PRESIDENT’S NOTES

I look forward to having Admiral Greene, Superintendent of the United State Merchant Marine Academy at Kings Point, and Murray Fisher, Head of the New York Harbor School on Governor’s Island speak at our June 16th luncheon. In addition to our speakers we will recognize this year’s recipients of CMA’s scholarships. It is always an uplifting experience speaking to the students.

(Editor’s note: Additional President’s Notes can be found on our website http://www.cmaconnect.com)

Beth Wilson-Jordan

CONTENTS

President’s Notes —page 1
From the Editor —page 2
Market Commentary —page 3
Membership Notes —page 4
CMA Annual Summer Picnic & Lobster Bake – Thursday evening, July 14th, 2011 —page 4
Anyone for Tennis? – The 7th annual CMA Tennis Tournament….. —page 5
First Annual Tanker Chartering Charity Dart Tournament a Success —page 6
U.S. Tug & Barge Conference —page 7
Report From the Links…… —page 9
Factoids & Stuff —page 10
What Worries Ship Owners Today? —page 10
Fair Guide Scam Using the CMA Name – BEWARE!! —page 11
Job Mart —page 11
Our wet Spring has given us green lawns and vibrant flowers, and that is the good news. It would appear, however, that there will be only a short transition to an equatorial summer.

Last month’s luncheon speaker, Special Agent Dan Coleman of the FBI’s Joint Terrorism Task Force, expanded our understanding of the value of Maritime Domain Awareness and the part the Justice Department plays in keeping our ports safe.

When I attended the Green Shipping and Sustainable Energy Conference in Paris at the end of April we heard a lot about Marine Spatial Planning from the NGOs and others. Following the Deepwater Horizon accident Marine Spatial Planning (MSP) developments are increasingly important. The future of many offshore and maritime industries is at risk from a MSP process that is dominated by non-business interests and does not include input from responsible industry operators.

The World Ocean Council is working to correct this situation and invites CMA members to participate in the first-ever: National Business Forum on MSP (Washington DC, 13-14 July)

http://events.r20.constantcontact.com/register/event?oeidk=a07e3jb934c643c0a3d
Vice Admiral John W. Craine, Jr. USN(ret), President of the State University of New York Maritime College at Fort Schuyler will retire at the end of this month after serving more than six years during which the venerable school (establish 1874 and one of the original units of the SUNY system in 1948) was transformed. Long ignored by Albany, in the last 5-6 years the college and its campus has been the beneficiary of program and capital improvements that are the envy of much larger schools. We at CMA would like to acknowledge the leadership and stewardship of Admiral Craine and we wish him smooth seas and a following wind in his retirement. Thank you Admiral.

As you will read in this month’s issue, things are happening in our industry and not all of them are as depressing as the state of the tramp charter markets now. Ours has always been a cyclical business and we have been through bad times before. I hope to see as many of you as possible at our summer picnic next month. After all ours is still a business where personal relationships do count.

Donald B. Frost

MARKET COMMENTARY

By Donald Frost

London’s FINANCIAL TIMES (FT) ran a special report May 23, 2011 on the relationship between China and Brazil. The lead article is titled “Drawn into an ever closer embrace” and uses Vale’s first ChinaMax vessel the VALE BRASIL (about 400,000 DWT built 2011 - 362 M LOA/ 65 M Beam) as an example of the growing link between two of the most vibrant BRIC economies.

Much has been written in the maritime media about the impact of Vale’s plan to build and/or enter into contracts of affreightment involving 32 of these ships to service their iron ore sales to the Pacific Rim especially China. Concern has been expressed for the effect these ships will have on the demand and rates for the 120 vessels of 220,000+ DWT in today’s fleet, and the 65 or so on order (SSY figures less those attributable to the Vale order).

Even if Vale does not build all the ships of this size that are planned, the economies of scale of its 400,000 tonners will determine the rate to beat, and the so-called “key delivered price” for the ore (i.e. – traditionally expressed in cents per ton unit). While the Vale ships would not be able to carry all the Brazilian ore demanded on the western edge of the Pacific basin, today’s 1105 bulkers of 100-219,000 DWT, and the 454 on order, will be at a competitive disadvantage on this trade route. (*)

In my opinion Vale’s rationale for these ships is less about driving rates down, and more about controlling ore prices in the region. Vale’s strategy was to discharge these ships at an owned terminal in China from which they would supply both Chinese steel mills as well as mills in Japan, Korea, the Philippines and Malaysia. China has at least temporarily foiled Vale’s strategy by denying Vale land to build such a terminal. For now Vale has acquired some land in Malaysia as an alternative distribution point.

In the meanwhile China seems to have its own strategy for controlling ore prices. It was reported (TradeWinds May 20, 2011) that Sinopacific is planning to build a series of 600,000 DWT dry cargo vessels. If built and employed in the Brazil/China trade these mammoth ships would enjoy lower transport costs than Vale's 400,000 DWT vessels, and set the so-called “key delivered price” for iron ore from all sources, which even the much closer Australia iron ore suppliers would have trouble meeting.

My interest, however, goes beyond Brazil and its ore sales. I think the more important issue is China’s trade policy and long term plans vis a vis its over-all shipping needs. There is a precedent for this concern going back less than 15 years ago. Will China again pursue a policy meant to control, directly or indirectly, all or most of their own marine transportation?

