

UP COMING EVENTS

SAVE THE DATES

JUNE 2006

Thursday, June 15, 2006

CMA Education Awards Luncheon

Cash Bar: 12 Noon

Seating for lunch: 12:45pm

Giovanni's II

2748 Post Road, Darien, CT 06820

Members: \$40 per person/Non-Members: \$45 per person

Call Lorraine at +1.203.406.0109 Ext 3717 to reserve

Friday, June 30, 2006

2nd Annual CMA Tennis Tournament

Play starts at 8:30am

Venue: **Sterling Farms**, Stamford, CT

Call Lorraine at +1.203.406.0109 Ext 3717 for more details

Player package: \$120 per person – Limited spaces remain

Lunch only: \$60 per person

See page 3 for more information

JULY 2006

Thursday, July 20, 2006

CMA Annual Summer Picnic

5:30 pm – 9:30 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Full info to follow very soon

For a full calendar of upcoming CMA Events and more information on all of the above and directions, please go to the Events page at: <http://www.cmaconnect.com>

PRESIDENT'S NOTES

At the Seamen's Church Institute's annual Silver Bells Award Dinner last week in New York, an outsider who was along for the ride commented "the shipping industry appears to gather well". Yup, and often. There were over 1,000 people, once again, to celebrate and support the good works of the SCI.

As last year's recipient of the Silver Bell Award, the CMA was in attendance to join in the recognition of the Coast Guard Foundation as this year's honoree. It would be hard to find a more worthy recipient of the Award. The Coast Guard Foundation provides the support network for the worthy men and women of the U.S. Coast Guard. While the event of Hurricane Katrina underscored the valuable mission served by the U.S.Coast Guard, it was their dedicated

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• CMA INFORMATION •

OFFICERS

PRESIDENT

Peter Drakos

P: (203) 569-9538

F: (203) 569-9554

Email: pdrakos@healy.com

VICE PRESIDENT

Beth A. Wilson-Jordan

P: (203) 609-0803

F: (203) 609-0804

Email: bwilsonjordan@optonline.net

SECRETARY

Laura Mirabella

P: TBA

F: TBA

Email: mirabella21@hotmail.com

TREASURER

Bob Pascarella

P: (203) 325-9771

F: (203) 323-6266

Email: robert@tpacpa.net

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Evan Galanis

P: (203) 356-2000

F: (203) 356-2010

Email: egalanis@att.net

PLANNING & ADMIN

Chris Aversano

P: (203) 629-2300

F: (203) 629-9101

Email:
chris.aversano@crweber.com

SOCIAL

Johnny Kulukundis

P: (203) 550-1720

F: (203) 629-9103

Email:
john.kulukundis@gmail.com

COMMUNICATION

Bob Kunkel

P: (203) 831-8977

F: (203) 286-1474

Email:
rkunkel4@yahoo.com

EDUCATION

Nora Huvane

P: (203) 406-0106

F: (203) 406-0110

Email:
nhuvane@marinemoney.com

CHANGE OF ADDRESS

Faith Marr

P: (860) 354-1182

F: (860) 354-1666

Email:
membership@cmaconnect.com

**THE CMA HOME PAGE ADDRESS IS
www.cmaconnect.com**

LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost

P: (203) 406-0109 • F: (203) 406-0110

Email: Editor@cmaconnect.com

JOB MART: Lorraine Parsons/Cari Kramer

Email: conferences@cmaconnect.com

WEB: Lorraine Parsons

Email: conferences@cmaconnect.com

and self-sacrificing commitment to save lives and property which put the men and women of the Coast Guard on the front pages for the entire nation to see and respect. The attention and recognition was long overdue.

It was a privilege to hear the newly appointed Commandant of the Coast Guard, Admiral Thad Allen, speak at the Silver Bells Dinner. Admiral Allen had been well known in the Coast Guard ranks and in the shipping community prior to Katrina, but he is now a household name throughout the country. A man who is respected by all had nothing but respect and gratitude for the Coast Guard Foundation and the invaluable support it provides to the men and women in the service.

The Coast Guard Foundation provides financial assistance in all forms, particularly in scholarships and educational grants, and its support is much needed. Congratulations to the Coast Guard Foundation for the recognition it well deserves.

Best regards,

Peter G. Drakos

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WORLD-LINK
COMMUNICATIONS

FROM THE EDITOR

The new Commandant of the Coast Guard, Admiral Thad Allen, USCG, made a brief appearance at the Silver Bell Dinner (Seaman's Church Institute gala on June 1). During the Forum session which preceded the reception and dinner, in a conversation with Jim Lawrence, the Connecticut Maritime Association came up. Adm. Allen immediately responded that, while he was the COTP New Haven and sector commander for Long Island Sound he had attended our annual Conference a few times, and he looked forward to his invitation in 2007.

As you recall CMA was the recipient of the Silver Bell Award last year. In thinking about the last 12 months it seems that a topic that has not received any notice is your Board of Governors. CMA has been blessed over the years with truly dedicated Board members. People who give of themselves in time and knowledge for the good of others are extraordinary in these busy days. They are also some of the most interesting and fun people to be around.

Staying with CMA a bit longer, Admiral Allen's comments adds to my continuing quest to figure out what CMA is meant to become other than what we all see. Organizations are meant to change, just as companies and society in general. As Peter Drakos noted at the AGM, we have changed a lot in the last 5-7 years. We are not only more widely recognized, we are more engaged in the industry as a whole. How do you see CMA evolving?

You will find a long article in this month's issue on the Transportation Worker Credential (Card) – TWIC - which replaces Market Commentary this month. It started as a Factoid, then an editorial commentary and, as I learned more about the slow implementation of the card, I felt it needed some more detail. Knowing how busy you all are, I try to keep the Newsletter fairly "tight", but this issue bothers me. At this stage no one wants to make it a cause celebre, which might further slow implementation, but I would like to know your thoughts on the issue.

