

UP COMING EVENTS

SAVE THE DATES

MARCH 2006

CMA Shipping 2006 - March 20-22, 2006

Annual Conference & Exposition
Westin Stamford Hotel, Stamford, CT

Website: <http://www.shipping2006.com>

See inside for details of attendance opportunities for CMA Members not already signed up for the conference.

APRIL 2006

CMA Annual General Meeting & Luncheon

Thursday, April 27, 2006
12 Noon

Giovanni's II

2748 Post Road, Darien, CT 06820

Free to CMA Members in good standing

Call Lorraine at +1.203.406.0109 Ext.3717 to reserve

MAY 2006

CMA Spring Golf Outing

Thursday afternoon, May 4, 2006

12 Noon

Sterling Farms Golf Course, Stamford, CT

See Page 5 for full details of this popular CMA event.

Thursday evening, May 18, 2006

Beth Wilson-Jordan's Second Book Club Dinner

Venue: TBA

Speaker: Richard Zacks, author of *The Pirate Hunter* and *The Pirate Coast*, will regale us with stories during an evening focusing on his book *"The Pirate Hunter: The True Story of Captain Kidd"*.

See Page 14 and the "Books with Beth" column for more info.

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

PRESIDENT'S NOTES

As you will read in greater length in this Newsletter, the CMA was saddened last week with the news of Bill Crawford's passing. Bill was a founder of the CMA and our fifth President (1992 – 1996). I did not have the benefit of knowing Bill, although I had briefly met him once or twice before he moved south to Georgia. Nonetheless, as the seventh President I have a first hand appreciation for his commitment and contributions to the CMA.

The month of March is when we hold our annual three-day Shipping Conference and Trade Exhibition and is the most important time of the year for the CMA. The Conference has become our signature event and it now ranks with Posidonia and Nor-Shipping as one of the world's leading shipping conferences, in sell out demand, and dedicated following. It is accurate to say the CMA owes its success, in large measure, to the success of the Conference. And for this we owe our thanks to Bill Crawford.

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• CMA INFORMATION •

OFFICERS

PRESIDENT

Peter Drakos

P: (203) 354-1362

F: (203) 354-1363

Email: pdrakos@healy.com

VICE PRESIDENT

Beth A. Wilson-Jordan

P: (203) 609-0803

F: (203) 609-0804

Email: bwilsonjordan@optonline.net

SECRETARY

Laura Mirabella

P: (203) 602-6819

F: To be announced

Email: mirabella21@hotmail.com

TREASURER

Bob Pascarella

P: (203) 325-9771

F: (203) 323-6266

Email: robert@tpacpa.net

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Evan Galanis

P: (203) 356-2000

F: (203) 356-2010

Email: egalanis@att.net

PLANNING & ADMIN

Ramesh Bhat

P: (203) 938-3585

F: (203) 938-0385

Email: reddingrb@optonline.net

SOCIAL

Johnny Kulukundis

P: (203) 550-1720

F: (203) 629-9103

Email:

shippingbabes@hotmail.com

COMMUNICATION

Chris Aversano

P: (203) 629-2300

F: (203) 629-9101

Email:

chris.aversano@crweber.com

EDUCATION

Nora Huvane

P: (203) 406-0106

F: (203) 406-0110

Email:

nhuvane@marinemoney.com

CHANGE OF ADDRESS

Faith Marr

P: (860) 354-1182

F: (860) 354-1666

Email:

membership@cmaconnect.com

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

LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost

P: (203) 406-0109 • F: (203) 406-0110

Email: Editor@cmaconnect.com

JOB MART: Lorraine Parsons/Cari Kramer

Email: conferences@cmaconnect.com

WEB: Lorraine Parsons

Email: conferences@cmaconnect.com

The Conference was Bill's idea and creation. It was a humble event at the beginning, but through Bill's perseverance and with help from Brad Berman and Barry Parker, it grew and grew until it blossomed, all the while with the support and commitment of our conference organizer Jim Lawrence and his team at IMS. A fortunate set of circumstances coming together all at the right time, all of which started with Bill. We will raise a toast to Bill at this year's Gala Dinner and say thanks on behalf of an appreciative organization. Which brings me to my next point.

You may recall from last year's Gala Dinner we were not very successful in getting everyone to settle down and pay attention during certain points of the program. It has been observed that having a two-hour cocktail function before a sit down dinner full of shipping people is like giving a kindergarten class a bowl of candy before blanky time. What to do?

Thanks to the suggestion of our good friend Ray Burke (a diligent supporter and observer of CMA events), you may hear someone speaking through a bull horn this year. That will be your cue to listen up. You may also hear a loud air horn. That will be your cue to shut up. You may then see someone raise a shot glass. That will be your cue to stand up. Fairly simple and straight-forward, I hope.

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The only other alternative would be to take away the bowl of candy. Let's stick with Plan A. It would be hard to honor Bill with 650 people sitting in time out.

I look forward to seeing you at the Show.

Best regards,
Peter G. Drakos

FROM THE EDITOR

If you read my February MARKET COMMENTARY you may have noticed that I tried to shift back and forth from traditional shipping cynic to objective observer of today's shipping industry compared to what existed prior to the year 2000. Many will say that nothing has really changed, and that we can expect a repeat of the over-tonnaged freight markets of the mid 1980's PLUS a financial market that repeats the shipping junk bond meltdown of the 1990's.

Have the new CEOs hatched since 2000 really created a new paradigm in the shipping industry? I actually think they might have, but of course only time will tell. I am encouraged by the way the industry has successfully responded to the seemingly endless cascade of new regulations and intense scrutiny by regulators, policy makers and media within the last 5-10 years. We still have some serious challenges left before us, but I sense that we have the serious people to effectively respond to them.

The February 13th issue of Business Week ran an article titled "Creativity Loves Constraints" (Outside Shot by Marissa Ann Mayer). Quoting from BW, "When people think about creativity, they think about artistic work ... but if you look deeper you will find some inspiring art forms" that are based on very tightly woven rules or constraints. The triumph in their beauty is the creativity in successfully challenging and using the rules. "Creativity thrives best when constrained." Success in business comes from balancing the constraints against "a healthy disregard for the impossible."

I know from my own career that the most innovative business solutions that I have created have come from first trying to beat the rules, and then failing to do so, finding ways to accommodate them in unlikely ways, usually with better

economic results than possible had the constraints not existed.

Think about how the tanker biz has accommodated OPA90, and shipping in general has faced ISM, ISPS, EC tanker and competitiveness rules - the list goes on and grows. For the second oldest business in the world, we have been steadily evolutionary, sometimes to the point of revolutionary. We have been successfully "transforming" our industry continuously for two millennia and perhaps now more effectively than at any other period of time.

At Shipping 2004 Cdr. Greg Glaros, USN (Office of Force Transformation, Office of the Secretary of Defense, and a Top Gun F-18 pilot) listed the elements of "Transformation" as:

- Continuing process
- Creating or anticipating the future
- Evolution of concepts, processes, organizations and technology
- New competitive areas and competencies
- Fundamental shifts in underlying principles
- Broadened capabilities base

I suggest that we have fulfilled all of those elements in some way. However, there is more. Cdr. Glaros' 2004 presentation touched on global trends and equated the progress from the industrial age to the information age as akin to the move from Globalization II toward Globalization III. I think you and I are too close to the picture screen of history to see this for what it is right now, but we know it is happening.

Sadly, within the context of what I wrote last month about the CT State Competitiveness Council, I do not see that politicians anywhere understand that Globalization can be described as having stages - forget about the fact we transitioned from stage I to II some time ago. Judging from the furor over DP World's acquisition of P&O Ports, and its US terminal leases, I would conclude that politicians are not just ignorant of shipping. They simply did not want to let any facts get in the way of a good emotional story that they could blame on someone (or in the case of some Republicans, to use to distance themselves from a lame duck president with low confidence numbers).

Sadly the media empowered the demagoguery by not immediately seeking input from knowledgeable people

from the industry until the issue was a week or more old. Yes, they did try to contact AAPA and the World Shipping Council unsuccessfully, but there are many more people they could have contacted if they really wanted objective input. Of course that would have deflated the story as they entered a news weekend that had to compete with the Winter Olympics.

As noted at the Hellenic-Norwegian American Chambers of Commerce "THE IMAGE OF SHIPPING" Conference Feb. 7th, we in shipping have a huge education job ahead of us. We need your help – not just to talk to the media, but also to find small groups of citizens to educate.

