President’s Notes

Another July 4th has come and gone, kids are at camp, and summer is now in full swing. I would like to thank the speaker from our June luncheon, Mr. Scott Bates, the Chairman of the Board of Directors, the Connecticut Port Authority, for taking time out of his schedule to be with us. His presentation covered many issues concerning the ports and associated infrastructure in Connecticut, updated the status of a number of projects, and talked about issues even including traffic on I-95, and how different projects get funded (or not). It was a very enlightening afternoon, and the Q&A after the presentation was very interesting, too.

In the meantime, around the industry, there is a fair amount of discussion about new tariffs and the looming “trade war”.

Contents

President’s Notes —page 1
From the Editor —page 3
Report From the Links —page 4
Membership Notes —page 4
CMA Annual Summer Picnic & Lobster Bake —page 4
Make Your Plans Now for SHIPPINGInsight 2018 —page 7
Job Mart —page 9
Different sectors of the shipping industry are already in the midst of adjusting to the new, post-tariff environment in the aluminum and steels markets, from changes to trading patterns, to down-sizing stevedore work forces in some places. It is clear that we do not yet know how the newest tariffs, and related, retaliatory tariffs, will impact markets, but bit by bit, changes are coming.

For those keeping track, our next event is the CMA Summer Picnic at the Stamford Yacht Club, on Thursday, 12 July. We encourage all of our members to attend. This event is always filled to the brim with your fellow CMA members. Remember that among your fellow CMA members is an extended wealth of shipping knowledge, as well. This is a resource that I always remind our membership of, because I would suggest that it is not available elsewhere. Among our membership, I believe someone will have the answer to virtually any question. Please take advantage of the CMA membership roster that you have access to as a dues paying member of the CMA.

Our next event will be the Education Lunch, where the CMA Education Foundation will be presenting students with scholarships. The speaker will be announced in due course, but I can tell you that in the past, the speaker has generally been from among shipping's senior decision-makers, and has always been interesting. I encourage all of our members to attend the education lunch, not only because the speaker is always good, but also because the students at this event will all be hired by one of us upon their graduation, and that they will no doubt be smart and hard working. Today's students will be tomorrows CEO's, so please, come and meet them now. It is always a wonderful event.

Joe Gross

From the Editor

Our June luncheon speaker was different from our usual guests in several ways:
• Scott Bates is Deputy Secretary of State of Connecticut, and also acts as the Chairman of the Board of the Connecticut Port Authority. The last time we had an official of the state as a luncheon speaker was Governor Lowell Weicker in 1991.
• He was able to put the mission of the two year old Port Authority into a context that our professional community understood.
• Besides helping the private terminal operators in our three deep water ports (New London, New Haven and Bridgeport) to plan and market our maritime assets, the Port Authority also works with local towns to improve their harbors as economic, tourist, recreational and quality of life assets to their towns and the State.
• Unlike many state employees, Scott has a sense of humor. Governor Weicker did also and, if you remember, he was responsible for the Connecticut Income Tax.

Mr. Bates’ message focused on the port of New London State owned pier and its potential as a site to store and assemble wind turbines as the state is seeking to develop the estimated 20,000 megawatt potential of offshore wind. You can find a good summary of Mr. Bates’ comments in the July 1, 2018 edition of the New London Day written by Julia Bergman.

The charter markets are less than good news which is probably why the 40 page paper by the Cato Institute titled “The Jones Act: A Burden America Can No Longer Bear” dated June 28, 2018 caught my eye. After 98 years as law, it is amazing how it continues to attract attention in the press.

A recurring theme of the Cato study, and other similar articles, is an often cited reason for the Jones Act is that it supposedly enhances America’s “military sealift” by protecting America’s shipbuilding capacity from foreign competition.

In response to a Freedom of Information request filed by the Grassroot Institute of Hawaii, an official of the U.S. Maritime Administration (MARAD), said that he could only find one example of the military using a Jones Act ship in an overseas operation. The official, who I will not name mainly because I know him and do not want to cause him grief, found that during Operation Iraqi Freedom (2003) the U.S. flag Jones Act ship S.S. Northern Lights carried...
We are pleased to welcome the following new members.

