitting was key to CMA’s first victory of the year, an upset win against the Stamford Fire Department with a score of 6-5. The team received significant contributions from Nick Callagy (Freepoint Commodities) and John Cornell (Glencore), both patrolling the outfield. The team might have found its pitcher in shortstop Nick Conetta (Freepoint). Also, a thank you goes out to the four Freepoint employees who were able to fill-in on short notice.

The team followed up with another come-from-behind victory over the Stamford Fellas with a score of 16-11. The team received contributions from fellow CMA member Greg Kurantowicz (Axeon) who manned first base, while Joe Currid (Moran) supplied timely hitting and covered second base. The team closes out the season with matchups against Chelsea Piers, McGladrey LLP, and Goodway Technologies.

A special thanks goes out to Inchcape Shipping Services for supplying the team with uniforms for the season. We thank you very much!

Other team members who have played during the season include fellow CMA members Ryan Jurewicz (VSTEP Simulation), Don McBride (Inchcape Shipping), Sarkis Nahigian (Odin Group), Eric Larosse, Mike Vanadia (Fairfield Chemical), Mark Mozellak (Pleiades Shipping), Nick Yiantselis (Bluepoint Marine), and Steve Raterman (Stolt-Nielsen).

Nick Conetta

Future Shipping Jobs Ashore

By Donald B. Frost

At Marine Money WEEK (June 16-17-18th) we learned that the market capitalization of all the shipping companies in the world barely matches that of “MID-CAP” companies listed on the NYSE. Ours is a capital intense industry but, relative to other industries, we are small in size. Our importance is of course made larger by the fact we are undoubtedly the first globalized business, and that 90% or more (I have recently heard 95%) of global trade moves by sea at one or more stages in the manufacturing to consumer process.

Shipping’s investment in high technology has been slower than most other businesses probably because ours is marked by a lower than average return on investment. It is not just manufacturing jobs being automated now. Service industries (even professional services) are changing also. Office automation, speedy communications and Big Data’s impact grows every day. I even heard some concerns for the future from maritime attorneys at the event sponsored by the Maritime Law Association “How the Practice of Maritime Law in New York has Changed Over the Past 30 years” (June 24, 2015 at the NYC Bar building)
If you had caught the interview with novelist Margaret Atwood on National Public Radio’s “On The Media” (Friday June 26, 2015 and rebroadcast around the country at various times and days) you would have heard how our world is rapidly moving from doing business person-to-person to a world where more and service jobs are being automated and retail jobs moved to “on-line” self service. She explores the promises and perils of our relationship with technology and its future.

Thomas Friedman’s column in the NY Times June 10, 2015 got into this in more detail. According to a 2014 labor survey by burning-glass.com “65% of new job postings for executive secretaries and executive assistants now call a bachelor’s degree. Only 19% of those currently employed in these roles have a B.A., So four-fifths of secretaries today would not be considered for two thirds of the job postings in their own field because they do not have a four-year degree to do the job they are already doing! The study noted that an increasing number of job seekers face being shut out of middle-skill, middle-class occupations by employers’ rising demand for a bachelor’s degree as a job-qualifying badge although it may be irrelevant.”

In our own business during the DOT-COM period (1998-2002) the fear was that brokers and shipping intermediaries of other types would become disintermediated. The most common fear was that ship owners/operators would go direct to the charterers and cut out the broker. That did not happen THEN. Today, however, the Internet has caused the shipbrokerage business to be subsumed into a larger logistics system. All of these systems are able to talk to each other. The age of Big Data promises still more change.

McKinsey & Co has done a lot of work on what all this means and convened a seminar June 4th attended by New America, LinkedIn, and Opportunity@Work to show how big data and online talent platforms can be used to better nurture talent in the workforce. You can read more about the seminar in Friedman’s column mentioned above titled “How To Beat The Bots.”

So how does all of this impact shipping and shipping jobs? We don’t know, but this is partly why CMA has been sponsoring sessions during our annual March Conference (right before the Job Fair) on the future skills our people will need. We know from our connections with the maritime schools that this issue is also on their agendas. We would very much like to hear from you. What future do you see?
DOES GOVERNMENT LEARN FROM PAST MISTAKES?

By Donald Frost

Of course the title above is misleading. Government never admits mistakes, at least not publicly.

