March is always such an exciting time for your CMA! Shipping 2018 is nearly upon us, and we are confident that it will be the great event that our community has come to expect. This year’s Conference, titled “Profits and Values,” will cover a wide range of issues, from regulations and leadership to autonomous shipping, bunkers, health of seafarers, and a case study of the loss of the El Faro and her crew. There is no doubt that we will all leave the Conference more knowledgeable than when we arrived.

On Wednesday evening, we will have the honor to present the Commodore Award to Sabrina S. M. Chao, Executive Chairman of Wah Kwong Maritime Transport Holdings Limited. On behalf of your Board, we hope to see all of you at the Conference. There will truly be something for everyone there, and it’s always a great opportunity to see old friends, and make some new ones as well.
Our February CMA lunch was very interesting, and the subject matter may have generated more questions to our guest than any other lunch in my memory. Our speaker was Mr. Mutal Dave, of Shipowner.io. I hesitate somewhat to try to describe what they do, but I think I’m safe to say that in short, it is a platform to buy and sell shares of vessels on line using cryptocurrency. The idea is to allow vessel Owners direct access to capital, while at the same time provide individuals wider access to participation in the Maritime industry. The Q&A period was indeed active, and it was certainly very interesting. If you want more information about them, their website is https://shipowner.io.

On February 23rd, I had the honor and pleasure to attend the keel laying ceremony of the new Harbor Harvest cargo vessel at Derecktor Shipyard in Mamaroneck, NY. It will be the first hybrid cargo vessel to be built in the United States, and comes from the very forward thinking mind of CMA’s own Bob Kunkel. In conjunction with his market in Norwalk, Harbor Harvest, which specializes in local and sustainable goods (and does a great job, by the way!), this vessel will be used to transport meat, dairy and produce between Connecticut and Long Island, reducing the transportation time, getting trucks off of I-95, creating jobs, and with its hybrid power plant, reducing the carbon footprint normally associated with transporting these goods. A market disruptor like this doesn’t happen every day, and we couldn’t be more proud than to see Bob at the helm of this project. Well done!

Finally, as I write this, President Trump has just announced that the US will be imposing a new 25% tariff on steel imports, and a 10% tariff on aluminum imports. Although it has already been announced, the details of this policy have not yet been fully determined, and so there are many questions that will take time to answer. However, our trading partners have made it clear that they are unlikely to remain quiet in regard to this issue. The EU, Mexico, China and Canada have already announced that they are weighing retaliatory measures against our exports. What this will mean for us in shipping remains to be seen. How will it impact tonnage availability and freight rates? Will it cause tonnage to be redistributed in ways that we may not expect? How might this impact US exports and the owners, traders and brokers who rely on these trades to earn their living? There is no doubt that by March 12th, when Shipping 2018 begins, we will have answers to some questions, and we may be able to start to formulate ideas and answers to other questions when we are all together at the CMA Conference. We hope to see you there!
It is here! Shipping 2018. All you have read or heard about the program can not do justice to the amount of thought and wisdom that has been put into creating it. Try hard to attend, even if only for a morning or afternoon session. It will be worth your while.

For the 24th year the annual Joint Shipping Conference hosted by the Hellenic-American/Norwegian-American Chamber of Commerce was held in New York City February 13, 2018. As it usually does, the program was somewhat of a precursor to CMA’s much larger event. This year’s title was “Shipping in a Disrupted Market”. The program was great. Actually, I see the two events as almost symbiotic. We hope that those who attended will find issues not fully explored will be expanded upon and any unresolved questions answered at Shipping 2018. I thank the Chambers for inviting me.

Each month we try to bring you CMA news as well as different views of our industry. I’d like to know what you like and don’t like so as to make this Newsletter better. I’ll be at the Conference. Tell me what you think. Thanks.

**Eight Bells** for an old friends

Mel Tublin, partner in the law firm, Poles, Tublin, Stratakis & Gonzalez, passed away early last month. Mel was the Commanding Officer of my MSC Reserve unit. He will be missed.

Don Frost

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**Membership Notes**

Please welcome our new membership applicants.

