**PRESIDENT’S NOTES**

It is difficult to believe that July 4th has already come and gone but time marches on. Those of you who attended our June luncheon were treated to a particularly interesting and informative presentation about P&I insurance (Ed: Protection and Indemnity) from Boriana Farrar of The American Club. Many thanks indeed to Boriana for having taken the time to come up from Manhattan for the afternoon to speak to our membership. As Vice President/ Counsel/Senior Claims Executive she provided our members with tremendous insight, and Boriana also went on to answer some great questions from the audience. Thanks again to Boriana for the great presentation!

In addition to the June luncheon, we also had our now annual June Happy Hour at Sign of the Whale in Stamford, which was again well attended. If you are planning ahead, please remember that we expect to have another happy hour there around Halloween – we will announce the date in due course.

**AUGUST 2017**

There are no special CMA Social Events in August

Enjoy the Summer and we will reconvene in September!

For Reservations for all CMA Events please call Lorraine at +1.203.406.0109 Ext 3717, or email conferences@cmaconnect.com
Our next event will be the always popular Summer Lobster Bake and Picnic at Stamford Yacht Club. This year it will be on Wednesday, July 19th. Tickets are $85 for members, and $160 for non-members (which includes a one year membership). This event has filled quickly in past years, so if you are planning to attend, but have not yet RSVP’d, I would urge that you do so promptly to avoid disappointment! Also, our friends at MONJASA are generously sponsoring this year’s Bocce Tournament at the picnic. Many thanks to MONJASA for this!

Although we are sliding into the usually quieter part of the year, July and August, professionally there are two issues on which there is no slowing down. BWMS (ballast water management systems) and Sulphur Emissions and how to meet the new standards both have outstanding issues. Our industry has been working very hard with class and regulatory authorities to make certain that all stakeholders are thoroughly educated and as prepared as possible for the upcoming enforcement dates. Owners would have been required to install APPROVED and WORKABLE (ED: capital letters added to highlight a problematic issue) ballast water treatment systems by September 8, 2017. On July 7th that was altered a bit but do not leave yourselves unprepared for these issues, and remember, our membership includes recognized experts on these issues, so reach out to your fellow members if you need correct, relevant information!

Finally, our next luncheon will be in September – our annual Education Luncheon. The speaker is still to be determined, but in recent years we have had some of shipping’s well known decision makers. The CMA Education Foundation will be presenting students with their scholarships at this event, and I encourage members to attend this luncheon, not just to hear what will no doubt be an excellent presentation, but to meet the scholarship winners, who I would expect some of us will be hiring over the next few years. Start to get to know them now! This is also a great opportunity to meet and talk to the folks on the CMA Education Foundation Board, President Brad Berman, and our Education Chair Kevin Breen. Thanks to both of you, and all of the CMA Education Foundation Board for your hard work reviewing scholarship and internship applications, and raising money to support so many students.

Enjoy the summer, and we hope to see you at the Summer Picnic!

Joe Gross
FROM THE EDITOR

As you read this the Fourth of July will be past and so starts summer. Closing out our traditional shipping social season was the Seamen’s Church Institute SILVER BELL (June 8th) annual Maritime Forum followed by the blessing of the harbor fleet and dinner. One of our members describes the evening in detail elsewhere in this issue.

I was fortunate to have attended the afternoon Forum and especially enjoyed Richard du Moulin’s interview with Angela Chao, Deputy Chairman of the Foremost Group which owns and operates about 25 dry bulk carriers. After recounting about how her father, Dr. James Chao, started the company she gave us a peek into her very interesting family. Dr. Chao has six daughters all graduates of Harvard but it was Angela who fell in love with the business. I think all of us who have been in shipping a while will agree with Angela when she said once you are in the business you become addicted to it.

The recipient of this year’s Silver Bell was Angela Chao’s father James, now 89 years old. During the dinner presentation of the Silver Bell, her sister, the Honorable Elaine Chao, U.S. Secretary of Transportation, had more to tell us about her father. Fascinating - theirs is an inspiring story of hard work and success.

So it’s July, the weather is hot and shipping is in a slump. What else is new? Yet, during Marine Money Week (June 19, 20 & 21) we heard some optimism about future market trends. This reminds me of the medieval fable recounted by Thomas L. Friedman in the June 14 issue of THE NY TIMES. A criminal is brought before the king to plead for his life and successfully does so by promising that if the king spared his life for a year he could teach the king’s favorite horse to sing.

When the criminal returned to his cell his cellmate laughed at him: You could never teach a horse to sing if you had a lifetime. The man replied: “No matter. I have a year now that I did not have before. A lot of things can happen in a year. The king might die. The horse might die. I might die. And who knows? Maybe the king’s horse will sing.”

