

UP COMING EVENTS

SAVE THE DATES

JUNE 2014

Thursday, June 12, 2014

CMA Education Awards Luncheon

(note earlier Thursday in the month for this one)

Keynote Speaker:

Robert P. Burke, Partner & CEO, Ridgebury Tankers and

Presentation of Annual CMA Education Awards

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

Open Bar: 12 Noon – Seating for Lunch 12:45 pm

Members \$45 / Non-Members \$50

JULY 2014

Thursday, July 17, 2014

CMA Annual Summer Picnic/Lobster Bake

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Members: \$75/ Non-Members: \$150
(includes a one year CMA Membership)

See Page 6 for more info.

Friday, July 25, 2014 (TBC)

10th Annual CMA Tennis Tournament

Play starts at 8:30 am

More info to follow – watch your email.

Venue: Sterling Farms, Stamford, CT

Player package: \$125 per person

Lunch only: \$60 per person

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

PRESIDENT'S NOTES

As a parent, I used to think that when my two boys got older, the normal parenting problems would diminish in size and importance as the kids developed and matured....now, with two teenagers I can definitely say that this is not the case, the issues grow in size, importance and complexity, and I am sure that most parents would agree with me.

Thinking about these private developments led me to compare them with the way in which my own particular area of the Maritime Industry. Bunkering, has changed so much since I started in London in 1985.

CONTENTS

President's Notes	—page 1
From the Editor	—page 3
Membership Notes	—page 4
Report From the Links.....	—page 4
Scenes from the CMA Spring Golf Outing	—page 5
CMA Annual Summer Picnic & Lobster Bake – Thursday evening, July 17th, 2014	—page 6
CMA 30th Anniversary Celebration – we need your help!	—page 6
SHIPPINGinsight Returns to Stamford Sept. 30 to Oct. 2 – Special Discount for CMA Members	—page 7
The Fall of U.S. Shipping – Is there a Solution?	—page 8
My Life in the Royal Navy – 1899-1947 A Sailor's Story – Part 11	—page 9
Job Mart	—page 10

CMA INFORMATION

OFFICERS

PRESIDENT

Ian Workman
P: (203) 863-0001
Email:
iworkman@wfscorp.com

VICE PRESIDENT

Tony Backos
P: (646) 361-4061
Email:
abackos@pyxis.gr

SECRETARY

Jasmine Alvarado
P: (203) 832-0174
Email:
summer.jass@hotmail.com

TREASURER

Nick Sofos
P: (203) 543-9104
Email:
nick@grtotonpacific.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Brian Robinson
P: (203) 524-7670
Email:
brianrobinson@gmail.com

PLANNING & ADMIN

Larry Liu
P: (201) 887-0498
Email:
captlarryliu@gmail.com

SOCIAL

Ryan Jurewicz
P: (203) 893-5489
Email:
ryan@uniam.net

COMMUNICATION

Nora Huvane
P: (203) 260-7004
Email:
nora.huvane@gmail.com

EDUCATION

Joe Gross
Email:
jgross@cma-edu.org

MEMBERSHIP LIAISON

Kim Edwards
P: (203) 548-7444
F: (866) 548-7720
Email:
cmamembership@gmail.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 Koellmer
Email: conferences@cmaconnect.com

EVENTS & WEB: Lorraine Parsons / Anne Gumpel
Email: conferences@cmaconnect.com

Back then the main standard specifications revolved (mainly) around "British Standards" and "CIMAC", there were fewer suppliers, the crude oil was not being cracked down to the nth degree, the derivative markets had not yet developed and communications by email were just starting (although I can still remember the chatter of the telex machine behind me) and I am sure that I have left out a bunch of other items, but you get the idea. They appear to have been simpler times and the problems do not seem to have been so complicated.

Since then our Bunker Industry has been developing and maturing in a lot of different ways. At the well attended CMA lunch on Thursday 29th May, Stephen Gumpel of ABS gave a great presentation about the current and upcoming difficulties, pointing out that there remain a number of gray areas which may only be subject to local influence and other issues.

The possible solutions and effect of these restrictions will probably only become apparent once the market adapts to the upcoming regulations, the most pressing of which is the ECA (Emissions Control Area) max sulfur limit of 0.1 pct coming into effect on January 1st 2015.

This is something that everyone should watch closely because, with the replacing of the LSFO (Low Sulfur Fuel Oil) requirement at the end of 2014, with the max 0.1 pct sulfur limit in January 2015, there is no doubt that suppliers will probably move quite early to run down their supply of LSFO, and replace it with the much more expensive 0.1pct product which, it currently seems, will be an LSMGO (Low Sulfur Marine Gas Oil).

No supplier will want to be caught with a tank full of a redundant LSFO product which they would probably have to downgrade to an HSFO in order to sell.

Grey areas, market uncertainties, is there going to be enough 0.1 pct product available for the increased demand? No-one knows for sure. As you can see the difficulties are more complicated and just as important as they ever were, and the 0.05% standard for 2020 is still on the table at IMO.

