UP COMING EVENTS

SAVE THE DATES

MARCH 2015
March 23 - March 25, 2015
CMA SHIPPING 2015
Tradition: Celebrating the Best, Improving the Rest
Hilton Hotel, Stamford, CT
http://www.shipping2015.com

APRIL 2015
Thursday, April 30, 2015
CMA Annual General Meeting Luncheon
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Free to CMA Members in good standing
See page 4 for more info

MAY 2015
Monday Afternoon, May 18, 2015
CMA Spring Golf Outing
Sterling Farms Golf Course
2748 Post Road, Darien, CT 06820
1349 Newfield Avenue, Stamford, CT 06905
See Page 6 for more information

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

PRESIDENT’S NOTES

America’s Best Kept Secret….

I am sure that many readers can remember their first inter-
view for a position in the Maritime world. For anyone who
had, or has, a desire to develop a maritime career, it is a
pivotal moment.

Even though it was back in 1985, prior the worldwide web,
iphone, email and such amazing electronic connectivity
and being accessible to everyone, I can still remember it
with crystal clarity.

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I answered a small 3 line advertisement for an ‘Oil Trader’ in one of the mainline English newspapers (I still have the original bit of paper somewhere!). When I, ever so politely, called to declare my interest and enquire about the advertisement, I was told it was for a position as a “Bunker Trader” with a premier Japanese trading house.

This left me in somewhat of a quandary because, in spite of my nautical heritage via my maternal grandfather (the Royal Navy – you might have read his memoirs serialized in this newsletter), and my father (the ship agent), I had never heard of “bunkers”.

So, being the dutiful and interested interviewee, off I went to the English National library, thinking that this would be the one place sure to have all the information on “bunkers”, I was sadly mistaken. After the first few references to “coal” I realized that the library must not be quite up to date on modern methods of supply, decided to “wing it”, and thankfully was successful, being still in the “Bunker” business 30 years later.

Now, looking back at this particular moment in my career, it seems, even to this very day and on another continent, to be symptomatic of a wider ignorance of the fundamental importance of the maritime industry to the national economy. Ask yourself, outside of your contacts and friends actively involved in our industry, how many are aware of its importance to our nation? It’s huge contribution to the running of our great nation?

You often hear glib suggestions involving trade embargoes or sanctions, and I am sure that many us - at least having some experience in the industry of how such actions will backfire and damage our own economy - cringe when such pronouncements hit the newswires.

One just has to look at the (very) recent strike on the US West Coast to see just what a huge impact an interruption in the chain of supply has on the economy.

So how many people in our nation are aware of the importance of our maritime industry? Your guess is as good as mine, but I can’t tell you how many times I have had to explain to complete newcomers just how vessels get the fuel for their engines. It isn’t magic, but it does take a serious amount of understanding, and is so very necessary.

At the CMA we have close links with many of the Maritime Colleges, not only through their Alumni already gainfully
Less than two weeks to go until Shipping 2015. March is an exhausting month but all the work and pressure will be forgotten as we welcome old, new and friends we have yet to meet.

I bring your attention to a review of last month’s annual Hellenic and Norwegian American Chambers of Commerce joint shipping conference in New York (The Life of a Ship) and the February luncheon speaker, Rod Jones, President of CSL (Canada Steamship Lines) Group. Both were done by an intern at IMS, Michael Lustrin. It has been fun working with him, and a more recent intern, Max Schroder. Both will return to their colleges (Mike to Dartmouth and Max to George Washington) soon. We will miss their curiosity, enthusiasm and energy.

As Mike mentions in his article on CSL, Canada’s Consulate in New York was instrumental in getting our CSL speaker. I think they were surprised that he was the president of the company and well known to us at CMA. Present at the luncheon were three members of the Consulate staff, Mr. Vikas Sharma, Head, Foreign Policy and Diplomatic Services, Ms. Jenna Chrisphonte, Foreign Policy & Diplomatic Services Officer and Ms. Emilie Doyon, Canadian Border Services Agency. Our thanks to them and we hope to continue to work with our neighbors to the north.

We have two technical articles this month. The longer one is an invitation by Martin & Ottaway to participate in a study of the effectiveness of Oily Water Separators for the National Fish and Wildlife Foundation. Seems like a very useful study.

Lastly I draw your attention to the Student Papers (and Power Point Presentations) Contest. We are greatly appreciative for d’Amico Shipping’s financial support and pleased with the quality of the papers we received. This has been a wonderful collaboration between academia and business with both students and industry winners. I hope we can expand this activity still further.

I’ll see you at our Conference and Trade Show. Bring some paying guests. Remember, the money we earn from the Show is what allows us to offer so many activities and keep dues as low as they are. The Board of Governors is run by volunteers. We have no paid staff and outsource all critical services. Those costs keep going up much like the expenses to run our annual event. CMA is a bargain. Help us keep it going.

Donald Frost, Editor

from the editor

Less than two weeks to go until Shipping 2015. March is an exhausting month but all the work and pressure will be forgotten as we welcome old, new and friends we have yet to meet.

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We have two technical articles this month. The longer one came to us via Nordic Tankers and deals with tank cleaning for the carriage of chemicals. Very interesting. The other
Mr. Alejandro Trillo, Director Mexico, Stericycle, Mexico City, Mexico
Mrs. Lianne Weijters, Business Manager, Van-Oil Petroleum Ltd., Norwalk, CT
Mr. Kevin Michael Wise, President & CEO, Mjolner Shipping, Jersey City, NJ
Mr. Claus Witt, Managing Director, Mares Shipping GMBH, Hamburg, Germany
Mr. Jingzhou Zhao, Shanghai Maritime University, Shanghai, China

We look forward to meeting you all at Shipping 2015.
Brian Robinson, Membership Chair

CMA ELECTIONS 2015

Our Annual General Meeting will be held April 30, 2015. On that occasion we will elect (or re-elect if an incumbent is eligible) Officers and Committee Chairs. Last year, the President (with Board approval) appointed people to fill several positions left vacant. The By-Laws allow these people to continue to serve out their predecessor’s term. The Board considered putting them up for confirmation this year but since about half the Board rotates each year, it would mean that we would be electing almost the entire Board in 2016. Therefore, it was decided to leave them in their positions and extend one appointed slot 4 months so as to be elected in 2017. Confused?