Judging from comments made by Christopher Rex of the research dept of Danish Ship Finance, at CMA Shipping 2017, at Nor-Shipping and at Marine Money Week, the horse will not learn to sing. Although given enough time, maybe hum. One wonders if this story is also an apocalyptic warning to shipping bankers and investors.

The June luncheon (June 29, 2017) featured Ms. Boriana Farrar, Vice President, Counsel and Senior Claims Executive, Shipowner’s Claims Bureau, The American Club. Boriana has spoken at Shipping 2017. It was great to have her back.

Joe Gross mentions Ballast Water management Systems and Sulphur Content of engine exhausts again this month and I am pleased to introduce this month an insider’s view of both issues. Don’t miss that article.

Don Frost

MEMBERSHIP NOTES

We are pleased to welcome the following new members.
Mr. Robert Contreras, Agent, Biehl, Woodbridge, New Jersey
Mr. John Joseph D’amico, Operations, Global Ocean Freight, Archer Daniels Midland, Stamford, Connecticut
Mr. Henrik Fyhn, Sales Director Americas, Maritime, Cobham, Virginia Beach, Virginia
Mr. Nicholas Graber, Manager of Projects, Ecochlor Inc, North Haven, Connecticut
Mr. Claas Grafe, Director, Owner, NassauBulk Bahamas Ltd., Nassau, Bahamas
Mr. Christopher Paul Haffner, Vessel Manager, Penfield Marine, Southport, Connecticut
Cmdr. Brian R Khey, Deputy OCMI Outer Continental Shelf, US Coast Guard, New Orleans, Louisiana
Mr. Angelos Koskinas, Chartering Manager, Nordic Tankers USA Inc., New York, New York
Mr. Nicholas Matheson, USMMA, White Plains, New York
Mr. Michael P. McNally, Telemar USA, LLC, Pasadena, Texas
Mr. Leif J Melhus, Senior Mechanical Engineer, Ecochlor Inc., North Haven, Connecticut
Ms. Heather Schueler, Marketing Manager, Cobham, Virginia Beach, Virginia
Mr. Vadim Shutov, Credit Middle Office - Assistant Treasurer, DNB Bank ASA, New York Branch, New York, New York
Mr. Stefan Soerensen, Operations Manager, Nordic Tankers USA Inc., New York, New York
Ms. Patty Truglia, Office Manager, Synergy Marine, Stamford, Connecticut
Mr. Clinton Webb, Vice President, AXIA Capital Markets LLC, New York, New York
Mr. Jeffrey Williams, Operations, Biehl, Woodbridge, New Jersey

As the Board will not have a formal meeting again until September you might not get your formal “Welcome Aboard” ‘til then. We hope you can join us at the Summer Picnic.

Greg Kurantowicz, Membership Committee Chair

SILVER BELLS AWARD DINNER
2017

By Jonathan Atkin

Nautical lore tells us ships’ cooks traditionally maintained ships’ bells, keeping them polished and signaling the time on the half hour and on the hour.

If there was ever an amazing keeper of the bell tradition, it is Rev. David M. Rider, President and Executive Director of Seaman’s Church Institute. Under his guiding hand SCI permeates the blue and brown water seafaring community globally. “Cook” David, annually “produces a stellar fund raising evening called the Silver Bell Awards Dinner held in the Port of NY honoring major shining lights whose personal visions have helped navigate the shoals of our industry by contributing to the welfare, education and visibility of this great community.

This year was no exception on June 8th with the gathering of the figurative as well as literal Captains of the maritime industry, stake holders, maritime regulatory nobility and hundreds of critical folks who are responsible for nearly “90% of everything.” (thank you to Rose George).

As drinks and elegant hors d’oeuvres were served a fleet of fine vessels representing NY/NJ harbor paraded past, with horns and whistles including Sandy Hook Pilots ven-
erable “Pilot 1”, New York, USCGC 87341 Bonito, Schooner Adirondack, FDNY 343, tug Denise Bouchard, Dann Marine’s tug Ivory Coast and McAllister’s powerful tractor tug Eric McAllister.

As opposed to former years, the western setting sun hid behind the clouds so squinting to see these fine vessels was mercifully avoided.

And what would a “church” dinner be without a gathering of distinguished clergy in red, black & white tunics blessing the fleet and those who go down to the sea in them.

Yet the “main brace” of the dinner was of course the awards, awardees, their families, staff and major dignitaries in attendance. We all learned about the vision of the Silver Bell recipient, Dr. James S.C. Chao, Chairman of the Foremost Group, through the heartfelt introduction by the Secretary of Transportation, the Honorable Elaine L. Chao, as she educated all the attendees about her family’s history and her visionary father. A stellar “only in NYC” moment.

