UP COMING EVENTS

SAVE THE DATES

MARCH 2016
Monday, March 21 -
Wednesday, March 23, 2016
CMA SHIPPING 2016
Local Talent, Global Impact
Hilton Hotel, Stamford, CT
http://www.cmashipping2016.com

APRIL 2016
Thursday, April 28, 2016
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

MAY 2016
Monday Afternoon, May 16, 2016
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
See Page 15 for more information

President’s Notes

Our internationally acclaimed annual CMA conference is upon us.

On 21-23 March, here on our doorstep, at the Hilton Stamford in Connecticut, we will host around 2500 attendees from all corners of the Maritime Industry.

Our maritime “pod” in Northeastern USA arguably houses the greatest diversity of services to the International maritime industry in North America. In representing all facets of our industry – and being regarded as the premier Maritime Association in the USA – the CMA conference

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For Reservations for CMA Events please call
Emilie at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@cmaconnect.com
provides, over 3 intense days, the best and most relevant shipping industry agenda and most interesting attendees.

This year’s Conference is headed “Local Talent, Global Impact” and, given the huge amount of local resources, the title hits the nail on the head but, to make the point finer, I would like to voice a question.

How many readers have organized a conference of this caliber? How many of our local (I will leave the definition of local up to each reader) maritime related companies take advantage of the conference to arrange meetings or parties with their clients or overseas visitors attracted to the area by the CMA conference?

I would venture a guess that many companies, in one way or another, ride on the coat-tails of the Conference – after all it does make sense…doesn’t it? Let’s look at some very simple points.

Choosing London & Singapore as the other two main Maritime pods worldwide, a quick search shows the average cost of a round trip business class flight to Singapore being somewhere around USD $5,000-8,000 with London not so different. On top of the travel costs add the usual costs of hotel, taxis etc but excluding restaurants and entertaining as these would be incurred anyway in or around Stamford, New York or the Northeast.

The cost of one ticket to the CMA for the full 3 days is USD $1,795 for a full member of the CMA and USD $1,995 for a non member.

There are other cost structures which you can investigate on the website www.cmashipping2016.com or by calling Lorraine Parsons at +1 203 406 0109 ext 3717 or email at conferences@cmaconnect.com

Get the point? It PAYS for local companies to support the CMA conference – if the Conference didn’t exist what would you do? Organize your own? Travel to Singapore, London or other maritime centers?

The conference is not just good value, it is GREAT value – and I look forward to seeing you there.

Ian Workman
President
SHIPPING 2016 – This makes 26 years in the same hotel after a few years in the Greenwich Civic Center and a few years of lunch time table top displays of the latest in business communications, computers and maritime software. We have come a long way and at this early date, it looks like 2016 will continue our record of bigger and better. I do hope you can join us. Despite the state of the dry bulk freight market and questions as to how long the tanker sector can sustain today’s levels, our industry remains vital to the global economy.

In the words of Thomas L. Friedman (The NY Times, March 2, 2016) “the three largest forces on the planet --- technology, globalization and climate change --- are in simultaneous nonlinear acceleration. Climate change is intensifying. Technology is making everything faster and amplifying every voice. And globalization is making the world more interdependent than ever, so we are impacted by others more than ever.”

I believe that we in shipping, as the world’s first globalized business, should recognize Friedman’s words as describing shipping and trade today. The SHIPPING 2016 program is designed to respond both to today’s markets as well as to the externalities that we have not paid much attention to in the last decade, but which we will have to very soon.

Some newsy items that relate to this line of thought:
- London’s iconic Baltic Exchange is up for sale. Make of that what you will but it is certainly news.
- The International Accounting Standards Board (IASB) as well as our own (it is located in Norwalk, CT) Financial Accounting Standards Board (FASB), have published their proposed changes to accounting standards for dealing with long-term time and bareboat charters that will be treated like leases from 2019. For an industry which is suffering from debt issues, the new rules present some
further challenges.
- The container shipping part of our industry may not seem to be important to dry bulk or even tankers but container shipping is a leading indicator with which to judge the state of world trade. We all know there is an oversupply of container ships, but the move to megaships makes the teu oversupply a bit frightening or maybe, like Bloomberg Business’ article on the growth of emerging markets (February 24, 2016), suggests a new future demand unrecognized by others.

The following figures are taken from Richard Clayton’s editorial in IHS Fairplay February 18, 2016. I strongly suggest reading his entire piece.

There are 132 vessels of 12,000 teu on order for delivery by 2020 and this includes 34 in 2016 and 48 in 2017. Of course these ships are too large to transit the expanded Panama Canal (Ed: but suitable for Suez).

There are 115 newbuildings of 4,000-12,000 teu and 227 in the 1,000-4,000 teu class or a total 474 container-ship of 3.8 million teu by 2020. As of January 2016 10 ships of 30,000 teu were scrapped and a further six of 19,000 teu were heading to the breakers. In the same period 10 ships were delivered with an aggregate capacity of 88,000 teu.

Richard Clayton also points out that China is moving from an export economy to a growing domestic economy that will continue to export, but the rate of growth in exports will not match the growth in teu capacity. Also, megaships are meant to handle the high volumes and deep ports of China, not the smaller ports that serve the emerging economies of Africa and Latin America. Does this misfit bring to mind another? (e.g. - VALE?)