The idea for asking this rhetorical question (i.e. - one to which you already know the answer) was prompted by a question directed to a well known ship financing and registrations attorney (Larry Rutkowski) at the meeting in New York titled “How the Practice of Maritime Law in New York has Changed Over the Past 30 years” (June 24, 2015 at the NYC Bar building). Mr. Rutkowski noted one event that greatly changed the business of financing ships in the U.S. --- the 1986 Tax Act’s removal of Sub-Part F from the Tax Code.

The concept of a “Controlled Foreign Corporation” in the U.S. Tax Code goes back to 1962. The idea was not to tax a shareholder of a corporation on the corporation’s income until the income had been distributed in the U.S. as a dividend. American controlled foreign flag shipping companies were part of that regulation. In 1985 the U.S. maritime unions and their allies in Congress proposed to change this law. The theory was that by forcing U.S. ship owners to treat foreign income as domestic income it would force the owners to reflag their ships to U.S. flag with U.S. crews. Congress passed this change in 1986.

However, instead of bringing U.S. owned foreign flag ships into the United States flag, one year after the law was changed half the US controlled foreign flag ships had been sold (or a controlling interest sold) to foreign companies. By year four almost all the ships had been sold foreign. The changes were reversed by the American Jobs Creation Act of 2004, but the U.S. industry has never really recovered to what it had been, with a loss of U.S. shoreside shipping jobs.

Now we have the issue of the U.S. Export-Import Bank (really a credit insurer). Its demise, like Sub Part F, might result in exporting U.S. jobs (in this case manufacturing) to nations that use their Export Credit Agencies to close
deals. There is much more to this issue but I could not miss the opportunity to mention shipping’s model for what will probably result when the EX-IM goes away. We might not have to wait long to find out…its charter expired midnight June 30, 2015.

One effect comes to my mind. With no EX-IM insured cargoes what will the Cargo Preference folk at MARAD do with their time? The few US ships that enjoyed that preference will have that much less cargo to move…another blow to U.S. shipping.

**My Life in the Royal Navy – 1899-1947**

A Sailor’s Story - Part 24

By Hugh Turnour England

World War II – 1943 - Mediterranean Convoys

I joined my first convoy at Algiers. It had come from England, and had had a rough time on the way. The Polish Commander was no doubt a gallant officer as an Escort Commander, but his signals were difficult to understand.

We were on our way to Alexandria, and when passing Bizerta, two of our submarines joined up for the passage. I stationed them in the middle of the convoy for safety. After dark I suddenly heard gunfire and discovered some lunatic in one of the merchant ships had opened fire on the submarines. Fortunately my order to cease fire was obeyed immediately and only one was hit. The young Captain of the submarine was wounded and took it extremely well. These young Captains of submarines, all in their early twenties, were a fine lot of very brave men.

I think an incident which occurred at Algiers when the Prime Minister met some of them is worth relating. After addressing the crews plainly showing his admiration for their gallantry, he asked the Commander-in-Chief to see the Captains separately. When the great man arrived young Rafe Drummond, son of a close friend of ours, got up and said “Prime Minister I am Captain of the (HMS)”Upholder” and have a bone to pick with you. We were adopted by your constituency, Walthamstow, and so far have received no comforts, not a single thing from them.” Winston was delighted, saying I will soon put this right and that afternoon Marine orderlies were sent round the town collecting dart boards and every sort of comfort. Sadly, “Upholder” was sunk not long afterwards and Rafe Drummond was never heard of again.

Returning to my Polish commander of the Escort, another headache occurred when we were passing Cape Bonn on a very dark night, when without any warning from him a fast American convoy charged through my convoy, and it was only by good fortune no collisions occurred. When I complained knowing that he had up to date radar that he might have given us some warning of the approach of the American Convoy his only reply was that they were well in sight at 10 miles!

Salerno. A close run job.

I think my convoy to Salerno must have been one of the most important as we found on our arrival that our troops, both British and American, were hard pressed and only just able to hold on to what they had gained on the beaches. (Admiral) Andrew Cunningham told me later that the delay in crossing the Straits of Messina had allowed the Germans time to make a strong defensive line at Salerno just south of Naples.