Caveat emptor.
Ian Workman

FROM THE EDITOR

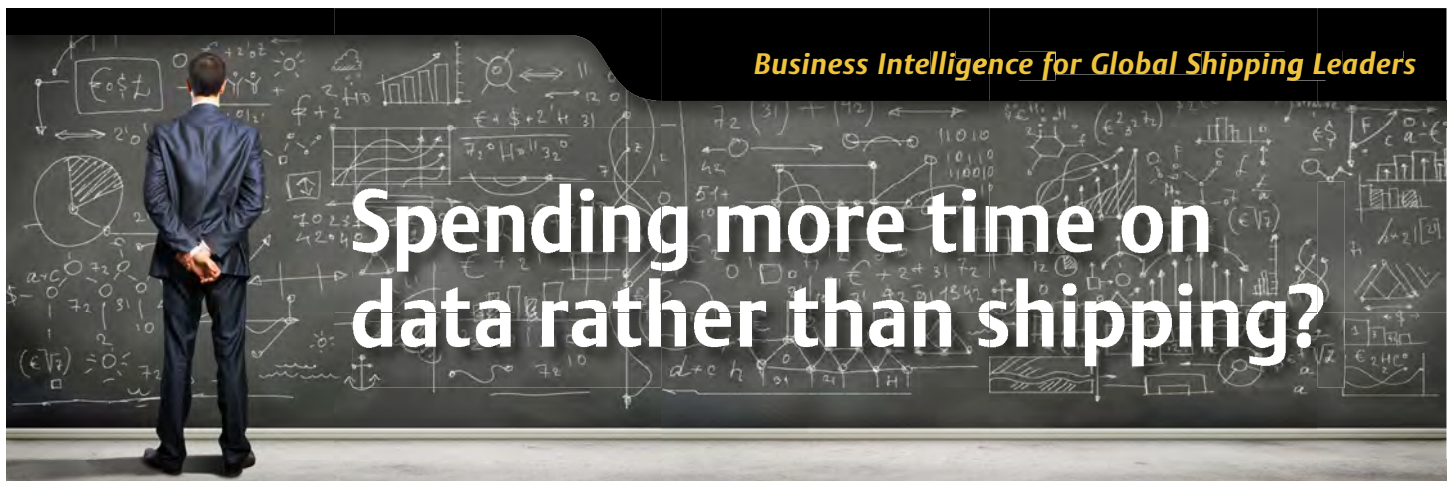
Our May 29th luncheon drew almost 90 members and guests. The popularity of the event was undoubtedly attributable to our speaker, Stephen Gumpel, Vice President, Eastern Region, ABS, and his topic, "Achieving ECA Compliance Through Best Fuel Management Practices". In short this was about LNG as a future fuel choice. Judging from the barrage of questions I'd say Stephen's presentation was successful. Members who would like to receive a pdf copy of the presentation and/or share questions or comments on the presentation are encouraged to contact Steve at sgumpel@eagle.org.

Due to the number of events going on in June, especially the 27th Edition of Marine Money Week (again at The Pierre Hotel) June 17-18-19th, the CMA June "Education" luncheon will be a bit early. Join us June 12th to hear Bob Burke, CEO of Ridgebury Tankers of Westport and meet some of the students who have received the CMA Education Foundation's scholarships in 2014.

Last month's article "The Fall of U.S. International Shipping 1960-1990" (pages 8-12) was very well received. Over the years we have presented excellent articles on many shipping subjects but, just as in the public press, we seldom get any feed-back. As the author I was very pleased with the many favorable comments on the article. Thank you to everyone who e-mailed, called or spoke to me in person. A summary of the comments I have received: "Good paper", "Excellent refresher", "Impressed with the research that went into it", "Did you really write that?", "So what do we do about all this?"

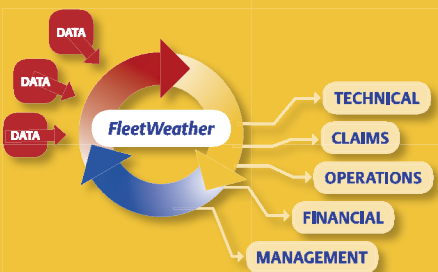
My reply to the last question is "say something". You would be amazed at how many members of Congress are unaware of the consequences of their predecessors' actions during the last century. A short follow-up piece appears elsewhere in this issue... I'd appreciate your comments.

Just a reminder to those firms who would like to take a summer intern: We have resumes from many interesting and interested students. Contact Joe Gross if you would like to know more.



Business Intelligence for Global Shipping Leaders

Spending more time on data rather than shipping?