(*)- The model for this strategy can be found in the early 1980’s when several European steel mills banded together to contract with a Norwegian ship owner to carry iron ore from Brazil to Northern Europe using a very large ore carrier named the BERGE STAHL. Built in 1986, at 364,767 DWT on a draft of 23 M, LOA 343 M/BM 65 M, it had been at it been the largest ore carrier.
MEMBERSHIP NOTES

Please welcome the following new members.

Scott Alexander, Sr. Account Mgr., Aggreko LLC, Plainview, NY
Michael Bellom, Traffic Operator, Trafigura AG, Stamford, CT
Thomas H. Blenk, Vice President, North American Bureau, ABS, New York, NY
Jason Busby, Operator, Trafigura AG, Stamford, CT
Ken Jacobi, Traffic Operator, Trafigura AG, Stamford, CT
Capt. Christopher Roberts, Manager, Hess Corporation, New York, NY
Michael L. Spease, Port Captain, Boston Line/Coast Line, Boston, MA
Seth Striar, Deals Desk Analyst, Trafigura AG, Stamford, CT
Chris Valentine, Traffic, Trafigura AG, Stamford, CT

We hope to see you at the June luncheon or the Picnic July 14th. Once again, welcome aboard.
John Kulukundis, Membership Chair

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE

THURSDAY EVENING, JULY 14TH, 2011

The always popular CMA Annual Summer Picnic will take place Thursday evening, July 14th, 2011 once again at the Stamford Yacht Club. As the lobster bake proved so popular the past three years we are planning on repeating it this year also. We will also be holding our second CMA Dart Tournament at this year’s picnic and details will follow on this fun activity.

Thursday, July 14th, 2011
5:30 pm-9:00 pm
Stamford Yacht Club
97 Ocean Drive West
Stamford, CT
http://www.stamfordyc.com (for directions)

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

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To find out more about relocating to Ireland contact:

IMDO US Agents -
Polaris Consulting LLC
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Wilton, CT 06897 USA
tel: +1 203 865 1365
e-mail: usa@imdo.ie

Irish Maritime Development Office
80 Harcourt Street
Dublin 2, Ireland
tel: +353 1 476 6500
e-mail: business@imdo.ie

WWW.IMDO.IE
For Non-Members the cost will be $125 per person, which will include a one-year membership to the CMA.

The fee includes - 3.5 hours of open bar of Heineken, domestic draft beer, house wine, juice and soda and a Picnic Menu of:
Domestic Cheeses & Grapes w/ Assorted Crackers - Fresh Crudite with Dips - Chips & Salsa – New England Clam Chowder – Steamers w/ Drawn Butter - Fresh Garden Salad w/ Assorted Dressings - Cole Slaw - Potato Salad - Pasta Salad - Grilled Vegetable Platter - 1.25lb Lobster per guest - Fried Chicken - BBQ Ribs - Corn on the Cob - Steamed Red Potatoes – Cookies - Brownies - Fresh Fruit Platter - Iced Tea - Pink Lemonade – Coffee & Tea

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

Checks payable to: "CMA" and mailed to:
Lorraine Parsons
Connecticut Maritime Association
One Stamford Landing, Suite 214
62 Southfield Avenue, Stamford, CT 06902

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

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 14th.

**ANYONE FOR TENNIS?**

**THE 7TH ANNUAL CMA TENNIS TOURNAMENT…..**

Once again it’s time to think of tennis, as we reprise our very successful CMA Tennis Tournament.

The Seventh annual CMA Tennis Tournament will take place on Friday, July 29th, 2011 at Sterling Farms in Stamford (1349 Newfield Avenue).

As in the past, teams will be doubles teams, mixed doubles teams if you like. Past Champions are planning on returning, so should once again be a day of fun, camaraderie and great tennis.
The cost for the player package remains at $125 per person and includes a light breakfast and our famous Greek Taverna lunch and much more. Play will commence at 8:30 am.

Advance team registration is required and pre-payment appreciated, although also accepted on the day, so please let me know if you would like to sign-up for this year’s event by calling me at +1.203.406.0109 Ext 3717 or by email by reply or to: conferences@cmaconnect.com

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

For payments: Make checks payable to “CMA” and mail to:
Lorraine Parsons
Event Director
Connecticut Maritime Association, Inc.
One Stamford Landing, Suite 214
62 Southfield Avenue
Stamford, CT 06902

For payment by Visa, MasterCard or American Express, please call me with card details.

We hope to see you on July 29th for another great day of tennis. Let the games begin…..

Best wishes, Lorraine

Lorraine Parsons, Event Director, CMA

**FIRST ANNUAL TANKER CHARTERING CHARITY DART TOURNAMENT A SUCCESS**

On April 13, 2011 the First Annual Tanker Chartering Charity Dart Tournament was held at Tiernan's Restaurant and Pub in Stamford, CT. The field of teams included twelve local Connecticut and New York shops and their entry fees were donated in entirety to O.P.I.N. (Outreach to Pets in Need). The tournament raised close to 4K for the Stamford based charity. Heidmar, Morgan Stanley, ST Shipping, JP Morgan, True North, Maersk Broker, Poten, Odin Marine, SSY Tankers NY, MJLF, Weber and Dietze all
fielded teams and the competition was fierce. The tournament ended dramatically as Dietze faced ST Shipping in a true dog-fight with ST Shipping prevailing and taking home the “Top Dog” trophy. Tournament organizer and avid dart enthusiast Ken Rodin, VP of Chartering at Sanko NY, was overwhelmed with the response to this tournament and is looking forward to an even larger pool of competitors next year. “It was a great opportunity to bring our shipping community together and I thank everyone for their sportsmanship as well as their contributions” said Ken.