Immediately after we arrived the American Admiral Connolly came onboard and offered me as many landing craft as I could use to complete disembarkation as rapidly as possible. A fine man, who although senior in rank, was serving voluntarily under Commodore G.N. Oliver, our Senior Naval Officer in the (HMS) “Hilary”, who I met for the first time but who afterwards became a close friend.

While lying off the beach we had the new experience of being bombed by aircraft which were scarcely visible overhead using radio directed bombs. It was an uncanny business and the Battleship “Valiant” was hit, badly damaged and had to be towed to Malta. Of course we had no warning of this attack. However, an amusing incident occurred after a stick of heavy bombs just missed us, but covered everyone on the bridge with water. The Master, a very nice Royal Mail Captain, said in a quiet voice “Who the bloody hell has pinched my tin hat?” This remark did us all good and brought us back down to earth again.

Later I went ashore and walked over to the ground our troops had fought over. It was interesting to see how the Italians welcomed the Americans, many having relatives over there and enquiring about them like children apparently not realizing that the USA was such a large country.
SITUATIONS WANTED

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.

While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com

Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.
Extensive expertise and experience in:

Breakbulk Chartering:
- Forest Products
- Steel
- Project Cargo
- Bulk Commodities
- Previous Positions Held:
  - Owner’s Representative
  - Commercial Manager
  - General Traffic Manager
  - Trade Manager

Achievements
- Identified and developed trade lanes to suit both owners’ and clients’ needs.

Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.
I am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.
Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.
Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.

Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position

Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.

- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.

Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.

- Reside in the U.S. and can relocate with short notice.

Education:

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

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $200.
Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com
The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com
Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.
I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com

Candidate 9: Recent Tulane Maritime Law graduate looking for entry-level position
Seeking entry-level legal position. I recently graduated Tulane University Law School, where I completed the Certificate of Specialization in Maritime Law. I am a member of the New York Bar.
During law school, I clerked at the United States Coast Guard Judge Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.
Willing to travel. Willing to relocate.
Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: dssabghir@gmail.com

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime
Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization

Candidate 13: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.
Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Preparing and reviewing entries that would be used for Statement of Facts.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com
HELP WANTED

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

Position A: Staff Accountant
Privately owned international shipping company based in Westchester County, NY is seeking an experienced Staff Accountant. CPA and/or CFA qualifications are highly desired but not required. Experience with global marine cargo shipping a significant plus but not required.

Primary Responsibilities in This Role:
• Prepare and maintain supporting schedules for the Company financial statements
• Forecast modeling and plan budgets
• Monitors budgets throughout the year and reports any significant deviations with analysis and necessary corrective actions to management
• Prepare reports related to amortizations, accruals, compliance, and other related recurring accounting activities
• Reconcile schedules to General Ledger
• Prepare monthly financial projections and hire calculation reports
• Perform P&L and flux analysis
• Prepare and post journal entries for various accounts including accruals, debt amortization, and complete account reconciliations
• Ensure monthly voyage accounting is reconciled and accurate
• Liaise between IT and Accounting departments regarding voyage accounting
• Support year-end financial audit requirements
• Support internal and external control procedures for audits
• Perform other related duties including ad-hoc financial analysis assignments and special projects

Core Competencies:
• Self-motivated, resourceful, enthusiastic, and driven to produce quality materials
• Ability to meet tight deadlines while simultaneously managing other tasks
• Strong analytical and organizational skills
• Capability to work well under pressure while maintaining both perspective and a professional approach
• Ability to work in a fast paced, multi-entity environment
• Flexible to changing priorities and work assignments
• Excellent written and verbal communication and interpersonal skills

Experience and Educational Background Required:
• BS in Accounting
• Expert applied knowledge in Microsoft Excel (including Pivot tables, V-lookups, IF statements, creating macros and other advanced formulas)
• Microsoft PowerPoint, Adobe, and Microsoft Word
• CPA/CFA or equivalent certification preferred
• Must have a minimum of 2 years’ experience in accounting
• Knowledge of shipping industry and Cognos a plus

Salary to commensurate with experience. We offer an excellent benefits package and a great opportunity to develop within a growth oriented environment.

Company: Privately owned international shipping company
E-Mail: recruiting@nyc.tbsship.com
Notes: Local candidates should apply (local being NY, NJ, CT) as relocation expenses are not applicable.