I would like to continue to knit Cdr. Glaros' observations regarding transformation together with what is happening in the shipping business, but I think I should save that for some other time. However, I must note that among his most valued transformation tools is NETWORKING. That is what Shipping 2006 is all about. Please join us March 20-21-22. I guarantee you will learn something of value, and be transformed in some way.

Donald Frost

PS-

If "change" is the universal shaping tool for everything in life, you missed something special from Cdr. Glaros in 2004. We at CMA keep trying to give you new ideas when they appear, which unfortunately is seldom when they become big issues. Nonetheless, as I have often said in these pages "We will not tell you what to think, but we will try very hard to make you think." See you at Shipping 2006.

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CMA ANNUAL GENERAL MEETING 2006

The 2006 CMA Annual General Meeting and Luncheon will take place on Thursday, April 27th at Giovanni's II in Darien. The luncheon will be free to CMA Members in good standing.

The 2006 Elections Nominating Committee is headed by CMA Membership Chair, Evan Galanis, assisted by Don Frost, Claus Damerow and yours truly, Lorraine Parsons.

The slate for election is as follows:

Officers

President

Peter G. Drakos, Partner, Healy & Baillie, LLP (incumbent)

Treasurer

Robert R. Pascarella, CPA, The Professional Associates, P.C. (incumbent)

Committee Chairs

Planning & Administration Chair

Christopher A. Aversano, Broker, Charles R. Weber Company, Inc. (moving from Communications).

Communications Chair

Robert N. Kunkel, Vice President, Business Development,
Seacoast Electronics, Inc.

We hope that you will join us at this year's AGM.

Thank you.

Lorraine Parsons, Event Director, CMA

THINK OF SPRING

Announcing the CMA Spring Golf Outing.....

Thursday afternoon, May 4, 2006

Sterling Farms Golf Course
349 Newfield Avenue
Stamford, CT 06905

Website: <http://www.sterlingfarmsgc.com>

Registration/Lunch commences at Noon

Shotgun start at approx 1:30 PM

Dinner in the tent directly following the afternoon
of golf at around 6:00 PM until late.

Note that this year there will be a change in format (thank you to our golf advisors, Henrik Koch and Norm Webster!) and will be a "Simple Scramble" format. This means it will now become in essence a team event and should speed things up a little bit, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

In addition, honoring Norm Webster's late son, we are proud to announce that the winning team will be presented with the: "Graydon Michael Webster Cup" which will become a permanent fixture of our Spring Golf Outing and which will stay with the winning 2006 team until our 2007 event.

To participate in this year's Spring Golf Outing, the cost is \$175 per person (holding steady for the past three years!) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

The outing is always full, so please register early by calling to reserve your place and then sending your checks in

ASAP to secure your spot.

If you don't play golf, stop by for dinner and cocktails in the tent after work – the cost for the Dinner only is \$50 per person.

Each foursome must have at least one CMA Member in good standing. We also accept individual reservations and we will team up individuals for play.

Please make checks payable to "CMA" and send to:

Lorraine Parsons, Event Director
Connecticut Maritime Association
One Stamford Landing, Suite 214
62 Southfield Avenue
Stamford, CT 06902

Call Lorraine at: +1.203.406.0109 Ext 3717 if any questions at all.

SPONSORSHIP OPPORTUNITIES.....

A great deal of our past success can be attributed to the generous "Hole Sponsorship" of our members. It provides for the great prizes that are presented at the dinner, which are numerous and always so popular.

So come on and sponsor a hole at this year's outing. You will receive a custom-made hole sign, huge praises at the dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors. Hole sponsorships are priced at \$250 each, and again make checks payable to "CMA" and send to our address noted above.

The "Hole in One" competition, with the prize of a car for the potential lucky winner, will once again be sponsored by William D. Ward, Senior Vice President of Investments of Montauk Financial Group. Thank you Bill!

Johnny Kulukundis will once again sponsor the beverage cart – thank you Johnny!

We hope that you will join us on May 4th for another great afternoon of golf.

Best wishes,

Lorraine Parsons, CMA Event Director

"I must say that I've been rather disappointed with your recent page sixes in the CMA Newsletter," Bill Stillwell of OMI pronounced over a glass of a rather good red wine the other day while lunching at OMI's French satellite office in Stamford, "Chez Jean Pierre". *"What was last month's all about then? It appeared to be some sort of Quiz. Did you see it Simon?"* he enquired of Mr. Charles, who, though lunching opposite us, had been for the previous ten minutes alternating between his cell phone and his Blackberry, on occasion operating both devices simultaneously. Simon was somewhat distracted by the rental of a boat or two he was attempting to employ in the clean petroleum trade and shook his head at Bill and Bill's attention returned to his analysis of page six of the newsletter.

"What happened to the stories of long lunches culminating in all the guests dressing up as surgeons from Stamford hospital, sporting medical scrubs purchased minutes before from the uniform store on Summer Street? Or the mournful diatribes on the loss of Frank "Rusty" Parker's semi-private space? World and European Cup mayhem in Fairfield County when England beat Denmark, and Greece actually won? The salacious anecdotes from the annals of late night maritime client entertainment in the tri-state area, fabled car crashes into houses, trees and any number of inanimate objects?"

"To my mind", Bill added, as he adjusted the angle of his "El Presidente" Stetson in the mirror across from our table, *"A quiz is simply a collection of questions in no particular order, but more importantly, with no clear beginning, end or message."* Mr. Charles, who had by this time successfully rented his boats, tugged at the fringe of the full native American tribal feather head-dress he was wearing and toyed reflectively with the fringe on his buckskin jacket, listening intently to Bill's comments. *"I would tend to agree with Bill",* Simon finally said. *"Your readership wants to read about adventures in shipping, not answer a load of questions."*

It was at that precise moment that I discovered that I had spilt some red wine on my 1810 Royal Navy full dress

Lieutenant's Uniform, which I was dabbing at feverishly with club soda, my full dress Bicorn, which I had removed, was safely on the chair next to me. *"That'll leave a stain!"* Bill chirped in, admiring the way the afternoon sun lit his suede chaps, with matching waistcoat, worn Levi's and tan lizard skin cowboy boots. *"Club soda should get it out, don't you think Simon?"* But Simon was back on the phone and had tired of his full native American head-dress, which now lay abandoned on the table next to us, though he was still wearing his buckskin jacket, trousers and matching beaded moccasins.....

So, in a effort to provide a beginning, middle bit and end, with some resolution and helpful advice, herewith please find my Page Six for the month of March 2006. Note: In actual fact neither Bill nor Simon were dressed up as characters from the American west, though I do have to admit to sporting the Napoleonic Royal Navy uniform for that particular lunch.

Johnny K's Essential CMA Shipping 2006 Dining & Entertainment Guide

"Reminds me of my safari in Africa. Somebody forgot the corkscrew and for several days we had to live on nothing but food and water."

—W.C.Fields

Once again you find yourself skipping excitedly from your airport limo, negotiating the rather intimidating rotating doors of the Westin with the ease and sure-footedness of a man or woman, who is no stranger to the international shipping conference circuit.

No sign of jetlag for you, you check-in effortlessly and are swept to your room by a veritable phalanx of bellhops, concierges and helpful house-boys. Tokyo last week; Rotterdam next; Stamford, Connecticut is simply another waypoint on your unceasing mission to ease the wheels of international maritime trade.

Ahead of you are what promises to be three days of client meetings, 6am business breakfasts, industry dinners, in-depth conference sessions, noteworthy networking and very constructive contact building. But should you find yourself without dinner plans over the next few days due to unforeseen client cancellations or arrests, we have compiled this handy guide.

In Stamford for Dinner

Restaurant	Cuisine	JK Rating	Comments
Ocean 211 211 Summer Street 203.973.0494	American	*****	Tell Robert the owner that you are in the shipping business and he'll ensure you have a most excellent time. Great wine!
Zinc Bistro 222 Summer Street 203.252.2352	French	*****	The owner Jean-Noel will look after you once you inform him that you are a maritime professional.
Columbus Park Trattoria 205 Main Street 203.967.9191	Italian	****	Good Italian and bustling and you might even bump into Bruce Lucas.
Chez Jean-Pierre 188 Bedford Street 203.357.9526	French	****	Small French Bistro; great food, good wine list. An OMI favorite.

Devised to ensure that no moment of your visit to Shipping 2006 is wasted, this helpful dining guide should enhance your Shipping 2006 experience over the next three days, or four if you arrived Sunday, or five if you got here Saturday or are staying through Thursday, or even more than that if you live here all the time.