Mr. Alfonso Bosch, Freight Manager, MF Grains, Panama
Mr. John Michael Buchanan, President, Harbor Docking and Towing, Lake Charles, LA
Mr. Thomas Constantine Cirillo, Student, Union College, Schenectady, New York
Mr. Mario Colangelo, Mate, New York City Department of Transportation, New York, NY
Mr. Martin J Dempsey, Robinson & Son, LLC, Penns Landing, Pennsylvania

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Mr. Carl M Faannessen, Managing Director, AboJeb Company Inc., Manila, Philippines
Ms. Megen M. Gold, Associate Attorney, Chalos & Co, PC, Coral Gables, Florida
Mr. Henry Jedziniak, CFO/Treasurer, Caledonia Maritime Services Co. LLC, Stamford, CT
Mr. Jason Kernion, Operations Manager, Maritime Endeavors Shipping Co. Ltd, Metairie, LA
Mr. Qamerul Khan, Retired, Humble, Texas
Mr. Marios Malikoutis, Vice President, Maritime Endeavors Shipping Co. Ltd, Metairie, LA
Mr. Chris Martin, Vice President, Sales – Americas, Wings Travel Management, Houston, TX
Capt. Samuel R. Pecota, California State University Maritime Academy, Vallejo, California
Mr. Michael R. Perry, Vice President, New England Navigation, Inc., Old Greenwich, CT
Mr. James Shea, Marine Account Manager, Motor Services Hugo Stamp, Fort Lauderdale, FL
Ms. Stephanie Shih, Associate, Appleby (Bermuda) Limited, Hamilton, Bermuda
Mr. Scott Siemers, Managing Partner, Caledonia Maritime Services Co. LLC, Stamford, CT
Mr. Michael Stockwell, Assistant Ops Mgr, Weather Routing Inc. (WRI), Glens Falls, NY
Mr. Mark Stuart Treen, Sales Director Americas, Kongsberg Digital Simulation, Groton, CT
Ms. Elizabeth West, Pareto Securities, New York, New York
Mr. Jerome Wilson, Senior Associate, Appleby, Hamilton, Bermuda
Mr. Timothy Yen, Sales Manager, Celtic Marine & Logistics, Mohegan Lake, New York

Welcome. We look forward to seeing you at Shipping 2018.
Greg Kurantowicz, Membership Committee Chair

The shipping industry is braced for change as new regulations come into play and the global port infrastructure adapts to new trade flows, geopolitical challenges and far-reaching trade initiatives, such as China's Belt and Road project.

Panama, through the ambitious expansion of its Canal, is witnessing directly the impact of change in the shipping sector, and Maritime Week Americas 2018 will debate how the evolving dynamics of trade and fuel regulations are transforming the marine fuels landscape in Panama and throughout the Americas.

The action-packed week comprises a full programme of key maritime events, including the MWA Conference featuring the Petrospot Bunker Surgery - 'free' expert and legal advice, open to all participants. Plus top-level training with the NEW two-day Bunker Trading and Operations course, the Bunker Dispute Resolution Workshop and the Bunker Price Risk Management Seminar.

www.maritimeweekamericas.com
The CMA Annual General Meeting will be held Thursday April 26, 2018. We will hold elections for our Board of Governors that day. The Associations’ By-Laws require that the Nominating Committee Chairperson must be one of the four officers (President, Vice President, Treasurer, Secretary) that is not up for election. This year Marina Critides will Chair the Nominating Committee. The other members of the committee are Lorraine Parsons and Donald Frost.

The Nominating Committee will recommend a slate for your vote. Here are the positions to be voted upon:

President and Vice President – the By Laws were meant to have these two offices voted upon in alternating years but because of some appointments made a few years ago we get to vote for both positions this year.

Treasurer – Nick Sofos is term limited this year so we will need to find someone new.

With the addition of a Social Media Committee last year we get to vote for five (out of six) Committee Chairmen this year.

Planning and Administration – the incumbent is eligible to run for another term

Education – the incumbent is eligible to run for another term

Membership – the incumbent is eligible to run for another term

Social – the incumbent was appointed last year and is eligible to run for a full term

Social Media – This is a new position and the incumbent is eligible to run for a full term

We are blessed with dedicated incumbents but the By Laws do allow for other candidates to run for a position. If interested please contact Marina or the other Nominating Committee members.

See you at Shipping 2018. Don’t miss it!

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Through a revolutionary approach to data management and performance monitoring, Accuritas helps global shipping leaders become more efficient, data-driven businesses. Our web-based Accuritas Portal and proven Business Intelligence solutions are at the forefront of solving the shipping industry’s big data dilemma. The foundation of our customized solutions is our comprehensive approach to client relationships that ensures everyone is always up to speed.