Rick Calhoun, President of Cargill Marine Terminal received the Distinguished Service Award, cautioning he was soon leaving that post. But from his long list of industry interests, it is likely Mr. Calhoun will be on the scene for many years to come. And if anyone thought that a room of maritime folks were only about hawser, tonnage, bollard pull, and time charters, Rick Calhoun’s in-depth knowledge regarding the role of grain in our economy would fill an economics PhD candidate’s thesis and more.

Joe Cox, introduced by Marine Money’s James Lawrence; later saying it was a privilege of a life time to introduce Joe, received the SCI Lifetime Achievement Award. His seagoing career began in a unique historical time with the Vietnam sealift program; then moving to the US Dept of Labor and later to CEO of the Chamber of Shipping of America.
While all three awardees brought unique perspectives, the central theme sounded by all was recognizing the teamwork, vision and focus of their families, colleagues and staff in accomplishing often herculean tasks.

The close of the dinner included reminders of the great work by the Seaman’s Church Institute, an appeal to support this fine institution; a fitting retiring of the colors by the US COAST GUARD Honor Guard was followed by an “after glow” of deserts and beverages as guests shared sea stories and camaraderie.

(photos of the event by Jonathan Atkin “SHIPSHOOTER”)
Companies today are impeded by data overload and chaos from financial data, management data, compliance data, technical data, claims data, operational data, and more. You need support to help you manage the data, initiate overdue change and elevate your company to new levels of success.

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Request your Free Business Intelligence Assessment today.
Wednesday, July 19th, 2017
(Note it’s on a Wednesday this year!)

The always popular CMA Annual Summer Picnic will take place on Wednesday evening, July 19th, 2017 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. Reservations are coming in thick and fast, so contact us ASAP to avoid disappointment.

Wednesday, July 19th, 2017
5:30 pm-9:00 pm

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

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 OR a Lobster Roll - Fried Chicken - BBQ Ribs - Corn on the Cob - Steamed Red Potatoes – Cookies - Brownies - Fresh Fruit Platter - Iced Tea - Pink Lemonade – Coffee & Tea

We have continued this year, for those that don’t want to crack a lobster, lobster rolls – the choice is yours! They were a popular addition last year!

Reservations are required (very important to ensure we have enough lobsters for all!) and pre-payments are required - please call Lorraine at +1.203.406.0109 Ext 3717 to reserve and/or email LParsons@marinemoney.com.

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.

We will also hold a Bocce Tournament on the lawn of the Yacht Club again this year, see page 9 for more details. The Bocce Tournament is again being generously sponsored by our friends at MONJASA.

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 19th for always one of our most well attended events.
Bocce Tournament at the CMA Summer Picnic

See Page 8 for more info on the Picnic

We will be reprising the CMA Bocce Tournament at this year’s CMA Picnic and Lobster Bake to be held at the Stamford Yacht Club on Wednesday evening, July 19. The Bocce Tournament is once again being sponsored by our friends at MONJASA.

Teams will comprise of two players each and you must be signed up for the Picnic event to make a reservation to play bocce. All team members will be checked for picnic sign-up before your participation is confirmed. There is no charge to compete in the Bocce Tournament, thanks to MONJASA!

We are limited to the first 16 teams. In order to reserve your team spot please email Ryan.Jurewicz@icloud.com to register your team.

Tournament seeding will be picked prior to the CMA Picnic. Rules will be passed out prior to the start. Games will begin promptly at 6pm.

If you have any questions about Bocce please email Ryan Jurewicz.

To sign up for the Summer Picnic and Lobster Bake please contact Lorraine Parsons at LParsons@marinemoney.com

Thank you, CMA Events

Shipping 2017

An Original Equipment Manufacturer’s View

By Kevin Humphreys
Marine Solutions & Services
Wartsila North America

IMO MEPC 71 has now voted on the final implementation schedule for Ballast Water Management Systems (BWMS). The BWMS and IMO 2020 sulphur cap deadlines bring to mind Mark Twain when he quipped, “All good things come unto them that wait – just don’t die in the meantime.” How does Wärtsilä, an OEM for BWMS and Exhaust Gas Scrubber systems, see these rules in particular and the maritime industry as a whole?

Wärtsilä’s hope as an OEM is the same as our customer’s – robust global economic growth and stable, well capitalized, and profitable shipping companies as we are just now seeing a glimmer of light in the market place. In the oil and gas sector, the shakeout from the oil price decline is still working out. Only the cruise sector, where Wartsila is the dominate OEM, has seen robust profits and new build ordering the last two years. A regulatory regime, however beneficial to the environment, which breaks the financial back of the shipping industry serves no one.