The Nominating Committee:
Chair – Capt Larry Liu
Members - Ann Cipoletti, David Fillis, Trevor Jones, and Molly McCafferty

Positions to be voted upon:
Officers:
Vice President – Joe Gross of d’Amico Shipping
Secretary - Jasmine Alvarado of Clemente Shipping USA. Jasmine is the incumbent and is eligible to run again

Committee Chairs:
Membership – Brian Robinson of Penfield Marine is the incumbent and eligible to be re-elected.

In other news, the Board is working on a By-Law change that would create a new Committee to deal with social media. More on this next month.

CMA STUDENT PAPERS CONTEST

The number and quality of the papers submitted this year was very good. We think the increased prize money had something to do with that and we thank the d’Amico Group for their generous support.

This year’s winners:
First prize - $2,500
“Is Private Equity Funding Hurting the Shipping Industry” by Avinash Saraon of SUNY Maritime College

Second prize - $1,500
“Unmanned Vessels’ Place in the World of Maritime Law” by Chris Blakesley of California Maritime Academy

Third prize - $1,000
“The Virtual Arrival Clause” by Nicholas Yantselis of SUNY Maritime College

The scores for the papers were very close. At the suggestion of the reviewers an Honorable Mention Certificate will be awarded. Mr. d’Amico graciously added to his donation to support the Certificate.

Honorable Mention prize - $500
“The US Potential to Export Liquid Natural Gas and the Effect on the Maritime Industry” by Andrew Mueller of the United State Maritime Academy

Our congratulations to all those who entered the contest. The three winners will make brief Power Point presentations of their papers at CMA Shipping 2015, Tuesday afternoon March 24, 2015.

We would like to recognize and thank our academic partners, Professor Shmuel Yahalom, Ph.D., Professor of Economics, Global Business and Transportation Department SUNY Maritime College, Professor Donna Nincic, Ph.D, Director of the ABS School of Maritime Policy and Management, California Maritime Academy and Associate Professor Chang Qian Guan, Ph.D Marine Transportation Dept, United States Maritime Academy. CMA’s reviewers: Beth Wilson-Jordan, VP CMA Education Foundation and former CMA President, Captain Joseph Gross, CMA’s Vice President, and Donald B. Frost, Editor of the CMA Newsletter and a past CMA President.
February’s Luncheon

Canada Steamship Lines (CSL) President and CEO, Rod Jones tells his story.

By Michael Lustrin

February’s CMA luncheon in Darien, Connecticut was smiles as usual. Amidst a buzz of light-hearted networking, about a hundred shipping professionals chatted about business, recreation, the family, and more. After some food and beverage, conversation ceased, and eyes shifted towards Rod Jones at the speaker’s podium. The President and CEO of Canada Steamship Lines proceeded to regale us with a personal reflection on his ascension from deckhand to executive management.

After spending some time at sea learning about the gritty details of ship operations from the deck, Rod earned his MBA and set his sights on the managerial world. His mantra was simple: find the competitive advantage. Thus, it is no surprise that he ended up at CSL, whose mission is to control niche markets that do not lend themselves to the stiff competition found in many other areas of shipping. CSL built a business by adopting Great Lakes-Type gravity fed conveyor belt dry bulk self-unloaders for ocean trades.

It is unsurprising that Rod rarely deals with the broader shipping market directly. In reality, his only interest in the broader shipping market is finding the next niche trade toward which CSL can transition. This is how CSL has survived for decades. Rod, and the rest of CSL, focus on what they do best: being superior operators and solidifying their position as the only viable choice for the unique services that they can provide.

Rod did not become a President and CEO overnight. He spent years in the ship brokerage business at Van Ommeren, followed by a stint at Navios. For over twenty years since then, he has grown and lead what is now CSL Group, developing expertise in management along the way. His advice for those who are looking to do the same was simple: stay broad. The ability to lead requires experience and a comprehensive knowledge base. Become too narrowly focused, he warned, and you may reach your professional ceiling earlier than you would like.
Rod finished off his presentation with some of the unconventional initiatives that he and CSL are pursuing. These are the company missions that keep both him and his employees engaged, progressive, and proud. For instance, CSL has taken a pronounced stance on environmental sustainability during Rod’s tenure. He is happy to report that his ships see significantly reduced fuel costs, impressive modern technology, and a steadily diminishing carbon footprint. Furthermore, Rod has asserted his position as a premier responsible shipowner, and so he has garnered the respect and trust that brings him and regulators to the table for meaningful industry discussions.

Lastly, Rod touched on anti-corruption practices. CSL is opposed to dishonest shipping professionals looking to squeeze out some extra revenue, whether they are clients, competitors, or regulators. Rod thinks that the existence of corruption in shipping lies in the hands of shipowners. Some shippers are not willing to take a stand against corruption, even if it means taking a hit to their income. However, if the entire industry stood up for responsible business practice, then corrupt practices would be exposed and die. Everyone would save money and become more competitive in the long run. This is your typical tragedy of the commons. While the solution is idealistic at best, Rod is confident that impassioned leadership and global networks devoted to anti-corruption reform can ultimately get the job done.

A special thanks to Rod Jones for making the trip from Canada, as well as to the Canadian Consulate in New York for supporting this event. If anything, this luncheon reminded us CMAers that the strong bonds we form in shipping can and will transcend borders to make us a cohesive, global unit in business, policy, and acquaintanceship.