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SHIPPING 2018
North America’s Premier International Shipping and Trade Conference and Exposition

March 12, 13 & 14, 2018
Hilton Hotel
Stamford, Connecticut

3 tracks 15 sessions
2,500 people

Profits and Values

www.cmashipping2018.com

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Email: conferences@cmaconnect.com
Website: www.cmashipping2018.com
THANK YOU TO SHIPPING 2018’S EVENT SPONSORS!

One of the very special things CMA Shipping are the numerous opportunities for networking – it is a very social show, as anyone who has attended can attest to. During the two and a half days of business activities there are a slew of events taking place, of every description. This would not be possible without the support of our generous Event Sponsors, many of whom have been with us since the beginning.

We would like to extend our thanks to the following companies for their sponsorships and support at CMA Shipping 2018:
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 numerous 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!


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 *Profits and Values*, 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 LParsons@marinemoney.com.

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.cmashipping2018.com](http://www.cmashipping2018.com)

We hope that you will join us.

Best regards, CMA Events Team

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**PRIVATE LABEL SEMINARS**

**CHARTER OAK BOARDROOM – FREE OF CHARGE TO ANYONE ATTENDING CMA SHIPPING 2018 IN ANY FORM**

During Shipping 2018 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 13, 2018**

10:00  **S5 Agency World**  
*Presented by:* Joe Walden

*Panama Canal Transit Booking Seminar*

11:00  **T&T Salvage, LLC**  
*Presented by:* Joshua (Josh) Allsworth, Project Manager

*Rapid Response Treatment of Polluted and Oily Water - The Use of Electrocoagulation in The Marine Industry.*

- T&T Water Solutions is a world leading technology and solutions provider for the rapid response treatment of polluted and oily water on marine salvage and wreck removal operations. We will be presenting a short and interactive seminar explaining the use of our ground-breaking Electrocoagulation Treatment Systems coupled with real case studies in which our units have been used to treat oily water to a standard so clean that the water can be safely disposed of overboard and back into the natural environment. This clean technology uses electricity to coagulate the pollutants in the water, effectively separating them in sus-
pension. This makes removing the pollutants from the water exponentially more efficient saving time, storage and disposal costs. T&T Water Solutions can treat oily water to a level below ANY global standard with fast and efficient flow rates! The case study deals with a real wreck removal operation where the T&T Water Solutions units were very successfully used to reduce nearly 500 tonnes of oily water by 95% in volume. The treated water clean enough to allow discharged directly overboard within IMO regulations, in front of the Coast Guard.

2:10 SEDNA
Time is Shipping’s Biggest Commodity
• Today, time is shipping’s biggest commodity as a vast amount of resources are wasted due to inefficient, error-prone manual processes and antiquated tools like email.
• A recent report found that excessive emails top the list of productivity killers, forcing workers to pend less than half of their time on the work they were actually hired to do. In fact people are spending up to 2 hours a day just managing, coordinating and filing messages.
• While the containers themselves can be loaded on a ship in a matter of minutes, a container can be held up in port for days because a piece of paper goes missing, while the goods inside spoil.
• Advancements in new technology bring both the opportunities to be more efficient and internal challenges to transform.
• In this informative session, we’ll share the latest data on these challenges and first hand experience from a user on how they solved these issues to be more efficient and effective by leveraging new technology.

3:00 Ecochlor, Inc.

4:00 Chevron Marine Lubricants

Also at 3:00 in the Aspen Rooms there will be a special seminar presented by The American Club
Wednesday, March 14, 2018

11:00 TOTAL Lubmarine

Noon Worldscale Association (NYC) Inc.

Presented by:
Sara Bierman, Operations Director and David (Dave) E. Young, Executive Director

Worldscale - History and services we provide to the Tanker Industry

2:00 All Marine Spares International

Presented by: Ted Panourgias, President & Mr. Jade Li of Sunrui

Sunrui presents their U.S. Coast Guard Approved BalClor® Ballast Water Management System

Presentation on Sunrui the company & Presentation on Technical aspects of the BalClor® Ballast Water Management System, followed by Q&A

4:00 Eniram

Presented by: Chris Hill, Senior Sales Manager

Eniram 3.0/Platform seminar
Presenting Eniram’s newest evolution to our SkyLight Service. Since its initial launch, we have continued to refine our revolutionary Skylight service. With SkyLight 1.0 initially focusing on the delivery of charter party monitoring reports, through continued dialog with our customers Skylight 3.0 has evolved to meet the needs of the operator, owner and ship manager while maintaining its original form factor. With SkyLight 3.0 visibility in to charter compliance, vessel performance and weather conditions have never closer at hand or more easily deployed.