Capt. Chander S. Gorowara, Surveyor, MARITECH COMMERCIAL, Inc., Kenner, Louisiana

Mr. Evan Guynn, Mgr, Strategy & Business Development, Eagle Bulk Shipping, Stamford, CT

Mr. Doug Hasbrouck, Executive Director of Development, SUNY Maritime College, Throgg’s Neck, NY

Mr. Rohan Howell, Dean of Admissions, SUNY Maritime College, Throgg’s Neck, NY

Mr. Harry Kang, Managing Director, Hyundai Global Service Americas Co., Ltd., Houston, Texas

Mr. David Kim, Senior Sales Manager, Hyundai Global Service Americas Co., Ltd., Houston, Texas

Mr. David Nobles, Nordic Tankers (USA), LLC., Stamford, Connecticut

Mr. Martyn L.C. Reynolds, Partner, East Coast Marine Alliance LLC, Norwalk, Connecticut

Welcome aboard. Hope to meet you at the picnic.

Greg Kurantowicz, Membership Committee Chair

Marine Corps vehicles and other cargoes directly to Iraq shortly after ground combat was over. The Northern Lights was later renamed S.S. El Faro.

Returning to the State of Connecticut, I was asked by a State planner interested in moving interstate truck traffic off our highways, if there was anything the State could do to overcome the callous disregard the U.S. Congress has shown toward transportation policy and infrastructure. I was asked if we could put some of the trailer truck freight traffic on vessels? The initial thought was that sea containers make up most of the truck traffic on I-95. Actual surveys have shown that most of the trailer-truck traffic on Connecticut’s Interstates are moving domestic freight. I’d like to read/hear how you would answer this question and what changes might be needed to make it work.

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE

THURSDAY EVENING, JULY 12TH, 2018 - FINAL CALL

The always popular CMA Annual Summer Picnic will take place on Thursday evening, July 12th, 2018 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 12th, 2018
5:30 pm-9:00 pm

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

TWO IMPORTANT THINGS TO NOTE ABOUT THIS YEAR’S EVENT

• IT IS ALWAYS SUPER HOT AND OFTEN HUMID AT THIS EVENT, SO DRESS FOR COMFORT – YOU DON’T HAVE TO WEAR A SUIT AND TIE – SMART CASUAL CLOTHING IS PERFECTLY FINE – ABOVE ALL BE COMFORTABLE!! SHORTS ARE GREAT TOO – NOT SUPER SHORT BUT YOU GET IT!!

• THERE WILL BE A RAFFLE WITH PROCEEDS TO BENEFIT THE CMA EDUCATION FOUNDATION AND ITS GOOD WORKS. RAFFLE TICKETS ARE PRICED AT $5 PER TICKET OR 5 FOR $20 AND THE PERSON DOES NOT HAVE TO BE PRESENT TO WIN. THE CMA EF WILL BE COLLECTING CELL NUMBERS SO THEY CAN CONTACT/ANNOUNCE THE WINNERS VIA TEXT – CASH IS PREFERRED FOR THE RAFFLE TICKETS, SO NOTE THAT FOR PLANNING. RAFFLE PRIZES SO FAR INCLUDE A VINEYARD VINES GIFT PACKAGE, RESTAURANT GIFT CERTIFICATES, 4 TICKETS FOR THE YANKEES GAME ON SUNDAY, AUGUST 12 Vs THE RANGERS AND A FRAMED PHOTO, SIGNED BY THE PHOTOGRAPHER, ENTITLED “RETURNING HOME” - THE NEW YORK MARITIME TRAINING SHIP TAKEN ON THE WAY TO THE BERTH AT FORT SCHUYLER AT THE END OF ITS SEA CRUISE
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:


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

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 or email LParsons@marinemoney.com – This is a final call for reservations and pre-payments.

Checks payable to: "CMA" and bring with you to the event at this point – advise that you will be doing this when making your reservation.

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 12th for always one of our most well attended events.
1st – 5th October 2018
Valletta, Malta

The Voice of the Industry

A must for the Discerning Maritime Stakeholder

For more information contact
Tel: (+356) 2123 5341 Ext.: 132
Email: mmsinfo@gmint.com
Visit: maltamaritimesummit.com

Supported by
Transport Malta
Government of Malta

Ministry for Transport, Infrastructure and Capital Projects
“We are continuing to augment our speaker list and final topics, and I would welcome suggestions from the CMA community,” said Carleen.