- ▶ Eliminate guesswork with accurate and verified information
- ▶ Take advantage of forecasting, trending and "what if" analysis
- ▶ Get key performance indicators and metrics when you need them
- ▶ Save time by eliminating daily data chores for your staff
- ▶ Improve decision efficiency, reduce costs and increase profits
- ▶ Manage and take advantage of opportunities better than ever before
- ▶ Quickly adapt to changing market conditions, relationships & strategies
- ▶ Be more successful today and in the future, no matter what challenges you face

Contact us today for a **Free Trial** and **Business Intelligence Assessment**

U.S. Headquarters +1.845.226.8400 • Singapore Office +65.65497230
newbusiness@fleetweather.com • www.fleetweather.com

Ship Owners • Fleet Operators • Pool Managers • Technical & Commercial Managers • Charterers

FleetWeather

Don't forget CMA's 30th birthday party and Gala Dinner-Dance at the end of September.

HOT News Release: For dry cargo brokers and other chartering interests, the Association of Shipbrokers and Agents (ASBA) will host a seminar and cocktail reception for an ADVANCE SCREENING OF THE NEW NYPE Time Charter Form Thursday June 18th 5:30 PM at the Stamford Hilton Hotel. While the event is free you must register in advance by contacting ASBA directly.

–Don Frost

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mr. Paul-Timothy Cacicedo, SUNY Graduate Student, Wall, NJ

Mr. Chris Clark, Senior Broker, Navico Chartering Incorporated, Bellingham, WA

Ms. Jai Dave, Senior Manager, Hanwa American Corp, Fort Lee, NJ

Mr. William S. Davis, Regional Manager West Gulf, T. Parker Host, Houston, TX

Ms. Vanessa DiDomenico, Technical Coordinator, CSL International, Beverly, MA

Ms. Marisa Femenia, VP Sales & Corporate Development, LQM Petroleum Services, Inc., Wilton, CT

Mr. Harry Kegelmann, North East Acct Mgr, Wilhelmsen Ships Service, Staten Island, NY

Mr. Devon William Marcinko, Student, SUNY Maritime College, Bronx, NY

Ms. Anna Sussman, Shipping & Energy Correspondent, Reuters, New York, NY

Mr. Gregory Taylor, Ship Operator, Glencore, Ltd, Stamford, CT

Mr. Lars Westerberg, Managing Director, Wallem Americas Inc., Houston, TX

Mr. Michael Wooters, Moran Shipping Corp., Stamford, CT

Great to have you aboard. Hope to meet you soon.

Brian Robinson, Membership Chair

REPORT FROM THE LINKS.....

The CMA Spring Golf Outing was held on Monday, May 19th at Sterling Farms Golf Course in Stamford. Finally this year we enjoyed a Golf day with good weather and some sunshine!

A full-house of 144 players turned out for a great day of camaraderie and excellent golfing, followed by dinner 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 were:

Third Place : Lloyd's Register (led by Ed Waryas)

Second Place : MTI Network (led by Jim Lawrence) and featuring our 2013 CMA Commodore Peter Evensen – special mention!

First Place : The Professional Associates (led by Bob Pascarella - ex CMA Board Treasurer) and with Clem Pascarella, Timothy Galu and Chris Peck

Congratulations to Bob, Clem, Tim and Chris on producing an amazing score of 60. Enjoy your one-year stewardship of the trophy and we look forward to your defense of it next year!

Thank you to all our golfers and dinner guests.

Thank you to our generous hole sponsors:

Burke & Parsons
J. Lauritzen (USA) Inc.
Marine Money International
McAllister Towing & Transportation
Moran Shipping Agencies
MTI Network (USA)
Northern Shipping Funds
O.W. Bunker
Q88 LLC

And special thanks to Luigi Galbiati of Fratelli Cosulich / ASAMAR Inc. who sponsored the special gifts for the "Longest Drive" and "Closest to the Hole" competitions, which included lots of lovely Italian wine!

See you on the green next year!

SCENES FROM THE CMA SPRING GOLF OUTING



Happy Golfers!



Post Golf Festivities



Sponsor Luigi Galbiati (left)



Commodore Peter Evensen and fellow golfers



Post Golf Festivities



Champions! Half of the winning team – Bob and Clem Pascarella

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE –

THURSDAY EVENING, JULY 17TH, 2014

The always popular CMA Annual Summer Picnic will take place Thursday evening, July 17th, 2014 once again at the Stamford Yacht Club. As the lobster bake proved so popular the past few years we are planning on repeating it this year also.

Thursday, July 17th, 2014

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.**

For Non-Members the cost will be \$150 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 Anne at +1.203.406.0109 Ext 3725 or Lorraine at Ext 3717 to reserve.

Checks payable to: "CMA" and mail to:

Connecticut Maritime Association
One Stamford Landing, Suite 214
62 Southfield Avenue
Stamford, CT 06902

We also accept payments by Visa, MasterCard or American Express – please call 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 17th for always one of our most well attended events.

CMA 30TH ANNIVERSARY CELEBRATION –

WE NEED YOUR HELP!

The CMA is celebrating its thirty year anniversary this year. To mark the notable achievement we are hosting a grand party on Thursday evening, September 25, 2014 at Burning Tree Country Club in Greenwich to benefit the CMA Education Foundation. Our goal is to raise money to fund scholarships, internships and other educational programs.