Donald B. Frost

ANNOUNCING THE 2ND ANNUAL

CMA TENNIS TOURNAMENT.....

Once again it's time to think of tennis, as we reprise last year's very successful first CMA Tennis Tournament.

The Second Annual CMA Tennis Tournament will take place on Friday, June 30th, at Sterling Farms in Stamford (a little later this year due to Posidonia, Marine Money Week and the absence of our Social & Sports Chair mending fences on Kasos!).

Response to our first promotion has been fantastic and we already have 25 doubles teams signed up to play, but we can still accommodate a couple more teams.

The cost for the player package is \$120 per person and includes a light breakfast and our famous Greek Taverna lunch and much more. Play will commence at 8:30 am.

Advance team registration and pre-payment is required, so please let me know if you would like to sign-up for this year's event.

Teams already signed up to play are:

Marty Kontyko & Tom Pappas (defending Champs!)

Chris Kenney & Johnny Kulukundis

Mohan Muppidi & Cameron Mackey

Brad Berman & TBA

Glenn Gronseth & Nina Doughney

Herbert van Wyngaarden & Mark Voorham

Randee Day & Jim Lawrence

Cari Koellmer & Cal Kramer

Michael McDonagh & TBA

Eric Wiberg & Harry Kerames

Mike Shepherd & TBA

Alex Koutsakis & Dr. Lee

Duncan Prichard & Jeanette G. Jensen

Torild Ameden & Johan W. Esbensen

Peder Arstorp & TBA

Cecilie Jedlicka & Peter Renehan

Juan Gomez & Per Heilmann
Harold Boyer & Bill Marmann
Ranbir Thukral & Takis Vellis
Peter Ekvall & Craig Stevenson
David Fillis & Lakhbir "Sid" Sidhu
Sean Durkin & Ethan Ram
Jeremy Harwood & Peter Drakos
Paul Hirtle & TBA
Christian Andrada & Ben Goss

We also welcome guests for the fabulous lunch only and to spectate. Cost for the lunch only is \$60 per person.

Reservations required - please call Lorraine at +1.203.406.0109 Ext 3717 or email conferences@cma-connect.com

For payments: Make checks payable to "CMA" and mail to:
Lorraine Parsons, Event Director
Connecticut Maritime Association, Inc.
One Stamford Landing, Suite 214
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We hope to see you on June 30th for another great day of tennis.

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MEMBERSHIP NOTES

Each month we list our "new" members, but very often one or more are old members who have, for various reasons, let their membership lapse and later come back to the fold. We feel, like the Reader's Digest, that we never really lose a member.

While we currently count about 1,200 paid CMA members, we also carry another 1,300 inactive members' names in our database. These people, plus those who frequent our website regularly, but cannot be identified by name, are referred to as our "virtual members". These "virtual members", plus our paid membership suggests that our Newsletter gets read every month by something like 7,500 (more during the months before the annual Conference and Trade Show) maritime professionals located all over the world. We are humbled by these numbers.

Please welcome this month's new members:

Thomas Brown, Seacurus Ltd., Gateshead,
Tyne & Wear, England

Len Faucher, Hess Corporation, New York, NY

Brian Houst, Pasternak & Baum & Co., Harrison, NY

Gilbert Landy, Pasternak & Baum, Harrison, NY

Nicholas Maddalena, Seacurus Ltd., Gateshead,
Tyne & Wear, England

Joseph Podolak, Clipper Bulk (USA), Stamford, CT

V.K.S. Saigal, SDS Shipping Pvt., Mumbai, India

Syed Shahzad, Wallem Shipmanagement Ltd. (HK),
Hong Kong

Ted Verrill, Sasco River Advisors, Southport, CT

Hope to see you at the picnic in July.

Evan Galanis
Membership Chair

FACTOIDS & STUFF

By Don Frost

- NOAA's Office of Coast Survey has named Capt. Steven R. Barnum as the nation's chief hydrographer succeeding Capt. Roger Parson who is completing a 31-year federal career. We met Roger (SUNY Maritime grad) at Shipping 2005 and we all hope to meet his successor (BS degrees from both Louisiana Tech and U. Maryland and MS from Johns Hopkins) in the near future.
- Doug Stevenson, Esq., Director for Seafarer's Rights at the Seamen's Church Institute received the Servant of Justice Award by the Episcopal Diocese of New York May 17th. Doug has been a frequent presenter at CMA's annual Conference and Trade Show (HK Law 5/1/7/06)
- On the topic of NOAA, the Maritime Navigation Safety Coalition met with the House Resources Subcommittee for Fisheries and Oceans May 26th to discuss NOAA House appropriations FY 07, status of IOOS legislation, reauthorization of the Hydrographic Services Improvement Act and an overview of the importance of the Port Observation Real Time System (PORTS). The coalition is a non-lobbying group of about 40 organizations that advocate safety improvements to US ports and port access.
- AFL-CIO Metal Trades Dept is urging the Coast Guard to investigate the partnership between AKER Shipyard, Philadelphia and Hyundai Mipo Dockyard over the Jones Act build American rules involving the ten 46,000 DWT Product Tankers on order and building. The union charges that the yard is importing pre-assembled modules and other components directly from Mipo and other South Korean companies that require virtually no further input from US workers before assembly. The modules are mainly complex units such as bows and stern sections.
- The California Air Resources Board issued a notice that modifies its proposed regulations intended to reduce emissions from auxiliary diesel and diesel-electric engines on ocean going vessels within California waters

and 24 nautical miles of the California baseline. According to Dennis Bryant, the changes may be meant to anticipate a likely challenge to the 24-mile jurisdiction. (HK Law 5/18/06).