**Agenda Topics at a Glance**

**Plenary Sessions**
- The Future Is Today
- Managing Risk Through Change
- Using What We Know: The Data Driven World
- The Age of Autonomy

**Roundtables**
- Transformative Technologies: What Shipping Will Soon Look Like
- The Great Race: Emissions 2020 and Beyond
- The Holy Grail: Transactional and Operational Efficiencies
- Connected Ships and Big Data
- A New Frontier

**Breakout Sessions**
- Digitalization and cybersecurity
- Energy Alternatives
- Fuel & Bunkering
- The Human Element
- Regulatory Compliance
- Fleet Optimization Strategies

You also won’t want to miss the popular shipowner lunch panel, an interactive Q&A session with shipping company executives who will share their perspectives.

**Network, Network, Network!**

One thing hasn’t changed – the ample time and opportunities built into the program for networking with other shipping industry professionals, both in scheduled events and informal meetings. There will be nearly 10 hours of scheduled networking events during the event- and that doesn’t include dinner!

Online registration is now open at https://www.shippinginsight.com/attend/, and you can take advantage of Early Bird rates until August 31st. If you’re interested in taking advantage of one of the many partnership and exhibiting opportunities, please contact Dave Weidner at d.weidner@shippinginsight.com.
Data that always delivers.

Through a revolutionary approach to data management and performance monitoring, Accuritas helps global shipping leaders become more efficient, data-driven businesses. Our web-based Accuritas Portal and proven Business Intelligence solutions are at the forefront of solving the shipping industry’s big data dilemma. The foundation of our customized solutions is our comprehensive approach to client relationships that ensures everyone is always up to speed.

DATA MANAGEMENT • DEVELOPMENT • CONSULTING • WEATHER ROUTING AT-SEA & IN-PORT PERFORMANCE MONITORING • SPEED AND CONSUMPTION CLAIMS MULTI-VENDOR INTEGRATION • CUSTOMIZED DELIVERABLES • ON-DEMAND ANALYSIS

We don’t change the path you’re on. We just help you navigate it better.
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 ext. 3717 or email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: Experienced Regulatory and Compliance Executive
Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

Regulatory, Quality, and Compliance
• Enforcement of the flag state Maritime Regulations and International Conventions
• Administrator of the Safety Inspection Program
• Review all vessel annual safety inspection reports and provide comments to the owners
• Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
• Provide Guidance to clients regarding interpretation of conventions and safety regulations
• ISO Quality Compliance
• Marketing of the Registry and it’s services to existing and potential clients
• Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

Underway Experience
Deck Navigating Officer: 2001-2012
Third Officer to Chief Officer
§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
• Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
• Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
• Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

Certifications:
• ISO 14000 Certified Internal Auditor

Candidate 8: Technical Manager
An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years’ experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John’s Act) and foreign flag.

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

AREA OF SPECIALIZATION:
• Strategic and Operation Analysis.
• Ship Construction
• Risk Analysis - Ship’s Structural Integrity.
• Risk Analysis - Ship’s Operation and Maintenance.
• Marine Quality Assurance & Regulation Compliance
• Marine Incident Investigation.
• Project Management (over 30 dry dockings domestic and foreign shipyards)
• Technical Management of ships & Technical Performance Analysis.
• Third party ship managers interaction as Owners representative

Full resume and references available upon request.

Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com

_____________________________________________________________________

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.
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: dcwold@gmail.com

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations
Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years’ experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John’s Act)
As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.
Area of expertise:
• Commercial tanker operations.
• Risk Analysis - Ship’s Operation and Maintenance.
• Marine Quality Assurance & Regulation Compliance
• Marine Incident Investigation.
• Operations Management of ships.
• Third party ship managers interaction as Owners representative or vice versa
Some recent accomplishments include:
• Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
• Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
• Increased productivity by establishing and implementing department procedures, increasing progress and productivity
• Increased efficiency by coaching and training crews and junior operations staff
I look forward to discussing how my qualifications could be an immediate asset to your company.
Cell: (713) 249 2304
E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request.