To achieve this goal we are sponsoring a silent auction and a wine grab bag. We need your help!

For the silent auction, we are striving to obtain a wide variety of items to encourage participation by guests at all levels and are asking all of our members and supporters to assist. We are looking for vacation homes, airline tickets, restaurant certificates and tickets to sporting events and concerts, in addition to the traditional mix of home/beauty/fashion and sports memorabilia. We are also looking to offer a fabulous piece of jewelry, fur coat or painting. To make the items truly spectacular, we need your assistance in obtaining the items. Please brainstorm with your family, colleagues and friends. Consider your own opportunities for contributing to the auction. Perhaps your employer, or friend or family member has season tickets to a sporting, concert or other entertainment venue (even in cities outside the Metropolitan area that we can package together with other items) he/she might consider donating. Every time you are out for lunch or dinner mention the event and the mission of the Education Foundation to the proprietor and inquire about their participation with a gift certificate. Every time you stop in your favorite retail store, ask for a donation for the auction.

We are also hosting a wine grab bag. For a \$20 fee, a guest can randomly choose a bottle of wine that has been wrapped. The bottle could be worth \$100 or it could be

SHIPPINGINSIGHT RETURNS TO STAMFORD

**SEPT. 30 TO OCT. 2 –
SPECIAL DISCOUNT FOR CMA MEMBERS**

worth \$20 or some other value (minimum value to be \$20). To supply the wine for the grab bag we are asking Members to bring a bottle from their own collections or wine racks to CMA events between now and the event. All CMA Board Members and CMA Education Foundation Board Members will be contributing wine bottles at the Board Meetings. We would like to include some special wines in the silent auction as well so please identify your preference with the bottle donation.

We welcome your comments, suggestions and are open to discuss sponsorship opportunities. If you have any immediate ideas, wine donations or auction items, please do not hesitate to reach out to

Beth Wilson-Jordan at bwilsonjordan@gmail.com;
Molly McCafferty at mgm@Clipper-group.com or
Lorraine Parsons at conferences@cmaconnect.com or if at a CMA event, speak with CMA event staff or any Board Member.

With your help we hope to make this a very successful evening. Thank you!

Now entering its third year, SHIPPINGInsight is becoming a “not-to-be-missed” event on the shipping industry calendar. The primary focus will continue to be industry operational and technical challenges with case study-supported solutions. It will take place at the Sheraton Stamford Sept. 30-Oct. 2.

CMA is an official Supporting Organization for this annual conference and exhibition.

This year, SHIPPINGInsight is adding a dedicated one-day Marine LNG Symposium on Tuesday, Sept. 30. This forum will consider all facets of using LNG as a marine fuel – including infrastructure, bunkering, regulatory issues and practical considerations for LNG propulsion in newbuilds

SAVE THE DATE



Thursday evening
September 25, 2014

Burning Tree Country Club
Greenwich, Connecticut

Full Details Coming Soon!

and retrofits. It will be followed by the two-day Fleet Optimization Conference, Oct. 1-2. A new feature for 2014 is the Ship Telematics Roundtable, an interactive session at which experts from all industry sectors will discuss issues relating to the capture, transfer, analysis and application of shipboard data to improve efficiency in operations.

You can register for either the Marine LNG Symposium or the Fleet Optimization Conference, or for both. Online registration is now available at www.shippinginsight.com. If you act soon, you can take advantage of Early-Bird discounts of up to \$400.

CMA members also qualify for an additional \$100 discount. Contact Cheryl Chase at +1 757.451.0602, cchase@shippinginsight.com to get your online CMA discount registration code.

The conference directors report that the speaking positions are 100 percent filled, and that over 30 shipping company executives have confirmed participation as moderators,



REGISTER NOW AND SAVE!

SHIPPINGInsight 2014

- Marine LNG Symposium (Sept. 30)
- Fleet Optimization Conference & Exhibition (Oct. 1-2)

Sheraton Stamford Hotel

SHIPPINGInsight returns to Stamford Sept. 30. Don't miss this chance to learn from the experts and network with your peers. Register online for Early-Bird discounts of up to \$400.

Additional \$100 discount for CMA members. Contact Cheryl Chase at +1 757.451.0602 or cchase@shippinginsight.com to get your CMA discount code.

SHIPPINGInsight intelligence for effective maritime management.

panelists or speakers. Twenty sponsors have already signed up, and the organizers expect up to 30 exhibitors this year.

The keynote speaker for the Marine LNG Symposium is Edward Scott, COO of Excelebrate Energy. Michael Wilson, president and COO (Americas) of Laurin Maritime, and Jim Watson, president and COO of ABS Americas, are keynoters for the Fleet Optimization Conference. Guest speakers will address trends in shipping rates and operational costs.