I hope this big picture line of reasoning induces you to share your ideas. A favorite expression of mine. None of us is as smart as all of us.

Happy Easter!
Donald Frost

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**Membership Notes**

Please welcome our new members.

Prof. Dinos Arcoumanis, Director & Board Member, Angelicoussis Shipping Group Ltd., London, UK

Mr. Michele Bateson, CAO, Principal Maritime Management, Westport, CT

Mr. Robert Bosman, Sr., SAAM Remolques S.A. de CV, Boca del Rio, Mexico

Mr. James Butler, Managing Director, AK Maritime Prevention & Response Network (AK-MPRN), Anchorage, AK

Ms. Kimberly Cartagena, Admin Assistant, Harley Marine Services /MMI/SMS, Seattle, WA

Mr. Joe Henry Cartoski, Director World Wide Sales, Northeast Ship Repair, Boston, MA

Mr. Lucas Cavaluzzi, Cadet, SUNY Maritime College, Bronx, NY

Ms. Diane Clark, Account Manager, Shell Trading (US) Company, Houston, TX

Mr. David Clarke, Sr. Account Manager, Shell Trading (US) Company, Houston, TX

Mrs. Linsey Dinesan-Rajan, Manager – Americas, Lloyd’s List, New York, NY

Mr. Paul Doetsch, Head of Supply Chain, South32 Marketing Pte. Ltd., Singapore

Mr. Bill Fairchild, Manager, Starlight Marine Services, Seattle, WA

Mr. Anthony John Ferraro, Vessel Manager, Heidmar, Norwalk, CT

Mr. Joe Garin, Chartering Manager, Heidmar, Norwalk, CT

Mr. Jason Giroux, 2nd Mate, Peru, NY

Mr. Rico Gomez, Director of Sales, Stage 3 Systems, Inc., Vancouver, Canada

Mr. Dana Allen Goward, Chairman, Association for Rescue At Sea (AFRAS), Fish Creek, WI

Mr. Ryu Hagihara, Manager of Ship Dept., Mitsubishi Int’l Corporation, New York, NY

Mr. Jason Holmes, Product Manager, Stage 3 Systems, Inc., Vancouver, Canada

Mr. Ian Hunter, Regional Vice President - Eastern US, American Bureau of Shipping, New York, NY
Ms. Andrea Jansz, General Counsel, Eagle Shipping International (USA) LLC, Stamford, CT

Mr. Sean Mathis, Managing Director, Young America Capital, Mamaroneck, NY

Mr. Peter C. Neave, Managing Director, McQuilling Atlas Advisors, Garden City, NY

Mr. Festus O Okotie, CEO, Bernard Hall Ltd., Lagos, Nigeria

Ms. Vanessa Pang, Chief Representative, Chimbusco Pan Nation Petro-Chemical Co. Ltd., Wanchai, China

Ms. Stephanie Penninger, Associate, Benesch Friedlander Coplan & Aronoff, LLP, Indianapolis, IN

Mr. Elisaul "Eli" A. Pozo, Inside Sales, Globus Cork Inc., Bronx, NY

Mr. Frank Ray, Bunker Trader, Cockett Marine Oil USA, Palm Beach Gardens, FL

Mr. Bobby Rosano, Bunker Trader, Monjasa, Stamford, Connecticut

Mr. Matthew Rutledge, Product Manager, Stage 3 Systems, Inc., Vancouver, Canada

Mr. Adrian Santiago, Assistant Ops Manager, Weather Routing Inc. (WRI), Glens Falls, NY

Mr. Jake Storey, Strategic Advisor, TRACE International, Annapolis, MD

Mr. George Stratikis, President, Gulf Ship Services, Kenner, LA

Mr. Ghulam Suhrawardi, President/CEO, NMC Global Corporation, Parlin, NJ

Mr. Joseph Swartout, Operations Manager, Ocean Transport Services LLC, Ridgefield, CT

Mr. Christopher Taylor, Executive Vice President, Ian Taylor & Company, Valparaiso, Chile

Mr. John Tibbetts, Northeast Sales Manager, PPG Marine Coatings, Babylon, NY

Mr. Seva Tkachenko, Managing Director, Arte Bunkering LLC, Fort Lauderdale, FL

Mr. Keith Wagner, Director of Operations, Weather Routing Inc. (WRI), Glens Falls, NY

We hope to meet you all at Shipping 2016.

Brian Robinson, Membership Chair

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The Connecticut Maritime Association Presents

SHIPPING 2016
North America’s Premier International Shipping and Trade Conference and Exposition

March 21, 22 & 23, 2016
Hilton Hotel Stamford, Connecticut

3 tracks 14 sessions 2,500 people

Local Talent, Global Impact

www.cmashipping2016.com

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Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.cmashipping2016.com
Dear CMA Member:

The Connecticut Maritime Association conference and trade exhibit is a maritime industry event organized by industry professionals for industry professionals. It is the international shipping industry's largest North American networking event. As a result it remains faithfully committed to the industry's core: safety at sea, freight and trade, investing in environmental compliance and technologies, commercial transactions and the critical human element.