To help our customers’ profitability and regulatory compliance, Wärtsilä has executed an acquisition strategy with engine sales now only 20% of revenue. Wärtsilä’s broad portfolio helps our customers with a single source of supply for most major equipment; main engines, propulsion, controls integration, bridge consoles, and much more. Wärtsilä’s diversification meets the needs of our customers by giving us sustained profitability in a difficult market allowing for increased R&D and innovative new products. A few of the ways Wärtsilä can help:

Eniram Skylight

Digitalization is here for shipping. No longer is shipping ‘500 years of tradition unhampered by progress.’ Skylight, added via the acquisition of Eniram in 2016, is the Uber of vessel charter party (CP) performance software. Skylight automates CP agreement reporting between owners, pool operators, and charterers with only a software app at each endpoint in the transaction. The only equipment needed is a small battery operated transponder on the bridge wing. CP monitoring, normalized fuel consumption, speed profiles, and standard reports are generated automatically eliminating the need for manual data analysis or excel spreadsheets. To reduce CP claims, Skylight uses highly accurate location and weather data to create a common “language” for owners, operators, and charterers to evaluate CP compliance, pool performance, and vessel efficiency.

LNG

Wartsila is the global leader in LNG powered vessels. More than half of the currently operating or on-order LNG fuelled vessels worldwide are powered by Wartsila. We expect to see more LNG fuelled vessels in coastal trade and, in the near future, global trade, as the marine LNG supply chain expands.

Scrubbers

The 2020 0.5% sulphur cap will mean vessels can either run on low sulphur fuel or install an exhaust gas cleaning system. Will refinery capacity meet demand without driving up the price of low sulphur distillate in 2020? It’s anyone’s guess at this point. Most owners, are taking a wait and see
approach. If the bulker panel at Marine Money New York 2017 is any indication, we will not be seeing widespread investment in scrubbers anytime soon. For early adopters or where the ROI of running heavy fuel with a scrubber is advantageous as it is in ECA zones, Wärtsilä has a full wet scrubber portfolio with our I-Sox and V-Sox type scrubbers. These can be installed as open loop, closed loop or hybrid systems. Wärtsilä has worked with exhaust gas cleaning for over 12 years with 89 systems either installed or in the pipeline. Wärtsilä can offer unique packages, ranging from equipment delivery to full turnkey projects. If lack of capital for scrubbers is the issue, we have a collaboration with Clean Marine Energy (CME) that can provide financial help.

BWMS
To end back where we started, where do we go from here on BWMS? Wartsila’s analysis of the retrofit BWMS market, especially taking into account the recent MEPC decision, indicates a significantly lower number of vessels in the pipeline for retrofit over the next few years. The expected mad dash for 50,000+ vessels in a few years won’t happen. The transition will be slower and more measured. Owners on full-time non-U.S. trade will decouple IOPP immediately prior to next deadline to gain as much as 7 years for compliance. Owners will be looking to avoid BWMS and scrubbers all together by aging the vessels out based on scrap value rather than investing millions in capital for regulatory compliance.

The real issue for the owner is not, per se, technology for compliance. The technology exists and is being approved by IMO and USCG. The issue is the long term support from BWMS providers – many of whom are single product companies with limited resources. Vessel owners have to ask some tough questions of potential BWMS providers.

The worst possible situation is a fleet of vessels with a system no longer supported in the market needing a retrofit to the retrofit. Owners have to ask what is financial position of the BWMS provider to ramp up a global service network, parts distribution, and honor guarantees they made for USCG approval in the future? The market has seen numerous companies dropout of the market due to the financial burden of past IMO deadline delays. Is the proposed provider sustainable as a commercial entity with now longer IMO implementation dates? How many systems have they installed that may require retrofit based on final system approved by USCG and do they have the financial ability to do this? Technology choice, equipment quality, and system design for BWMS are critical. But the strength of the company behind the equipment is equally, if not more important.
JOB MART

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

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

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

SITUATIONS WANTED

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering

Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

On-Campus work experience (1.5 yrs)
- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)

Deck Navigating Officer: Nov 2008- July 2014
- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

Certifications:
- Certified NWKO-2nd Mates licence holder, by Govt. of India
- Certified ship security officer
- Certification in first-aid, CPR, and advanced fire fighting
- Trained in public relations and crowd management

Additional Information:
- Participant and winner of Shell Maritime Leadership weekend at TAMUG
- Comprehensive knowledge of maritime conventions & regulations such as, SOLAS, MARPOL and ISPS, ISM, IMDG Codes etc.
- Presented research paper on Financial market impacts of disasters on shipping companies, under Dr. Mileski
- Presented research paper on Economics of Global passenger transportation under Dr. Duru
- Developed and launched a mobile application specifically for MMAL program, as marketing class project
- Adept at MS Office and decision making tools such as Palisade’s regression analysis, forecasting and problem-solving technics
- Badminton gold medalist and adroit at other games and sports
- Organised inter-college events, active participant of various tech-presentations