Candidate 12:
Objective
Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.
Education
The United States Merchant Marine Academy
June 2011 - June 2013
Kings Point, New York
Major: Marine Systems Engineering
Texas A&M University Galveston
September 2014 - December 2017
Galveston, TX
Major: Marine Engineering Technology
Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.
Experience
Liberty Maritime Corporation
November 2012 - February 2013
• Junior Engineer aboard the M/V Prestige, New York. 120-days at sea.
  Global Circumnavigation.
• Supervisor: Chief Engineer Josh Reed
• Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.
McAllister Towing and Transportation, Providence, RI
August 2013 - September 2014
• Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
• Supervisor: Port Engineer Ethan Gifford
• Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.
Lakewood Yacht Club, Seabrook, TX
September 2014 - June 2017
(Summertime and weekend employment while enrolled at Texas A&M)
• Green Fleet Optimist Dinghy Sailing Coach
• Program Director: Marek Valasek, Lindsay Valasek
• Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.
Candidate 13: Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017. Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarer’s mental health, in addition to organizing survey compliance data on member vessels. Former tugboat intern with McAllister Towing and a former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to commute within the NYC metropolitan region. Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let’s discuss your future plans today and see how I can help get you on the road to the future. E-Mail: transformation@dx9.io (S18-04)

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 D: Development Associate - Grants and Annual Fund
Founded in 1834, the Seamen’s Church Institute (SCI) promotes the safety, dignity, and improved working environment for the men and women serving in North American and international maritime communities through pastoral care, training, advocacy, and thought leadership.

Duties and Responsibilities
The successful candidate will manage and grow relationships with foundations and oversee SCI’s grant process from research to final reports. S/he will also serve as a key component to SCI’s Annual Fund with management of our direct mail campaign including establishing goals for each direct mail piece, building relationships with donors to the Annual Fund, ensuring donor recognition and identifying higher solicitation candidates.

Foundations and Grants
- Liaise with SCI program staff to determine opportunities for funding
- Research foundations and potential funding sources
- Write grant applications and manage support materials
- Renew ongoing grants
- Liaise with program staff on progress toward grant goals
- Prepare and send reports to grantors
- Collaborate with finance team on budgeting and financial reporting for grants

Annual Giving
- Manage direct mail program, including:
  - Determine criteria for mailing lists and work with database associate to pull lists
  - Review all donor data
  - Interface with direct mail vendors
  - Draft letters and support materials
  - Manage the production timeline
  - Develop Annual Fund social media campaign to enhance traditional direct mail
  - Create development and communications plan for Annual Fund direct mail appeals
  - Review list segmentation and proper coding in database
  - Analyze donor lists and data for segmentation, prospect targets, donor research and tracking mechanisms

General Development
- Collaborate with other development team members and work on special projects as needed
- Review gift batches to ensure proper gift coding and donor recognition
- Perform commitment of reviewed and approved gift batches
- Track event attendees and donors in conjunction with Special Events team

Requirements
Bachelor’s degree
2-5 years of successful annual, foundation and/or planned giving experience for a nonprofit organization
Excellent writing and editing skills
SCI offers a competitive salary and benefits package commensurate with experience.

Equal Opportunity Employer
Company: Seamen’s Church Institute (SCI)
E-Mail: humanresources@seamenschurch.org
Notes: Interested candidates should submit an application with:
1) resume;
2) cover letter;
3) copy of a recent writing sample. (HW06-18)

Position E: Boarding Agent/Operations Assistant
Connecticut based ship agency seeking an entry level or experienced boarding agent/operations assistant. This is a great opportunity to make an entry into the commercial maritime industry or as a first position for a maritime grad. Extensive travel in the tri-state area and occasional travel throughout New England will be required. Excellent salary and social benefits and
Position F: Port Engineer

Job Overview
SUMMARY: Responsible for coordinating and overseeing the maintenance, repair and safe operations of all the engineering needs for assigned vessels and equipment.