Please send resumes in confidence

Position B: Boarding Agent
Position Summary: Act as liaison between T. Parker Host principals, ship owners, cargo interests and marine terminal management for efficient operation of vessels when in port.

Core Principles: All employees must demonstrate an ability to adhere and understand the core principals of the company. This team member must be able to provide value and depth to the Core Principals of T. Parker Host.

• Our PEOPLE are our most valuable assets
• Their SAFETY is our top priority
• We provide exceptional SERVICE
• We approach every RELATIONSHIP with a commercial mindset
• We are DETECTIVES, understanding all activities that occur in our markets
• We are OPPORTUNISTIC
• We conduct all business with INTEGRITY
• We build off our LEGACY Essential Responsibilities and Duties:
• Coordinate pilot, tug, linesman orders, berthing assignments for vessels
• Boarding vessels at marine facilities in ports
• Coordinate US Customs & Border Protection boarding’s, and entrance / clearance of vessels
• Scheduling of husbandry deliveries to vessel
• Prepare commercial maritime documents
• Manage PDA and funding process for vessel port stay
• Adhere to internal administration and accounting procedures
• Gather local market information, expand local port, and industry contacts
• Ensure accurate and timely response to all email requests
• Other duties as assigned, possibilities to work on companywide projects

Competencies:
To perform the job successfully, an individual should demonstrate the following competencies to perform the essential functions of this position:
1. Dependable
2. Self-starter
3. Eager to learn
4. Commercially Aware
5. Opportunistic

Education, Knowledge, Experience, Skills and Abilities Required:
• College degree desirable
• 2-3 Years of agency experience preferably in Northeastern USA port regions
• Knowledge with handling Tanker, Dry Bulk, and Break-bulk Vessels.
• ASBA Agency certified or willing to become within first six months of employment
• Strong interpersonal skills including excellent verbal and written communication skills
• Self-motivated and able to multi-task in a constant changing work environment
• Analytical and problem solving skills
• Ability to manage high volumes of electronic communication, both in office and while mobile in the field
• Ability to work evenings, weekends, holidays and adapt to fluid ship port schedules in 24/7/365 port operations

Physical Requirements:
• Climbing–Ascending, descending ladders, stairs, ramps using feet and legs and/or hands and arms
• Must be able to lift and carry 50 lbs.
• Subject to inside and outside environmental conditions (cold, heat, wind, rain, snow)

Company: T. Parker Host
Notes: Please visit http://www.tparkerhost.com/careers/job-opportunities/ to express interest or more information. (HW07-15)

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**Position C:** Dry Bulk Chartering Broker
TBS pools of Supramax, Handysize and multipurpose vessels consistently pay owners distributions in excess of the relevant Baltic indexes. We service our 300+ customers via 15 offices worldwide. We are looking for an entrepreneurial Dry Bulk Chartering broker to work in our Scarsdale, New York, office.

Qualifications:
• 5-15 years of Chartering/Commercial Manager experience
• Proven ability to develop new clients
• Knowledge of voyage and time charter parties

We offer excellent salary and benefits.

Company: TBS
E-Mail: recruiting@nyc.tbsship.com
Notes: Please send resume with the subject TBSCHARTER on all transmissions. (HW07-15)

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**Position D:** Lecturer-Professional Education & Training
Maritime College, Bronx, New York, United States, 10465
Lecturer 12-Month in Professional Education & Training

About SUNY Maritime College:
SUNY Maritime College located on a 55-acre scenic waterfront property on the outskirts of New York City on the Throgs Neck peninsula where the East River meets Long Island Sound. The campus blends the best of two worlds: a comfortable college-town feel with the greatest city in the world. An impressive view of the sound extends toward the North Atlantic, yet only a few miles away are Yankee Stadium and midtown Manhattan. SUNY Maritime offers an array of employment opportunities stemming from entry level to professional positions which encourage growth and development among its employees.

Job Description:
This is a twelve-month teaching position in the PET Department. The incumbent will be assigned to develop various training programs and teach courses ranging from STCW-Basic Safety Training to various engineering courses, as the needs of the department dictates. The selected individual must be qualified and ready to teach an array of college engineering license courses as well as USCG approved courses, as assigned by the Chairman and consistent with their background and expertise. Participation in summer sea term may be required when limited engineer license students are aboard the training ship. When not on the summer sea term, the incumbent will be assigned teaching duties in the PET Department, or an appropriate project.