---

Jay L. Johnson, Admiral, U.S. Navy (Ret.), Former Chief of Naval Operations and Former Chairman and CEO, General Dynamics
Gregory E. Sancoff, President and CEO, Juliet Marine Systems, Inc.
Anthony Scaramucci, Founder and Co-Managing Partner, SkyBridge Capital

For more information, visit their website at www.nynavyleague.org/annualdinner, or call 212-825-7333.

It promises to be a magnificent evening and they would be delighted to have you join.

---

**Calling CMA Golfers -**

**CMA Spring Golf Outing…..**

Monday afternoon, May 18, 2015
Sterling Farms Golf Course
1349 Newfield Avenue
Stamford, CT 06905

Website: http://www.sterlingfarmsgc.com

Mark this date in your calendar for our CMA Spring Golf Outing – **Monday afternoon, May 18**. After the brutal winter we are having in the Northeast, a nice afternoon of golf, on hopefully a lovely day, will be a great reward!

Registration/Lunch commences at Noon
Shotgun start at 1:30 PM
Dinner in the tent directly following the afternoon of golf at around 6:00 PM until late.

**We will stay with our latest format which is the “Simple Scramble” format.** This means it is in essence a team event, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

The First Place Team will be presented with the “Graydon Michael Webster Cup”, and we hope that our 2014 Champion team, led by Bob Pascarella of The Professional Associates and ex-CMA Board Treasurer, will return to defend their trophy.

To participate in this year’s Spring Golf Outing, the cost is $190 per person ($760 for a Foursome) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

---

**Navy League Dinner – March 19th – NYC**

Please join the Navy League of the United States, New York Council on March 19th as they support the valiant men and woman of the sea services at their 113th Anniversary dinner at the New York Yacht Club in New York City.

They will be honoring distinguished leaders from the private, public and military sectors including:

**Admiral Michelle J. Howard**, U.S. Navy, Vice-Chief of Naval Operations
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 after work – the cost for the Dinner only is $60 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 or Anne at Ext 3725 if you have any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express).

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 or call for credit card payments.

We hope that you will join us on May 18 for another great afternoon of golf.

Best wishes,

Lorraine Parsons
CMA Event Director

Get ready to change gears, with

AWT SmartSpeed™

Variable Speed Routing

Introducing AWT SmartSpeed™. The first route advisory service to use advanced optimization to set the best route and the best speed for each segment of the voyage...to save fuel.

See AWT at Booth #22

www.awtworldwide.com
The Connecticut Maritime Association Presents

SHIPPING
North America’s Premier International Shipping and Trade Conference and Exposition

March 23, 24 & 25, 2015
Hilton Hotel, Stamford, Connecticut

14 sessions
3 days
2,500 people

Tradition:
Celebrating the Best,
Improving the Rest

www.shipping2015.com

Produced by
International Marketing Strategies, Inc.
Tel: +1.203.406.0109 ext 3717
Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.shipping2015.com
It is with great enthusiasm that we write you about the March 23, 24 and 25, CMA Shipping 2015 Conference and Tradeshow at the Hilton Stamford Hotel (www.shipping2015.com) Your show in your backyard.

It is a great fact: the entire shipping world will either be here physically in some fashion, or certainly be hearing, reading and thinking about the CMA as the best trade publications are bringing in their best journalists to report from Stamford, CT.

But really it is about thousands of people coming to Stamford to do business, and nothing would make us happier than to know you are benefitting, that you will be with us.

There are seminars on how to build the best shipping companies, with ideas and vision provided by some of the best in the business…and what it means for CMA businesses, your own futures. What are your competitors thinking? Where is it best to invest? How to protect your valuable business from cyber-crime? Technologies for how to make your business more efficient – with real hardware and software in the Hilton hallways to kick and test, too. How to manage insurance exposures? Find funds for a ship, product or fleet. A major salvage? Better charter contract terms…

And networking galore, because face it, we are an industry of deal junkies!

Nothing better than buying a ship, securing a management contract, picking up a big new client, solving a dispute over a drink and meal, fixing a ship for two years, talking with the USCG, negotiating a sale, finding that new key employee or office space…

The Commodore Gala Dinner celebrating Captain Panagiotis N. Tsakos boasts the largest guest list ever. The Job Fair is humming. The special bespoke seminars are using every spare corner and more of the Hilton.

For more than a month, special dinner invitations, reception invites, meeting requests have been flying about. Hundreds of exhibitors, speakers and Trade Association executives have been strategizing on how best to use the three days in Connecticut.

It is because real international shipping is conducted here that the world comes to Connecticut. We need everyone to be engaged, to encourage your clients and customers to stop by the Hilton, use the show as a deadline to finish a deal or get a new one started. This is our moment to shine because when we do all of our businesses benefit.

For those of you engaged already, many thanks!! For those of you just getting going thank you! For those of you who have never been before, come, it is a business boom, not to be missed.

Five Reasons to Attend CMA Shipping 2015
1. to show pride in and support for the business dynamism of our CMA community
2. to do business and make money
3 to demonstrate the vitality of international shipping in the region and bring more companies here
4. to focus the eyes of the industry clearly on our businesses, bring finance, cargo and talent here
5 to bring the people you want to do business with to your offices to see first-hand what makes CMA valuable

And we are committed every step of the way to your success. If you can’t be out for the entire event, we are happy to offer shared company passes, so colleagues can attend too. We will do what we can to accommodate your schedule.

Contact us to find out how we can assist you to make the best opportunity from this gathering right here in your own backyard. We are ready to assist you.