Contact: Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy18@tamu.edu

Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations

Work Experience
- REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA (NEW YORK USA) (3 Years)
  International Marketing and Marine Fuels Trading.
  Developing Supplier and Client Relations in a range of selected geographical areas.
  Further Development of current client platform, retain and develop business.
- DIRECTOR – ICS PETROLEUM LTD (VANCOUVER & MONTREAL CANADA) (5 Years)
  Successfully in charge of maintaining the barge operations in Port Metro Vancouver Harbor.
  Developing Supplier and Client Relations in a range of selected geographical areas.
  Overall development of the office towards new sales goals.
  Overseeing Staff and supporting Development.
- MARINE FUELS TRADER – AEGEAN MARINE PETROLEUM SA (PIRAEUS GREECE) (3 Years)
  International marketing and marine fuels trading and brokerage negotiations with customers and third parties.
  Handling negotiations and disputes that arise as a result of short-deliveries, off-specification fuel, or de-bunkering, in cooperation with the quality department
- MARINE FUELS/MARINE LUBRICANTS TRADER – BALUCO SA (PIRAEUS GREECE) (5 Years)
  Bunkers and Lubricants trader

Contact: George Tzanakis
Cell: +1 347 291 62 94
E-Mail: g_tzanakis@yahoo.com

Candidate 4: Upcoming Graduate looking for entry-level position.

Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage, Ship Brokerage and sales.

I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.

Coming into my senior year at SUNY Maritime I began an Internship with Bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.

I am willing to work within the New York, New Jersey AND Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.

Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com

Candidate 5: Recent Graduate looking for entry level position

I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate’s license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.

Contact: Eric Peterson
Email: e182588@gmail.com
Candidate 6: Licensed attorney with vessel operations and insurance defense experience
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com

Candidate 7: Upcoming Graduate looking for Entry-Level Position
Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine insurance. I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company’s portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajmos.16@sunymaritime.edu
Notes: Resume available upon request.  
(S17-02)

Candidate 8: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.
Experience includes:
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)
- 8 years as a Broker. (all Drybulk sizes)
- 2 years seagoing experience as deck officer
- Created own Chartering and Operations team.
- Coordinated closely with Technical, and participated in repair and routine inspections.
- MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
- Captain Class C from Merchant Marine Academy Hydra, Greece.
- Dual Citizen (USA/EU)
- Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vcmaschas@gmail.com
Notes: For further information kindly contact
(S17-03)

Candidate 9: Maritime Executive with over 20 years Drybulk Experience
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.
Experience includes:
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)
- 8 years as a Broker. (all Drybulk sizes)
- 2 years seagoing experience as deck officer
- Created own Chartering and Operations team.
- Coordinated closely with Technical, and participated in repair and routine inspections.
- MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
- Captain Class C from Merchant Marine Academy Hydra, Greece.
- Dual Citizen (USA/EU)
- Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vcmaschas@gmail.com
Notes: For further information kindly contact
(S17-03)

Candidate 10: Seeking new challenges within the shipping market
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.
Experience includes:
- 10 years with international trading house
- 10 years as in-house owners broker
- 10 years as competitive broker
- Currently located in Greenwich, CT.
- Holding dual Citizenship (Canada/Norway) and Green Card for the USA.
Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: dcowold@gmail.com

Candidate 13: Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy” in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Email: rnpritchard@gmail.com, robertpri.14@sunymaritime.edu
Cellphone: 646-378-8446

Help Wanted

NOTE: two months of running your ad in this newsletter costs companies only $300 - and it has proven to be THE place to be seen and answered.

Position A: Operations Coordinator
TBS Shipping Services Inc. is a privately owned international maritime company located in Scarsdale, NY. We are seeking an energetic and driven individual for the entry-level role of Operations Coordinator. The ideal candidate will have a minimum of 2 years of general administrative experience and possess a strong willingness to learn and perform a key support position for our Operations Department.

Key Qualifications and Skills:
- Must be computer savvy, proficient in Microsoft Office, and quick to learn other computer programs
- Must be detail oriented, organized, and capable of multitasking
- Possess strong verbal and written communication skills
- Have excellent time management skills and be able to prioritize daily work with various projects
- Be a self-starter

Primary responsibilities include but are not limited to:
- Accurately maintain and archive electronic filing system
- Perform data entry and scan/email documents
- Generate, maintain, and manage specific reports on a monthly and daily basis
- Process time sensitive documents
- Assist Claims Department with various support tasks
- Prepare outgoing mail and courier shipments when necessary
- Back-up receptionist duties with multi-line phone system
- Special projects as assigned

We offer competitive compensation and benefits including, medical, dental, life, STD, paid vacation and personal days, 401k and an EAP program.
Qualified candidates must be eligible to work in the USA. For more information on our Company please visit www.tbsship.com.
Company: TBS Shipping Services Inc.
E-Mail: recruiting@nyc.tbsship.com
Website: www.tbsship.com
Notes: Please send resumes to recruiting@nyc.tbsship.com with the subject OC on all transmissions.  
(HW07-17)
Position B: Senior Ship Accountant

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company’s fleet currently totals 41 ships and is focused on the mid-size asset class.