The three days combine 16 conference tracks, over 140 industry exhibits, countless product launches, private label seminars, industry meetings and commercial networking. And it is right here in the tri-state area, in Stamford, CT!

To view the conference agenda visit: http://www.cmashipping2016.com/Shipping2016programWeb.pdf

Owners and operators of over 5,000 commercial ocean going ships will be in attendance as will the leading managers, technology companies, financiers, insurers, salvors, traders and brokerages.

This year the theme is Local Talent, Global Impact, crafted especially for you, and as always we are happy to work with local companies who might want to buy one delegate pass and send people on different days - we realize you still have office work to do too and it can be difficult to get away. Call Lorraine Parsons at +1.203-406-0109 Ext 3717 to find out more and to organize this, or email conferences@cmaconnect.com or simply reply to this email.

If your plans include visiting the exhibits only, this is complimentary during certain times – Monday, 2pm-4pm and Tuesday and Wednesday, 10am-4pm. This includes access to the trade exhibits and any special seminars being put on by exhibitors or other companies in the Charter Oak Seminar Room, just off the exhibit area. It does not include the main conference sessions or cocktail receptions, however, access for these are available for purchase. To pre-register for exhibit visits just email us your contact details and you will be sent an email confirm.

For more information on the entire event visit www.cmashipping2016.com

We hope that you will join us.

Best regards, CMA Events Team

Tel: +1.203.406.0109 Ext 3717 Email: conferences@cmaconnect.com
At the CMA, we are enormously fortunate to have the best input from our industry's most thoughtful and successful leaders.

Visit the following web-link to learn more and review the conference agenda:

Some of the most important industry leaders will tackle the issues we all face right now: so whether you want to discuss markets, finance or want to share ideas on what exactly needs to be done on any regulatory front, or exchange ideas on bunkers, big data, leadership or the human element, it is all available to you on March 21, 22 & 23, 2016 at the Hilton Hotel in Stamford, Connecticut.

While we have worked hard to create a valuable conference event, we are also pleased to acknowledge that the trade exhibits, special events put on by INTERTANKO, WISTA and others, along with a full slate of ‘private label’ working seminars ensure that the business networking opportunities will be non-stop.

The Connecticut Maritime Association (CMA) is pleased to present a powerful program for CMA Shipping 2016 - Local Talent, Global Impact.

For the shipping industry, Local Talent, Global Impact is a phrase that is as relevant if one were sitting in Singapore, London, Oslo or Athens, indeed any of the dynamic places across the globe where the business of shipping and trade takes place. The commercial activities and business ideas of one center immediately ripple throughout the shipping universe, it is one of the great elements of the business, which we can all appreciate. As a general topic this year, it of course allows us to showcase the dynamism of the wide flung CMA community, but it also allows us to celebrate the absolute value of the global shipping network - and the importance of meeting to share ideas, develop business, expand markets, and improve the business. We deeply appreciate here, the great ideas, energy and Talent of every local shipping center as we all focus on the healthy admirable future of the Global business.
The event concludes with the 2016 Commodore Award, which this year will be presented to Paddy Rodgers, CEO of Euronav NV. It promises to be a grand finale to a spectacular event.

We take delivering a useful, commercially valuable and busy three days for you very seriously. If there is any aspect of the event we can elaborate on for you, please do not hesitate to contact us. We want your stay to deliver meaningful value and whether you are attending the conference or just visiting the exhibits, we are committed to your success.

Along with our sponsors, exhibitors and speakers, we look forward to welcoming you to CMA Shipping 2016.

Again, please visit www.cmashipping2016.com to view more on all aspects of the event and to register.

Sincerely,

The Connecticut Maritime Association
Tel: +1.203.406.0109, Ext. 3717
Email: conferences@cmaconnect.com
Website: www.cmashipping2016.com

One of the great things about CMA Shipping 2016, March 21-23, 2016 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 2016 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 21 - WEDNESDAY, MARCH 23, 2016

Exhibit Visits - complimentary at the following times
Monday – 2:00pm - 4:00pm
Tuesday – 10:00am - 4:00pm
(Wednesday – 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 2016 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 can be found elsewhere in this newsletter and is a very diverse and interesting group of companies with worthwhile stories to tell.

MONDAY, MARCH 21, 2016

WISTA USA Luncheon
Women’s International Shipping & Trading Association USA’s Eleventh Annual Luncheon at the CMA Shipping 2016 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Kathy Metcalf, President & CEO, Chamber of Shipping of America will be the keynote speaker. Last year’s event was sold out, so register early by contacting Lada Bukharina, WISTA CT Chapter President, at wistausa@gmail.com. WISTA Members $70 Non-Members $80 – Click here to sign-up also through the CMA show website.