Sincerely,

CMA Shipping 2015
Tel: 203-406-0109 Ext 3717
Email: conferences@cmaconnect.com
Website: www.shipping2015.com
PRIVATE LABEL SEMINARS –

CHARTER OAK BOARDROOM
FREE OF CHARGE TO ANYONE ATTENDING
CMA SHIPPING 2015 IN ANY FORM

During Shipping 2015 we will offer a series of Seminars and Product Launches in The Charter Oak Boardroom, within the exhibit floor.

A full schedule of all private label seminars taking place will be available at the show.

Even if you are just 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 details where available at this time:

Tuesday, March 24, 2015

10:00 am : Green Marine
Green Marine: A Voluntary Environmental Certification Program for the Marine Industry

11:00 am : Intertek
BUNKER BONUS: Fuel Prices are Down. But Beware of Quality and Quantity Risks

12:00 pm : Index AR Solutions
Press Conference and Demonstration of how Augmented Reality (AR) will revolutionize the Marine Industry, as we know it today

1:00 pm : SUNY Maritime
Progressive Advancement in the Maritime Industry: Competency, Currency and Education

2:00 pm : Proceanic, Ltd.
New Developments: Mini-ROVs for Hull and Tank Inspections and Cleaning

3:00 pm : Shipshooter
"Ready for Your Close Up?" The Anatomy of a Bespoke Maritime Aerial Photo Shoot

4:00 pm : IHS
5:00 pm : Global Maritime Financial Services, Ltd.

Wednesday, March 25, 2015

10:00 am : Brightwell Payments, Inc.
Brightwell Navigator: An easier way to navigate pay day

12:00 pm : Arbinger Institute
Leadership, Team Building and Conflict Resolution Training

1:00 pm : Total Marine Solutions
MAGS: A Novel Appliance for the Conversion of Waste into Energy

3:00 pm : Echoclor
Green Bay Retrofit: A Riding Crew Installation

4:00 pm : Andersen Tax
Corporate and Individual Tax Issues Impacting the Shipping Industry

NETWORKING OPPORTUNITIES GALORE......

One of the great things about CMA Shipping 2015, March 23-25, 2015 at The Hilton 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 2015 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 23-Wednesday, March 25, 2015

Exhibit Visits - complimentary at the following times
Monday – 2:00pm-4:00pm
Tuesday – 10:00am-4:00pm (CMA Job Fair takes place 5:30pm-7:30pm)
Wednesday – 10:00am-4:00pm

For a VIP Pass to visit the exhibits and to pre-register for a name badge, simply e-mail us at conferences@cmaconnect.com
Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2015 in any form

The Charter Oak Boardroom Seminar space is hosting a full schedule of private label seminars. A full schedule will be available at the show and a preview of the Seminars already scheduled can be found in this newsletter issue.

**MONDAY, MARCH 23, 2015**

**WISTA USA Luncheon**
Women’s International Shipping & Trading Association USA’s Tenth Annual Luncheon at the CMA Shipping 2015 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Karin Orsel, President & CEO of MF Shipping Group and also President of WISTA International will be the keynote speaker. Last year's event was sold out, so register early by contacting Marlene Boyer, WISTA CT Chapter President, wistasa@gmail.com

WISTA Members $65 Non-Members $75

**CMA Shipping 2015 Opening Cocktail Reception –**
5:30pm-7:30pm - $50 for members, $75 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press etc. – those visiting the Exhibits Only need to purchase tickets to gain entry.

**TUESDAY, MARCH 24, 2015**

The Tenth Annual CMA Shipping Job Fair

Where: Hilton Stamford Hotel, First Stamford Place, Stamford, Connecticut
When: Tuesday, March 24, 2015 – 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 students to experienced professionals in conjunction with a prestigious international industry event.
Companies: We will welcome around 10 companies looking to hire and as of today’s date ABS, Faststream Recruitment, Flagship Management, Heidmar Inc., Independent Maritime Consulting, Spinnaker Global and the SUNY Maritime College Graduate Program will all be represented with tabletop displays. In addition to YSP of New York (Young Shipping Professionals) who has generously agreed to mentor and give advice to young people looking for opportunities in the maritime industry.

We anticipate well in excess of a hundred or so undergraduates 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 2015 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 2015, 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 Anne Gumpel by email at AGumpel@marinemoney.com – Access is complimentary for those attending the Job Fair. If you are at Shipping 2015 please feel free to stop by the event during Tuesday’s cocktail reception. For companies looking to hire, the cost of a table-top display at the Job Fair is $250 and is complimentary if you are already exhibiting at the show.

**CMA Shipping 2015 Tuesday Evening Cocktail Reception –**
5:30pm-7:30pm - $50 for members, $75 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press etc. – those visiting the Exhibits Only need to purchase tickets to gain entry.

**WEDNESDAY, MARCH 25, 2015**

**CMA Shipping 2015 Gala Cocktail Reception –**
5:30pm-7:30pm - $75 for members, $100 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press and Gala Dinner guests - those visiting the Exhibits Only need to purchase tickets to gain entry.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2015.

Lorraine Parsons
Event Director, CMA
Website: www.shipping2015.com
MONDAY, 23 MARCH AT 11:30 A.M.

Hilton Stamford Hotel | Ballroom II
Stamford, CT

Guest Speaker:
Karin Orsel
President & CEO, MF Shipping Group

Karin Orsel has been in the maritime industry since the age of 18. At 23, Karin became a shareholder of the MF Shipping Group, an organization she has lead as CEO and majority shareholder since 2001.

Karin leads MF Group, a fleet of 55 product oil, chemical tankers and dry cargo vessels that operate around the world. MF Group operates in three segments of the Maritime Industry: Chemical/Product Tankers, Dry Cargo and Self Unloaders.