Some things you need to know about Connecticut if you haven't been here since last year.

Firstly: You now definitely can't smoke anywhere. Our rebel campaign to undermine the state law has unfortunately failed, despite continuing to ignore no smoking signs whenever possible. This means no smoking of any kind in taxis, restaurants, bars, physicians offices, manicure salons, while pumping gas at gas stations, gentlemen's outfitters and haberdashers, bookmakers, Korean spas, churches (of any denomination) or cigarette and cigar shops.

Secondly: Public transport seldom goes exactly where you want to. While on occasion it does go nearby, it would seem that there is no cash incentive large enough to persuade bus or train drivers to make even the slightest of detours. So we highly recommend taxis as the best form of ground transportation. Driving oneself, while fine in theory, should be undertaken only in the direst of emergencies, and then only with a native speaker in the car.

Thirdly: Local currency - those of you visiting from Europe will no doubt have realized that we have different money here, also that it goes a lot further than where you live, well depending on where you live I guess. Don't be embar-

assed about this, nor shy about splashing it about like a sailor on shore leave. The local economy could certainly use it. The organizers of Shipping 2006 would be happy to accept the odd dry sherry, lunch or dinner from our European guests. You'll also notice that things are much cheaper over here. Namely, cars, golf clubs, ham, women's intimate apparel, American beer (though this will no doubt not affect you as you won't be ordering it, it's rubbish), window treatments and patio furniture. So go shopping crazy!

Now we've covered the basics, let's move on to the good stuff. What to do for dinner? Sunday through Wednesday nights are by their very nature a little quiet in Stamford, but the true shipping professional is never daunted by days of the week. Maritime Professionals treat Sunday through Wednesday as everyone else's Friday and Saturday nights. It's a well known fact that Friday and Saturday nights out are for amateurs and should be studiously avoided.

So, the key to your Sunday to Wednesday evenings out will be making an early start of it, try to get where you're going by seven-ish, to ensure enough time for cocktails, dinner and after-dinner drinks. This can be achieved by not straying too far from the hotel. I would suggest either Stamford or Greenwich. Both towns will offer you a choice of eateries and drinkeries all within walking distance of each other.

In Greenwich for Dinner

Restaurant	Cuisine	JK Rating	Comments
Polpo 554 Old Post Road No.3 203.629.1999	Italian	*****	The scene of many debauched shipping lunches and dinners and the best restaurant in the area. Tell anyone willing to listen that you are a friend of mine and the owner, Ron Rosa, will either double your bill or invite you for an after-dinner drink. Don't miss the extensive ship pictures hung above the bar.
Elm Street Oyster House 11 West Elm Street 203.629.5795	Seafood	*****	The best seafood in the area; excellent oysters and lobster. No spirits though, only beer and wine.
Pierangelo 355 Greenwich Avenue 203.869.3411	Italian	****	Very good Italian; small space so get there early.
Tengda Asian Bistro 21 Field Point Road 203.625.5338	Pan-Asian	*****	If you fancy a little Asian persuasion this is the place; great food and bustling atmosphere.

If you find yourself without an invitation to one of the soirees going on after cocktails at the Westin, I would suggest gathering a group of friends, a taxi and heading to one of the fine eating establishments listed. Do not plan on going to Paradise on Monday night as the entire restaurant is booked for a private shipping party.

In Stamford After-Dinner Drinks: I would checkout Grand, 15 Bank Street, 203.323.3232 or the bar at Ocean 211.

In Greenwich After-Dinner Drinks: you have a few options here, Blue, 339 Greenwich Avenue, 203.661.9377 and The Ginger Man, 64 Greenwich Avenue, 203.861.6400 or the bar at Polpo, 554 Old Post Road No.3. 203.629.1999

A Word on Recuperation....

If by Tuesday the rigors of Shipping 2006 are beginning to take their toll on you, I can highly recommend a visit to "Montana for Men" on Bank Street in Stamford. Frequented by a large number of the local shipping community, Montana offers the ultimate in gentlemen's grooming. The standard haircut is preceded by a very relaxing and revitalizing shampoo, scalp and face massage and hot towel treatment. The shave is the best outside of Manhattan and you can't beat their manicures, eyebrow waxing and shoe polishing service. They also feature a huge selection of hair and grooming products, beer on tap and it is a gentlemen only salon. It opens at 11am and an appointment is strongly recommended. Montana for Men, One Bank Street, Stamford – Tel: 203.964.1234

Conclusion

I recall that in my 2005 guide I concluded the following, which I believe still holds true for 2006 (with logical amendments):

One: You can't do business when you're asleep; so sleep as little as possible over the three days of the show.

Two: Pay-per-view movies are as much an integral part of your hotel room as pillows and the mini-bar. Therefore, your employer should not begrudge you sampling the entire selection on offer.

So in conclusion: I would like to extend a very warm welcome to our guests this year and thank you all for supporting Shipping 2006 and the Connecticut Maritime Association. Equally importantly, I would like to thank our members, local, national and international for their support,

not only with Shipping 2006 but throughout the year. Without your support none of what we do would be possible. I look forward to seeing as many of you that can make it for cocktails on Monday at the Westin from 5:30pm 'til 7:30pm and of course every other night of Shipping 2006 somewhere in the Stamford / Greenwich area.

Best wishes,
Johnny M. Kulukundis
CMA Social, Sports & Entertainment Chair

SHIPPING 2006

BIGGER AND BETTER THAN EVER

By Jim Lawrence

Wow! When something this dynamic happens in your backyard it calls for some good planning. So a great deal of this issue is dedicated to aspects of the upcoming Shipping 2006 Conference & Exposition at the Westin Hotel in Stamford, March 20, 21 and 22, 2006. If only to make sure that you do not miss something valuable, we hope you will take a minute to flip through these pages.

The program is jam packed with seminars, special events, networking receptions and trade exhibits, so it is worth taking a bit of time now to lay out your schedule, which no doubt is already becoming filled with good networking opportunities.

For starters though I want to take a moment to thank the many sponsors, exhibitors, speakers and delegates who have already signed on to participate. Your early support means a great deal. Your presence guarantees a strong and vibrant market in which to exchange ideas, commercial projects and business opportunities.

Now to highlight a few small, but important changes. This year the meeting really kicks off in earnest on Monday afternoon at 2:00 PM when a roster of former Commodores and current industry leaders face off in a debate and discussion of such timely and polarizing (puzzling too) issues as foreign ownership of US maritime assets, the Jones Act and short sea shipping, Where is the Next generation of shipping talent?, China's role in shipping, Criminalization and Quality. Carsten Melchior will lead the discussions, and if you have

not watched Carsten in action this is a great opportunity to watch a polished moderator really lead animated discussions. And also in case you have not been to our event before, there will be dozens upon dozens of delegates, who could just as easily have been asked to join the dais, who we know will speak up strongly from the audience.

Then we come to one of the most simply fun receptions of the year - the opening reception. International Registries is again our host and we hope you will stop by their booth and say thanks. If you have not already signed up for the conference itself, and all that comes with it, we make a nominal charge of \$20 for CMA Members to attend this Monday evening event. You can sign-up for it in advance or at the CMA Event Registration Desk at the show.

But Monday offers even more for the hyper-stimulated among us - INTERTANKO will host their North American panel meeting Monday morning. The American Salvage Association hosts their board meeting in the hotel and WISTA (Women's International Shipping & Trading Association) will host a lunch at which the talented Angeliki Frangou will speak. There is a separate charge for this, but she is a success story well worth listening to, as Navios appears to be just a starting point for the talents of this young entrepreneur.

On Tuesday we open with a breakfast briefing presented by Administrators of three significant ship registries. The issues are not how they differentiate themselves, but what they think of US criminalization of seafarers, how efforts to protect the environment, while imperative, must also be reasonable, and what the new IMO self regulations mean to owners and operators.

At 9 AM anyone with any questions about the direction of the dry, wet, container, offshore, drill rig and paper markets are heading would be well advised to join team Marsoft and Tufton's Andreas Vergottis for their session. This market briefing is a unique window into the business of shipping presented by some of the best minds at work in it today. We recommend for those hundreds of new investors in shipping this past year, that if they truly want to understand where they have put their money, that they join us.