CMA Shipping 2016 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 22, 2016

The Eleventh Annual CMA Shipping Job Fair

Where:  Hilton Stamford Hotel, First Stamford Place, Stamford, Connecticut
When:  Tuesday, March 22, 2016 – 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 companies looking to hire and as of today’s date ABS, Core Group Resources, Dome Chartering & Trading, Faststream Recruitment, Flagship Management, Military Sealift Command, Norden Tankers & Bulkers, Spinnaker Global, SUNY Maritime College Graduate Program and T.Parker Host will all be represented with table-top displays. In addition to YSP of New York (Young Shipping Professionals) who have 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 2016 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 2016, 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 Emile Engh by email at EEngh@marinemoney.com - Access is complimentary for those attending the Job Fair.
If you are at Shipping 2016 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 2016 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 23, 2016**

**CMA Shipping 2016 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 2016.

Lorraine Parsons
Event Director, CMA
Website: [www.cmashipping2016.com](http://www.cmashipping2016.com)

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**PRIVATE LABEL SEMINARS**

**CHARTER OAK BOARDROOM – FREE OF CHARGE TO ANYONE ATTENDING CMA SHIPPING 2016 IN ANY FORM**

During Shipping 2016 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 22, 2016**

11:00 am : Shipwright
  
  *Air Lubrication System (ALS)*
  
12:00 pm : TeamTec
  
  *New product launch AVITALIS™ BWTS*
  
1:00 pm : CR Ocean Engineering

2:00 pm : TruWeather Solutions

3:00 pm : Ecochlor, Inc.

4:00 pm : Seahawk Services
  
  *Biofuels for the Marine Industry*
  
5:00 pm : KPI Bridge Oil
  
  *Managing Risk in the Bunker Industry*

**Wednesday, March 23, 2016**

10:00 am : RightShip

11:00 am : Shipwright
  
  *Emergency Flooding Management Systems (E-Flood)*
  
12:00 pm : Mystic Seaport
  
  *The Restoration and 38th Voyage of the Charles W. Morgan*
  
1:00 pm : Docmap AS
  
  *Launch of Docmap 8*
  
2:00 pm : Kongsberg Maritime Simulation

3:00 pm : SphereMD
  
  *Brokerage of U.S. Hospitalizations: Where Does the Money Go?*
  
4:00 pm : Connecticut Maritime Coalition
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Come on out and get involved. The CMA Softball League is a fun, energetic group of members consisting of Shipping and Commodity Trading companies that support the Maritime Industry in the Tri-State area. The games are played on week day nights at Trinity Catholic High School in Stamford, CT.

Due to field renovations last year we were not able to use that field. However, CMA continued supporting the League with a sponsorship of teams within the City of Stamford League, but we are back this year and looking forward to continuing the CMA tradition.

Slated to play we already have teams from Diamond S. Shipping, Freepoint Commodities, Glencore, Heidmar (defending Champions) and Moran Towing, and we continue looking for new teams to join!

The CMA also will continue to sponsor a team in the Stamford Industrial Co-ed B League, which plays every Monday night after working hours.

Please contact Nick Conetta for further information at nconetta@freepoint.com.

Each year about half the members of the Board of Governors --- Officers and Committee Chairs--- are elected. In special cases where one of the members of the Board of Governors has to leave his/her position and a replacement has been named to the post by the President with the Board’s approval, the membership is asked to confirm the replacement by voting him/her to serve for the balance of the person whose place he/she has replaced. Sounds a bit complicated but the goal is to keep bringing new people to the Board of Governors. The election takes place at the April Annual General Meeting (AGM).

This year we will elect a new President and confirm a newly appointed Vice President. Committee Chairs to be voted on are Planning and Administration, Communications, and Membership. The incumbent at Planning and Administration Committee is eligible for a second term. We will nominate new people to the other two Committees.

The Nominating Committee this year is comprised of:

Ryan Jurewicz, the Social Chair, a non-officer Board Member NOT up for election as required by the By Laws. He is joined by Lorraine Parsons and Donald Frost as members at large.

The slate and names of the nominees will be published in the April edition of the Newsletter.

We hope you join us for the AGM and vote.

Seafarers International House will hold its 16th annual Setting the Course awards banquet on Thursday evening, April 21, 2016 at the New York Athletic Club to honor H. Marshall Ainley, Captain Ian T. Blackley and CMA Member, Raymond J. Burke, Jr. as the 2016 Outstanding Friends of Seafarers.

• H. Marshall Ainley is President of the Marine Engineers’ Beneficial Association
• Captain Ian T. Blackley is President & CEO of OSG
• Raymond J. Burke, Jr. is a Partner of Burke & Parsons

Seafarers International House is a Lutheran mission to seafarers and immigrants of all faiths and nationalities, seeking to nurture the human spirit and foster human dignity through pastoral care, hospitality, social assistance, advocacy and prayer. The Setting the Course Annual Awards Banquet supports Seafarers International House’s port mission to seafarers and honors those in the maritime industry whose achievements have earned them the Outstanding Friend of Seafarers Award.

Further information about reservations and program journal ads can be found in http://sihnyc.org/setting-the-course-gala/.
By Jonathan Spencer

In May this year, the Comité Maritime International will hold a conference in New York for the first time since 1965. The meeting will be hosted by the Maritime Law Association of the United States in conjunction with its annual Spring meetings.

The Comité Maritime International, commonly translated as "International Maritime Law Association", is an organization established in Antwerp in 1897, "to contribute by all appro-
priate means and activities to the unification of maritime law in all its aspects’. In that capacity, it has contributed signific-
antly to numerous maritime conventions and is currently engaged in studies including wrongful arrest, places of refuge, cross border insolvents, judicial sale of ships, cybercrime and Arctic shipping, and, of specific relevance to this article, a review of the rules for the adjustment of general average, known as the York Antwerp Rules, of which the CMI is custodian.