In 2009, Karin was honored with the Dutch "Female Entrepreneurship Award of the Year." Throughout her career, Karin has dedicated herself to furthering the Maritime Industry. She currently serves as Vice Chairman of the International Chamber of Shipping (ICS), on the Board of the Royal Association of Netherlands Shipowners, where she is Chairman of the Economic Affairs Committee, and participates on the Boards of several international shipping companies. Karin also serves as President of WISTA International.
An Invitation to Participate

By Rik van Hemmen

In the first half of 2015 Martin & Ottaway will be performing a study for the National Fish and Wildlife Foundation, "MAX1 Studies" (MARPOL Annex I Studies), that will address the following questions:

1. How effective are shipboard Oily Water Separators?
2. What can be done to further increase the effectiveness of shipboard oily waste management?

The intent of MAX1 is to establish the deepest possible industry cooperative framework and seeks participants to address the wide ranging issues concerning OWS systems and machinery space waste stream management.

Despite the fact that there are many operators who are making headway with regard to environmental compliance, MARPOL Annex I violations continue to occur and the time has come to analyze existing data and to identify best practices and operational dead ends.

NFWF and M&O are reaching out to the marine industry to provide input and insights for this study and if you think you can contribute, please contact Hannah van Hemmen to join the team to improve machinery space waste stream management at a global level, or go directly to the project website and the sign up page.

Depending on your interest, involvement may consist of answering the MAX1 Survey planned for launch in March 2015, up to technical discussions and contributions, and attendance at the concluding MAX1 Conference that is planned for June 2015. This project fits within the QESTH (Quality, Environmental, Sustainability, Training and Health) framework and it is expected that solutions will not only benefit machinery space derived waste management and OWS systems (MARPOL Annex I, Chapter 3), but all shipboard QESTH components.

MAX1 will involve all stakeholders, such as regulatory organizations, ship's crews, shipowners, ship operators, ship builders, OWS manufacturers, classification societies, registries, and maritime non-profits and organizations.

M&O has been involved on both sides of numerous OWS criminal investigations and is well aware of the sensitive nature of OWS operational practices and violations of MARPOL. For this study, as engineers, we have been specifically tasked by the USCG and NFWF to function as a neutral party that will provide confidentiality where requested.

TANK WASHING NEWS

By Guy Johnson, of L&I Maritime via Nordic Tankers, Stamford

The wall wash is dead. Long live the washing water sample.

The export quality of the shipped product has to be the primary objective of the pre-loading inspection specification. But when wall wash specifications are now routinely stricter than the quality of the loaded cargo, or when the wall wash inspection is carried out using a solvent that is more aggressive and sensitive than the cargo to be loaded, one seriously has to question the suitability of the process and whether it is relevant to the quality of the loaded cargo.

It is proven that passing the wall wash inspection does not guarantee that the loaded cargo will meet any predetermined quality specifications but until this statement is accepted, commercial pressure will continue to squeeze vessels to clean to higher and higher standards which costs time and money, impacts the environment and negatively affects the working safety of the crews employed on these vessels.

Ten years ago, only a handful of cargoes demanded a wall wash inspection, typically methanol, ethanol, MEG but today, the list is out of control. Including lately, a cargo of jet fuel, which granted, requires the cargo tanks to be perfectly clean and dry, but in a recent example was only loaded prior to a wall wash inspection in all cargo tanks for the following criteria:

- Wall wash with DI water to test for a maximum sodium content of 1ppm.
- Wall wash with Hexane to test for a maximum NVM content of 10 ppm.
- Wall wash with Methanol to test for a maximum organic chlorine content of 1ppm and a UV scan through a 5cm cell (smooth curve).
The charterers later admitted that they were “unaware the vessel had stainless steel cargo tanks” and “perhaps a wall wash inspection was not required”. Yet this astonishing lack of understanding sadly reflects the reality that owners/operators of tankers are consistently and unnecessarily expected to over-clean cargo tanks to a level of cleanliness that is just not required to load the vast majority of cargoes, with the following consequences:

i.) Each hour of boiler operation on a tanker consumes approximately 0.75MT of HFO, which in turn liberates approximately 2.5MT of CO2 to the atmosphere.

ii.) Each drum of IMO approved cleaning chemical consumed during tank cleaning is ultimately discharged to sea which is perfectly legal and acceptable, but if using cleaning chemicals is not required to successfully load the next cargo, why use cleaning chemicals in the first place?

iii.) Numerous CONFINED SPACE ENTRIES by the vessels’ crews and load port surveyors.

What is the wall wash?
If we reluctantly accept a significantly increased number of wall wash inspections prior to loading chemical and oil cargoes, until a viable replacement can be introduced, the following facts about the wall wash inspection should be considered:

i.) It is a random inspection process that can only be carried out from accessible areas of the cargo tanks, typically the lower sloping bulkheads, which is representative of 10 – 15% of the internal surface area of the cargo tank only.

ii.) It is subjective, meaning different people will take a different inspection of the same cargo tank.

iii.) It is not reproducible; for the very reason that it is random and subjective.

iv.) The analysis results will generally be diluted by a factor of approximately 2000 times when the cargo tank is fully loaded.

v.) The analysis results are massively influenced by the volume of solvent used, yet this is never measured or controlled.

Essentially, this means that two different inspections of the same cargo tank will never generate the same results. Which one is correct? And is the cargo tank suitable for loading or not?

The difference between the results could be the difference between the vessel being accepted and the vessel being rejected, but actually the concentration of the contamination on the surface of the cargo tank is the same. This is fundamentally wrong and renders the entire wall wash inspection as unsafe.

What is the alternative?
Nordic Tankers and L&I Maritime (UK) Ltd have been working on a project that measures the quality of the washing water during tank cleaning; identifying how much of the previous cargo has been removed from the cargo tanks instead of what has been left behind after cleaning. The process allows for dynamic measurement of cargo tank quality using a UV / Vis spectrophotometer, which not only significantly reduces cargo tank entry, also measures the entire internal surface area of the cargo tanks and the cargo lines, unlike the wall wash inspection which only measures 10 – 15% of the internal surface area and none of the cargo lines.