We have a special treat after the market session - a global view on the future strategies of ship owners. But first, to complete our market intelligence, we are privileged to have Jon Zinke, partner at the law firm of Keesal, Young & Logan and 2005 Chairman of the US Chamber of Commerce in

Hong Kong in for an executive briefing on developments in China, which we as ship owners and traders should hear. Jon has two decades of experience in Hong Kong working at the highest levels of commerce, shipping and politics. With President Bush just returning from India, the nation saw first hand what those of us in shipping have known for some time... here is a nation of 300,000,000 with a burgeoning middle class of consumers, and a growing infrastructure requiring energy and materials, that is ripe for shipping. But just what is the real story? Sanjay Mehta of Essar, a veteran of the New York shipping scene, will be with us to let us know. Following Sandjay we have a panel of ship owners, whose experience, commercial reach, ship and service types and personal styles will provide an eye



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opening look into the future of our industry, as each tackles the topic of strategy in today's market environment.

In true CMA style, though for those whose energies are more focused on making sure good ideas thrive, we have a legal session, complete with CLE credit, on legal topics that have been selected for their currency, importance and precedent. Whether you deal with accidents (how about presentations on the most challenging of the past several years), oil water separators (OWS) or (US DoJ versus an industry tiger - we saw an e-mail where they could not even agree on the title of their session), Canada's new environmental liability law, and a New York legal issue which may have revolutionized attachments...all presented by those who know the issues best.

Tuesday evening The Bahamas Maritime Authority hosts what will be a marvelous reception - complete with surprises. Their advanced preparation, with help from the Bahamas Tourist Office, has been wonderful and promises a great evening. Entrance to this evening's events is free to all CMA Members. What is more we will also be hosting our inaugural Job Fair. Ten companies, maybe more, will be staffing tables welcoming all visitors, whether young grads or twenty year vets. All are welcome. Nora Huvane and Lorraine Parsons have managed this effort beautifully, and young men and women with an interest in the industry will be showing up from the Academies, Webb, MIT, Yale and Roger Williams to mention just a few.

We take a moment to salute the participating companies for stepping up so enthusiastically. And of course you are all invited to take a look - just bring a resume!

Wednesday morning LR's Ed Waryas leads another breakfast briefing, this one on practical solutions for the thorny OWS problem The US Coast Guard will join Ed, along with several other panelists who have real ideas on how to end this problem once and for all. If you operate ships, you must not miss this practical briefing.

Brad Berman MC's the first morning session which combines a look at the very real level of transparency under which we all work today, and the related level of accountability expected of us in the glare of an increasing public business. Come see former CMA President Berman show you what Google can do to you. Then more importantly, listen to owners such as Teekay and charterers such as Chevron tell you what the responsibilities are today in a zero tolerance world - and most importantly hear some

ideas on how to succeed in that environment.

We end with a session which, in many ways, covers one of our major themes this year - where and how are we going to attract the best and brightest into our business going forward. Carsten Melchior generously does double duty by moderating this extraordinary discussion about a challenge we all face in our businesses. Atlantic Marine's thoughtful Jens Alers, Claude Maillot of Bureau Veritas and OSG's Lois Zabrocky are just a few of the participants who care deeply about attracting and keeping talented young men and women.

Our luncheons feature two award ceremonies - one with us because of the devastation in the Gulf, which caused the postponement of earlier shipping conferences in New Orleans, and one brand new, honoring scholarship and research, again in keeping with one of this year's overarching themes.

The show of course ends with the Gala dinner which this year honors Clipper's Torben Jensen, whose own appetite for life is reflected in the many success stories that are part of the Clipper Group. We are indeed honored he will be with us.

I have been describing sessions and ideas, but lest you think that that is all that goes on at the CMA, think again. The halls are packed with dynamic products and services, new ideas and tried and true services. If you plan carefully it is possible to set up half a year's business by working the halls, corridors, bars and meetings rooms of the CMA. If we can do anything for you in advance PLEASE let us know. And if, while you are with us, there is someone you are looking for and cannot find - just ask the IMS team or any member. We are delighted to assist.

So now I urge you to look more closely at the program, plan your meetings, lunches and dinners, because your success is ours. Have fun and welcome to Connecticut.

Best wishes,
Jim Lawrence

For more information on how to participate in CMA Shipping 2006, please contact:

Lorraine Parsons, CMA Event Director at +1.203.406.0109 Ext 3717, by email at: conferences@cmaconnect.com or visit our show website at: <http://www.shipping2006.com>

SPECIAL SEMINARS &

PRODUCT LAUNCHES AT SHIPPING 2006

During Shipping 2006 we will offer a series of Seminars and Product Launches in the Alder Room, within the exhibit floor. A complete daily schedule of seminars will be available each day at the show. If you are visiting the Exhibits, you are welcome to attend any of these special presentations during your visit.

The following companies are confirmed to make presentations, with more detail where available at this time:

Tuesday, March 21, 2006

10:00 AM – Teledata Systems & Services

11:00 AM – SpecTec, Inc. – Practical Fuel Conservation – Using systems to promote fuel conservation without compromising vessel safety or reliability.

NOON – ABS Nautical Systems LLC

1:00 PM – Veson Nautical Corporation

2:00 PM – Martek Marine Ltd. – NOx/SOx Engine Emission Monitoring & Fuel Saving System.

3:00 PM – SMIT Salvage & Donjon Marine – Donjon-SMIT OPA 90 Salvage, Firefighting and Lightering.

4:00 PM – Q88.com

5:00 PM – Elaborate Communications Ltd.

Wednesday, March 22, 2006

10:00 AM – Martek Marine Ltd. – NOx/SOx Engine Emission Monitoring & Fuel Saving System.

11:00 AM – Glomar A/S – A Clipper Group company

NOON – LogIT Systems a.s. – Commercial Management for Liner Shipping.

1:00 PM – Total Marine Solutions Inc.

2:00 PM – MARNews Group C.A.

3:00 PM – SMIT Salvage Americas – JLMD Fast Oil Recovery System.

4:00 PM - LogIT Systems a.s. – Maximizing Profit when Mixing Contract & Spot Shipping.

5:00 PM – Elaborate Communications Ltd.

SILENT AUCTION

North American Maritime Ministry Association Silent Auction for the work of NAMMA and Gulf coast hurricane relief efforts Artwork of the late Joseph Wilhelm

One of the new features of Shipping 2006 will be a very worthwhile silent auction to benefit the North American Maritime Ministries Association (NAMMA) and the Gulf Coast relief efforts. The auction will take place throughout the open hours of the show and we encourage everyone to stop by the Charter Oak Boardroom to bid or simply view the beautiful works of art. You can also view the art online at <http://www.namma.org>.

Joseph Wilhelm was a ship modeler who began painting the maritime industry at the age of 51. Working from scenes around his native New Orleans, Wilhelm documented the traffic and trade along the Mississippi. He died two years ago.

Wilhelm's work evokes the energy and drive of Mississippi maritime commerce, and creates a portrait of life and trade in the Gulf coast area. They are incredible testimonials to the commerce and trade of New Orleans. The world renowned Russell Jinishian Gallery and the family of Joseph Wilhelm have provided the pieces for the silent auction.

Proceeds from the silent auction will enable NAMMA to further its mission to provide services to seafarers, as well as support hurricane relief efforts in the Gulf coast area. Every dollar raised is meaningful and we appreciate your enthusiasm for the art works and generosity in the auction. Please enjoy the show and thank you.

BILL CRAWFORD 1935 - 2006

William A. Crawford, IV (Bill) (CMA President 1992-1996) died at his home on Wilmington Island, Georgia on Thursday February 23, 2006 after a three year battle with cancer. At his death, he was with his beloved wife, Lisa Swenson, his dear daughter, Kimberley (Meriah) Crawford and his 2 devoted cats Alex and Zak.

Bill was an Admiralty Attorney employed by and later of counsel to Star Shipping US and Norway. He was born in Monticello, New York and graduated from Monticello High School, Centre College and Brooklyn Law School. After college he served in the Navy and the Merchant Marine which gave him a life-long love of the sea.

For CMA members Bill will always be remembered as a vital architect of the CMA and the architect of the CMA show. He was of course an important founding member of the Association and later served as its President during a period of remarkable growth and achievement. But for Bill, as important as the Association was, as important as its member's contributions to the industry were, the challenge of "putting fannies in the seats" at the annual show always gave him great pleasure. From its humble beginnings upstairs at the old Jardines to its early glory days on the parquet floored Greenwich Civic Center Bill always knew it delivered value for time to CMA members.



And for Bill that really meant something. Giving value to busy people really mattered to Bill. At Star Shipping where Bill was in charge of claims and other operational legal matters it was less about negotiating insurance disputes and more about how could he and Star reduce the number of claims in the first place. So Bill would visit mills and discuss packaging and other product handling issues always with an eye to making things work better and cementing relationships with clients.