JOB LOCATION: Stamford, CT

JOB DESCRIPTION

Ensure that the financial reporting for Ship operating costs (OPEX), including capital expenditures, accurately reflect all business transactions are prepared in a timely manner. Ensure that treatment of all financial transactions relating to ship ownership is produced in accordance with accounting principles as required by US GAAP. Support Divisional Management to ensure proper financial control of existing fleet.

- Review monthly external ship managers’ reports
- Obtain explanations for significant variances
- Monitor drydock costs
- Analyze budget variances on a monthly/quarterly basis
- Analyze budget comparison including crew wages, benefits with various management company and provide owners opinion of benefit
- Responsible for preparing variance reports which includes the following
- Actual vs. budget OPEX variance by ship & ship type on a monthly basis
- Monitor project costs variance for conversion, drydocks, and major repairs
- Design and prepare additional reports as needed
- Assist in design and implementation of reporting to control capitalization costs
- For external reporting ensure that OPEX and capitalized costs are recorded in accordance with US GAAP and in compliance with statutory audit requirements. Prepare and support audit schedules as required for external audit. Work with Financial Accounting to ensure timely and accurate reporting

Successfully delivered 25+ New Building in China in respect to following financial control.

- Monitor project cost variances for new building
- Track capitalization costs
- Track Site-Team Expenditures
- Depreciation / Amortization Schedule after delivery

JOB RESPONSIBILITIES

- Review all accounts receivable invoices prepared by operations department for accuracy with regard to accounting codes used, company codes etc and review the invoice against the charter party to ensure that the invoices prepared are as per the contractual clauses.
- Book all AR invoices and cash receipts and maintain all customer accounts on a daily basis.
- Assist Operations department in AR collections and provide necessary management reports to manage AR timely.
- Perform monthly, quarterly and year end revenue and voyage expense accrual process.
- Analysis voyage P & Ls in IMOS and ensure that the TCE results are accurate. Provide oversight over Operations data input into IMOS on a daily basis.
- Perform account analysis relating to revenue, AR and other voyage accounting related balance sheet accounts.
- Prepare footnotes relating to AR, revenue for 10Q and 10K.
- Perform reconciliations between IMOS and Navision for revenue and AR on a quarterly basis.
- Prepare journal entries relating to bunker inventory.
- Perform inventory statement reconciliation on a quarterly basis.
- Assist Director of SEC reporting with reviewing EDGAR and XBRL versions.
- Coordinate all voyage related payables by ensuring approved invoices are processed.
- Prepare voyage analysis and Bessel closing. Close coordination with Commercial Operation.

COMPETENCIES

- Analytical - Synthesizes complex or diverse information; Collects and researches data; Uses intuition and experience to complement data.
- Problem Solving - Identifies and resolves problems in a timely manner. Works well in group problem solving situations; Uses reason even when dealing with emotional topics.
- Project Management - Coordinates projects; Communicates changes and progress; Completes projects on time and budget; Manages project team activities.
- Technical Skills - Shares expertise with others.
- Interpersonal Skills - Focused on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others’ ideas and tries new things.
- Communication - written, oral and presentation skills to communicate effectively with non-financial people.
- Teamwork - Exhibits objectivity and openness to others’ views; Contributes to building a positive team spirit; Able to build morale and group commitments to goals and objectives; Supports everyone’s efforts to succeed.
- Leadership - Exhibits confidence in self and others; Inspires and motivates others to perform well; Effectively influences actions and opinions of others.
- Quality Management - Looks for ways to improve and promote quality; Demonstrates accuracy and thoroughness.
- Business Acumen - Understands business implications of decisions, as well as financial impact.
- Ethics - Treats people with respect; Keeps commitments; Works with integrity and ethically; Upholds organizational values.
- Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time.
- Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently; Plans for additional resources; Sets goals and objectives; Organizes or schedules other people and their tasks.
- Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions; Keeps commitments; Commits to long hours of work when necessary to reach goals.

EDUCATION AND/OR REQUIREMENTS

- Bachelor’s Degree in Accounting and/or Finance.
- Requires knowledge of FASB and GAAP.
- Proficient in Microsoft Office and Accounting software.
- Experience in shipping ERP applications such as IMOS, Shipnet is a big plus.

Minimum 8 years accounting experience.

Experience in Shipping Industry and revenue accounting is a major plus.

Company: Eagle Bulk Shipping Inc.