Pictured above is the first place “Top Dog” team of ST Shipping’s Ken Backes and Marcus Souza, Sanko’s Ken Rodin and ST Shipping’s Steve Zogby and Eric Haughn.

Pictured: Runners up team of Dietze’s Dave McCann, Matt O’Gorman, J.R. Gardner and Mike Jedlicka

U.S. TUG & BARGE CONFERENCE

By Don Frost

Marine Log Magazine ran their annual Tug & Barge event in Stamford, CT May 10-11, 2011. This year it featured a panel that discussed the pros and cons of the 1920 Merchant Marine Act, part of which is known as the Jones Act. The stage was set when the Congressional Research Service’s report of January 14, 2011 told Congress that the Jones Act is a barrier to America’s Marine Highway program.

The 90 year old law has always been controversial in American politics. Somehow the trump card in maintaining the status quo remains national defense and the importance of maintaining an industrial base in the US. However, while the ships must be US built and owned, US ship yards may be foreign owned - as many are. One of the May 10th panelists, Robert Kunkel of Norwalk, CT and technical adviser to Coastal Connect Inc. described a compromise that could bring the US flag shipping into the 21st Century while avoiding wholesale changes in the law.

The following comments are excerpts from Mr. Kunkel’s presentation

The New York Times (Offshore Wind Power Line Wins Backing – October 12, 2010) outlined details of Google’s investment in a “superhighway for clean energy” located on the mid-Atlantic coast. The project dubbed the ‘Atlantic Wind Connection’ will be capable of supplying electrical power from offshore wind farms to approximately 1.9 million homes along the Eastern seaboard. We believe this will also help to rebuild U.S. ports and redefine the term “infrastructure”. If we are correct, America’s new energy epicenter may well be the mid-Atlantic and northeast Atlantic coasts. The maritime component of this new energy will help to create new clean energy jobs and a revitalized coastal shipping industry.

Based on the many NIMBY disputes on land, placing industry where it cannot be seen or heard seems to be the public’s path to embracing renewable energy technologies. Unfortunately the effect is to gentrify our coasts with the consequent loss of working waterfronts. Once industrial land and port access is lost it cannot be recovered and America needs that working waterfront to develop the coastal connection to new energy.
In August of 2012 North America will be required to meet transportation emissions standards that have been in force in northern Europe since 2005. Europe is using LNG as a marine fuel to meet these emissions requirements. It is our opinion that North America must now make the same decision.

Offshore wind energy has similar maritime component problems. The construction and operation of an offshore wind facility requires specialized ships called turbine installation vessels (TIVs). These are very sophisticated vessels that employ large crews and require substantial shoreside services. Unfortunately, there are none of these specialized vessels under U.S. flag. By law they must be registered under the U.S. flag if they are going to go from U.S. ports to the offshore site and back.

Not only do we lack the technologies and experience to build TIVs in the U.S., the cost of construction here is prohibitive. As a result, wind energy per kilowatt-hour costs will make the offshore wind industry in this country uncompetitive and unable to create jobs ashore, for U.S. seafarers and those who service these ships and facilities. There are those that will argue this point. However, we believe it is time to determine what our shipbuilding market SHOULD be and where our U.S ports can look for growth.

This is where Coastal Connect’s opinion differs from other U.S. operators. Our discussions with the offshore wind developers have determined that new smaller maintenance vessels will be required at the offshore sites on a daily basis. These vessels can be built in second tier U.S. shipyards at competitive prices. However, in order for the actual construction projects to materialize the wind farms must be built efficiently and that efficiency is dependent upon European TIV technology. The investment in one modern installation ship will lead to the construction of many smaller sized repair and maintenance vessels. The availability of this tonnage will also assist the development of a US manufacturing base of offshore modules involving a significant number of well paid shore side jobs.

If we are serious about establishing a viable short sea shipping (a.k.a. marine highway) industry, then we need to follow a creative path to jump start these industries. Coastal Connect believes a “pilot program” developed under existing law to permit the construction of TIV vessels and modern LNG-powered RoRo’s in foreign yards and then registered under the U.S. flag is needed. The ships would employ hundreds of seamen and create thousands of jobs within our ports. The pilot program would last for just so
long as it takes for the technology to be shared with U.S. shipyards, and for the U.S. construction costs to be reduced through competitive market forces. Many describe the initiative as a “sunset waiver”

Without such a pilot program, the growth of the offshore wind industry in the U.S. will languish as the kilowatt-hour costs will not be competitive with existing power plants, and short sea shipping will remain a dream as our highways become more and more congested. And worst of all, the much needed jobs we see available in this maritime component will not be created.

Mr. Kunkel served as the Federal Chairman of the Short Sea Shipping Cooperative Program under the Maritime Administration and U.S. Department of Transportation from 2003 until 2008. He is a past Vice President of the Connecticut Maritime Association, a contributing writer for Marine Money Magazine and the Technical Manager for Coastal Connect (www.coastal-connect.com) a U.S. company actively developing the maritime component of short sea shipping and offshore wind along the coasts of United States.