The conference organizers have also announced plans to present the first annual SHIPPINGInsight Award at a gala luncheon Wednesday, Oct. 1. It will be given to a shipping company and its technology partners for achievements advancing the state-of-the-art in fleet optimization. It will be based on the successful implementation of a program or initiative that achieved significant cost reductions and operating efficiencies. Entries may be submitted by the shipping company or one or more of the technology partners involved in the project. You can download guidelines and entry the form at www.shippinginsight.com/awards. The deadline for submission is July 15.

THE FALL OF U.S. SHIPPING – IS THERE A SOLUTION?

By Donald B. Frost

None of the anti-competitive protectionist policies outlined last month (*The Fall of U.S. International Shipping – 1960-1990* pp 8-12) work in today's world. In Economics 101 you learned that British Economist David Ricardo's 1817 treatise (*Principals of Political Economy and Taxation*) set forth the reasoning (*) why international free trade among nations is beneficial to both nations. Nowhere in his model is there mention of transportation or costs. He used as a model the trading of British woolens to Portugal in return for Portugese wine to England using the building blocks of Land, Labor and Capital and the concept of "comparative advantage".

In the 1990s Harvard Business School Professor Michael Porter suggested that in the age of globalization "competitive advantage" replaces "comparable (or comparative)

MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR'S STORY - PART 11

By Hugh Turnour England

HMS Valerian, Charleston, South Carolina - 1922

It was appropriate that our last port of call in “Valerian” should be Charleston. I had always stressed the importance of the Americans and ourselves working together for the peace of the world ... and for them to overcome what Owen Wister, in his well-known book called “The Ancient Grudge”. From the first moment of our arrival there these warm hearted Southerners gave us a great welcome which it is difficult to exaggerate. They could not have been more friendly.

It was early in December and they were celebrating the festival of St. Cecilia with a large Ball, when they explained to me they carried out the old tradition of entering the ballroom with your partner on your left arm so as to have your sword arm free.

Charleston is a charming old city with many interesting buildings. I noticed one church modeled, I think, on St. Martins-in-the-Fields which still had the British Coat of Arms emblazoned on it. I believe they were rather proud of this and there was certainly competition among the incumbents of the various churches as to where our ship's company should attend service on the first Sunday we were there.

Advised by one of our kind Americans, we chose a modern church, one of the Grace Churches, which are fairly common in America, and were given a remarkable reception. Our sailors were placed in the front pews and the Minister speaking to a packed church “Before I begin my address I must welcome the sailors of the British Navy who did so much to save the Free World in the recent war.” It was a sensitive moment and I think it a good example of how Americans have no inhibitions in expressing their feelings, which I have always found so attractive. It was also a good start to our visit to Charleston where they very kindly extended the same hospitality to the ships company of “Valerian” as they did to the officers.

advantage”. My hypothesis is that in the 21st Century Transportation and Logistics are critical competitive advantages.

Therefore, the solution to how to increase manufacturing jobs in the United States must include abandoning protectionism in all of its forms. The idea that ship building policies are only national issues and U.S. shipping is exceptional relative to other global businesses must change. The Build American part of the Jones Act of 1920, not only taxes ourselves but serve as an economic burden that results in exporting US manufacturing and process industry jobs. No U.S. seafarer jobs are created by raising shipbuilding costs so high as to force shippers to move their goods by rail or highway, or sell them abroad to avoid high U.S. shipping rates, or buy foreign made materials or goods because the delivered cost will be cheaper than if sourced domestically and transported aboard U.S. built ships.

I am told that Alaska was the first to recognize the costs of U.S. built ships and petitioned the Supreme Court in 1922 to declare the Build American part of the 1920 Merchant Marine Act unconstitutional under the commerce clause of the U.S. Constitution. The Court refused to hear the case because the clause refers to commerce among the states and Alaska was not a state at that time.

I hope MARAD's National Maritime Strategy takes a fresh look at “competitive advantage”. Once again, keep in mind Einstein's definition of insanity: “Doing the same experiment using the same data over and over again and expecting different outcomes.”

Footnotes:

(*) – Ricardo concluded that trade between countries was influenced by relative costs of production and differences in internal price structures that could maximize the “comparative advantages” of the trading countries.

(**) – In addition to Andrew Gibson's book, “The Abandoned Ocean: A History of United States Maritime Policy, I recommend a paper by Robert Lowry and Jennifer Zeien “U.S. Maritime Assistance in Perspective” in the Society of Naval Architects and Marine Engineer's magazine *Marine Technology* Vol. 25, No.3, July 1988, pp. 172-185. Figure 2 is especially informative

Prohibition

Unfortunately, while we were at Charleston the iniquitous Prohibition Act was in force and boot legging was rife. I may mention that we had recently visited Nassau in the Bahamas, where when I asked the Harbour Master how they were doing about whiskey, he replied "We had 2,000 tons yesterday but at the moment there is none in port."