Notes: Please send resumes and any additional questions to support@eagleships.com or call 203-276-8100. (HW07-17)
Position C: Senior Voyage Accountant

REPORTS: Director of SEC reporting

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company’s fleet currently totals 41 ships and is focused on the mid-size asset class.

JOB LOCATION: Stamford, CT

The position will primarily be responsible for the preparation of voyage-related accounting entries as well as the calculation/record of revenue/expense adjustments for voyages in progress during the month end closing process. Additionally, the position will entail performing analysis around key revenue and expense accounts for management reporting purposes. This individual will be a key contributor to the growth of the Voyage Accounting & Analysis team by providing a strong professional presence and superior accounting and reporting expertise. This position requires maintaining close working relationship with the Operations department and ensuring that the voyage data in IMOS is accurate and consistent with the accounting principles. To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

RESPONSIBILITIES

- Review all accounts receivable invoices prepared by operations department for accuracy with regard to accounting codes used, company codes etc and review the invoice against the charter party to ensure that the invoices prepared are as per the contractual clauses.
- Book all AR invoices and cash receipts and maintain all customer accounts on a daily basis.
- Assist Operations department in AR collections and provide necessary management reports to manage AR timely.
- Perform monthly, quarterly and year end revenue and voyage expense accrual process.
- Analysis voyage P & Ls in IMOS and ensure that the TCE results are accurate. Provide oversight over Operations data input into IMOS on a daily basis.
- Perform account analysis relating to revenue, AR and other voyage accounting related balance sheet accounts.
- Prepare footnotes relating to AR , revenue for 10Q and 10K.
- Perform reconciliations between IMOS and Navision for revenue and AR on a quarterly basis.
- Prepare journal entries relating to bunker inventory.
- Perform inventory statement reconciliation on a quarterly basis.
- Assist Director of SEC reporting with reviewing EDGAR and XBRL versions.
- Coordinate all voyage related payables by ensuring approved invoices are processed.
- Prepare voyage analysis and Bessel closing. Close coordination with Commercial Operation.

COMPETENCIES

- Analytical - Synthesizes complex or diverse information; Collects and researches data; Uses intuition and experience to complement data.
- Problem Solving - Identifies and resolves problems in a timely manner. Works well in group problem solving situations; Uses reason even when dealing with emotional topics.
- Project Management - Coordinates projects; Communicates changes and progress; Completes projects on time and budget; Manages project team activities.
- Technical Skills - Shares expertise with others.
- Interpersonal Skills - Focuses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others' ideas and tries new things.
- Communication - written, oral and presentation skills to communicate effectively with non-finance people.
- Teamwork - Exhibits objectivity and openness to others' views; Contributes to building a positive team spirit; Able to build morale and group commitments to goals and objectives; Supports everyone's efforts to succeed.
- Leadership - Exhibits confidence in self and others; Inspires and motivates others to perform well; Effectively influences actions and opinions of others.
- Quality Management - Seeks ways to improve and promote quality; Demonstrates accuracy and thoroughness.
- Business Acumen - Understands business implications of decisions, as well as financial impact.
- Ethics - Treats people with respect; Keeps commitments; Works with integrity and ethically; Upholds organizational values.
- Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time.
- Demonstrates persistence and overcomes obstacles; Takes calculated risks to accomplish goals.
- Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently; Plans for additional resources; Sets goals and objectives; Organizes or schedules other people and their tasks.
- Dependability - Follows instructions, responds to management direction; Takes responsibility for own actions; Keeps commitments; Commits to long hours of work when necessary to reach goals.

EDUCATION AND/OR REQUIREMENTS

- Bachelor's Degree in Accounting and/or Finance.
- Requires knowledge of FASB and GAAP.
- Proficient in Microsoft Office and Accounting software.
- Experience in shipping ERP applications such as IMOS Shipnet is a big plus.
- Minimum 8 years accounting experience.
- Experience in Shipping Industry and revenue accounting is a major plus.

Company: Eagle Bulk Shipping Inc.

Notes: Please send resumes and any additional questions to support@eagleships.com or call 203-276-8100. (HW07-17)
JOB RESPONSIBILITIES

• Acts as primary interface between vessels and Commercial, Operations and Technical Management departments, including HSEQ, Crewing, Supply Chain, Vessel IT, and CommTech.

• The Technical Superintendent will keep the respective Fleet Manager fully advised on assigned vessel performance, condition, operations, safety, service reliability and readiness issues.

• The Technical Superintendent will ensure all assigned vessels are maintained in conformance with the provisions of the relevant rules and regulations, Company standards, and contractual requirements while promoting high standards of commercial availability, reliability, safety, and environmental awareness.