The CMA Spring Golf Outing held on Monday, May 16th at Sterling Farms Golf Course in Stamford was held later this year to try to see better weather, but wouldn’t you know we have had far better luck in April! In any case, our hardy golfers all appeared to take it in stride and carried on. Thank you everyone for persevering!

120 happy golfers turned out for a great day of camaraderie and excellent golfing, followed by dinner which was moved inside to The Royal Green Restaurant, which actually may become a staple, and much prize-giving.

This year we again played “simple scramble/best ball” format and offered a trophy to the Champions, “The Graydon Michael Webster Cup”.

The three top placed teams, with a new winning team this year, were:

Third Place: Freight Investor Services USA (led by Martin Vera)
Second Place: First International Corporation & Lloyd’s Register (led by Paul Slater and Ed Waryas)
First Place: The Cutler & Andrews Financial Group (led by James Parker and with Jason Andrews, Sean Sullivan and Brandon Zane)

Congratulations to James, Jason, Sean and Brandon on producing an amazing score of 58. Congratulations, enjoy your one-year stewardship of the trophy and we look forward to your defense of it next year! You have always been so close and this year was your year!

Thank you to all our golfers and dinner guests.

Thank you to our generous hole sponsors:
Burke & Parsons
Freight Investor Services USA
Heidenreich Innovations, LLC
Marine Money International
McAllister Towing & Transportation, Inc.
Moran Shipping Agencies
MTI Network (USA) Inc.
Moran Shipping Agencies, Inc.
Randive, Inc.
Statoil
U-SEA Bulk (USA) Inc.

At the Hole-In-One competition at Hole 5, nobody won the $10,000 vacation, but there is always next year! Janet Duffy was closest to the pin at 44ft.

A big thank you for the very popular sponsorship, courtesy of Johnny Kulukundis, the beverage cart and, of course, to Kurt Erlandson and Randive, for their sponsorship of the golf balls once again this year.

Thank you to Julia, Cari and Elisa for helping with the hole-in-one watch and a final thank you to The Royal Green, who did such a fine job catering the event for us. Thank you Maria and Pete!

See you on the green next year!
FACTOIDS & STUFF

By Don Frost

Belgian logistics company, Katoen Natie NV purchased a former Ford Motor Company assembly plant in Hampton Roads to process billions of nurdles. Nurdles, pre-production plastic pellets, are basic materials from which plastic products are made. (You can't find info like this anywhere else so just enjoy the new vocabulary.)

The IRS published Modifications to Treatment of Aircraft and Vessel Leasing Agreements in the Federal Register 26 CFR Part 1 Vol. 76 No 88 26178 May 6, 2011. Section 954 should be read.

The Dept of Homeland Security (DHS) is finalizing a strategy for securing international supply chains. It should be ready for publishing this summer. The 14 month effort, involving the entire government, was meant to meet a 2006 Congressional mandate to develop a global supply chain strategy. From the announcement it sounds like DHS took up where the 1999 MTS report and its follow-up report left off.

On April 25th The NY Times ran an OpEd piece on ship registries (flags) by Rose George which revisits the age old discussion of flags of necessity/flags of convenience. The authoress is writing a book about merchant shipping. In this article she focused on the humanistic aspects of this debate that often get lost in the economic facts of the global shipping industry. The article discloses the name of Rose George's earlier best seller “The Big Necessity: The Unmentionable World of Human Waste and Why It Matters.”

The May rains made the NY Times May 29th write up of an ARK built in Holland to the exact specifications of the Bible (300 cubits long or 450 feet; 30 cubits high or about three stories; 50 cubits wide or 75 ft beam) seem like a do-it-yourself necessity and not a quirky little news article. The accompanying photos and discussion of getting it classed resonated in today's world. Unlike Noah the builder had to conform to Dutch fire safety standards. To do so, he installed a special anchor that qualified the 2,970 ton ark as a building. It will undoubtedly meet IMO's EEDI and surpass its emissions standards. I wonder where it will be flagged?

WHAT WORRIES SHIP OWNERS TODAY?

By Donald B. Frost

To be kept in mind regardless of today’s freight market:
• 90+% of world trade moves by sea. As a percentage it is likely to stay the same and even increase.
• The three fundamental drivers of the global economy that form the backbone of shipping:
  - Energy - No matter the form, some will have to move by sea.
  - Population growth - more people, higher dietary demands and climate change all dictate increases in seaborne commerce that involve more ton-miles.
  - Job creation – “inshoring” will grow but trade and globalization are not dead.