Requirements:
A Bachelor's degree and Second Assistant Engineer's license with current sea time and STCW Certification. Candidates should have a thorough theoretical background in Marine Engineering combined with practical knowledge gained onboard operating vessels. This includes an environmental background as it pertains to ships environmental systems designed to protect the marine environment. Candidates should also have experience in course development and classroom/lab instruction. The ideal candidate should have a substantial combination of experience as a Licensed Engineer, Port Engineer and Shipyard Engineer.

Additional Information:
UUP Internal Posting Period: External posting: Until filled
Classification/Salary Range: Lecturer 12-Month is a UUP Position. This will be a non-tenure track, 12-month position for a fixed term of one year, with one to three year extensions possible by mutual consent. The anticipated salary for this position is $53,000 to $55,000 annually with an outstanding benefits package. Salary will commensurate with qualifications and experience.
Wanted: Host Companies

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

Special Notes: This is a full-time calendar year appointment UUP position. Fair Labor Standard Acts (FLSA) Exempt position, not eligible for the overtime provisions of the FLSA. Internal and external search to occur simultaneously. Review of application to commence immediately.

Budget Title: Lecturer 12-Month
Line #: 00616

Application Instructions:
Persons interested in the above position should apply online at:
http://maritime.interviewexchange.com/jobofferdetails.jsp?JOBID=60020
Please submit:
• Resume/CV
• Contact letter with salary requirements
• Cover letter for the position.

Returning Applicants: Login to your SUNY Maritime Careers Account to check your completed application, check/edit your profile or to upload additional documents.

Company: Maritime College
Address: Bronx, New York, United States, 10465
Website: www.sunymaritime.edu/hr
Notes: You can apply here or at the address in the body text:
http://www.Click2Apply.net/q752r6p

Position E: Technical Coordinator
Location: New York
Department: Technical Services
Reports To: VP, Intl Services

Core Responsibilities

Core Job Functions:
• Data Gathering, obtain:
  a) Off hire records from Manager
  b) Dry-docking bid, execution settlement records
  c) Weekly, Monthly, Quarterly reports to and from stakeholders
  d) Vetting performance

• Conduct Data Analysis
  a) Review Speed & Consumption data for reasonableness, accuracy to pool records quarterly
  b) Dry docking schedule monthly
  c) Ship’s information- class records, commercial descriptions, questionnaires as needed
  d) Monitor ships’ email daily
  e) Position list information, ship visits coordination weekly
  f) Budget preparation support quarterly
  g) Budget variance review support monthly
  h) Project status, prepare monthly

• Data Management/Archiving
  a) Maintain ship issues list daily
  b) Maintain record of off spec bunkers as needed
  c) Project records, project cost records monthly
  d) KPI data quarterly
  e) Create and maintain manual and/or automated filing system(s) to enable rapid, dependable retrieval of department information

• Administrative Support for International Ship Operations Group
  a) Provide a full range of administration support including, but not limited to, scheduling, expense reports, correspondence, presentations, meeting minutes, filing, sorting and prioritizing mail and answering phones
  b) Set up and facilitate meetings, circulate meeting minutes.
  c) Participate on special projects team as assigned

Qualifications
• High School diploma required
• Administrative experience, preferably in a Technical or Engineering environment required
• Strong computer skills and working knowledge of Microsoft Office products required
• Sharepoint experience strongly preferred
• Ability to communicate both verbally and in writing across all levels of the organization in a clear and concise manner
• Highly developed organizational skills and ability to prioritize
• Sound judgment, with decisive, consistent and fair decision making
• Independent, highly motivated self-starter
• Ability to set goals and plans to fulfill corporate objectives
• Ability to adapt well to changing priorities and situations without a loss of effectiveness

Company: OSG
Posting Contact (Applications and/or Questions): www.osgcareers.com
NOTE: OSG encourages the promotion of qualified employees from within the company for vacant jobs whenever possible. Internal job postings are posted on and off-shore in hopes of providing all OSG employees opportunities for advancement and development.
Applicants are required to notify their current supervisor when applying for an internal position. Those interested candidates must complete an internal application form. A resume may be included if desired.