With the trade show it was about bringing good ideas to the community - computer systems, trade issues, experts to discuss OPA 90. Frequently he would team up with shipper communities to expand the dialogue.

It was 1988 though when the world of trade first discovered Electronic Data Interchange (EDI), and the idea of seamless documentation and synchronized customs documentation efficiencies first caught on. Across the country expensive conferences struggled to make sense of the potential, charging lots of money and never really delivering.

Bill understood the idea. In fact he was visionary in understanding what it could mean, do and also its challenges. That spring Bill put on the best EDI conference in the world - at the Greenwich Civic Center. Because we lugged in our own hot dog truck, brought in our own liquor, patched together a portable speaker and microphone system Bill charged just \$75. And every major railroad in the US came. There were ports, huge global shippers, ocean carriers, trade associations, so many people that we were crammed to the gills in the old basketball center.

When the CMA show moved to the Westin and the venue became enormous and the CMA grew to be a major part of the US and international shipping scene, Bill was there to



worry over substance, standing outside a seminar hall door listening to the discussions, happy when he heard debate; there to harangue the hotel over the heating or air-conditioning; or to enjoy a noon day scotch and soda, without ice at the corner of the old Magnificent J's, always smoking a Pall Mall.

But that was Bill. He just got it and delivered.

There was a time that arbitrations took forever in New York, and while some may say they still take time, Bill Crawford and Gerry Desmond, while on the CMA Board together decided something needed to be done. So they did it. They went to the hierarchy of the SMA, men and women they of course knew well from business, and said there must be change. So the shortened form of arbitration was born.

Bill also served on the Connecticut Governor's Pilot Commission, something again he took deep interest in, because he understood what was needed and was respected for his knowledge.

Bill was like that with his friends. He was a willing teacher, patient, enthusiastic with just the right touch of mischievousness to make any aspect of shipping fascinating - from general average to open registries.

Of course those years he was a regular with his friends at Viscardi's restaurant, where I would go to learn about shipping over lunch. Bill's wisdom in such phrases as "do well by doing good" and avoid being a "nay bob of negativism" became words to live by.

It was in Connecticut that Bill met Lisa, where they courted and where in Stamford they were wed, 17 years ago (Viscardi's catered the event.) at the Unitarian Church where Bill was an active member. It was a sad day for the Connecticut shipping community when Star moved to Atlanta, but Bill and Lisa were happy - in Savannah where they retired at any rate. Bill, a life long baseball fan and a big Yankee fan, could never cotton to Atlanta not being able to fill its baseball stadium even during the playoffs. And the absence of Viscardi style family restaurants drove him batty as well. Bill was not an Applebee's sort of guy.

But in the end their lovely home, which Lisa and Bill remodeled doing the hammering and nailing and painting, was their castle. His later interests included his house, watching the ships enter the port through the Savannah River, bird watching and liberal democratic politics. He was also an aficionado of bagpipe music (remember the CMA show on a March 17 when Bill had pipers lead us all into dinner!) and pipe bands and enjoyed friendly games of bridge.

In lieu of flowers, Lisa requests that any donations be directed to the Unitarian Church of Savannah, 313 E. Harris Street, Savannah, GA 31401, with a memo that it is for the chandelier. The funds will be used to create a replica of the fixture that hung in the building during the 19th century.

Thanks Bill.

ART MYSTERY

CMA has been getting inquiries about history and ships for years. In most cases we have been able to direct the inquirer to an appropriate source or sources. As the number of inquiries increase we plan to tell our greatest resource, our members, about the projects in the hopes that one or more of you can provide more direct help to the historian or assuage someone's curiosity.

Our most recent inquiry comes from a gentleman in New Canaan, CT who is seeking information on the disposition and/or whereabouts of the maritime art that hung in States Marine Line's offices at 90 Broad Street, New York City. States Marine went out of business in 1974. According to the website (<http://www.statesmarinelines.com>) the officers when they went out of business were: President D.D.Mercer, VP E.E. David, VP Q.V. Ryan and Treasurer J.W. Johnson.

If you know anything about the art work or how to contact the above people please contact CMA – Beth Wilson-Jordan or Don Frost

BOOKS WITH BETH

“Second Book Discussion Dinner”

Ahoy Mates! Mark your calendars for May 18, 2006 when the CMA will host the Second CMA Book Discussion Dinner. Our book selection is **The Pirate Hunter: The True Story of Captain Kidd** by Richard Zacks. An authentic historical thriller, Pirate Hunter is a tale of two men, William Kidd, a respectable sea captain of New York and Robert Culliford of Cornwall, pirate hunter versus pirate. One man would hang in the harbor; the other would walk away with the treasure.

Pirate Hunter is a Time Magazine best book of the year for 2002. The New York Library put it on its prestigious list “Twenty-five to Remember.” Hollywood has purchased the movie rights. Singer-songwriter and author, Jimmy Buffet said, “The descriptions of the pirate camps in the Indian Ocean took me there like no other pirate tale since Treasure Island.” New York Magazine said, “Part high seas adventure, part courtroom drama.” To read an excerpt from the book, decipher authentic documents, taste the pirate life or just hear the sound of the ocean visit <http://www.piratehunter.com>.

Author Richard Zacks will entertain us, sign books and answer your questions over dinner and cocktails on Thursday, May 18. You won't want to miss this special event. More details will follow. The book is available in paperback so it “travels” well. Pick up a copy of the Pirate Hunter at your local bookstore or online. Dust off your pirate hats; hoist up the Jolly Roger! Happy reading!

FACTOIDS & STUFF

By Don Frost

At this writing 15 Bills have been introduced in the US House and Senate to stop Dubai World Ports from acquiring P & O Ports' leases on terminals in six US ports.

On the issue of port security: “Just as Sarbanes-Oxley ultimately was the price of the accounting shenanigans that brought us ENRON, TYCO, Global Crossing, WorldCom, Adelphi and the rest, C-TPAT is the price of offshoring.” (CIO Magazine March 2006)

The 1996 protocol rules on the dumping of wastes at sea will go into effect March 24, 2006. In essence, no dumping at all will be permitted.

The US Marine Transportation System (MTS) initiative started in September 1999 may finally get some structure in the form of a paid Secretariat later this Spring or Summer. This could have a beneficial effect on the long aborning Short Sea Shipping program. (?)

Offshore vessel tracking (i.e.- satellite monitoring of vessels from foreign load ports to US discharge port) is in the cards sooner than we thought (see: “Customs Rattles the Supply Chain – Sox and the Supply Chain” CIO Magazine March 1, 2006). Owners will be charged for this. Will the promised GREEN LANE PRIVILEGES be worth the cost?

NOAA (the people who survey and chart US seaports, provide us with weather forecasts, and other services to the shipping industry) is changing how they seek stakeholder input. Whereas they used to convene a workshop in Washington every year or so to get input from everyone that uses their services --- and many that supply services to NOAA, they are now requesting e-mail input. CMA has been identified as one of several representatives of the shipping industry. To help shape their priorities for 2009-2013 they seek your ideas and comments. Please consider the issues and trends that you believe are key to effective long-term NOAA planning and

IN BETWEEN JOBS?

LET'S TALK ABOUT YOUR 401 (k) ROLLOVER CHOICES:

- Leaving your savings in your current company's retirement plan
- Rolling your savings into an IRA account
- Rolling your savings into your new employer's plan
- Cashing Out



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send them along via their Program Planning and Integration office website: www.ppi.noaa.gov, or e-mail to strategic.planning@noaa.gov. You can find NOAA's current strategies at www.ppi.noaa.gov/AGM_FY08.pdf.

Catch 22: Environmental groups have long encouraged a shift from road to rail. Now a California group is resisting the Burlington Northern's (railroad) Southern California International Gateway, four miles from LA/LB harbor and intended to remove upwards of one million truck trips a year from I-710, on the grounds that increased truck trips through local neighborhoods will present a risk of cancer and noise pollution. (Dave Letteney, World Wide Shipping Feb/March 06)

"Oily Water Separators – Ensuring Compliance with MARPOL" 2006 - See www.marisec.org/ows

TRANSPORTATION OF GASES

By Donald B. Frost

Recently we have heard a lot about LNG but very little about LPG, which is a large and growing shipping market. I put together this short review of what these gases are and a little about the ships that carry them as a handy reference.

LNG

Liquefied Natural gas or methane is simply a natural gas that has been cooled to -260 degrees Fahrenheit to reduce its volume by 600 times. It is not a new product. It has been in use for well over 40 years and has a long record of being safely and securely transported to market.