GENERAL RESPONSIBILITIES: Develop repair specifications and manage the repair of the vessels by overseeing all activities directly related to the repairs. Liaison with the vessel Chief Engineer/Captain on required maintenance needs. Manage and negotiate contractor selection, contract management and contractors work by setting up service to vessels, ensuring regulatory inspections are scheduled timely and controlling expenditures within designated projects. Monitor and coordinate vessel certification inspections with external and internal customers. Regularly attend vessels during times of out of service or dry-docking. Create PO/s/WO/s, review and close outstanding maintenance jobs, review/approve requisitions and review vessel reports. Work with buyer to assist in the purchasing of supplies. Complete PO s of work performed, make adjustments and update financial information to allow for payment matching to the invoice. Develop maintenance and repair cost analysis sheets and monitor the budget. Assist in the development and modification of preventative maintenance plans for vessel equipment. Ensure the engineering procedures and policies are periodically reviewed, modified and implemented.

Required Experience
EXPERIENCE: 5 or more years experience in marine engineering, sailing onboard a vessel.

TECHNICAL PROFICIENCY: Proficient in Microsoft Office products, including Excel, Outlook and Word. Knowledgeable of NS-5 ship management software, computer technology and processes preferred.

COMPETENCIES: Ability to communicate verbally and in writing. Ability to establish and maintain effective working relationships. Ability to prioritize, organize and perform multiple work assignments simultaneously. Ability to evaluate process effectiveness and develop change or alternatives. Ability to effectively manage projects that may vary in nature and scope. Ability to prepare, monitor and administer budgets, as well as perform financial analysis. Ability to indirectly mentor, coach, train and/or supervise employees.

Required Education
Bachelor’s degree in marine engineering or a related field; 10+ years in an engineering related field may be substituted in lieu of the educational requirements. USCG license and/or Maritime graduate preferred.

Working Conditions
Works both inside an office environment and also outside in conditions of both high and low temperatures. May be exposed to odors, dust, dirt, mechanical hazards, high noise levels and potentially dangerous equipment. Must be able to crouch and stoop to get into areas with restricted headroom and be able to climb ladders. May require extended use of computer keyboard and viewing of computer monitor and ability to sit for long periods of time.

FLSA Status
The position is Exempt. Requires ability to work long hours to meet required deadlines. Must comply with all work rules, including those that pertain to safety and health.

Must relocate to Annapolis
Please contact Dana Harris, Dana.harris@schuylerline.com

Position G: Dry Bulk Commercial Manager

We’re a 30 year old innovator of full service, dry bulk pools formerly known as TBS.

Two of the industry’s premier names, Mitsubishi and Mr. Lars T Ugland have made a strategic investment in our platform. We’ve rebranded as Guardian Navigation and we need another high performing chartering manager in our Scarsdale, NY headquarters.

This is a critical position that demands someone who will hit our high standards, fully embrace our core values and work hard to grow with our worldwide company.

If you are interested, please send us your resume.

This part is important; we’re looking for a proven winner. Separately include a short write up describing the most significant impact you’ve made in your current job.

We are a hard working team with a bright future. We’re only interested in candidates that will add strength to the team today and tomorrow.

We realize our compensation package must be appealing to attract top performers.

CORE VALUES:
• The good of the team comes before any individual
• What we do, we do well
• We have a passion for success

Contact: George Cody
Company: Guardian Navigation
E-Mail: GCody@GNav.com
Website: www.GNav.com

Notes: Please respond directly

Complete confidentiality assured. You must have the right to work in the USA. 4-12 years’ experience preferred.

Position H: Operations Executive

Summary
Our client is a major international agricultural trading firm, looking for an operations professional, with at least two years of experience in vessel or shore-side operations for physical commodities, including all modes of transportation (vessels, barges, rail, truck, and container) and all associated operations (demurrage, insurance, inspection etc.)

The role is based in southwestern Connecticut and will provide the right candidate with an opportunity to demonstrate their skills and experience, while continuing to improve their performance and be part of an industry-leading, globally recognized team. The company offers competitive salary, full benefits, and a professional, productive, but relaxed environment. With a consistent and well established senior management team and one of the most consistent retention rates in the industry, this is a high-profile and very desirable role for the right candidate.