- US Tonnage Tax changes (H.R. 4297) lowered the minimum tonnage for a qualifying vessel from 10,000 to 6,000 deadweight tons (HK Law 5/17/06)
- At the end of WW II there were 107 U.S. shipping companies operating 3,400 American flag ships.
- Marpol Annex II Regulations

Starting January 1, 2007 all vegetable oils and animal fats moved by sea will require IMO II tonnage, and IMO III tonnage that meet certain requirements. The implication of the revision of Marpol Annex II is that single-hull product tankers will be shut out of vegetable oil trades from January 1, 07. Currently most veg oil is handled by older single hull product tankers.

The rules can be summarized:

- IMO II vessels that are qualifies to carry vegetable oils
- IMO III vessels can carry vegetable oils if:
 - Wing tanks or spaces are arranged such that cargo tanks are located inboard of the moulded line of the side shell plating less than 760 mm; and...
 - Double bottom tanks or spaces are arranged such that the distance between the bottom of the cargo tanks and the moulded line of the bottom shell plating measured at right angles to the bottom shell plating is not less than $B/15$ (m) or 2.0 M at the centerline, whichever is the lesser. The minimum distance shall be 1.0 Meter.

Besides the structural rules, stricter requirements will be implemented to warrant the maximum acceptable amount of cargo left in a tank and vessel's cargo lines after discharge of vegetable oils. For vessels built before 2007 the stripping requirement is 150 liters, and 75 liters for vessels built after 2007.

The market ramifications are already far reaching as we can see from the proliferation of new small (10-16,000 DWT) stainless steel tanked chemical carriers.

Dear Lorraine:

I'm sorry that this month I shan't be able to write my usual column, I'm not sure if you are aware of the recent escalation in tensions between the Turks and the Greeks, culminating in the mid-air collision of Greek and Turkish fighter planes over Karpathos in the Dodecanese. As soon as I finish penning this missive to you I am boarding a plane for Athens and then a ferry for 16 hours to get to Kasos, a neighboring island to Karpathos and our family home along with the Mavroleons and a number of other shipping types until two generations ago, just in case they need me for defense of the island. I know how you like to have the full background on these things so I have discovered some information on the "World Wide Web" and notated it for you.

The Island Kasos:

Kasos, the southernmost island of the Dodecanese complex, is 11 km from the south-western end of Karpathos. It is a small mountainous island, with an area of 49 km. Its highest peaks being Prionas (576 m), Korakas (410 m), Periolas (498 m), and Hadies (472 m). Before Hadies is the fertile plateau of Argos. Pear trees, scattered olive trees and fig trees grow on the island, and it breeds sheep and goats. ***(Ah, sheep and goats, will I ever escape them?)***

The island is an ideal place for someone who wishes to observe the traditional Greek way of life or who is fond of walking. ***(What no bars or nightclubs?! Note to self: find out where one can purchase the correct footwear for walking)***

In the various periods of antiquity, the island of Kasos bore the names Amphie, Astrabe and Achnis. It was called Kasos after a hero of the same name, the father of Cleomachos. We know from Homer (Iliad, II 676) that Kasos took part in the Trojan War. ***(I'm taking some Trojans with me)*** It is also mentioned by Pliny (5, 31, 36) who, like many other ancient authors, calls the island Achnis.

In the eleventh century BC, Kasos was taken by the Dorians, ***(Note to self: find out why John C. Hadjipateras' company in Greece is called Dorian Hellas, could he be involved?)*** after which point its history is the same as that of the other islands in the Dodecanese group.

The people of Kasos were well-known as seafarers even in ancient times and their commercial fleet was a large and important one. Their contribution to the struggle to liberate Greece from the Turks involved harassing and raiding Turkish ships, which they often captured.

The courage and fighting-spirit of the Kasiots was legendary: aboard only four small ships, they raided Damietta in Egypt, where they captured 13 vessels from which they seized 100,000 piasters and large quantities of booty. ***(I believe this refers to pirate booty as opposed to the modern use of the word, though given the voracious libido of the Kasiots I know, I can't be sure. I shall not be seizing any Turkish booty)***

On 14 May 1824, as a reprisal, a Turkish and Egyptian squadron of 17 ships under admirals Ismael Gibraltar and Hussein Bey, landed 1,500 armed men on Kasos, and, despite the heroic resistance of the local people, captured the island, slaughtered most of the people and burned and laid waste to all the villages. This holocaust is commemorated by a memorial service held on 14 May each year.

Years later, descendants of the few survivors settled on Kasos once more, and soon proved themselves such outstanding sailors that the island's commercial fleet grew to its former size again. Today, many of the ships in the Greek and international merchant fleet are owned by men of Kasos.

Lorraine, apologies for not being able to get my column to you this month, but Greece needs me! I also have to go to the parties during Posidonia. See you when I get back.

TTFN, Johnny K

Dear Johnny:

I am not sure whether I should be sharing our private correspondence with our 1,200+ readers (or our 7,500 virtual readers according to Don's estimate), but the newsletter would not be the same without some commentary from you on Page Six and as they used to say in the old American Express commercial "that will do nicely".

Thank you for doing your bit for world peace, safe travels and see you at the CMA Education Awards Lunch on June 15th.

Best wishes, Lorraine

EFFECTIVE MANAGEMENT IN A GLOBAL INDUSTRY

By Don Frost

“Writing is becoming increasingly easy to avoid in this organization. We do everything by conference call or electronic mail. Everything is international, global. Everything moves fast, and writing is slow.” Does this sound like shipping? Like your own company? The quote comes from the book, *The Executive Writer* by Edith Poor. The quote is attributed to a manager of a large international computer services firm and is followed by observations about the generally poor quality of her staff’s communication skills.

Like the author, I see increasing evidence that the ability to communicate is often held hostage by the inability to think. The seductive speed of fax, phone and e-mail has replaced the habit of formulating a thoughtful analytical response. Speed seems to drive substance, or as the author states, “Decisions are made, resources allocated, money spent as fast as the electronic impulse strikes.”