General average (‘average’, in this context, comes from an ancient Mediterranean root and means marine damage) is a mechanism for equitably distributing the extraordinary and intentional sacrifice of property or expenditure of money undertaken in time of peril to preserve the property involved in a common maritime adventure. The York Antwerp Rules for the Adjustment of General Average have developed in a more or less evolutionary process since the mid-nineteenth century, with revisions taking place every 20 to 25 years. The most recent, 2004, revision was not well-received and, particularly, was rejected by BIMCO, which continues to provide for the 1994 Rules in its model contracts of affreightment, embodied in charter parties and bills of lading. The CMI leadership embarked on a multi-year process to draft a new set of Rules which it is hoped will be adopted in May as the York Antwerp Rules 2016.

The proposed changes are somewhat complex to describe in an article of this scope but some of the principal ones can be summarized as follows:

• Salvage, included as general average under pre-2004 versions of the York Antwerp Rules (YAR), will once again be included unless the position of the parties would not be significantly altered by an adjustment being published.
• Under the YAR 2004 interest on general average allowances is fixed annually by the CMI, currently at 2.75%, a rate that shipowners have found unrealistically low. The proposed rate for the YAR 2016 is 4% the 12-month ICE LIBOR rate for the currency of the adjustment.
• Under YAR 1994 commission was allowed on GA disbursements at 2%. This was abolished in YAR 2004 and it is proposed that the 2004 position on commission is maintained. (Commission will continue to be allowable at 2.75% when the York Antwerp Rule are supplemented by New York adjusting practice.)
• It is proposed that owners will be entitled to recover crew wages while detained at a port of refuge, an allowance that was eliminated under YAR 2004.
• Under Rule E parties to a GA must supply particulars of claims within 12 months of the loss or payment of the expense to be claimed in GA. If they fail to do this the adjuster may estimate the allowance. The adjuster’s estimate may only be challenged within 60 days of notifying the party concerned and only then if “manifestly incor-
rect”.
• Small value cargoes may be excluded from an adjustment if the average adjuster considers the cost of including such interests in the adjustment would be disproportionate to their contribution.

A key proposal is that the CMI will develop Guidelines to facilitate the operation in practice of the York Antwerp Rules, which will address issues concerning the application of Rule VI (salvage), treatment of cash deposits, general average security documentation, the role of the average adjuster and general average surveyor, and the mediation of disputes.

Opinions differ about the suitability of general average as a mechanism for resolving the financial consequences of maritime casualties, and mega containership cases are of particular concern. Until the insurance industry invents a better mousetrap, the York Antwerp Rules are being kept current, in a process to which all stakeholders can contribute through their national MLA’s.

CMA Associate Member Jonathan Spencer is a Manhattan-based independent average adjuster. Immediate past chairman of the board of the Association of Average Adjusters of the United States and Canada, and current President of the Association Mondiale de Dispacheurs / International Association of Average Adjusters, he is the US delegate on the CMI’s International Sub Committee preparing the revision of the York Antwerp Rules. Details of the forthcoming CMI meeting are at http://www.cmi2016newyork.org/
responsible for my receiving the decorations I prize so much. In many ways he reminded me of (Admiral) Andrew Cunningham, the same spirit of the offensive and suited my book entirely. In the Pacific he shared the burden of commanding the British Task Force fighting the Japanese, taking over from Admiral Bernard Rawlins for twelve hours at a time. I was delighted when Philip Vian was made an Admiral of the Fleet.

In later years after the war I often went to see Andrew and Philip, and have the happiest memories of my visits which never failed to do me good. Other nice memories are the description of Andrew by Mr. A.V. Alexander 1st Lord of the Admiralty, as “The greatest Sea Captain since Nelson”, and Philip’s example of his humble nature when he left instructions that his funereal was to be entirely private and there was to be no Memorial Services. The Obituaries of both these great men are in my Book of Remembrance together with copies of the services in Trafalgar Square and St. Paul’s Cathedral, and I am so glad Philip’s memorial tablet is opposite that of Andrew close to Nelson’s tomb.

Editor’s Note:
The author, Commodore Hugh Turnour England was CMA’s President Ian Workman’s grandfather.

Wanted: Host Companies
Students are looking for internships. If interested in reviewing RESUMES. Please contact Kevin Breen (KBreenCMA@gmail.com)
JO
B
M
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T

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 $300. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

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

SITUATIONS WANTED

Candidate 1: Seeking New and Exciting Opportunities
Spirited and Analytical Team Player, US Citizen of 100% Greek Maritime Heritage, seeking new and exciting opportunities within: shipping logistics, operations, technical coordination, risk management, insurance, surveying, or chartering...