• The Technical Superintendent will interface with Commercial managers and Operational managers and coordinate Technical, Supply Chain, HSEQ, and Crewing functions to ensure adequate resources, including personnel, vendors, spare parts, and supplies, are available to support safe and efficient vessel operations. Superintendents closely monitor performance of assigned vessels and ensure that charter party requirements are fulfilled, identify reasons for any non-performance and ensure remedial measures are taken.

• The Technical Superintendent will prepare the annual Vessel Budget Projections for submission to management for assigned vessels under the direction of the Fleet Manager. The Technical Superintendent will be responsible for the Budget Projections and Actual expenses for the respective vessels.

• The Technical Superintendent will monitor vessel performance, energy efficiency, and preventive maintenance; ensure statutory and class requirements are maintained; resolve reported problems, defects, deficiencies, non-conformities, and client complaints.

• The Technical Superintendent will empower, evaluate, appraise, and hold vessel Captains and Chief Engineers responsible for their respective vessels and duties. The Technical Superintendent will support Crewing Management for the selection and competency evaluation of vessel positions.

• The Technical Superintendent will oversee management for vessel repairs and maintenance, including regulatory surveys and emergency repairs, special projects, and modifications. This includes preparation of specification and project budgets, managing contracts; drydock repair supervision; arrangement of parts and supplies for drydockings; maintaining safe working practices onboard and in shipyards; and project accounting and conformance with approved budgets.

• The Technical Superintendent will approve service requisitions, select suitable, qualified, and approved service vendors, and coordinate vendor visits.

• The Technical Superintendent shall support the vessel Supply Chain/Purchasing process by verifying and then, consistent with financial authority, approving Requisitions for appropriate quantity, account coding, priority, and need. Additionally, Superintendents select the best value quotation following the RFQ process and analyze budget impact. Superintendents also monitor vessel schedule and assist in coordination of delivery of parts and supplies. Finally, Superintendents review and approve service invoices and material purchase exceptions.

• Technical Superintendents are expected to visit vessels frequently to monitor vessel condition, check and evaluate maintenance programs, and to facilitate good communication and assessment of the crews.

• As required, the Technical Superintendent will interface with regulatory bodies, Classification Societies, industry groups, vendors, and shipyards.

• The Technical Superintendent will perform as a member of the Emergency Response Team for vessel emergencies.

• Other duties as assigned.

COMPETENCIES

• Problem Solving - Identifies and resolves problems in a timely manner; Gathers and analyzes information skillfully; Develops alternative solutions; Works well in group problem solving situations; Uses reason even when dealing with emotional topics.

• Project Management - Develops project plans; Coordinates projects; Communicates changes and progress; Completes projects on time and budget.

• Interpersonal Skills - Focuses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others’ ideas and tries new things.

• Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; Responds well to questions; Demonstrates group presentation skills; Participates in meetings.

• Written Communication - Writes clearly and informatively; Edits work for spelling and grammar; Varies writing style to meet needs; Presents numerical data effectively; Able to read and interpret written information.

• Cost Consciousness - Works within approved budget; Develops and implements cost saving measures; Conserves organizational resources.

• Ethics - Treats people with respect; Keeps commitments; inspires the trust of others; Works with integrity and ethically; Upholds organizational values.

• Judgement - exercises authority and sound judgement to make decisions and takes accountability for outcomes

• Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time; Supports organization’s goals and values;

• Motivation/Commitment - Demonstrates persistence and overcomes obstacles; Measures self against standard of excellence; works well under pressure, meeting multiple, sometimes conflicting deadlines.

• Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently

• Professionalism - Approaches others in a tactful manner; Reacts well under pressure; Treats others with respect and consideration regardless of their status or position; Accepts responsibility for own actions; Follows through on commitments.

• Knowledge - Superior knowledge of Systems including Cargo systems, hydraulic systems, winch systems, refrigeration systems, electrical power systems, network systems, control systems; superior Machinery knowledge including Diesel Engines, Boilers, Pumps, Transmission Gears, Thrusters and propellers, Purifiers, Filtration, Turbochargers, Refrigeration, Heat Exchangers, Cranes and Winches, Hatch Covers, Compressors, Motors and Generators, Electrical Switch Gear, Bearings and Shafting; Vessel Hull Structure working knowledge including Naval Architecture, Stability, Hull Stress and Shear, Steel Ship Construction, Welding Technology, Corrosion and Coatings; and Regulatory working knowledge including international maritime regulations, flag state, and classification society regulations.

EDUCATION AND REQUIREMENTS

• Acceptable technical and educational experienced as approved by executive management which may include the following:

• Degree or license in Marine Engineering or Maritime Transportation

• Minimum 5 years’ experience at sea preferably with senior level license.

Company: Eagle Bulk Shipping Inc.
Address: Stamford, CT / Singapore
Telephone: 203-276-8100
E-Mail: support@eagleships.com
Notes: Please send resumes and any additional questions.

(HW07-17)