Writing is a bridge between thought and communication, but speed is here to stay and the pace of business continues to accelerate. The link between management style and writing style receives little attention, but it is there. Writing is a way to get further in your career faster. Writing increases your visibility and demonstrates leadership. By the way, if you have not noticed, CMA is also about leadership.

If you have opinions, ideas or information to share, please do not hesitate to submit them to us. We are not writing teachers, but we value your ideas and are willing, if you need some coaching, to help you share your thoughts with our audience. One very important caveat: We are not a law or professional, financial or engineering journal. Our members have incredibly diverse interests and backgrounds. As a consequence they are open to a wide range of ideas and knowledge but please do not expect them to be interested in highly technical things unless you can draw a direct connection to the daily business of shipping.

SECOND ANNUAL CMA REGATTA –

DATE ANNOUNCED

“Save the Date” for the Second Annual CMA Regatta – Friday, September 15th, 2006 out of Indian Harbor Yacht Club, Greenwich, CT

Full information to follow very soon – this is one event you will not want to miss!

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U.S. COAST GUARD ACADEMY'S

“INSTITUTE FOR LEADERSHIP”

Please join us for the inaugural "The Institute in NYC" event, celebrating the successful first year of the Coast Guard Academy's Institute for Leadership. This event will be a great opportunity to meet with the Institute's staff and leadership, including CGA's Distinguished Tyler Chair in Leadership, Adm. James M. Loy, USCG (Ret.). Adm. Loy is the Coast Guard's 21st Commandant, the first Administrator of the Transportation Security Administration, and the former Deputy Secretary of Homeland Security. As the Tyler Chair, Adm. Loy sits in the first endowed academic chair at the Coast Guard Academy.

During the evening of June 10th, we will have an opportunity to reflect on the Institute's successes over the past year, as well as talk about ambitious future plans aimed at delivering on the Institute's mission and purpose, which is to, "Enhance the quality of the academic/intellectual experience and development of the Corps of Cadets at the Coast Guard Academy." From coordinating the Leadership Speaker Series for the Corps of Cadets, to sponsoring cadet attendance at leadership/ethics conferences across the nation, to funding cadet internships and other "margin of excellence" academic initiatives/programs, the Institute is already making a dramatic and positive impact at CGA.

The Institute in New York City - Saturday, June 10
4:00 - 7:00 p.m.

Sequoia Restaurant
South Street Seaport Pier 17
New York, NY

Tickets:
\$50 each - includes dinner, a raw bar and cocktails

All are invited to join the Institute for Leadership for its special inaugural event in New York City.

For information and tickets: Call Alison Peabody at +1.860.701.6424 or email: ahpeabody@exmail.uscga.edu

Dress is business casual.

Thank you for your continued support of the Institute for Leadership and Tyler Chair. For additional information please visit:

<http://www.uscga.edu/academics/institute.aspx>

MILLIONS FOR SECURITY –

NOT ONE CENT FOR CONGRESSIONAL TRIBUTE

By Donald Frost

Unless your job involves port workers you may have forgotten that the idea of providing identity credentials for longshoremen, stevedores, truckers and other dockworkers was proposed many years ago. Post 9/11 it got a boost from the Aviation and Transportation Security Act of November 2002 and the Marine Transportation Security Act of December 2002.

From the beginning the credential (Transportation Identity Credential or Card – TWIC for short) was resisted by longshoremen's unions and truckers, especially on the West Coast, on the basis that the background checks would be an invasion of their privacy. The civil liberties people supported them and the TWIC idea went into hibernation to be supplanted by the paeon "Port Security". Judging from the proliferation of port security expositions and shows, there was a lot more money being spent there. So those who wanted their place at the federal feeding trough made more noise than those expressing fears of undocumented dockworkers. That is, until this year.

The first hint I had that the beta tests completed in several port cities a year or so ago had not gone to full scale implementation was at the September 2005 NAMO meeting in Washington. The next mention of the stalled project was in a March 31, 2006 story by Chris Strohm in the CongressDaily that began "Under mounting congressional pressure, the Homeland Security Department has announced a timetable for issuing tamper-resistant, biometric-based identification cards to millions of workers at U.S. transportation facilities." "Mounting pressure!" What pressure and why?

My curiosity was not sustained and I forgot to look into this further - even after the issue was briefly discussed at the April 06 NAMO meeting in Baltimore. On Sunday May 14, 2006 my eye briefly noted NY Times reporter Eric Lipton's piece "In Kentucky Hills, a Homeland Security Bonanza." The NY Times website summarizes the article: "A Kentucky

congressman has benefited from a multimillion-dollar program to produce an ID card.”

Jonathan Marino of GovExec.com on May 15th cited a statement by the International Biometric Industry Association, that a provision of the fiscal year 2006 Homeland Security Department appropriations act directs the Transportation Security Administration (TSA) to handle credentialing for TWIC, and a variety of other programs, through the American Association of Airport Executives’ Transportation Security Clearinghouse could impede competition. I went back and read the full Times article of May 14th and this is what I found.

The NY Times reporter asserts that the no-bid requirement in the 2006 appropriations bill was negotiated by Representative Harold Rogers (R-Kentucky) whose son worked for the American Association of Airport Executives. Here are a few excerpts from the article that I think should raise your blood pressure a few points.

“The Dept. of Homeland Security has invested tens of millions of dollars and countless hours over the last four years on a seemingly simple task: creating a tamper-proof identification card for airport, rail and maritime workers. Yet nearly two years past a planned deadline, production of the card, known as the Transportation Worker Identification Credential, has yet to begin.”