LNG is odorless, non-toxic and non-corrosive – a highly desirable energy source from an environmental perspective. In the unlikely event that some LNG were to leak, it is less dense than water and would merely evaporate. LNG vapors dissipate as they are released into the atmosphere and do not ignite as easily as other common fuels such as gasoline, diesel oil or jet fuel. The vapors require concentrations 3 to 4 times higher than most common fuels to ignite. LNG vapors are only flammable within a narrow air-methane mixture range of 5-15%. Perhaps more importantly, LNG does not explode. LNG is not under pressure when it is being shipped.

Ship sizes were commonly about 125,000 cubic meters (CBM) capacity but has grown a bit in the last few years to 138-145,000 CBM. The average LNG ship's capacity in 2004 was 140,000 cubic meters. The new Superflex (or Q-Flex after Qatar Gas Transport who has championed the larger vessels) vessels that are on order have a capacity of 240,000 cubic meters.

LPG

Liquefied petroleum gas describes all natural gas liquids produced by fractionation. They are the product of crude oil refining. Their main use is as a clean burning fuel for cooking and in some markets, for heating. For vapor pressure reasons propane tends to be preferred in temperate climates, butane in tropical climates. They are also used in chemicals (olefins) and energy (gasoline blending).

The ships that carry these gases may be pressurized, semi-refrigerated or fully refrigerated and are divided into four distinct classes as follows:

- The smallest vessels are fully pressurized generally ranging from 3 to 7,000 (up to about 11,000) cubic meters capacity. The cargoes are primarily butane and propane (the stuff you use for cooking or your bar-b-que) and occasionally vinyl chloride monomer. The cargo can be compressed to 18 bar (about 261 pounds per square inch).
- The second type vessel is semi-refrigerated and able to handle cargo pressures of up to 8 bar (about 116 pounds per square inch). Temperatures can be raised or lowered to accommodate cargoes such as butane at minus 1 to minus 5 degrees C and propane down to -48 degrees C. Most vessels can also handle so called C4 products such as isobutene, anhydrous ammonia, butadiene and propylene.
- The third type of vessel is a fully refrigerated ship generally in size between 3,000 and 22,000 cubic meters capacity. Parcels tend to be 3-6,000 cubic meters and because of the vessel's ability to refrigerate to very low temperatures, they can carry cargoes such as ethylene at -104 degrees C.
- The last class is the VLGC (Very Large Gas Carrier) which ranges in size up to about 83,000 cubic meters capacity. These ships are about the same size as an AFRAMAX tanker and are fully refrigerated so as to carry propane and similar products.

SHIPPING 2006 –

NETWORKING OPPORTUNITIES GALORE

One of the great things about CMA Shipping 2006, March 20-22, 2006 at The Westin Stamford Hotel is the abundance of networking opportunities and a profusion of social activities, over and beyond the conference and exposition.

To help you make the very most of your time visiting CMA Shipping 2006 if you are already registered; or if you have not yet signed up as a conference delegate as only have time to attend a cocktail reception here and there, here is a list of events taking place, to which all are invited and which can only help to enhance your trip:

Monday, March 20-Wednesday, March 22, 2006

Exhibit Visits - complimentary at the following times

Monday – 10:00am - 5:00pm

Tuesday – 10:00am - 7:30pm

(CMA Job Fair takes place 5:30pm - 7:30pm)

Wednesday – 10:00am - 5:00pm

Monday, March 20, 2006

WISTA USA Luncheon

Women's International Shipping & Trading Association (WISTA NY/NJ/CT chapter), Shipping 2006 Luncheon. 11:30am-1:30pm - Westin Stamford Hotel, featuring Angeliki Frangou, Chairman & CEO, Navios Corporation. All are welcome to attend. For more information and to reserve, please contact Mary Leverich at telephone +1.203.602.6768 or by email at: mleverich@omicorp.com

Shipping 2006 Opening Cocktail Reception – 5:30pm-7:30pm - \$20 for members, \$30 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717 or sign up at The Westin Hotel.

Tuesday, March 21, 2006

The First Annual CMA Shipping Job Fair

Where: Westin Stamford Hotel, First Stamford Place, Stamford, Connecticut

THE ASPEN, BIRCH & CHESTNUT Rooms & Foyer

When: Tuesday, March 21, 2006 – 5:30pm-7:30pm

Who: Maritime-oriented students, companies, and professionals seeking growth

What: A venue for maritime companies to meet, mingle and discuss with prospective employees ranging from stu-

dents to experienced professionals in conjunction with a prestigious international industry event.

Companies: Heidmar, OSG, TBS Shipping, GAC Shipping, ABS, LR, Faststream Recruitment, World-Link Communications and Derecktor Shipyards (so far!)

We anticipate well in excess of a hundred undergraduate and graduate students drawn largely from tri-state area and New England maritime academies, in addition to a contingent of the thousands of industry professionals in attendance at Shipping 2006 that wish to explore opportunities for personal growth.

Light refreshments will also be available.

Typically schools hold job fairs to try to draw prospective hirers into meeting students preparing to graduate. By holding the fair in conjunction with Shipping 2006, the CMA seeks to reverse that, inviting students to the venue where the hirers are congregating.

Registration for students is FREE. But an RSVP is a must! Please contact Lorraine Parsons at +1.203.406.0109, ext. 3717 or by email at conferences@cmaconnect.com. We also encourage you to send an electronic copy of your resume or CV. A few maritime schools and student groups are organizing resume books, so we encourage you to be in touch with the appropriate organizations at your school about the event as well.

If you are at Shipping 2006 please feel free to stop by the event during Tuesday's cocktail reception.

Thursday, March 23, 2006

Freight Derivatives Forum

NYMEX, World Financial Center
One Northend Avenue, New York, NY 10282

The Baltic Exchange and the Forward Freight Agreement Brokers Association are once again teaming up to bring US tanker freight derivatives players together for a full day of workshops and debate.

The event is free and open to all - please view the program and sign-up sheet at the Events Page of the CMA website at: <http://www.cmaconnect.com>

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2006.

Lorraine Parsons, Event Director, CMA

JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$200.

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 per year for students.

To become part of the Job Mart please call (203) 406-0109 or

email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: SEEKING CONSULTING POSITION

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

Highly developed negotiating skills and extensive experience with corporate and entrepreneurial operations. Analytical, possess excellent communication skills; maintains a global network of professional and personal contacts; and demonstrates ability to work effectively as team player. Contact: Hycliff@aol.com (S6-01)

Candidate 2: SEEKING MANAGEMENT TEAM POSITION

Seeking position as part of a Company's Management Team, where background and experience can contribute to improving operational performance. Maritime Shipping Executive with 36 years experience with Tank Vessel operations. Managed and provided oversight of all vessel operations with specific focus on day to day performance, Scheduling, Engineering, Labor Relations, Security, and Emergency Response. Experienced in developing, and implementing Quality Management Systems – ISM, ISO, SQE, and Vessel Security. Developed a performance base culture with specific annual targets for HSE performance for both shore and sea staff. Additionally, performance targets for 'quality' and 'value' areas were set based on the company's operation. Provided leadership that resulted in three years of vessel operation without a Lost Time Injury (LTI); spilling less than 5 gallons to sea across the entire operation and achieving 100% of ATC's Performance Contract targets for the past two years. Effective team player with good interpersonal and communication skills. Have a proven leadership style incorporating honesty and integrity for

problem resolutions.

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

Contact information:

John A. Ripperger

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

Email: jripperger@comcast.net (S6-02)

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

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

Contact: T. Nicholas Kozma

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

Will furnish resume upon request. (S5-10)

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

Amjad Parvez Email: amjad79p@yahoo.com

Contact: 646-281-5795 (cell) 347-341-5200 (home) (S6-02)

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: Assistant Operations Manager

Expanding international shipping company, based in Westchester, seeks detail oriented maritime graduate for entry level position in dry bulk trades. Ideal candidate will have 2-5 years sea experience (bulk carriers ideal) and is now looking to come ashore. Competitive salary/bonus/benefits. Fax or email resume and salary req. to 914-961-6425, zrm@nyc.tbs-ship.com (HW03-06)

Position B: Port Engineer

Marine Transport Corporation, a Crowley Company

LOCATION: Charleston, South Carolina

DUTIES: Management position responsible for the repair, maintenance and modifications of vessels and equipment or facilities assigned to a specific region or operating company which may be allocated in support of a specific project. Responsible for the oversight of large land or vessel based construction / repair projects. This includes the development of budgets and schedules, contractor selection, contract management, interfacing with regulatory agencies. Assists in the development and adherence of the maintenance and repair budgets, as well as controls expenditures within limitations of a designated project's budget. May prepare and present status reports to customer, project team and management. Supervises the timely and cost-effective maintenance, repair, modification, and refurbishment projects of the existing fleet or facilities. Develops specifications and vendor bid packages and evaluates bid packages. Monitors the contractors and /or shipyards during projects. Conducts on-site surveys to determine maintenance and repair needs. Ensures all vessel engineers are properly trained, qualified and comply with regulatory training and / or certification requirements.