When the concentration of the previous cargo drops into low parts per million levels, tank cleaning can be stopped with confidence, knowing that all of the liquid residues of the previous cargo have been removed. The following graph shows the results from two cargo tanks cleaned from styrene monomer. The vessel successfully loaded MEG FG afterwards, without having to pass a wall wash inspection:

The process of washing water analysis is currently being evaluated and considered by a number of chemical majors not only because it is a far more realistic and relevant method of determining cargo tank suitability, but also because it has a direct and positive impact on the environment and on the safe working conditions of our crews.

Guy Johnson
L&I Maritime (UK) Ltd
Tel. +44 1909 532003
Email. guy.johnson@limaritime.com
Spending more time on data rather than shipping?

FleetWeather Congratulates the 2015 CMA Commodore – Captain Panagiotis N. Tsakos

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THE LIFE OF A SHIP

This was the title of the joint Helenic-American and Norwegian-American Chambers of Commerce annual shipping conference held February 11, 2015

By -Michael Lustrin, Marine Money intern

The scene: The Waldorf-Astoria Hotel in Midtown Manhattan
The play: “The Life of the Ship”. Each discussion centered on a particular component of a ship’s life from the shipyard to the scrapyard.
The players: The maritime community including ship owners, operators, investors, investment bankers, lawyers, insurance providers, etc. “The usual suspects”.
The theme: Ships will take on a new host of obstacles and responsibilities as we push further into the 21st Century.
The script: Powerful opinions on the open-ended questions we are all asking.

What will the global economy look like in the near future?
Fotis Giannakoulis of Morgan Stanley delivered a comprehensive macroeconomic overview as it pertains to shipping markets. Slow, steady GDP growth, low oil prices, and an era of extraordinarily accommodative monetary policy suggested a strong global economy for 2015, but low rates of inflation, depressed Chinese demand, and struggles in manufacturing presented some potential setbacks. He gave a positive outlook on the already-strong tanker market, citing the current contango environment and general market volatility as positives for shippers.

How are the major shipyards doing these days?
The shipbuilding panel with Robert Shaw of Sea Trade, Nicholas Stillman of Clarkson Capital Markets, Cameron Mackey of Scorpio, and Athena Wu of the Chinese shipping consulting firm Wenz & Associates painted a bleak future for dry bulkers with an oversupplied market to continue into 2016-17. The biggest shipyards in Asia have shifted their focus from plain vanilla bulkers and tankers to offshore drilling rigs and specialty vessels. Now they are struggling as oil prices plummet resulting in fewer orders. The tanker market is a viable alternative, but it may be the only one. Aker Philadelphia Shipyard CEO Mr. Steiner Nerbovik got the last word in on the issue of newbuilds with a presentation of his yard’s order book for Jones Act container ships and tankers.

How are today’s financiers funding shipowners and servicing their debt?
Jason Klopfer of Navig8 and Ben Ognibene of Heidmar compared and contrasted growth and exposure opportunities as a commercial ship manager versus a pool. Bob Burke of Ridgebury, Brian Dillard of KKR, Martin Lunder of Nordea, and Anders Platou of DNB Bank USA sat on a funding panel that discussed the various methods of raising capital in the business: public offerings, private equity, and debt.

Is there anything special shipowners that should consider in the insurance world?
Joe Hughes of the Shipowners Claims Bureau and Peter Mellett of Bankserv Insurance Services discussion centered largely on the industry-dominant Protection and Indemnity clubs. That mutual insurance framework balances a reserve pool of investible capital with cash in the hand of participating ship owners. Mr. Mellett focused on insurance policies meant to protect owners from denied coverage. Mr. Mellett’s advice was to tread lightly, for these policies carry covenants and nuances of their own, and so they must be handled actively and with caution. The good news was hull and P&I insurance sectors are pricing their premiums at cyclically low levels.

What’s the deal with all these regulations? Environmental compliance? Huh?
The Green Energy panel with Paal Johansen of DNV GL, Henning Gramann of IHMA, and James Watson of ABS. Perhaps the most resonating message of this panel was the emphasis on the growth in environmental compliance as a necessary business component across the industry. With global sulfur caps and emissions standards, the incentives to invest in clean technology and save fuel are higher than ever before. The industry is approaching a new and promising chapter, provided that the regulations do not pose too serious of an economic burden on shipowners.

What do the shipowners themselves have to say about all of these changes?
Jack Noonan of BLT Chembulk, Arthur Regan of Principal Maritime Management, and Christine Chao of the Foremost Group provided their input on the swarm of environmental regulations forthcoming. For the most part, they were not concerned. Assuming that regulations are phased in smoothly and efficiently, they believe that the industry will respond positively. There was no panic in the room. Optimism from the owners and operators themselves took over, providing a much-needed sense of confidence at the day’s end in New York City.
Change in Command

As the result of their deliberations (General) Alexander replaced Auckinleck as Commander-in-Chief, Middle East, the latter being transferred to be Commander-in-Chief in India and Montgomery was appointed to command 8th Army. There were rumours at the time that Straffer Gott, a much respected General in the desert, was to be given the 8th Army, but he was killed in an aeroplane accident just before the announcement of the appointments. It must have been a sad moment for General Auckinleck, but he took his dismissal with great dignity and never complained. For me it made a great deal of difference and I never met General Alexander during the whole of my remaining time in the Middle East.

Of course we were all working at full stretch but things started to go wrong for me when the Army tried to take over one of the ports in the Red Sea from my Sea Transport Officer, which I had to refuse. I knew I should have the support of the Director of Sea Transport in making this decision.