Did your parents ever tell you to do or listen to something that you might have recognized as potentially important, but not to you and not now. There is the rub--- we never know when, where or how we might use knowledge. Shipping has a reputation as a “mature” industry unlike technology, entertainment or sports which is where most people seem to see “the action”. Public perception of our mature industry does not have our perspective that we see as a slow moving giant tortoise that never stops growing and changing.

If you watched the TV series “Mad Men” about the rise of advertising as a driver of business, you learned that the 20th Century business model started with the MARKETING Department under which were advertising and distribution. Today’s model evolved from what manufacturing called “Just-In-Time Inventory”. The 21st Century model emphasizes near instant gratification (delivery) whether it be a TV set, computer, smart phone, apparel or a car. Fast and free delivery drives retail as well as most other businesses. The shipping business today includes transportation (all modes), logistics, intermodal movements AND trade in all its sub-communities complete with the financial side with all its transactions.

Cargo is still king but the king’s court is bigger than it used to be. We are very much part of it all now and CMA’s Conference is designed to show you alternate paths to please the king. Come and see for yourself.
One of the great things about CMA Shipping 2018, March 12-14, 2018 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 2018 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 12 - Wednesday, March 14, 2018

Exhibit Visits - complimentary at the following times
Monday – 2:00pm-4:00pm
Tuesday – 10:00am-4:00pm
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, or LParsons@marinemoney.com.

Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2018 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. A list of the currently scheduled seminars is published in this month’s newsletter too.

Monday, March 12, 2018

WISTA USA Luncheon
Women’s International Shipping & Trading Association USA’s 13th Annual Luncheon at the CMA Shipping 2018 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Cheryl “Cherrie” Felder, Vice President of Channel Shipyard Companies will be the keynote speaker. Last year’s event was sold out, so register early. Click here for more and to register. WISTA Members $70 Non-Members $80 – this registration is separate from CMA Shipping 2018.

CMA Shipping 2018 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

Tuesday, March 13, 2018

CMA Shipping 2018 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

Wednesday, March 14, 2018

CMA Shipping 2018 Gala Cocktail Reception – 5:30pm-7:30pm - $100 for members, $125 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 and any Exhibit Visitors entering after 4pm when the complimentary time period ends need to purchase a ticket for access.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2018.

Lorraine Parsons
Event Director, CMA
Website: www.cmashipping2018.com
Reverse pitches are used to help those with problems (industry) present them to those with the talent, desire and passion to dream and conceive possible solutions (innovators). This type of presentation helps expose real needs, inefficiencies and pain points ripe for an innovation, creativity, and solution.

The specific areas included:
SHIPPING - equipment, technology, design, insurance, finance, regulatory and legal compliance, commercial and passenger.
PORTS - terminal and site management, operations, cargo movement, warehousing, offshore activities.
LAND-BASED - documentation, law, brokers, freight forwarders, chartering, beneficial cargo owners, passengers, cybersecurity, blockchain initiatives, forecasting, automation, etc. additional topics?

This is an unique opportunity for entrepreneurs; large, small and mid-sized firms; venture capital and private equity firms; and the academic community to better access and connect industry needs with startup solution providers. Presenters from a range of maritime sectors are being invited to participate.

Innovators interested in presenting solutions from issues discussed at the Reverse Pitch will be provided with more in depth briefings and mentoring after the conference. They will be invited to pitch developed ideas at a follow-up session to investors at a venue in midtown Manhattan in late June.

For more information, contact Christopher Clott, co-founder of MGTIC and ABS Chair of Marine Transportation and Logistics at SUNY Maritime College, at cclott@sunymaritime.edu or (347) 842-1611.