EDUCATION: Bachelors degree in engineering or at least 10 years in an engineering related field. MBA and /or APICS / PMP certification preferable. Licensed engineer.

WORK EXPERIENCE: Minimum 5 years experience in marine engineering, with sailing as a chief engineer in the tug and barge industry preferred. Minimum 3 years project management experience required.

**Crowley offers a competitive salary and benefits package.

CONTACT US: Human Resources, Email: resumes@crowley.com

Crowley is an Equal Opportunity Employer. For details please go to

Crowley.com <http://www.crowley.com/careers/voluntary-information.asp>

(HW01-06)

Position C: Vessel Operator

We are the USA office of Cargill Ocean Transportation, based in Bridgewater New Jersey.

We are looking for a highly motivated , energetic and creative chartered vessel operator, who will be looking after the detailed post fixture requirements of the 20-30 vessels our freight traders fix in every month to cover Cargill's grain, ferts and salt trades between the USA and Latin America. The candidate should have a good knowledge of vessels, be able to prepare stow plans, do laytime calculations, work closely and effectively with masters and agents and have a detailed understanding of c/p's and all vessel documents.

Please apply on-line at www.cargill.com using Keyword: new00100

(HW02-06)

Position D: Shipboarding agent needed for NJ Steamship Agency. Car required. Candidate must be willing to work some nights and weekends. We offer salary plus overtime, benefits and 401K. If interested, please fax resume with salary requirements to (732) 404-9808 or email sreilert@biehlco.com.

(HW02-06)

Position E: Nautical Surveyor – North Eastern USA

BMT Salvage Limited (The SA) has an immediate vacancy for a Master Mariner.

The successful candidate should ideally have previous experience as a marine surveyor. A Merchant Marine Unlimited Master's Licence will be the minimum and additional qualifications are preferred.

The attractive salary and employment package will take into account previous experience and qualifications. The candidate must live and/or be willing to relocate to a convenient location, probably in the corridor extending from Northern Virginia to New York.

All applications will be treated in the strictest confidence.

Interested candidates should send their resume to William Palmer, Principal Surveyor – American Operations, BMT Salvage Limited (The SA), 40 Fulton Street, 8th Floor, New York, NY10038.

(HW02-06)

Position F: Sales Manager

JOB QUALIFICATIONS

World-Link Communications is seeking experienced sales managers with a proven track record of generating revenue and closing sales. The Company is expanding its market coverage and requires sales managers for the US, Northern Europe, Middle East, Singapore and Hong Kong. The successful candidate should be independent, self motivated, possesses strong interpersonal skills and ability to articulate feature and benefits of products. Most importantly be passionate about prospecting and developing new business. Experience in Satellite Communication or the marine industry is preferred, but not required.

JOB DESCRIPTION

- Market and sell World-Link Communications services to ship owners, managers and operators in the designated territory.
- Prospect and develop new business.
- Maintain a relationship with our current and potential customers.
- Provide our customers with support as needed.
- Advise World-Link Communications management on new opportunities in the market/demand for new services.
- Supply marketing intelligence: competitors' rates, competitors' service, new services in the market, new market entrants.

To apply, send resume and salary history/requirement to info@wlnet.com. Please visit www.wlnet.com to learn about the company.

(HW02-06)

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

(HW02-06)

Position H: Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 31 vessels. We are seeking candidates for the rewarding position of Technical Coordinator. The ideal candidate will be a graduate of marine engineering with strong computer skills. The position involves assisting, coordinating & contributing to technical/operations tasks. General aspects of the position are, maintaining and monitoring records of surveys, repairs and maintenance for our fleet of vessels. Specific aspects of the position are, ordering services and maintaining our Job Order system, monitoring ship's performance, maintaining plans, drawings, and instruction manuals for the vessels, and performing special technical projects as assigned. Excellent pay and benefits w/full potential of personal development & promotion. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions. (HW02-06)

Position K: Programmer-Analyst - Heidenreich Innovations, Darien, CT Write/analyze code for n-tier software. Requirements include 5+ years expertise in ASP.NET, C# and SQL Server programming. Energy business knowledge preferred. Must have excellent communication skills and proven ability to build IT solutions to meet business needs. Additional requirements include ability to work within the US and be in commuting distance to Darien, CT. Please contact: marion.pace@heidmar.com (HW02-06)

Position L: Website (Q88.com) Administrator - Heidenreich Innovations, Darien, CT Accountable for maintenance, support and troubleshooting daily program problems and to assist users in accessing and manipulating data. Main responsibility will be preparing questionnaires used by over 260 ship owners and assisting in help desk support. An ideal candidate must be detail oriented, have excellent communication skills and can function in a group as well as independently. Strong knowledge of Microsoft Office products and Internet Explorer are necessary. Requirements: College degree with major in transportation or information systems. 3+ years similar work experience. Maritime degree and sailing experience a plus. Please contact: marion.pace@heidmar.com (HW02-06)

Position M: QHSSE Assistant Manager A leading tug and barge services company with locations spanning the Atlantic and Gulf Coasts of the United States is seeking a QHSSE Assistant Manager. This position applies knowledge of concepts and practices in quality, safety, health and environmental protection as they relate to the maritime industry. The successful candidate will assist in the responsibilities of program development, training employees and auditing equipment for Moran's corporate safety program. These initiatives have been developed to ensure a safe, healthy and productive work environment striving toward a continuous improvement of overall quality and reduction of accidents and injuries. This candidate will assist in the analysis of risk exposures to help determine appropriate controls and financing

alternatives for safety goals and challenges. The position reports to the Manager for QHSSE.

Requirements: Experience and/or training in safety management and auditing in the marine transportation industry; bachelor's degree in marine transportation, marine engineering or a like degree, preferably with a merchant mariner officers license; strong written and verbal communication skills and proficient in the various MS Office applications such as Word, PowerPoint, Excel and Access; research and writing skills and a comprehensive knowledge of Coast Guard and federal regulations a plus. Principle duties and responsibilities will focus on the execution and maintenance of the company safety management system and will ultimately assist with or conduct the following activities:

- Assist the Company Designated Person/Quality Coordinator in the administration of the Safety Management System
 - Conduct audits and work with employees directly on compliance matters
 - Develop and administer company training programs for QHSSE subjects
 - Coordinate and administer QHSSE related correspondence with crews and shore-based employees
 - Assist in the management of vendors who supply QHSSE related evaluation and related support services
 - Administer tracking of policy and procedural changes of QHSSE manuals
 - Provide new and innovative ideas for supporting and advancing quality and safety corporately and at remote locations
 - Assist and advise with internal, third-party and customer safety audits and the status of same on an on-going basis
 - Assist in communicating and working with regulatory agencies, customers, vendors, and industry groups with respect to QHSSE matters
- Benefits: Moran is an Equal Opportunity Employer and offers its full-time employees a competitive compensation and benefits package including, among others, health/dental insurance, long-term disability, life and 401(k) participation with employer matching opportunities.

Location: The QHSSE Assistant Manager will work out of the Company headquarters located at New Canaan, Connecticut. Travel to the various operating locations expected between 40-60% on a monthly basis.

Contact: career@morantug.com

MORAN TOWING CORPORATION IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER COMMITTED TO AFFIRMATIVE ACTION AND A DRUG-FREE WORKPLACE. (HW01-06)

Position N: Marine Technical Representative

Company: International Marine Consultants

Title: Marine Technical Representative

Position: Salaried, Full Time with Benefits

Description: The Marine Technical Representative (MTR) position requires a self motivated, problem solving team member with exceptional verbal and written skills. Reporting to the Manager of Gulf Coast Operations, the MTR is responsible for attending tank vessels and monitoring operations to insure compliance with client requirements, including

but not limited to; Pollution Prevention Practices, Safety Monitoring, Condition Surveys, Vessel Performance, Loss Control and Expediting. For each vessel attended the MTR is required to generate a comprehensive technical report conforming to each client's specific requirements. Following a pre-defined training period the MTR will also be responsible for communicating directly with clients via telephone, instant messaging and e-mail.