Alamein - The Order of Battle

As time went on masses of tanks and other war material were arriving and it was plain that our superiority over Rommel was increasing, while his lines of communication were being extended. At last the battle was joined and we were thrilled when a terrific bombardment of some hundreds of guns, clearly heard in Cairo, started. It cannot be denied that Montgomery’s capacity was severely tested in the initial part of the battle when we suffered heavy casualties, and he continued his attack on them, never as far as I know, altering his plan. Credit is also due to him for restoring confidence and offensive spirit although I never myself noticed any lack of this.
A very young Australian Brigadier, who incidentally had won three D.S.O.s, had a lot to say about Monty. He said that when he took over all ranks were issued with chits the size of visiting cards saying, “We stand and fight where we are, there will be no more going back.” Then he would face up to anyone and ask “How many Germans have you killed?” Finding himself speaking to a man with a dog collar, he quickly altered his question to “How many Germans have you buried?” There were several other stories, but the Australian, his name I remember was Evans, ended by saying, “He is a nasty little man but we want more like him”, which perhaps is not a bad description.

A Visit to Western Desert
After Benghazi had been captured I decided to make a trip up the desert from my base in Cairo to see how my Sea Transport Officers were getting on. I took a friend with me, Anthony Barnes, head of Barclays Bank D.C.& O. in the Middle East, a very nice companion. We had a marvelous trip going over the battlefields, which had so often been fought over before.

Tobruk was a shambles, but the Sea Transport Officer, Commander Davies, who I had chosen specially for the job, was quickly clearing things up and everything was satisfactory at Benghazi which was still being bombed. During one of the raids I had an interesting experience when after the All Clear had been sounded I heard some of the men manning an Ack/Ack battery talking with a brogue, which I recognized could only be Irish. This was confirmed by one of the gun’s crew who told me that the whole battery came from County Tipperary.

Another uncommon thing happened when we were driving though the hilly country above Derna in Cyrenaica a Red Leg Partridge flew into the bonnet of the car and killed himself. It was from a spot near Tobruk that I pinched the German road sign marked to El ADEM, which is now in the hall at Dunany. Returning by air in good form, having been well satisfied that my Sea Transport Officers were doing a good job, I then received the shock of my life.

(to be continued after Shipping 2015)
**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;
  - Manager staff of 12, interface with offices 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: 929-777-0257

**Candidate 2: Recent graduate looking for entry-level position**
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.

- While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command.
- Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
- Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.

Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com

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**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](http://www.cmaconnect.com)

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Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-777-0257

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- Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
- Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.

Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com
Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.

Extensive expertise and experience in:
Breakbulk Chartering:
• Forest Products
• Steel
• Project Cargo
• Bulk Commodities
• Previous Positions Held:
• Owner’s Representative
• Commercial Manager
• General Traffic Manager
• Trade Manager
Achievements
• Identified and developed trade lanes to suit both owners’ and clients’ needs.
• Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.
Education
• Currently in pursuit of certification by the Society of Maritime Arbitrators.
• Bachelor of Science in Transportation, Tourism and Trade from Niagara University.
Cell: 845.480.4543
E-Mail: jmcship@gmail.com

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

Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.
Hi am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.
Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.
Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.
Candidate 8: Ships Officer seeking Entry level Operations Position
SUNY Maritime College graduate (BS and MS) & Chief officer license holder. I worked on product and crude oil tankers for over 2 years so I am familiar with all cargo/port operations. I received my master's degree from SUNY Maritime College in 2013. I believe my past experience on ships and in office makes me a good candidate for operational positions. I am eligible to work in the US without any sponsorship. Resume available upon request. Willing to travel within NY and Connecticut.

Contact: Erol Bural
E-Mail: bural.erol@gmail.com
(S15-03)

Candidate 9: Recent Tulane Maritime Law graduate looking for entry-level position
Seeking entry-level legal position. I recently graduated Tulane University Law School, where I completed the Certificate of Specialization in Maritime Law. I am a member of the New York Bar. During law school, I clerked at the United States Coast Guard Judge Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary. Willing to travel. Willing to relocate.

Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: dssabghir@gmail.com
(S15-03)

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 College

Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel's Fixtures
- 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
(S13-08)

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 seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
- Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position. Other experience includes:
- Voyage Planning and Vessel Routing.
- Cargo Claims.
- Preparing and reviewing entries that would be used for Statement of Facts.
- Certified STCW assessor.
- 2010 Graduate, SUNY Maritime College.
- BS Marine Transportation, Minor, Ship Management.
- ASBA Charter Parties I & II Certified.

Email: medsavag@gmail.com
(S14-09)

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 C: Experienced Dry Chartering Broker, Stamford, CT
Primal Marine Americas LLC is looking for an experienced chartering broker to join the shipbroking team in Stamford, CT. Primal Marine is an established shipbroking firm, specialized in the Dry bulk sector with offices in Athens, Greece and Stamford, CT. We are looking for individuals who are experienced in the dry bulk chartering for the purpose of expanding our client base. Ideally candidates should possess the following requirements/skills:
- At least 4 years chartering/shipbroking experience in the dry bulk segment.
- Able to bring new business contacts/clients.
- Fluency in English as well as excellent written and oral communication skills.
- Legally allowed to work in the USA

Contact: Alexis Pappas
Company: Primal Marine Americas LLC
E-Mail: pappas.alexis@gmail.com
Website: www.primal-marine.com
Notes: Please send your resume/CV - All applications will be treated in strict confidence.
(HW02-15)
Position D: Performance Analyst
Stamford
Gemini Tankers, operates a Pool of modern Suezmaxes and is looking to add a Performance Analyst to its Commercial Operations team.

As the Performance Analyst, you will be tasked with monitoring, collecting and analyzing in-port and at sea performance data, maintaining fleet off-hire statistics and preparing vetting approval status reports for vessels operating in the Gemini Pool. Additional duties as required by management.