UPCOMING EVENTS IN 2018:
• June 21 Tech developers response to industry needs derived from the March conference
• October 18 A demo day at the close of SHIPPING Insight for extended product demonstration

THE EVENT IS FREE. REGISTER ONLINE FOR TICKET.
RSVP at https://www.eventbrite.com/e/mgtic-maritime-reverse-pitch-tickets-42009478481
RightShip and CMA are proud to present Shipping 2018 delegates with its second carbon-neutral CMA event.

Continuing their tradition of innovation and environmental sustainability in the maritime industry, RightShip will be measuring and offsetting all the carbon emissions generated by the Shipping 2018 conference and exhibition, including delegate accommodation and travel to and from this event.

The Connecticut Maritime Association is proud to demonstrate its maritime industry and environmental leadership by running a carbon-neutral event.

For more on RightShip please visit

www.rightship.com
CMA Co-Ed Softball

It is that time of year again and this year our field is ready for us. We wish to remind all those participating to sign up. We hope to get a good turn out this year and need to get an idea of the names and number of teams who will be participating. If you have any questions please feel free to contact Bobby Rosano (our god of games) at Bobby_Rosano333@yahoo.com or call 617-699-9268. We are looking forward to a fun season.

Shipping in the 21st Century –

Its Only Just Begun

By Donald Frost

A quote by Erck Rickmers, the German ship owners, ship managers and brokers that appeared in the February 9th edition of Trade Winds caught my eye. It seems to me to encapsulate the theme and underlying debates at CMA’s Shipping 2018.

“The only constant in life is change. If you don’t actively change and create your own future, then the future will create you. And that may be quite inconvenient. It has been very inconvenient for those fellow ship owners who didn’t read the signs of the time, and who stuck too long to a business where the rules have been rewritten.”

Applied to the changes in shipping today, I feel this philosophy was also expressed in some detail by Christopher Wiernicki, Chairman, President and CEO of ABS in a Maritime Reporter & Engineering News December 2017 article “Navigating the NEW NORM”. Let me summarize:

• Changing business landscapes and energy profiles
• Changing market expectations and needs
• Changing technology
• Changing societal expectations toward policies and regulations that minimize environmental impacts and maximize safety

He listed four key megatrends that define the above changes.
1. The world economy and population continues to grow.
2. Societal and regulatory pressures. Examples: ballast water management, the 2020 sulphur cap and EU monitoring, reporting and verification requirements.
3. The center of our global gravity is shifting to the east. China’s economy for example.
4. Technology is quickly propelling us into the fourth industrial revolution.

I think Chris could expand upon his megatrends.

• Where is population growing fastest? I have read that the greatest growth will be located south of 35 degrees North Latitude --- roughly following the north coast of Africa, through Turkey, north of India, through much of China and includes Latin and South America introducing new or expanded trade routes.
• Will global warming and spreading water shortages that impact where tomorrow’s food will be grown and thus changing trade routes and ship sizes?

Both of the gentlemen quoted above see “change” in different ways but an Opinion piece in February 16th’s TradeWinds introduces a sobering, maybe frightening, view of the future. I refer to Julian Bray’s commentary on AP Moller’s plans. The article is quite interesting and while Maersk is in the container hauling business, there is a connection to other sectors. I think it is important to remember that the contents of the boxes they handle are filled with the manufactured or processed output of prior movements of raw materials, commodities and fuel carried by tramp shipping.

In what is a highly unusual revelation, i.e. - open acknowledgement by AP Moller/Maersk (or any McKinsey & Company client) that they had hired the highly rated consulting firm to assess the current state of the container shipping industry. The title of Julian Bray’s piece says it all. “What future for a business that has destroyed $100Bn in value?”

The consultancy is not as optimistic as most industry watchers about predicting an end to the current destructive freight rate environment.” Longer range “McKinsey is not optimistic that trade demand growth will pull the industry through on its own, as some others have it.”

That thought reminded me of a post presentations debate among a bulk dry cargo panel at Shipping 2016. The consensus hypothesis was that as the supply-demand balance (ships vs cargo) came into balance that rates would get better and perhaps resume 2007-2009 levels again. However, the panel key note speaker, Justine Fisher of Goldman Sacks, demurred, and held that simply restoring balance would only establish a series of slightly higher
lows in rates. She thought that the only way for shipping to actually gain pricing power again would require a sudden disruptive influence such as China’s rapid built up and demand for raw materials and commodities prior to the 2008 Beijing Olympics.