“Instead, the road to delivering this critical antiterrorism tool has taken detours to locations, companies and groups linked to Representative Harold Rogers, a Kentucky Republican who is the powerful chairman of the House subcommittee that controls the Homeland Security budget.” The author lists trips Mr. Rogers made on the tab of an organization that, until that week, was to profit from a no-bid contract Mr. Rogers helped arrange. “Work on it has been set aside for a tiny start-up company in Kentucky that employs John Roger, the congressman’s son.” “Congressman Rogers has been called the Prince of Pork by the Lexington (Kentucky) *Herald Leader*.”

To my mind this is not about Mr. Rogers’ or his family’s bank accounts, but about the abuse of power that has the potential to endanger our ships, ports and our nation. Congress people are expected to steer work to their constituents, but not when the product does not meet the needs of the

nation, and is pushed without regard to the safety and security of the country. Personally I wonder why we continue to pay people like this. To my mind this is no different than Congressman Randy Cunningham’s DOD contract transgressions.

The article states that Rogers had a hand in getting the Clinton administration’s new fraud-resistant green card for permanent legal immigrants printed. To win Mr. Roger’s endorsement, Clinton administration officials offered to set up the centralized production plant for the cards in Corbin, Kentucky, Mr. Roger’s district.


The transportation identity card first proposed in 2002 by technology experts would allow transportation workers to be positively identified by a fingerprint in less than a half second. However, “within months after their plans for the card were announced, Mr. Rogers started to intervene. “He inserted language into appropriations bills that effectively pushed the government to use the old patented green card technology, and to produce all the new cards in Corbin.”

“Two former Homeland Security officials were confounded. They had already identified a more flexible and secure technology known as a smart card, which relies on tiny

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computer chips embedded into the card.” Other federal agencies agreed and I gather the port people who tested a version of the smart card in 2004 did also. The sordid story told on May 14th is riveting in the boldness of the use of Congressional power. The process is not new, but I recommend that you read it anyway. The bottom line though is that DHS/TSA put the technology out to open bid. We will get a card with 21st Century technology that will quickly and positively identify the holder after all. Public meetings are happening now that will help vendors meet the TSA’s requirements..

However, “no one has moved to reverse the Congressional directive mandating where the cards are produced. The plan still calls for them to be made in the town that Kentucky Fried Chicken first made famous”.

By the way, I am told that TSA does not have the authority to demand data from port employers (employee name, SS#, date of birth, immigration status, etc.) on maritime workers. However, under a WWII law, the Coast Guard does. The current USCG demand for employee data from waterfront employers will be passed to TSA until the law can be amended. Can anyone confirm this?

In support of the above episode I noticed in the May 15, 2006 issue of CIO Magazine (i.e. - as in Chief Information Officer --- the nation’s top Corporate Information Technology managers) features a cover story by Allan Holmes that proclaims “Federal I. T. FLUNKS OUT”. Ten years after Congress passed Information Technology Reform Act of 1996 the Government receives an unqualified failing mark due to: (I quote from the front page of the magazine).

- Massive project failures
- Political cronyism
- Crushing bureaucracy
- Billions of tax dollars wasted

What is the saying? “We have met the enemy and they is us.” Will Rogers had some even better quotes.

UP COMING EVENTS

SAVE THE DATES

JUNE 2006

Thursday, June 15, 2006

CMA Education Awards Luncheon

Cash Bar: 12 Noon

Seating for lunch: 12:45pm

Giovanni's II

2748 Post Road, Darien, CT 06820

Members: \$40 per person/Non-Members: \$45 per person

Call Lorraine at +1.203.406.0109 Ext 3717 to reserve

Friday, June 30, 2006

2nd Annual CMA Tennis Tournament

Play starts at 8:30am

Venue: **Sterling Farms**, Stamford, CT

Call Lorraine at +1.203.406.0109 Ext 3717 for more details

Player package: \$120 per person – Limited spaces remain

Lunch only: \$60 per person

See page 3 for more information

JULY 2006

Thursday, July 20, 2006

CMA Annual Summer Picnic

5:30 pm – 9:30 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Full info to follow very soon

For a full calendar of upcoming CMA Events and more information on all of the above and directions, please go to the Events page at: <http://www.cmaconnect.com>

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 \$200.

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 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 1: SEEKING CONSULTING POSITION

Maritime executive with expertise in sandp, chartering - tanker and dry, legal, and new business & project development. Seeking consulting position. Part time (full time considered). Willing to travel.

Highly developed negotiating skills and extensive experience with corporate and entrepreneurial operations. Analytical, possess excellent communication skills; maintains a global network of professional and personal contacts; and demonstrates ability to work effectively as team player.

Contact: Hycliff@aol.com

(S6-01)

Candidate 2: SEEKING MANAGEMENT TEAM POSITION

Seeking position as part of a Company's Management Team, where background and experience can contribute to improving operational performance.

Maritime Shipping Executive with 36 years experience with Tank Vessel operations. Managed and provided oversight of all vessel operations with specific focus on day to day performance, Scheduling, Engineering, Labor Relations, Security, and Emergency Response. Experienced in developing, and implementing Quality Management Systems – ISM, ISO, SQE, and Vessel Security. Developed a performance base culture with specific annual targets for HSE performance for both shore and sea staff. Additionally, performance targets for 'quality' and 'value' areas were set based on the company's operation. Provided leadership that resulted in three years of vessel operation without a Lost Time Injury (LTI); spilling less than 5 gallons to sea across the entire operation and achieving 100% of ATC's Performance Contract targets for the past two years.

Effective team player with good interpersonal and communication skills. Have a proven leadership style incorporating honesty and integrity for problem resolutions.

Relocation and reasonable travel are issues for consideration. Other employment terms would also be considered.