Maritime Work Experience
• Marine Surveyor (2 years)
• Insurance Condition and Valuation underwriting of Yachts and Small Craft
• Practicing USCG, NFPA and ABYC Standards
• www.EastCoastMarineSurveyors.com

Commercial Marine Underwriter (10 years)
• Handled front line underwriting, issuance and production of all MY (Boat & Yacht) policies written Nationally for Liberty Mutual Insurance.
• Managed a profitable book of marine and marine contractor business for a large MGA of Swiss Re.
• Course Work AMIM 121, 122.
• AICPCU Marine Underwriter CE’s

Societal Membership Affiliations
• United States Surveyors Association
• American Institute of Marine Underwriters
• Society of Naval Architects and Marine Engineers
• American Boat & Yacht Council

Maritime Education
SNHU: MBA, Project Management
• 3.8 GPA
• Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel

Bentley University:
• BS, Finance

Navtech:
• Accredited Master Marine Surveyor, AMMS
• Ship and Large Yacht Structures
• Accident and Fraud Investigation
• Cargo

• Inspection of Fishing Vessels
• Commercial ABS

Swiss Re Academy:
• Marine Intermediate Certificate
• Marine Hull
• Cargo
• Marine Liabilities

Ocean Classroom:
• Semester at Sea Graduate

Contact: Evan Sideris, MBA, AMMS
Cell: 617 694 1594
E-Mail: Evan.Sideris@gmail.com
(S15-08)

Candidate 2: Seeking a position with a shipowner, Broker, commodities trader, oil company or other organization which would build on my past experiences while allowing me to add additional responsibilities. I prefer to stay in CT, however; for the right opportunity I am open to relocation as required.

Description:
More than 8 years experience working for ship-owners and multinational oil companies and with colleagues/customers worldwide.
More than 5 years experience living and working in Europe.
Self-motivated and performance driven, comfortable reporting to managers both locally and in other geographic regions.
Extensive experience analyzing, calculating, and negotiating maritime Accounts Receivable claims such as freight, demurrage, deviation, and reimbursements.
Extensive experience managing relationships with customers, brokers, and suppliers worldwide.
Experienced in managing a small team of claim analysts and reporting team performance to upper level management.
Proven aptitude with processes and system improvement in order to reduce inefficiencies and reduce costs, reduced workload in one previous position by nearly 40 hours per week.
Extensive experience working with Softmar, IMOS, MS Office Suite.
Experience with SAP while at ExxonMobil.

Work History:
• Gemini Tankers LLS - Claims Department Manager - October 2015 - December 2015
• Gemini Tankers LLC - Senior Claims Analyst - April 2015 to October 2015
• Navig8 America LLC - Post Fixtures Analyst and Team Leader - July 2011 to February 2015
• Gemini Tankers LLC - Demurrage Analyst - June 2010 to July 2011
• ExxonMobil Business Support Center Hungary Ltd - Software Contract Analyst - July 2009 to March 2010
• ExxonMobil Business Support Center Hungary Ltd - Demurrage Analyst - March 2008 to July 2009
• ExxonMobil Business Support Center Hungary Ltd - Data Analyst - October 2006 to March 2008

Education:
Northwood University - BBA International Business, BBA Management, AA Marketing, AA Economics, AA Foreign Language (French)
Ecole Superieure des Sciences Commerciales d’Angers - Year long study abroad program during my final year of university. Fall semester in Budapest, Hungary and spring semester in Angers, France.
Contact: Joshua Prince
E-Mail: joshuaprince@mac.com
(S16-01)
Candidate 3: MBA Candidate seeking opportunity in maritime or energy sectors.

Hard working, energetic and organized individual currently attending and enrolled in the University of Wyoming’s MBA program. Energy Management concentration, with an anticipated graduation date of May 2016. I also hold a Bachelor of Science Degree in International Maritime Business from the Massachusetts Maritime Academy. I am seeking opportunities upon graduation in the maritime or energy sectors. I am willing to relocate and travel as required.

Resume is available upon request.

Education:

- University of Wyoming, Master of Business Administration with concentration in Energy Management, May 2016 (Anticipated)
- Massachusetts Maritime Academy, Bachelor of Science Degree in International Maritime Business, 2013
- Shanghai Maritime University, Exchange Program, 2012
- Massachusetts Maritime Academy, Sea Term Experience, 2010

Relevant Experience:

- Southeast Wisconsin Economic Development District/Tetra Tech, Energy Economics Consultant/MBA Project Team, September 2015 to Present
- EMIT Technologies, Energy Supply Chain Consultant, MBA Project Team, Project Leader, Summer 2015
- Liberian International Shipping and Corporate Registry, Audit Coordinator Intern, Summer 2012
- Massachusetts Port Authority, Research Assistant Intern, Summer 2011

Credentials:

- Transportation Workers Identification Credential
- Merchant Mariners Credential

Leadership:

- Boy Scouts of America - Eagle Scout
- National Outdoor Leadership School Graduate
- Regiment of Cadets Leadership Development Program: Platoon Leader, Company Adjutant, Squad Leader

Contact: Douglas Courtot
E-Mail: DCourtot@uwyo.edu

(S16-02)

Candidate 8: Recent Graduate looking for entry-level position

Recent Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking a entry level position in ship brokerage, market research or marine Insurance.

In the summer of 2014 I Interned at MJLF & Associates where I rotated between the clean & spot ship brokerage departments. I hope to continue this career path and I am eager to learn more about the industry.

Resume available upon request.