Activities and responsibilities will include:
Involvement in all aspects of our company’s trading and moving of sugar, including:
• Document management, including: Charter Parties - Laytime calculations - Declarations & Nominations - Invoicing - Payments - Inspections & Surveys - LOIs
• Handling customs & import / export documentation, licenses, permits, AMS entries, vessel compliance with contract parameters.
• Coordinating with the company’s treasury, AR, AP, and finance departments to ensure operational matters are in compliance with contract obligations and customer expectations.
• Appointing and overseeing third-party Supervision Companies, Vessel Surveys., Port Agents, and Customs Brokers.
• Tracking vessels under charter and coordination with the trading desk; handling diversions or re-sales as needed, including short-notice changes and other voyage modifications, which can happen outside of business hours.
• Monitoring cargo quality and ensuring proper premiums or penalties are applied based on testing & inspection.
• Oversight of freight payments.
• Reviewing, processing, negotiating, and resolving demurrage claims, including re-bills, settlement, payment, and receivables.
• Handling all aspects of Company’s barge, rail, truck, and container traffic.
• Monitoring and maintaining Re-export license positions.

The candidate should be:
• A dedicated, hard worker - aware that vessels operate 24 hours a day, and that commercial responsibility carries on throughout the entire supply chain.
• Very organized and able to prioritize tasks - including unforeseen circumstances and getting back on track despite disruptions.
• An excellent communicator.
• Fluent in English AND Spanish (Latin American dialects preferred).
• Have an operations background with at least 2 years of experience, and a thorough knowledge of vessel operations, logistics, laytime, Charter Parties and documentation.

About the Company:
Based in the greater Stamford area, our client is a major trader, supplier, and supply chain presence in the sugar and agricultural sector, including imports, exports, refining, and distribution. Primary operations are throughout North America, with headquarters in Fairfield County and plant operations in Texas, Illinois, Pennsylvania, Tennessee, and Mexico.

For more information about this position, please contact: Paul Mazzarulli
Company: OutPost Exploration LLC
Telephone: 475.529.0122
E-Mail: PVM@Op-Exp.Net

Position J: Administration and Vetting Manager
Stamford Office
The Administration and Vetting Department is hiring an Administration and Vetting Manager at the Stamford, CT office.
In this role you will assist and support the Managing Director with scheduling, travel, meeting planning and day-to-day activities, as well as manage the office facilities and logistics. In addition, as Commercial Vetting Assistant you will be part of the Commercial Vetting Desk which is responsible for the compliance of sanctions towards all contracting parties doing business with Oldendorff.

COMPANY OVERVIEW
Oldendorff Carriers are one of the world’s largest dry bulk shipping companies, shipping and transshipping over to 300 million tons of bulk cargo every year. The company is based in Lübeck, Germany with additional offices in Hamburg, Singapore, Mumbai, Melbourne, Shanghai, Tokyo, Hong Kong, Vancouver, Stamford, London, Dubai, Abu Dhabi, Iskenderun, Trinidad, Guyana, Santiago and Copenhagen.

PRINCIPAL ADMINISTRATION RESPONSIBILITIES
• Overall responsibility for office facilities, logistics, equipment and storage
• Administration of corporate functions and events
• Travel arrangements
• Manage projects
• Scheduling and coordinating meetings and other similar activities
• Preparation documentation for accounting
• Petty cash
• CP filing
• Administrative assistance to Executive Director

PRINCIPAL VETTING RESPONSIBILITIES
• Provide quick information on relations between different contracting parties to our Chartering Department
• Assist the Chartering Department to avoid making business with sanctioned or non-credible parties
• Observe official sanctions lists and restrictions according to US law
• Work with different internal and external computer programs to obtain sanction related information
• Gather and maintain information of our contracting partners in our in-house vetting database

QUALIFICATIONS AND SKILLS
• Professional experience in administration (2 years+)
• Organizational and administrative qualities
• Excellent writing and communication skills
• Proficiency in Microsoft Office Suite
• Ability to prioritize tasks, work within strict deadlines, and manage multiple projects at the same time
• Willingness to work until 6 pm
• Shipping knowledge and experience with/understanding of commercial contracts is preferred but not required

Please submit your application via e-mail to anna.bodiakova@oldendorff.com
Oldendorff Carriers does not accept paper applications for online postings. Successful candidates will be asked to show proof that they can legally work in the United States.

Company: Oldendorff Carriers
E-Mail: anna.bodiakova@oldendorff.com

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