Contact information:

John A. Ripperger

Phone: 203-438-6607, Cell: 203-313-7803

Email: jripperger@comcast.net

(S6-02)

Candidate 3: Accomplished Naval Officer of 6 years, seeking a position with a Chartering Firm. Is also open to other areas within the Maritime Industry that requires similar experience and knowledge. Candidate has a successful background in management, training development and execution, problem solving, team building, sales and public relations. An excellent communicator and quick learner. A proven performer, capable of long range planning leading to consistent, positive results. Credentials include:

- BS Business Administration
- ASBA Certificate Course (ADG 11/2005)
- MS International Transportation Management (ADG 9/2006)

Contact: T. Nicholas Kozma

Email: nkozma@gmail.com, Mobile: (401) 580-5433

Will furnish resume upon request.

(S5-10)

Candidate 4: Seeking a career in the maritime industry. Recent graduate in international transportation management from SUNY Maritime College, New York. Young, energetic and a team player; highly detail oriented and able to meet deadlines. Willing to take on any role at entry level. Willing to travel and relocate if necessary. Additional information available upon request.

Amjad Parvez Email: amjad79p@yahoo.com

Contact: 646-281-5795 (cell) 347-341-5200 (home)

(S6-02)

Candidate 5: Seeking Management Position

Maritime Executive with expertise in liner service management, marketing and operations. Skilled negotiator with proven results. Team builder and leader with excellent communications skills and a strong network of professional and personal contacts. Experienced in streamlining operations to achieve improved service levels at lower costs.

William Knowlton

phone: 732 345 1701, cell: 732 539 9916,

email: w.knowlton@comcast.net

(S6-4)

HELP WANTED

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

Position B: Tanker Chartering/ Operations Person

Our ~60 year old tanker management company is seeking a conservative, experienced chartering person to replace our retiring chartering/operations person.

Admanthos Shipping Agency, Inc. is a small, independent, conservative, first class ship management company based in Stamford, CT with an exclusive client base currently operating four modern MR product carriers in the spot market.

The successful applicant will:

- Be experienced in all areas of spot, time, BB and COA tanker chartering.
- Have a complete working knowledge of most boiler plate tanker C/P's in use today.
- Have a thorough knowledge of C/P clauses and their implications.
- Be able to work independently and cooperatively in a small office environment.
- Be responsible for all voyage operations and bunkering in addition to chartering duties.
- Advise and assist with demurrage, cargo and other claims.
- Have a good rapport with brokers, charterers and other owners/managers worldwide.
- Be able to maintain and build our coveted first class reputation as managers.
- Preferably have sailed as a licensed deck officer on product tankers.
- Hold an undergraduate or higher degree.
- Be able to travel occasionally.

Compensation is commensurate with experience and includes benefits such as company matched 410 (k) plan, health and dental coverage, life insurance, vacation, flex office hours.

Please send your résumé in complete confidence to: ronships@aol.com
(HW06-06)

Position C: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a **HSE Manager** in the Galveston, TX office of Pelican Offshore Services Company (POSC), a wholly owned subsidiary. Reporting to the President of POSC, this position will manage the fleet of offshore lightering support vessels HSE policies and initiatives.

Job Duties and Responsibilities:

- Identify strategies and develop HSE plans in line with our ship management's HSE, D&A, and safety and security policies.
- Conduct fact-finding investigations and produce reports to determine root causes of personnel accidents, emergency incidents and near misses.
- Develop crisis management procedures and plans
- Maintain corporate adherence and compliance with national, international and IMO codes
- Oil Spill Response Team Primary QI
- Manage all aspects of control/coordination for the group of Mooring Masters
- Internal Vetting Of Mooring Master and Assistant Mooring Masters
- Inventory and requisition of lightering equipment

- Maintenance and updating of Lightering manual
- Company Security Officer (CSO)

Minimum requirements:

- Master Mariner
- Minimum of 5 years of management experience
- Negotiating Skills
- Strong written communication skills
- General computer proficiency and working knowledge in MS Outlook, Excel, Word.
- Fluent in English (written and spoken)
- Analytical in thinking
- Organized
- STS experience required

CONTACT: Margo Terrell, EOE

Email: mterrell@eagletankers.com

(HW06-06)

Position D: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a **Technical Manager** in the Galveston, TX office of Pelican Offshore Services Company (POSC), a wholly owned subsidiary. Reporting to the President of POSC, this position will manage all the technical aspects of our fleet of offshore lightering support vessels.

Job Duties and Responsibilities:

- Serves as Technical Advisor and troubleshoots issues with the vessels
- Scheduled and unscheduled DD and responsible for DD KPI
- Prepare DD specs and quotation gathering
- Supervise DD operations
- Oil Spill Response Team 3rd Alternate QI / Alternate
- Procurement and inventory of spares and supplies
- Lube oil purchasing and analysis
- Evaluation of vessels Engineers
- Vessel Administration, COI, COD, ABS and all vessels trading documentation
- Order and coordinate inspections and maintain compliance
- Maintain technical and maintenance logs for the vessels
- Buildings maintenance at POSC

Minimum requirements:

- Degree in Marine or Mechanical Engineering or equivalent seagoing qualifications Chief Engineer's certificate of competency
- Minimum of 5 years of management experience
- Ability to create and manage budgets, maintenance and procurement plans
- Shipyard or new building project experience is a plus
- Negotiating Skills
- Strong written communication skills
- General computer proficiency and working knowledge in MS Outlook, Excel, Word.

- Fluent in English (written and spoken)
- Analytical in thinking
- Organized

CONTACT: Margo Terrell, EOE

Email: mterrell@eagletankers.com

(HW06-06)

Position E: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a **Chartering Specialist** in the Houston, TX office located in the Galleria area. Reporting to the AVP-Chartering and Fleet Programming, this position will program and Schedule the entire USG Fleet in the most effective and profitable manner, and execute all lightering COA's effectively to secure the most profitable and strategic spot lightering employment.