Cell: 914 552 0072
E-Mail: Timothykaz.11@sunymaritime.edu

(S15-10)

Candidate 10: Technical Manager (tankers) is seeking employment with a forward thinking shipping company

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years’ experience gained both at sea and ashore from leading tanker companies worldwide.

OBJECTIVE

To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:

- Strategic and Operation Analysis.
- Ship Construction
- Risk Analysis - Ship’s Structural Integrity.
- Risk Analysis - Ship’s Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management.
- Third party ship managers interaction as Owners representative

Full resume and references available upon request.

Cell: (203) 434 4571
E-Mail: andrezzb@hotmail.com

(S15-11)

Candidate 13: Looking for position/internship in operations at a shipping company

Robert Nigel Pritchard

Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.

Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co -wrote article for the Greek magazine “Shipping International”
HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only $300 - and it has proven to be THE place to be seen and answered.

Position E: Junior Vessel Operator
Department: Ocean Freight
Posting Date: 1/2016
Duties: Louis Dreyfus Commodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Junior Vessel Operator to join their Ocean Freight team in the Wilton, CT office. This position assists in the day-to-day functioning of time charter operations.

Primary Responsibilities/Essential Functions:
- Uses knowledge of dry bulk carrier tonnage capabilities to coordinate and plan voyage, cargo and bunker operations
- Communicates with vessel masters at sea ports to provide instructions for their cargo employment, including stowage plans and any limitations with full description of cargoes
- Coordinates with domestic and overseas LDC logistics offices and agents at load and discharge ports to arrange cargo logistics and advise any special instruction regarding cargo
- Authorizes advances for disbursements to agents and canal authorities
- Performs data entry for softmar shipping/accounting program
- Assists with the settlement of laytime and any other arbitrary matters with Ocean Freight personnel
- Authorizes advances for disbursements to agents and canal authorities
- Serves as a liaison with the Grain Accounting Department to ensure proper payments, billing of charter hire and receipt of freight are received
- Serves as a liaison with the Insurance, Law and Protection and Indemnity clubs to assist in resolving discrepancies that arise

The following are the basic qualifications:
- Bachelor’s degree
- One plus years of experience with dry bulk chartering and shipping operations, including a thorough understanding of time charter parties
- Knowledge of transportation and documentation procedures, including import/export and chartering party documentation
- Knowledge of economic principles, accounting practices and financial markets
- Knowledge of raw materials, production processes, costs and other techniques for maximizing the effective distribution of goods
- Proficiency with MS Excel and Microsoft Outlook

The following are the preferred qualifications:
- Bachelor's degree from a maritime academy
- Unlimited second or third mates USCG license
- Knowledge of the grain industry
- Strong verbal communication skills
- Ability to handle multiple tasks and prioritize workload

For consideration, please upload resume: Apply Now!
Please email Ms. Marley Marcinczyk, Human Resources Generalist with any questions to: LDCWLTHR@ldcom.com
Visit our website at: www.ldcom.com
Contact: Ms. Marley Marcinczyk, Human Resources Generalist
Company: Louis Dreyfus Commodities
E-Mail: LDCWLTHR@ldcom.com
Website: www.ldcom.com
Notes: For consideration, please upload resume: Apply Now!
Please email Ms. Marley Marcinczyk, Human Resources Generalist with any questions to: LDCWLTHR@ldcom.com

Position F:
The Bridgeport and Port Jefferson Steamboat Company (a subsidiary of McAllister Towing) is currently hiring for the following positions on both the NY and CT sides:
- Reservation Agents
- Reservation Supervisors
- Dock Workers
- Ticket Agents
- Dock Supervisors

Apply online: http://mcallister.balancetrak.com/lists/71/default.aspx
OR send a current resume to Amber Watters: awatters@mcallistertowing.com
Contact: Amber Watters
Company: The Bridgeport and Port Jefferson Steamboat Company
E-Mail: awatters@mcallistertowing.com

Position G: Risk Management Assistant
TBS Shipping Services Inc. is a privately held company that provides dry cargo shipping solutions to industrial shippers globally. TBS operates parcel, dry bulk and logistics services, supported by a fleet of supramax and handysize bulk carriers and multipurpose vessels. TBS offers shipowners specialized global market access and enhanced performance through its managed pool offerings.

We are looking for a Risk Management Assistant to work in our Scarsdale, New York office. The position will work directly with and under the supervision of the Vice President of Risk Management to minimize risk and maximize reward.
Key Job Duties and Responsibilities:

- Promote best practices and share knowledge internally across all departments.
- Stay current with international arbitration awards and judgments and utilize relevant ones.
- Assist with contractual disputes.
- Prepare and/or proofread charter parties, as necessary.
- Sundry administrative duties including, among other things, log of P&I Club reimbursements.

Qualifications/Requirements:

- 3+ years of demonstrated working knowledge of dry bulk chartering and operations including laytime, voyage and timecharter charter party disputes with a strong desire to learn more.
- Excellent verbal and written communications skills.
- Must be organized and detail-oriented.
- Proficient in MS Office.

We offer excellent salary and benefits.

Company: TBS Shipping Services Inc.
E-Mail: recruiting@nyc.tbsship.com
Notes: Qualified candidates must be eligible to work in the USA. Please send resumes to recruiting@nyc.tbsship.com with the subject TBSRISK on all transmissions. 