Issues of immediate concern to ship owners
• Oversupply of ships
• Debt
• Survival

Operational issues both short and longer term
• Labor – cost and availability
• Emissions – air and water
• Fuel – availability of fuels that meet new standards and price
• Environmental implementation dates ESPECIALLY the dates by which ships built and/or on order BEFORE the implementation date(s) must retrofit/comply.
• Green recycling – (1) Effective date (b) if and/or when the rules apply to older ships and under what conditions

Near to medium term economic concerns
• Banking reform – Basel III, mark to market, accounting rules, rising interest rates
• Global economic growth – not just sustainability. The oversupply of tonnage can only be addressed by a combination of faster than average growth in demand and scrapping of older vessels. Since the average age of big ships is so young, scrapping will mainly benefit the smaller sizes of bulkers and some types of tankers.
• Commodity prices – arguably arbiters of demand growth
• Emissions implementation and refit compliance dates (see above) also can create “stranded assets” vis a vis second hand sales values
• What will happen with shipyards? – will host nations subsidize prices and financing (some say, continue) to keep their labor working and thus prolong the oversupply and depressed down cycle?
• Will Wall Street abandon shipping?
A word of warning that it has come to our attention again that a company out of Bratislava, Slovakia this time, FAIR GUIDE, is once again mailing/faxing companies that have participated in our CMA Shipping show referring to an entry relating to the CMA SHIPPING CONFERENCE AND EXHIBITION and inviting addressees to submit listing information and involves signing a page that can unwittingly, if not read closely, subject you to a fee of thousands of Euros per year for three years! This is totally bogus, has nothing to do with the CMA and is not authorized. We have sent them cease and desist letters, but they continue to target our good name. If you receive anything that you are not sure about, please don’t hesitate to contact me for verification and if you are participating in the show, what we send out regarding listings makes it very clear that it is from us and is FREE OF CHARGE!

Thank you, Lorraine
Lorraine Parsons. Event Director, CMA
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

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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:** Massachusetts Maritime Academy has excellent graduates and interns who need your support.
If your organization is interested in a job candidate or student intern, the International Maritime Business Program at Massachusetts Maritime Academy has graduates and students that might suit your needs very well. These students understand the intricacies of international maritime business and are proud representatives of a disciplined, regimented maritime education. They take courses in in Finance, Accounting, marketing, Economics, Admiralty Law, Chartering & Brokerage, E-Commerce, Logistics/Supply Chain Management, Marine Insurance, to name a few. The internship periods are July-August and January-February.
If you have an opening or an interest in obtaining additional information on this program, please contact the Department Chair, Dr. Bani Ghosh at bgghosh@maritime.edu at your convenience

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**Candidate 2:** Seeking an opportunity in Finance in the Maritime or Energy sector.
Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.
Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT Sloan School of Management.
I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers--seeking to add value in any way possible.
I would welcome any opportunity to discuss my experience and qualifications.
Cell: 267.446.9628, E-Mail: 89targa@gmail.com
**Candidate 3:** Experienced Senior Financial Data Analyst  
Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimensional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.  
* 13 years as a Financial and Senior Financial Analyst for IBM  
* A fundamental understanding of data acquisition, interpretation and modeling  
* Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach  
* A unique ability to spot trends and patterns that other analysts might not see  
* Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments  
Contact: Marilyn Wentworth-Hanson  
Telephone: 914 669 4614  
E-Mail: mwentworthhanson@gmail.com  

**Candidate 4:** Experienced Maritime Industry Finance Professional  
Finance professional with extensive exposure to maritime operations with a Global 500 shipping group relocating to Connecticut. My comfort zone is wide where I fit financial and strategic functions but also have an interest in expanding my commercial knowledge by moving into chartering and operations roles.  
**Background Qualifications**  
- Exposure to Liner, Spot (dry cargo, projects and tanker), and US Government (MSC) markets  
- Responsible for all vessel purchase and charter analyses  
- Two years experience in Dubai monitoring liner performance for the Middle East and Central Asia  
- Familiar with US tonnage tax and have corporate training in admiralty law (COGSA, Hague/Visby, etc.)  
- US Citizen with active DoD Secret Clearance  
- Japanese language ability and academic background in Quantitative Finance  
Resume and references are available upon request.  
Contact: Charlie Aleman  
Telephone: 757-472-5120  
E-Mail: HCAleman@gmail.com  

**Candidate 5:** Maritime Law graduate seeking an working opportunity in maritime industry  
As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective communication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.  
Education: LL.M. in Admiralty and Maritime Law, Tulane University Law School, New Orleans  
LL.B. in Commercial Law, Dalian University Law School, Dalian, China  
Bar Admission: New York State bar exam results pending  
Experience: Assisted in different aspects of court proceeding and pretrial conferences  
Language Skills: English and Mandarin Chinese  
English-Chinese and Chinese-English Interpreter for various international business meetings.  
Contact: Yumin Zhao  
Cell: 504-717-3113  
E-Mail: yzhao0930@gmail.com  

**HELP WANTED**

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

**Position A: Accounting Professional**  
Diamond S Management LLC (DSM), a wholly owned subsidiary of DSS Holdings LP, is responsible for providing services including commercial, financial and technical management for assets owned by DSS Holdings LP. DSM is a growing organization and seeks to employ the following staff in Operations Department for their offices located in Greenwich, Connecticut:  
**Accounting Professional: Position Details**

1. Reporting packages to management; monthly, quarterly and annually.  
2. Oversee Audit Process.  
3. Prepare Audit Reports.  
4. Liaise closely with all internal departments (Chartering and Operations).  
5. Prepare high level and non-recurring type accounting entries.  
6. Supervise the general ledger group to ensure all financial reporting deadlines are met review monthly accounting activity; journal entries and support schedules.  
7. Prepare quarterly requirements for banks.  
8. Monitor and research and changes relating to accounting rules and requirements for implementation.  
9. Special projects as assigned by the CFO.  
**Qualifications and Requirements:**