Job Duties and Responsibilities:

- Scheduling of the entire USG Fleet in the most effective and gainful manner while fulfilling the requirements of all existing lightering and voyage COA.
- Strategically seek, propose, negotiate and secure the best possible spot lightering employment, rates and term for all available USG Fleet.
- Effectively execute all Lightering COA's to the contractual satisfaction of all Charterers while ensuring they generate the expected return.
- Actively maintains close continuous dialogs and good business relationships with all existing and potential lightering customers.
- Tactfully maintain close and continuous dialog with competitors and when necessary, seek, propose, evaluate, negotiate and secure direct tonnage swap with them or charter-in their tonnage or out charter our Vessel to them.
- Accurately prepare all lightering Charter Party when fixing directly with Charterer/Competitor or, accurately check all lightering charter parties when fixing via broker, to ensure all rates and terms agreed are effectively and contractually documented.
- Consistently record and update lightering recap in the Advantage system and lightering statistic in the chartering share drive.

Minimum requirements:

- College degree or equivalent
- Knowledge of Commercial Ship Voyage Operations
- Knowledge of Commercial Ship Chartering
- Negotiating Skills
- Strong written communication skills
- General computer proficiency and working knowledge in MS Outlook, Excel, Word.
- Fluent in English (written and spoken)
- Analytical in thinking
- Organized
- Past experience with Crude Tankers Chartering and/or scheduling is preferred

CONTACT: Margo Terrell, EOE

Email: mterrell@eagletankers.com

(HW06-06)

Position F: Technical Coordinator

Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 32 vessels. We are seeking candidates for the rewarding position of Technical Coordinator. The ideal candidate will be a graduate of marine engineering with strong computer skills. The position involves assisting, coordinating & contributing to technical/operations tasks. General aspects of the position are, maintaining and monitoring records of surveys, repairs and maintenance for our fleet of vessels. Specific aspects of the position are, ordering services and maintaining our Job Order system, monitoring ship's performance, maintaining plans, drawings, and instruction manuals for the vessels, and performing special technical projects as assigned. Excellent pay and benefits w/full potential of personal development & promotion. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions.

(HW06-06)

Position G: PORT ENGINEER Growing International dry cargo carrier based in Westchester, NY seeking 2-3 experienced marine engineers for Port Engineer position. Responsible for vessel performance supervision worldwide, including drydocking & repairs. Must be willing to travel extensively. Qualified candidate must possess hands-on experience & at least 5 years as Port Engineer. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading PORT ENGINEER on all transmissions.

(HW05-06)

Position H: Senior Sales Executive – based Miami

We need a dynamic, keenly motivated and experienced Sales Executive based in Miami to sell our company's products and services in an assigned territory.

Your job will be to maximise sales productivity, manage weekly forward order revenue, manage monthly targets, optimise profitable business from existing accounts and expand new customer bases, and communicate regularly and effectively with the London office.

To be successful in this role, you must have a proven track record of at least 3 years in a business to business sales environment, including experience with Field Sales, and have an excellent telephone manner, the ability to communicate well at all levels together with the ability to prioritise and plan work in a well-organised manner. You must also speak fluent English. Knowledge of the shipping industry will be an advantage but is not essential.

Interested applicants should apply to patricia.finch@lrfairplay.com with their CV and covering letter stating salary expectations.

Interviews will be carried out in Miami and possibly New York and the successful applicant will be employed on a local contract. To find out more about us, visit our web-site www.lrfairplay.com.

(HW06-06)

Position L: Job Description: Assistant – Safety & Quality

The Company: OMI Marine Services LLC operates a fleet of Internationally Flagged Crude and Product Tankers and is based in

Stamford, Connecticut.

Responsibilities :

- Assist the Vice President Safety & Quality in day to day operations of Fleet.
- Coordinate with company vessels and Safety Departments located in Mumbai and Houston offices
- Coordinate with USCG and Vetting departments of Major oil companies.
- Work as team member of the Safety & Quality dept.

Qualifications:

- Bachelors Degree in Marine Transportation or similar
- Computer Literacy in Microsoft Word, Excel, Access and Powerpoint
- Good communication skills for presentations in front of audience.
- Good in logistics and inter-personal skills especially dealing with multinational ships officers

Miscellaneous: This is an entry to mid level position in the Safety & Quality Department with potential for growth to mid management level position.

The successful candidate will be a member of the Safety and Quality Team, will have good communication skills, a proactive approach to problems and be willing to take on additional responsibilities.

Job specific training will be provided

Send resume to: Attn: Safety & Quality Dept.

OMI Marine Services

Fax: 203 602 6801

Email mohanm@omicorp.com

(HW06-06)

Position M: Operations and Scheduling Manager (assistant to VP)

Fast growing marine fuel company in Western Nassau seeks a bright individual for its operations/scheduling department.

The successful candidate:

- Must learn and implement all marine operations procedures.
- Must be able to coordinate day-to-day scheduling, and fuel deliveries.
- Must ensure timely preparation of necessary paperwork and documentation.
- Must have excellent communication skills.
- Must have the ability to multi-task under pressure.
- Must act as a liaison between customer, supplier and transporter.
- Must be methodical and detail oriented.

Please submit resume and salary requirement to: pmp@plazamarinefuel.com

(HW05-06)

Position N: Warehouse Superintendent

Arrow Terminals, Inc., part of the Gearbulk Group, an international shipping and transport company, is seeking a highly motivated individual to join our Lake Charles Cargo Terminal Operations, located at the Port of Lake Charles in Lake Charles, LA. As Warehouse Superintendent, the major responsibilities will include supervising daily terminal operations, assisting in preplanning vessel discharges and preparing the terminal for vessel operations. (The terminal currently consists of 400,000 sq. ft with an additional 200,000 sq. ft. of new construction to be completed by the

end of 2006). Additional responsibilities will include coordinating training and safety programs. The successful candidate must possess excellent communication skills, be a team player and be willing to grow and develop with us. Computer literacy is required. Experience within the forest products sector, marine port operations, or ship agency is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to ard@gearbulk.com or Fax to 337-436-7648. All applications and information will be treated with the strictest confidence. (HW05-06)