Requirements:

1. Merchant Mariner's License as Master or Chief Officer (Unlimited Tonnage).
2. Minimum three (3) years experience as licensed officer on tank vessels.
3. Minimum one (1) year experience as senior officer on tank vessels.
4. Valid Driver's License.
5. Computer / Software proficiency, including but not limited to Word and Excel.

Additional Qualifications:

The following will be considered a plus for any candidate applying for the position -

- Experience / knowledge of product tankers.
- Experience / knowledge of terminal operations.
- ISM Auditor / Lead Auditor Certification

Location: Texas based, with work at various ports distributed as follows; Houston / Texas City, TX - 60%

Beaumont / Port Arthur, TX - 10%

Corpus Christi, TX – 10%

Other Gulf Coast Ports – 20%

Other Information: The successful candidate will be a U.S. citizen or U.S. Green Card holder already resident in the U.S.

Interested candidates should send a cover letter along with a resume / CV. All submitted information will be treated in the strictest confidence.

Contact Information:

Clinton Wolfe, Manager – Gulf Coast Operations

Tel: 713-523-5111, Fax: 713-524-1779

E-mail: mail@IMCmarine.com (HW01-06)

Position O: Marine Technical Representative

Company: International Marine Consultants

Title: Marine Technical Representative

Position: Salaried, Full Time with Benefits

Description: The Marine Technical Representative (MTR) position requires a self motivated, problem solving team member with exceptional verbal and written skills. Reporting to the Manager of East Coast Operations, the MTR is responsible for attending tank vessels and monitoring operations to insure compliance with client requirements, including but not limited to; Pollution Prevention Practices, Safety Monitoring, Condition Surveys, Vessel Performance, Loss Control and Expediting. For each vessel attended the MTR is required to generate a technical report conforming to each client's specific requirements. Following a pre-defined training period the MTR will also be responsible for communicating directly with clients via telephone, instant messaging and e-mail.

Requirements:

1. Merchant Mariner's License as Master or Chief Officer (Unlimited Tonnage).
2. Minimum five (5) years experience as licensed officer on tanks vessels.
3. Minimum one (1) year experience as senior officer on tank vessels.
4. Valid Driver's License.
5. Computer / Software proficiency, including but not limited to Word and Excel.

Additional Qualifications:

The following will be considered a plus for any candidate applying for the position -

- Experience / knowledge of product tankers.
- Experience / knowledge of terminal operations.
- ISM Auditor / Lead Auditor Certification

Location: Florida based, with work at various ports distributed as follows; Port Everglades, FL - 70%

Tampa, FL - 15%

Other US Ports - 10%

Caribbean Ports - 5%

Other Information: The successful candidate will be a U.S. citizen or U.S. Green Card holder already resident in the U.S.

Interested candidates should send a cover letter along with a resume / CV. All submitted information will be treated in the strictest confidence.

Contact Information:

James Schoeneman, Manager – East Coast Operations

Tel: 516-496-9777, Fax: 516-496-9779

E-mail: mail@IMCmarine.com (HW01-06)

Position Q: VOC Bulk Shipping USA, a U.S.-based division of the Clipper Group, has an opening for a dry-bulk operator in our Stamford, Connecticut office. The successful applicant will have prior experience in dry-bulk operating, including a thorough knowledge of time and voyage charter parties, loading and stowage of bulk cargoes, laytime calculation, shipping documentation, bunkering, hire and freight calculation, etc. We are looking to add to our operations team in line with the continued growth of our Company, and the ability to think creatively and work as part of a team is imperative. Please submit resume in strict confidence to j.nichols@vocusa.com. (HW01-06)

Position R: Chartering Manager

Company: Leading dry cargo operating company

Market: Handysize and Handymax bulk carriers

Location: Connecticut

The Job:

- Service existing clients/contracts
- Charter out controlled tonnage
- Perform marketing to develop new clients and increase market share
- Explore new market opportunities
- Take positions in the market both on tonnage and cargoes

The person:

- Minimum 3 years chartering experience
- Show initiative and able to work independently
- Innovative with a trader mentality
- Good communicator and a Team player

Remuneration: Competitive salary commensurate with experience, bonus and benefits.

Contact: hr@mtmaritime.com

(HW01-06)

Position S: Head Bookkeeper / Accountant

Fast growing, International Marine Parts Dealer has an open position for Head Bookkeeper / Accountant. Looking for highly motivated individual to grow with us. Position deals with Customers, Suppliers and manufacturers from around the world.

Experience: Must have 3-5 years QUICKBOOKS experience. Must have 5 • 10 Years accounting experience.

Responsibilities include:

- Dealing with Quickbooks daily; A/P, A/R, Invoicing customers, Tracking receivables, paying bills, Internal Financial Reports
- Maintains general ledger accounts by reconciling accounts receivable detail and control accounts; adjusting entries for amortizations prepaids; analyzing and reconciling retainage and accounts payable ledgers; preparing fixed asset depreciation and accruals.
- Pays invoices by verifying transaction information; scheduling and preparing disbursements; obtaining authorization of payment.
- Obtains revenue by verifying transaction information; computing charges and refunds; preparing and mailing invoices; identifying delinquent accounts and insufficient payments.
- Collects revenue by reminding delinquent accounts; notifying customers of insufficient payments.
- Prepares financial reports by collecting, analyzing, and summarizing account information and trends.
- Maintains accounting ledgers by posting account transactions.
- Resolves account discrepancies by investigating documentation; issuing stop payments, payments, or adjustments.
- Develops and implements accounting procedures by analyzing current procedures; recommending changes.
- Answers accounting and financial questions by researching and interpreting data.
- Protects organization's value by keeping information confidential.
- Accomplishes accounting and organization mission by completing related results as needed.

Skills/Qualifications:

Accounting, Reporting Skills, Deadline-Oriented, Time Management, Attention to Detail, Confidentiality, PC Proficiency, Productivity, Verbal Communication, Thoroughness, Quality Focus

Salary and benefits commensurate with experience.

Please E-Mail Resume to: ted@allmarinespares.com

(HW02-06)

Position T: Receptionist / Data Entry

Fast growing, International Marine Parts Dealer has an open position for a Receptionist / Data Entry person. Looking for highly motivated individual to grow with us. Position deals with Customers, Suppliers and manufacturers from around the world.

Experience: Phone Skills a must. Courteous and friendly. Must be able to type 60 WPM at the least. Must have 5-10 years experience using Microsoft Word / Excel / Access. Experience completing Airway bills and entering data for shipments on UPS / Fed Ex / DHL / Yellow Freight and other Various shipping websites is a plus.

Responsibilities include:

- Answering and maintaining a 6 line phone system.
- Presents a welcoming environment by keeping reception area neat and clean.
- Welcomes visitors and customers by greeting and referring them to the appropriate person; notifies company personnel of visitor arrival
- Forwards sales information by answering the telephone, receiving faxes; recording and delivering messages; date-stamping documents; Opening and sorting mail; Pickup, receiving, preparing, and delivering mail and packages.
- Verifies entered customer and account data by reviewing, correcting, deleting, or reentering data; combining data from both systems when account information is incomplete; purging files to eliminate duplication of data.
- Produces information by preparing letters to potential customers; transcribing, formatting, inputting, editing, retrieving, copying, and transmitting text.
- Will be completing Airway bills and entering data for shipments on UPS / Fed Ex / DHL / Yellow Freight and other Various shipping websites
- Supports sales operations by maintaining files and forms; obtaining and forwarding information.
- Provides office supplies and services by maintaining inventory; placing orders; arranging for equipment repairs; servicing equipment.
- Accomplishes sales and organization mission by completing related results as needed.
- Protects organization's value by keeping information confidential.
- Develops and implements procedures by analyzing current procedures; recommending changes.

Skills/Qualifications:

Telephone Skills, Written Communication, Verbal Communication, People Skills, Professionalism, Self-Confidence, Multi-tasking, Customer Service, Administrative Writing Skills, Data Entry Skills, Typing, Confidentiality, Attention to Detail, Thoroughness, Independence, Documentation Skills, Problem Solving, Dependability, Results Driven, Organization, Handles Pressure, Attention to Detail, Deadline-Oriented, Time Management

Salary and benefits commensurate with experience.

Please E-Mail Resume to: ted@allmarinespares.com

(HW02-06)