At Charleston I was invited by Admiral Niblack, commanding the Navy Yard to stay a night and shoot wild turkeys the following day. He had kindly asked a friend of mine, Francis Tottenham, our Naval Attaché in Washington, to meet me and while we were dressing for dinner the Admiral produced a bottle of Corn Spirit, having previously told us he was not allowed by regulations to have any liquor on the place! Driving out to the shooting ground some distance next day I was slightly disturbed by our American comrades constantly looking back along the road, until they spotted a car following us. This proved to contain a case of Johnny Walker Whiskey, which they must have gone to immense trouble to obtain, and we then pulled up for lunch when the whole twelve bottles of whiskey were despatched. Perhaps it was fortunate that no turkeys were seen in the afternoon.



Wanted: Host Companies

Students are looking for internships.
If interested in reviewing RESUMES.
Please contact Joe Gross (jgross@cma-edu.org)

THE CMA BY LAWS HAVE BEEN AMENDED
Click [here](#) to download
a pdf with changes noted

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 \$75 per year or \$35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com
The latest Job Mart is always accessible on the CMA website at: <http://www.cmaconnect.com>

SITUATIONS WANTED

Candidate 1: Experienced HR Manager

Top Recruiter / HR Manager for international shipping company seeks US positions.

Doing similar:

- 12 years recruiting, sourcing, headhunting, testing successfully;
- Manger staff of 12, interface with office s in Germany and Cyprus ;
- Holds MBA, Marine Engineering degree;
- Fluent in speaking and writing English, French, Russian and Ukrainian;
- Strong communication and strategic planning skills;
- Excellent PC skills;

Holds Green Card and relocate immediately, willing to negotiate.

Contacts: Sergiy Bilyy

Email: sergiybilyy@yahoo.com

Cell: 929-7770257

(S14-01)

Candidate 2: Vessel Operator Looking for Operations/Chartering Position

Experienced tanker operator with dry-bulk exposure seeking operations/junior chartering opportunity. Valid USCG 3rd Mates Unlimited Tonnage Deck License. Ability to relocate.

- Supervised a fleet of clean and dirty tankers predominantly in the USG/USEC/Carib
- Coordinated and managed both loading and discharge operations with owner/charterer
- Managed communications between all parties including charterers, ship owners, P&I clubs, and ship agents
- Oversaw all company post-fixture/demurrage claims handled in a timely manner
- Worked closely with Freight Accounting to facilitate invoice accuracy
- Mediated contractual disputes in accordance with terms and conditions agreed to in charter parties

If interested, please feel free to contact for resume and or references.

Contact: Sean Hackeling

Cell: 1 561 801-3119

E-Mail: Seanhac.07@gmail.com (S14-02)

Candidate 3: Entry level operations, research or chartering position

Recent college graduate seeking a position relevant to ship operations, market research or chartering in NY or the Greater NY area.

Relevant Experience:

- Former intern at Roymar Ship Management - experience in preparing laytime statements, freight/hire invoices, route/cost calculations, crew injury claims, statistical reports, updating MLC and ISM certificates and vessel schedules.
- Operations and Production Supervisor at Select Fish S.A.

Background:

- M.S. in International Transportation Management - SUNY Maritime College
- Chartering Certificate - accredited by ASBA
- B.S. in Economic Development - University of Central Greece

Contact: Georgios Kouzoumis

Cell: 1 (347) 589 - 2503

E-Mail: Kouzoumis.georgios@gmail.com (S14-05)

Candidate 4: Recent college graduate looking for entry level position

Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.

Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.

Resume available upon request. Willing to travel within Connecticut and New York.

Contact: Devon Marcinko

Cell: (860) 488-4107

E-Mail: marcinkod@live.com (S14-05)

Candidate 5: Maritime - Sales and Marketing Director

Maritime - Sales and Marketing Director seeks position in the Stamford, Connecticut (North East) area. +10 years experience of maritime business development. Experienced in Norway, Southern Europe (Greece and Cyprus) and Asia (Singapore and Japan). Deep knowledge of marine operations, SaaS software sales, equipment sales, performance, and crew e Learning. Business turnaround and start-up experience. Possessive of P&L and management skills. Refined business acumen and maritime background. MBA and BS (Maritime Academy).

Seeking a progressive company where I can use my experience and skills to increase sales while building a strong sales team, mentor staff, and create an environment of positive achievement.

Currently working in Cyprus

Contact: Confidential - available upon inquiry

E-Mail: lms99904882@gmail.com (S14-06)

Candidate 6: Recent Graduate looking for Entry Level Position

Recent graduate from the Massachusetts Maritime Academy with a B.S. Degree in International Maritime Business. Looking for entry-level position in ship brokerage, port/terminal management or marine operations.

While attending the Academy I had two internships, one with the Massachusetts Port Authority and another with the Liberian Registry. I was selected and traveled to the Shanghai Maritime University as part of the Academy's China exchange program and participated in the Academy's Sea Term. During my junior and senior years I held multiple leadership positions within the Academy's Regiment of Cadets. I am also an Eagle Scout, was on the Academy's Dean's List and participated in multiple clubs. My resume is available upon request with references and I am willing to relocate.

Contact: Douglas Courtot

E-Mail: DougCourtot2013@gmail.com (S14-06)

Candidate 12: Experienced Commerical Operator

Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.

- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers

- MS in International Transportation management from SUNY Maritime

Area of Specialization

- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis

Email: Anthony_Mavrogiannis@yahoo.gr

Primary number +1(718)626 1958

Telephone: +30 210 9119312

Cell: +30 6936198801 (S13-06)

Candidate 13:

Entry level position in ship operation

Robert Nigel Pritchard

Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP, in New York and the Seamen's Church Institute in Port Newark, NJ. Co - wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.

Cell: +1 646 378 8446

E-Mail: rnigel.pritchard@gmail.com (S13-08)

Candidate 14:

Ships Officer Looking for Entry Operations Position

Second Mate, Deep Sea, International Shipping
Seeking entry position in Operations, Voyage Planning, Chartering
Experienced with Bulk, Break-Bulk, Container, and Project Cargo.
Voyage Planning
Loading/ Discharge of various cargo
Cargo Claims
2010 Graduate, SUNY Maritime College
BS Marine Transportation, Minor, Ship Management
ASBA Charter Parties I & II Certified
Email: medsavag@gmail.com (S13-12)

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: Crew Manager

Ocean Shipping Company is looking for a Crew Manager. In this position, the qualified will: Be responsible for planning and organizing all activities related to the recruitment and personnel functions for the vessels. Develop long-range plan for crew changes. Manage the coordination with manning agents for selection of officers and ranks and ensure timely delivery of qualified applicants through pro-active, strategic, and effective processing of recruitment. Handle the new crew needs (safety, services, personnel, accommodation, etc) and manage smooth logistic arrangements for incoming and outgoing crew. Update & maintain crew database on a daily basis. Ensure having organized-documentation for all crewing matters. Monitor documents and licenses validity for officers and ranks. Validate completeness of crew documents against company requirement and regulations. Assist in the planning and implementation of crewing goals and functional objectives.

The Crew Manager will also be responsible for Internal Safety Management, for the development and implementation of the Safety Management System (SMS). Ensure compliance with all elements of the ISM Code as they relate to Marine Department assets and personnel. Work with technical managers regarding security and safety management system issues. Ensure that the SMS is implemented and maintained ashore and onboard managed fleet. Monitor new regulations and develop new SMS procedures to meet the new requirements. Conduct SMS awareness seminars during vessel visits and to newly hired shore staff as well as sea-going staff visiting the office in order to increase employee awareness and comprehension with regard to the expectations as defined in the SMS. Perform internal audits as identified and necessary by the audit plan on board the vessels and in company offices. Be responsible for evaluation and follow-up of all proposed corrective actions. Control, update and distribute relevant parts of the SMS internally and externally. Look into all the potential hazards to the health and safety of the ship and its crew. Ensure that the crew maintains high standard of safety consciousness and knows all the important aspects of the ISM code related to safety. Ensure that the provisions of the code of safe working practices and safety instructions, rules and guidance for the ship's safety and crew health are complied with.

Experience Required

Bachelor's degree in Marine Transportation or related field required, Maritime Academy graduate preferred. Strong computer skills and working knowledge of Microsoft Excel/Word/PowerPoint/Access required. Written and verbal communications at all organizational levels in a clear and concise manner. Extremely detail oriented, focused, independent, and highly motivated. Willing to travel to vessels. Ability to adapt well to changing priorities and situations without a loss of effectiveness. Willingness to remain accessible for communication and consultation on an around the clock basis.
E-Mail: paulgrant123@gmail.com
Notes: To apply for this position email your resume in Word format. Include ISM Coordinator in the subject line to ensure your resume is routed properly. (HW05-14)

Position C: Chemicals Vessel Operator

Westport, USA
We currently have an open vacancy for Chemicals Vessel Operator to join our existing team in Westport, US. You will be responsible for co-ordinating the day to day operational activities of voyage and time chartered chemical tankers.
Some responsibilities may include: Ensuring compliance with agreed charterparty terms; Overseeing agency appointments; Communicating with charterers, brokers, agents and vessels regarding voyage orders and vessel itineraries. No agencies please.
E-Mail: WestandMERecruitment@navig8group.com
Notes: If you are interested in this position, please send your CV and a covering letter explaining why you are suitable for this position (HW05-14)

Position D: Experienced Senior General Accountant

5+ years experience required. Mix of operational and technical accounting skills ideal but will consider candidate more focused on one or the other. Candidates with maritime and/or investment accounting experience preferred. Excellent pay and benefit package with an established and growing company.
About Northern
Northern Shipping Funds ("Northern"), based in Stamford, CT, is a leading alternative capital provider to the shipping and offshore oil service sectors. Northern is an asset based investor with flexibility to invest in debt, equity and hybrid structures.
Company: Northern Shipping Funds
E-Mail: rlemanski@northernshippingfunds.com
Notes: Send resume and cover letter (HW06-14)

Position F: Ship Operator

NYK Bulkship (Atlantic) is currently seeking a Ship Operator based in our Secaucus, NJ headquarters. This position will be responsible for the following:

- Review / implement fixture memos
- Arrange on-hire / off-hire surveys for vessels
- Issue sailing instructions to Master
- Coordinate & review stowage plans with Master
- Issue instructions to agents
- Purchase bunkers as required
- Review/request port disbursements
- Calculate and settle lay time evaluations

- Coordinate with Financial Operations for all money related matters
- Review operational procedures for possible streamlining/best practices
- Develop long term planning procedures for cost control and cost reduction
- Any additional duties as assigned by Operations Manager
- Apply "Intensity Value" by striving for continuous improvement

The successful candidate will need to possess the following skills and experience:

- Bachelor's degree required, Maritime degree strongly preferred
- Minimum 3 years bulk operational experience preferred
- Chartering Certification preferred (either New York, London or recognized equivalent)
- General understanding of basic accounting procedures (Ship Net)
- Self-starter
- Computer experience in Word and Excel
- Demonstrate effective "Integrity Value" by consistently acting courteously with customers, co-workers and vendors
- Demonstrate "Intensity Value" by working diligently and effectively with fellow team members

NYK Bulkship offers competitive salary and benefits.

EOE, M/F/D/V

Company: NYK Bulkship (Atlantic)

E-Mail: sandra.lopez@na.nykline.com

Notes: Please send resume including salary history. Only replies that include salary history will be considered. (HW06-14)

Position G: Tanker Vessel Fleet Manager

General Maritime Management LLC, a subsidiary of General Maritime Corporation, is seeking a Fleet Manager to join the team that provides management oversight for a fleet of vessels which includes VLCC, Suezmax, Aframax, and Panamax vessels.

Position Summary

The Fleet Manager will supervise vessel technical management companies to maximize their performance in the categories of vessel reliability, regulatory compliance, commercial excellence, and financial control. The position will be based in the New York office and report to the Technical Director.

General Duties and Responsibilities

Oversee technical management company performance including safety & quality, compliance, technical solutions, repairs, vetting, dry-docking, and energy efficiency.

Monitor technical manager crew selection process and ascertain that officers are qualified, suitably trained, and aligned with the safety, quality, and commercial objectives of vessel owners.

Monitor daily vessel operation to warrant that technical managers are optimizing vessel performance.

Become point of contact for technical management company staff.

Interact with New York based commercial operations department to confirm that vessels are meeting customer requirements. Initiate corrective action as needed.

Establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives.

Attend vessels to observe manager performance and quality of onboard staff/operation.

Routinely visit technical management offices to set objectives, measure performance, and outline expected results.

Qualifications

Candidate should have a minimum of ten years of experience in the marine industry. Sea going service as a senior officer aboard oil tankers

and/or experience as a tanker vessel superintendent/fleet manager is preferred. Ideal candidate will be a maritime college graduate. This individual must work collaboratively in a dynamic environment and have strong analytical/decision making skills. He or she must be able to recommend and implement process improvements, work independently, and handle multiple tasks simultaneously. Strong decision-making skills required.

Contact: Karen Niro, Human Resources Department

Company: General Maritime Corporation

Address: 299 Park Avenue, 2nd Floor, New York, NY 10171

E-Mail: hr@generalmaritimecorp.com

Website: www.generalmaritimecorp.com

(HW05-14)

Position I: Operations Dry Cargo

M.T.Maritime Management (MTMM) is an international shipping group with worldwide offices and head quartered in Southport, Connecticut.

We own and operate a fleet of modern Chemical Tankers, Product Tankers and Bulk Carriers. Due to expanding activities and our New Building program for eco bulk carriers, we are looking for an experienced operations person in the Dry Cargo division in Southport, CT.

Position Summary:

The right candidate will be able to perform all duties associated with operating bulk carriers.

Qualifications:

We are looking for a personable and energetic team player with good verbal and written communication skills and minimum 5 years experience operating dry cargo ships.

A degree from a Maritime College would be a plus.

The company offers a competitive salary and benefits.

Company Offers Equal Employment Opportunity.

Company: M.T.Maritime Management

E-Mail: hr@mtmaritime.com

Notes: If you qualify and are interested to join our enthusiastic team, please send your CV with cover letter. (HW06-14)

Position J: ENTRY LEVEL BOARDING AGENT / OPERATIONS ASSISTANT

New England Shipping Company, Inc., a full-service Ship Agency head-quartered in Milford, Connecticut, has two openings for Boarding Agent / Operations Assistant.

These entry level positions will include both in office and on vessel work, within the tri-state and New England areas. Some limited overnight travel is required. These positions will assist and report to the VP of Operations. No previous experience in the agency field is required, however Ideal candidates would be recent grads with a bachelor's degree, computer literate and showing a strong desire to grow with our organization.

New England Shipping offers a competitive salary and benefits along with the use of a company vehicle.

Company: New England Shipping Company, Inc.

E-Mail: dpohorylo@newenglandshipping.com

Notes: Email resume and salary requirements in confidence.(HW06-14)