1. Certified Public Accountant  
2. Minimum 5 years of experience combined in a Public Accounting Firm and Private Company, preferably for a Tanker Owner / Operator is required.  
3. SEC experience is required.  
4. Must possess and demonstrate strong decision making skills.
5. Must possess and demonstrate ability to work as a team with strong interpersonal and communication skills.
6. Proficient in Microsoft Office.
Submit resumes in confidence to: Ginny Chang, CFO
Email: gchang@diamondsshipping.com. (HW06-11)

Position B: Voyage/Time Charter Accountant
Diamond S Management LLC (DSM), a wholly owned subsidiary of DSS Holdings LP, is responsible for providing services including commercial, financial and technical management for assets owned by DSS Holdings LP. DSM is a growing organization and seeks to employ the following staff in Operations Department for their offices located in Greenwich, Connecticut:

Voyage/Time Charter Accountant: Job Descriptions
1. Generate and post Spot Voyage/Time Charter related invoices.
2. Ensure Bunker Procurement entries are booked and paid in the timely manner and perform monthly bunker inventory Reconciliations
3. Ensure accuracy of Port Disbursement accounts in a shipping ERP system and ensure timely prefunding of agents/Hub Agents.
4. Liaise closely with internal departments (Chartering, Operations, Post-Fixture, Cash) to ensure all the voyage/vessel related transactions are booked correctly.
5. Monthly accruals and account reconciliations.
6. Perform detail TCE Analysis and report events with significant financial impact when information is available.
7. Special projects/tasks as assigned by the Manager.

Qualifications and Requirements:
1. BA/BS in Business with an emphasis in Accounting preferred.
2. Minimum 2 years shipping accounting experience preferred but not a must.
3. Must be PC proficient and able to thrive in a fast-pace setting
4. Experience with an ERP system and proficient in Microsoft Office.
5. Must possess and demonstrate ability to work as a team with strong interpersonal and communication skills.
Submit resumes in confidence to: Ginny Chang, Accounting Manager
Email: gchang@diamondsshipping.com (HW06-11)

Position C: Operations Manager
Diamond S Management LLC (DSM), a wholly owned subsidiary of DSS Holdings LP, is responsible for providing services including commercial, financial and technical management for assets owned by DSS Holdings LP. DSM is a growing organization and seeks to employ the following staff in Operations Department for their offices located in Greenwich, Connecticut:

Operations Manager
1. Manage Commercial Vessel Operations (Time chartered and Spot) for DSM fleet.
2. Oversee procurement of Port services and Bunkers
3. Manage a team of Voyage Managers responsible for day-to-day handling of Commercial Vessel Operations.
4. Liaise closely with all internal (Chartering, Post Fixture, Voyage Accounts) and external (Charterers, Brokers and Technical Managers) constituents for optimization of DSM fleet.
5. Practice and implement DSM's approved Safety and Risk management policies, processes and procedures.
7. Reporting all potential claims to management and working closely with Insurance/P&I to mitigate financial exposure for DSM fleet.
8. Provide inputs to the Operations and Post Fixture department for assisting in Time CP and Spot fixture disputes
9. Other tasks as assigned by VP Operations.

Qualifications and Requirements:
1. Minimum 5 years experience in Chartering and/or Commercial Operations department of a Tanker Owner / Operator is required.
2. Minimum 3 years seagoing experience is required.
3. Must possess and demonstrate strong decision making skills.
4. Must be willing to travel and/or work odd hours or on weekends as this job entails handling vessel’s trading worldwide.
5. Must possess and demonstrate ability to work as a team with strong interpersonal and communication skills.
6. Proficient in Microsoft Office.
Contact: Jasneet Manaise, VP Operations
Company: Diamond S Management LLC
E-Mail: Jmanaise@diamondsshipping.com (HW06-11)

Position E: Vessel Operator in the Houston, Texas
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, Malaysia, India and Singapore. AET currently has an opening for a Vessel Operator in the Houston, Texas office located in the Galleria area. Reporting to the AVP of Operations, this position will be responsible for providing proper and timely conveyance of voyage instructions, including pertinent details from the governing charter party and other information applicable for a particular voyage in line with company policies. This position will also liaise and partner with chartering, ship management, shipboard staff, customers and outside vendors including port agents, terminals, ship managers and authorities, maintain vessel status in IMOS to support accurate invoicing, cost containment and management reporting, monitor and track operations performance coordinating with ship managers.

Job Duties and Responsibilities:
• Ensure compliance with voyage orders for a safe and efficient vessel turnaround
• Minimize voyage operating costs against voyage estimates to maximize profit / returns
• Optimize lifting capability of ships to maximize returns
• Ensure optimum service level can be rendered by establishing relationship with various industry players and customers i.e. brokers, terminal representatives, agents, Charterers, etc
• Monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner
• Ensure Port Logs and SOFs are uploaded from ships and promptly input into so they are available to Post Fixtures in a timely manner
• Ensure vessel operations meet all local and international regulations

Minimum requirements:
Education: High School Diploma or GED required. Bachelor’s degree preferred. Any licenses or certifications relating to Marine Transportation and/or Tankers Operations will be considered.