Position O: Vessel Operator

Gearbulk, Inc., an international shipping and transport company located in Tampa, Florida, is seeking a suitable candidate to join our Operations Department in the capacity of vessel operator. This is a full time position reporting to the Operations Manager, and is responsible for all aspects of day to day ship operations. This includes instructing Masters, agents, stevedores and port operators and monitoring/controlling supplier performance, as well as all costs associated with the various port operations. The successful candidate must be computer literate and will be required to become proficient in the use of vessel loading programs. Although not essential, sea-going experience would be a distinct advantage. Alternatively, experience in marine port operations or ship agency work will be beneficial. The right candidate will be offered a competitive salary and benefits, commensurate with experience. Qualified candidates for the above position should send a cover letter and resume to dpk@gearbulk.com or Fax 813-830-6205. All applications and information will be treated with the strictest confidence. (HW05-06)

Position T: Operations Coordinators

Company: OMI Marine Services LLC operates a fleet of Internationally Flagged modern Crude and Product Tankers based in Stamford, Connecticut.

Position: Seeking Two Operations Coordinators. Reporting to the Operations Manager.

Responsibilities:

- Execution of spot and time charter voyages.
- Pre fixture inputs to chartering department.
- Coordination between Vessel / Customer / Third Parties / Vessel Managers.
- Post fixture inputs to Customers / Accounting / Finance.
- Review of Cargo Documents.
- Review and approval of all Port Disbursement Accounts.
- Record keeping, data updates and entries.
- Other tasks assigned by Operations Manager.

Qualifications:

- Degree from a Maritime College
- Basic Computer Literacy in Microsoft Word, Excel, Access
- Previous shore based experience or sailing experience on tankers preferred but not required

Miscellaneous: This is an entry level position in the Operations Department with potential for growth within the company.

The successful candidate will have good communication skills, a proactive approach to problem solving and be willing to take on additional responsibilities.

Contact Information:

Christian Uecker, Operations Manager

OMI Marine Services LLC

One Station Place, Stamford, CT 06902

Tel: 203-602-6815, Fax: 203-602-6801

Email: ChristianU@omicorp.com

(HW05-06)

Position Y: Marine Financial Advisor / Analyst

McQuilling Services, LLC is a business consulting enterprise formed in 1997 to provide services to clients in the oil and marine transportation industries. The primary focus of McQuilling Services, LLC is to provide commercial consulting services to clients transporting bulk commodities internationally. We do this directly or in collaboration with selected partners in the industry. We also provide support in related areas where our particular expertise brings value.

McQuilling Services is a wholly-owned subsidiary of McQuilling Brokerage partners, Inc., a major international tanker brokerage servicing clients from offices located in Garden City New York, Houston, Singapore and Caracas, Venezuela.

Job Description:

A new position in McQuilling Services for a Marine Financial Advisor / Analyst will be established located in the Garden City, New York office. This position will be filled by an individual with 1-5 years experience, marine industry exposure, financial background and writing abilities. The individual will be responsible for industry and company financial analysis; financial modeling; discounted cash flow analysis; report writing; and, presentations. Qualifications include proficiency in Excel, Word and Powerpoint and the ability to professionally represent and market the group to industry, clients and prospective clients.

This position will provide substantial support to directed research efforts as well as contributing to regular McQuilling Services publications.

Reporting:

The position reports to the Commercial Director, McQuilling Services, LLC for functional guidance, work direction, prioritizing work and all administrative and personnel issues. The position takes guidance from McQuilling Brokerage Partners management on work related issues.

Requirements:

The candidate will be:

Skilled and experienced in financial analysis and modeling and possess a working knowledge of accounting principles and GAAP; Proficient in typing and data entry; proficient in advanced word processing using Microsoft WORD (merge, tables, formatting, desktop publishing); Proficient in advanced spreadsheet design and utilization for Microsoft EXCEL workbooks (formatting, tables, formulas, graphics, macros); Proficient in creating presentation decks using Microsoft POWERPOINT. Proficient in navigating Microsoft Windows operating system and internet web

browsers/search engines to a high degree of skill and efficiency; Proficient in access and navigation of the internet, conversant in internet terms and technology; Proficient in or able to rapidly learn and comprehend tanker shipping industry markets, dynamics and terminology; Able to learn and master company proprietary software systems; Able to handle multiple tasks simultaneously in an open-office, real-time environment; Able to positively interact with co-workers, clients, vendors & suppliers; Enthusiastic, positive attitude and a willingness to learn and grow in job and company.

Benefits:

Salary will be determined based on experience and skills and competitive with industry levels. Full POS medical benefits with Empire Blue Health Plan including dental plan and term life insurance 401K Investment plan Holiday and Vacation plan

Contact::

Company: McQuilling Services LLC.

Address: 1035 Stewart Avenue, Garden City, New York 11530

E-Mail: services@mcquilling.com

Website: www.mcqservices.com

Notes: Please send resume with covering letter via E-mail. PLEASE NOTE THAT APPLICANTS WITH AUTHORIZATION TO WORK IN THE USA WILL BE CONSIDERED ONLY. (HW06-06)

Position Z: Maintenance Administrator

Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 31 vessels. We are seeking candidates for the rewarding position of Maintenance Administrator. The ideal candidate will be an experienced marine engineer with strong computer skills. Will assist in completing the implementation then work with the company and vessels' ABS Nautical System maintenance and purchasing software. The position involves monitoring vessel's maintenance, performance and repairs. Ideal candidate must be computer literate and will have strong knowledge and experience with ABS Nautical System or similar software systems or be willing to be trained. Excellent pay and benefits w/full potential of personal development & promotion. Looking for highly motivated, self-starting candidates with preferably a minimum of 5 years experience marine engineering. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading MAINTENANCE ADMINISTRATOR on all transmissions.

(HW05-06)