The ideal candidate:
- Is a graduate from a Maritime School with some seagoing experience preferred
- Analytical, problem solving, time management and decision making skills
- Proficiency in Microsoft office applications required
- Experience in marine and commercial operations preferred
- Must have legal authorization to work in the US

Contact: Kartik Ahuja
Company: Gemini Tankers LLC
E-Mail: hr@geminitankers.com
Notes: Please send your resume/CV. All applications will be treated in the strictest confidence. Only online applications can be accepted.

(HW02-15)

Position F: Operations Manager
Stamford, CT

- As Operations Manager you are expected to achieve smooth operations of our own and time charted vessels providing highest quality to our customers
- You act as the person in charge for all commercial / operational / post fixture matters, taking care that all requirements of the charter parties are followed and fulfilled
- Your key tasks involve scheduling of voyages including voyage instructions to captains as well as nominating and communicating with port agencies
- Furthermore, this role includes preparation and monitoring of relevant cargo documents and updates of our voyage software

Your Profile:
- You possess 2+ years of experience in operations (dry bulk shipping)
- Fluency in English as well as excellent written and oral communication skills are essential for this position
- Strong argumentation skills, persuasiveness and out-of-the-box-thinking as well as the preference to work in a team environment are needed for an effective performance
- You are eligible to work in the United States without any sponsorship

Contact: Franziska Schwennsen, HR Manager
Company: Oldendorff Carriers
E-Mail: jobs@oldendorff.com
Website: www.oldendorff.com
Notes: Please submit your application via e-mail. All applications will be treated in strict confidence.

(HW03-15)

Position G: Summer Sea Term Crew 2015 - Various

SUNY Maritime College located on a 55-acre scenic waterfront property on the outskirts of New York City on the Throggs Neck peninsula where the East River meets Long Island Sound. The campus blends the best of two worlds: a comfortable college-town feel with the greatest city in the world. An impressive view of the sound extends toward the North Atlantic, yet only a few miles away are Yankee Stadium and midtown Manhattan.

SUNY Maritime offers an array of employment opportunities stemming from entry level to professional positions which encourage growth and development among its employees.

Job Description:

The State University of New York Maritime College is currently looking to employ officers and staff for this year's summer training cruise aboard T.S. EMPIRE STATE. Positions for watch standers, instructors and day workers are available for both Deck and Engineering. Additionally, there are specific opportunities available in the Steward's Department and as support staff (Librarian, Yeoman and as qualified members of both Deck and Engineering departments). This is a unique opportunity to assist with the at-sea, practical training of future mariners and the chance to participate in a great itinerary offered. Salary commensurate with licensure, certification and experience.

Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES, please contact Kevin Breen (KBreenCMA@gmail.com)
The FULL Cruise appointment will begin May 4, 2015 and end August 12, 2015. However, you may apply and be considered for one of the following:

2. Cruise B (anticipated June 24, 2015 - August 12, 2015)
3. Full Cruise (May 4, 2015 to August 12, 2015)

Naval orders can be issued for MMR officers

Must have valid TWIC & Merchant Marine Credential (MMC) to stand watch

Requirements:

- Recent sea experience required along with medical clearances
- TWIC requirement or ability to obtain a TWIC prior to the cruise departure
- USCG Merchant Credential and appropriate STCW endorsement(s) required for the majority of positions
- Demonstrated ability in teaching applicable materials for academic positions
- Valid passport

Preferred qualifications:

- Senior USCG license or related industry experience
- Demonstrated effectiveness teaching professional topic matter
- Expired license for non watch standing positions only

Additional Information:

For those desiring additional information please contact:
- Ms. Joann Sprague, Office Manager
  - jsprague@sunymaritime.edu
  - (718) 409-7352
- Captain Richard S. Smith, Master of Training Ship EMPIRE STATE
  - rsmith@sunymaritime.edu
  - (718) 409-7350

This is a temporary appointment. FLSA Exempt position, not eligible for the overtime provisions of the FLSA. Internal and external search to occur simultaneously.

Travel and interviews expenses will not be reimbursed.

Salary/Compensation: The anticipated salary range for this position is $125 - $200 as a daily rate of pay. Salary will commensurate with license, certification and experience.

Application Instructions:

Persons interested in the above position should indicate which cruise period (Cruise A, Cruise B, or Full Cruise) option they prefer. When applying online, please submit the following:

- Resume
- Cover letter including cruise option (Cruise A, Cruise B, or Full Cruise)
- Copy of TWIC
- Copy of Passport
- Copy of Merchant Marine Credential (MMC)

Position H: Senior Operations Executive

Pacific Basin is one of the world’s leading owners and operators of modern Handysize and Handymax dry bulk ships. We are listed and headquartered in Hong Kong, and our network of 13 offices spans six continents to position us close to customers. Our fleet comprises over 270 vessels, and we employ approximately 3,000 seafarers and a multinational team of over 340 shore-based staff globally.

As part of our ongoing development, we have decided to recruit a suitable person for the following position:

Requirements:

- Min 5 years’ experience in handy/handymax dry bulk voyage and time charter operations;
- Ability to manage 6-12 voyage charters at any one time;
- Excellent operational competencies in Vessel Operations;
- Ability to understand and improve stowage plans;
- Competent with laytime calculations;
- Ability to assist operations manager in management of local operations team;
- Reliable team player, able to work effectively across desk and time zones in an international organization;
- Previous experience with maritime business software systems, such as IMOS/SoftMAR;
- Willing to travel regionally and internationally with the ability to give immediate solutions to operational issues;
- Graduate or relevant sea going experience;
- Excellent communication skills, English language proficiency is essential;
- Must be a U.S. Citizen or hold the necessary entitlement to work in the U.S.A.

Company: Pacific Basin
E-Mail: recruiting@pacificbasin.com

Notes: Please apply with your résumé and a covering letter to the Human Resources Department. (Application deadline: 5 April 2015)

All applications will be treated in strict confidence and used solely for recruitment purposes. (HW03-15)