Experience Required: At least 2 years experience in commercial marine operations

Knowledge: Demonstrated knowledge of shipping industry in the areas of contract management and vessel operations.

Competencies: Good communication skills and ability to work collaboratively within a team environment. Good organizational skills and ability to work independently with minimum supervision. A relationship builder, capable of multitasking, who is action oriented, verbally articulate and detail focused. Travel to vessels may be required from time to time and candidate holds, or is willing to obtain, a Transportation Workers Identification Credential (TWIC) and a valid Driver’s License.

EOE

Contact: Margo Terrell
Company: AET, Inc Limited
E-Mail: recruit-us@aet-tankers.com

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Position G: Voyage Manager
Diamond S Management LLC (DSM), a wholly owned subsidiary of DSS Holdings LP, is responsible for providing services including commercial, financial and technical management for assets owned by DSS Holdings LP.

DSM is a growing organization and seeks to employ the following staff in Operations Department for their offices located in Greenwich, Connecticut:

Voyage Manager
1. Manage all assigned DSM vessel’s operating in the Time Chartered or Spot market.
2. Procure Bunkers and Port services for the assigned vessel’s.
3. Plan and execute voyages in keeping with DSM’s approved Safety and Risk management policies, processes/procedures.
4. Liaise closely with all internal (Chartering, Post Fixture, Voyage Accounts) and external (Charterers, Brokers and Technical Managers) constituents for:
   • Vessel/voyage optimization
   • Deciding optimal service speed based on prevailing market conditions
   • Checking cargo loadables
   • Running bunker optimization
   • Making all parties aware about vessel/voyage restrictions, as/if applicable
   • Reviewing Charterers voyage orders before issuing instructions to vessel’s
   • Liasing with port agents for vessel turnaround
5. Prepare Freight and Charter Hire invoices for assigned vessel’s.
6. Review and approve all Port Disbursement Accounts for assigned vessel’s.
7. Review and approve Bunker invoices for assigned vessel’s.
8. Prepare and report off-hire claims.
10. Ensure compliance with local and international regulations.
11. Other tasks as assigned by the Operations Manager.

Qualifications and Requirements:
1. Minimum 2 years experience in Chartering and/or Commercial Operations department of a Tanker Owner / Operator is required.
2. Some seagoing experience is preferred.
3. Must possess and demonstrate strong decision making skills.
4. Must be willing to travel and/or work odd hours or on weekends as this job entails handling vessel’s trading worldwide.
5. Must possess and demonstrate ability to work as a team with strong interpersonal and communication skills.
6. Proficient in Microsoft Office.

Contact: Jasneet Manaise, VP Operations
Company: Diamond S Management LLC
E-Mail: Jmanaise@diamondssshipping.com

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Position J: Operations Manager
Eitzen Chemical - New team members in Westport, CT
Eitzen Chemical is an international stock listed shipping company. We control and manage a fleet of about 84 chemical tankers. We have 1580 seafarers and 100 shore-based employees with offices in Norway, Denmark, USA, Spain and Singapore. For more information about our company visit www.eitzen-chemical.com.

Operations Manager

Ideally, you have a Martime Academy/Shipping degree and 2 to 5 years of shoreside commercial ship operations experience in the chemical tanker market. As a person, you are friendly, team-oriented and you enjoy working in a fast-paced environment, operating vessels world-wide.

We offer ...

Challenging tasks in a dynamic and highly motivating environment.

We work in an open environment and encourage innovative thinking, initiative, commitment, respect and a good sense of humour.

We offer an attractive package with benefits to the right candidate.

Contact us for further information
Per Tyrsted, Vice President, Copenhagen +45 3035 8221
Malene Hald Pedersen, Head of HR: +45 3054 4674
Company: Eitzen Chemical
E-Mail: job@eitzen-chemical.com

Notes: Send your CV

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Position K: Senior Demurrage Analyst - 110099
Tesoro Corporation, headquartered in San Antonio, Texas, is a Fortune 150 and Global 500 company with approximately 6,000 employees. As a leading independent refiner and marketer of petroleum products we oper-
Position L: Business Analyst - Energy Solutions

The functions, duties and responsibilities for this position are related to our Commodity and Energy products supporting the Power, LNG, Natural Gas and Crude market from Production to Trading, Risk and Logistics. Individual will be responsible for the design and strategic development of one of our Energy products, analysis of Market developments, requirements, and opportunities, and support of the creation of business and design specifications. Will work closely with our internal QA, Business, and Development staff as well as with our various clients in gathering requirements, use cases, specifications, and test cases. Will support enhancement planning, knowledge transfer to local product management, business analysts and client services (standard implementations, sanity plans, etc), documentation, training, QA, Client Services, and sales.

REQUIREMENTS INCLUDE:

- Experience in energy business with exposure to Power, LNG, Natural Gas, or Crude
- Energy Trading, Logistics or Risk experience is preferred
- Experience with ETRM systems and software design is a plus
- Excellent team leading skills
- Excellent problem-solving and analysis skills
- Excellent communication (verbal and written) and presentation skills
- Bachelors degree required. Graduate or MBA a plus
- Travel will be required

Contact: Katie Quintana, Human Resources Administrative Assistant
Company: OpenLink Financial
Telephone: +1 516-394-1189, Fax: +1 516 394-1196
E-Mail: katie.quintana@olf.com
Website: www.openlink.com

Position M: Operations Manager

TBS Shipping Services Inc. is a publicly held international shipping company, based in Westchester, NY. Currently there is an opening for a Vessel Operations Manager in our NY office. This position will be responsible for providing proper and timely conveyance of voyage instructions, including pertinent details from the fixture recap/charter party and other information applicable for a particular voyage in line with company policies and practices. The position also will liaise and partner with our chartering department and our ship management company in providing support. Fleet operations include both owned tonnage and time chartered ships.