Position H: Military Sealift Command

Now hiring for numerous positions.

Please go to: www.sealiftcommand.com/now-hiring
to see the current open positions.

Company: Military Sealift Command
Website: www.sealiftcommand.com/now-hiring

Position I: Trainee, Dry Bulk - Stamford

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 12 offices spans six continents to position us close to customers. Our fleet comprises over 220 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 above position.

Our Trainee Program is intended to prepare you to take up an executive position in our dry bulk commercial division. Your training will include at least four years in our commercial operations department in your home base as well as one or other of our global offices depending on the needs of the business and your own developmental needs. You will, in due course, be evaluated for your sales skills and you may eventually transfer to our chartering department. The trainee program consists of extensive on-the-job training, ship visits/voyages, and full company sponsorship (including study leave) for the Institute of Chartered Shipbrokers examinations. You will be continuously assessed not only on the basis of your performance, but on the basis of your behaviour as well; and these two factors will always determine your career development path in Pacific Basin.

- You are eligible to work in USA.
- You are a fresh college or university graduate.
- You are genuinely keen to be in the shipping industry.
- You take initiative.
- You recognize the 24/7/365 nature of the shipping industry.
- You are a quick learning, hard-working team player.
- You are unafraid to ask questions.
- You are willing to travel.
- You are good in written and spoken English. Other languages will be welcome.
- You are well versed in operating computer software including Word and Excel.

All applications will be treated in strict confidence and used solely for recruitment purposes.

Contact: Human Resources Department
Company: Pacific Basin
E-Mail: recruiting@pacificbasin.com
Notes: Please apply with your résumé and a covering letter to the Human Resources Department by or before 15 March 2016.

Position J: Experienced Operator to the Bulk Operations Team in our Annapolis Office

Application deadline: 21/03/2016
Expected Start Date: Soonest possible
Location: Annapolis
Job type: Permanent
Working hours: Full-time
Working days: Day

As Operator in NORDEN your job will be to independently operate a group of bulk vessels. This includes but is not limited to: monitoring, measuring and optimizing the performance of vessels, agents nominations and ports as well as having daily contact and coordination with vessels, agents, Charterers and Owners to ensure a smooth operation.

We have a strong focus on costs and aim to increase efficiency, productivity and reduce voyage expenses in order to improve the P&L. We strive to render best-in-class customer service in all given conditions in order to be the preferred Owners to our clients. We aim to build strong relationships with our clients and counter parts in The Americas which main activities are in the U.S. East and West Coast, Central and South America, in particular Argentina, Brazil and Chile is therefore one of our top priorities, e.g. some travelling is expected.
Your profile
You are a U.S. Citizen or a U.S. Green Card Holder. You have minimum three to five years shipping experience with bulk operations ashore. Any experience with general and/or project cargo operation will be regarded positively. It is preferable but not a requirement that you have sailing experience onboard vessels.

You thrive in a business-driven environment and have a competitive mindset. You enjoy taking responsibility and Ownership, getting the chance to demonstrate your ability to optimize voyages and deliver high quality service to our clients.

You have good IT skills - as well as a good understanding of IT systems and the processes behind. It is an advantage if you have experience with the shipping system IMOS. But most importantly, you must have a high degree of attention to details and data entry.

Furthermore, it is important that you can find your way around in a challenging industry with an always changing and, at times, fast pace work environment. We are constantly striving to improve the way we do business and that often includes changing processes and mindset.

As part of a small team you must be a strong team player, contribute to the development of the team and the results but at the same time be able to work independently and take ownership of the vessels you operate and on assignments you are given or have taken on by own initiative.

Our core values are: Flexibility, Reliability, Empathy, and Ambition and it is important that you can identify yourself with these. We know we can jointly make a difference, and we are looking for a colleague that has the same approach.

Further information
Visit us at our website (www.ds-norden.com) to learn more about us.
You are also welcome to contact Ivan Santos, Head of Bulk Operations, Americas , mobile +443-433-6801 or ivs@ds-norden.com for further information.
Contact: Ivan Santos
Company: NORDEN
Telephone: +1 4434336801
E-Mail: ivs@ds-norden.com
Website: www.ds-norden.com
Notes: Please apply by clicking here

UP COMING EVENTS
SAVE THE DATES

MARCH 2016
Monday, March 21 - Wednesday, March 23, 2016
CMA SHIPPING 2016
Local Talent, Global Impact
Hilton Hotel, Stamford, CT
http://www.cmashipping2016.com

APRIL 2016
Thursday, April 28, 2016
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

MAY 2016
Monday Afternoon, May 16, 2016
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
See Page 15 for more information
For Reservations for CMA Events please call
Emilie at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@cmaconnect.com

Position K: Unlicensed/Other, Engine Operational & Instructors,
Deck Operational & Instructors
SUNY Maritime College invites applications for the following positions at sea for Summer Sea Term 2016:
• Unlicensed/Other
• Engine Operational & Instructors
• Deck Operational & Instructors
For a detailed description and to apply online visit us at www.sunymaritime.edu/hr and select “vacancies”.
AA/EOE
Company: SUNY Maritime College
Website: www.sunymaritime.edu

Notes: Please apply by clicking here

(HW03-16)