Job Duties and Responsibilities:

- Prepare and ensure compliance with voyage orders for safe and efficient voyages.
- Minimize voyage operating costs against voyage estimates.
- Work with Port Captain and Supervisors to optimize/maximize lifting capability of ships.
- Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
- Plan, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
- Ensure Port Logs and SOFs are properly prepared and maintained.
- Appoint agents and approve port disbursements and third party invoices.
- Create and distribute hire invoices and monitor payments.
- Check laytime calculations.

Key Qualifications/Requirements:

- Maritime University Graduate.
- Recognized Third Officer license or higher.
- 3 to 5 years office experience in commercial marine voyage operations.
- Demonstrated knowledge of shipping industry practices and vessel operations.
- Strong communication, analytical and computer skills required.

Contact: Ron Ramirez, Sr. Recruiter
Company: Tesoro Companies, Inc.
Telephone: (210) 626-7612
E-Mail: ronald.r.ramirez@tsocorp.com
Position N: Crane Superintendent

Vessel owner/operator looking for an in-house Crane Superintendent to inspect and service a fleet of over fifty geared general cargo and bulk vessels. Candidates must have a proven track record of a minimum of five years troubleshooting experience with Japanese manufacturers’ marine crane hydraulics/electrical service. Experience with Liebherr and Macgregor/Haggulands cranes would give a candidate an added advantage. Responsibilities include monitoring vessel crane status reports, recommending maintenance plans, training assistants, supervising repairs, preparing reports, assisting with parts and service procurement. Home base location is flexible but must be fluent in English and capable of positive interaction and training of vessel crews. We offer a competitive salary and benefits package.

Company: Roymar
Fax: (914) 793-2519, E-Mail: recruiting@roymar.com
Notes: Send salary requirements with resume with the heading CS-CMA on all transmissions.

Position O: Assistant Safety, Quality, and Environment Manager

Roymar maintains a diverse and flexible fleet of multipurpose cargo ships and bulk carriers. Roymar is based conveniently in Scarsdale, NY, and is seeking an experienced professional for the position of Assistant Safety, Quality and Environment Manager. The position involves acting as Fleet FMSO (DP) and responsible in the implementation and maintenance of the Quality/Safety/ Environmental Management System; and acting as Fleet Company Security Officer and responsible in implementation SSP/ISPS Code. Must have a Master Mariner’s experience of at least 3 years. Must be familiar with ISM Code, ISO 9001/OMS, ISO 14001/EMS & ISPS Code. Requires strong organizational/interpersonal skills and computer literacy.

Company: Roymar
Fax: (914) 793-2519, E-Mail: recruiting@roymar.com
Notes: Please send resume with the heading SQE-CMA on all transmissions.

Position P: Operations Manager

Nordic Tankers (USA) Inc. is offering a position for a knowledgeable and experienced person to handle vessel operations in our Stamford, Connecticut office. This position involves the day to day operating of 4-6 chemical tankers.

Background

Nordic Tankers (USA) Inc., is a division of the Nordic Tankers A/S, located in Stamford, CT. The Stamford office operates a fleet of approximately 30 chemical tankers ranging from 8-20,000 MT deadweight. Nordic Tankers is a Danish shipping company listed on the OMX Nordic Exchange and headquartered in Copenhagen. Nordic Tankers owns, wholly or in part, 15 tankers and operates about 55 chemical tankers. The chemical tankers are in the range of 3,500-20,000 dwt and Nordic Tankers handles commercial operation and the major part of the technical management as well.

As Operations Manager your main tasks will be:
• Communicate with Masters, head owners, charterer’s, agents etc.
• Propose and follow up on stowage to/with the Master
• Minimize voyage operating costs against voyage estimates to maximize profit.
• Ensure vessel operations are in compliance with all charter party terms as well as local and international regulations.
• Monitor and coordinate bunker deliveries to the vessels in a cost effective manner
• Appoint agents and approve port disbursements through DA Desk
• Create and distribute freight invoices and monitor payments.
• Review and approve bills of lading.
• Calculate preliminary demurrage.
• Check and approve 3rd party invoices

Key Qualifications/Requirements:
• Maritime College Degree
• USCG Third Officer license or higher
• Three years sailing and/or office experience on chemical or Oil tankers Experience in working in a team environment.
• Good knowledge of tanker charter parties and applicable maritime laws.
• Strong communication, analytical and computer (Excel) skills required.
• Must be a U.S. citizen or equivalent

What we offer
An inspiring environment with a strong culture and good opportunities for professional and personal development. In addition, we offer a highly attractive remuneration package, 401K plan with generous employer contributions and excellent health and dental plans.

Contact: Rich Varnot
Company: Nordic Tankers (USA) Inc.
E-Mail: rjv@nordictankers.com
Website: www.nordictankers.com
Notes: For more information, interested candidates should contact