That kind of disruptive change is unlikely to reoccur and I suggest one should apply the idea to the container sector. That is, “McKinsey argues, despite the flurry of mergers and acquisitions in the sector since 2013, 10 will remain...” “More mergers are inevitable, both for greater control of pricing and for greater cost synergies.” However, McKinsey observed that “in the past 15 years share holders selling out of liner firms made a gain of 10% on their stock, while buyers have seen their shares fall 3%.”

Shipping has always been a roller coaster market. Will the next hill be up or down? Care to share your guess?

Seafarers International House will hold its annual Setting the Course awards banquet on Wednesday evening, April 25, 2018 at the New York Athletic Club to honor Philip W.J. Fisher and Bill Van Loo.

• Philip W.J. Fisher is President of Chas. Kurz & Co., Inc. and Executive Vice President of Keystone Shipping Co.

• Bill Van Loo is Secretary – Treasurer of the Marine Engineers Beneficial Association

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://sihny.org/setting-the-course-gala/

UP COMING EVENTS

SAVE THE DATES

MARCH 2018
Monday, March 12 through Wednesday, March 14, 2018
CMA SHIPPING 2018
Profits and Values
Hilton Hotel, Stamford, CT
http://www.cmashipping2018.com

APRIL 2018
Thursday, April 26, 2018
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 2018
Monday Afternoon, May 14, 2018
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
Information coming by email after the CMA show! Save the Date!

For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717,
or email conferences@cmaconnect.com or LParsons@marinemoney.com
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 ext. 3717 or email: conferences@cmaconnect.com

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

**SITUATIONS WANTED**

**Candidate 1: Experienced Regulatory and Compliance Executive**

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

**Regulatory, Quality, and Compliance**

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it's services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

**Underway Experience**

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

**Certifications:**

- ISO 14000 Certified Internal Auditor
- ISO 9001:20015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

**Additional Information:**

- Published writer for several trade magazines
- Experienced in the training and development of deck officers
  Telephone: 631-626-8462
  E-Mail: goodwindmaritime@gmail.com

(S17-10)

**Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering**

Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

**On-Campus work experience (1.5 yrs)**

- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

**At-sea work experience (6 Years)**

Deck Navigating Officer: Nov 2008- July 2014

- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

**Certifications:**

- Certified NWKO-2nd Mates licence holder, by Govt. of India
- Certified ship security officer
- Certification in first-aid, CPR, and advanced fire fighting
- Trained in public relations and crowd management

**Additional Information:**

- Participant and winner of Shell Maritime Leadership weekend at TAMUG
- Comprehensive knowledge of maritime conventions & regulations such as, SOLAS, MARPOL and ISPS, ISM, IMDG Codes etc.
- Presented research paper on Financial market impacts of disasters on shipping companies, under Dr. Mileski
- Presented research paper on Economics of Global passenger transporta- tion under Dr. Duru
- Developed and launched a mobile application specifically for MMAL pro- gram, as marketing class project
- Adept at MS Office and decision making tools such as Palisade’s regression analysis, forecasting and problem-solving technics
- Badminton gold medalist and adroit at other games and sports
- Organised inter-college events, active participant of various tech-presen- tations

**Contact:** Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy18@tamu.edu

(S16-04)

**Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations**

**Work Experience**

REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA (NEW YORK USA) (3 Years)

International Marketing and Marine Fuels Trading.

Developing Supplier and Client Relations in a range of selected geograph-
Candidate 6: Licensed attorney with vessel operations and insurance defense experience
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com

Candidate 7: Upcoming Graduate looking for Entry- Level Position
Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine Insurance. I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company's portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request.

Candidate 8: Technical Manager
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 US Flag ( MSP and John’s Act) and foreign flag. 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 (over 30 dry dockings domestic and foreign shipyards)
• Technical Management of ships & Technical Performance Analysis.
• Third party ship managers interaction as Owners representative
Full resume and references available upon request.
Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com
Candidate 9: Maritime Executive with over 20 years Drybulk Experience

Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

Experience includes:
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)
- 8 years as a Broker. (all Drybulk sizes)
- 2 years seagoing experience as deck officer
- Created own Chartering and Operations team.
- Coordinated closely with Technical, and participated in repair and routine inspections.
- MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler Captain Class C from Merchant Marine Academy Hydra, Greece.
- Dual Citizen (USA/EU)
- Fluent in English/Greek. Knowledge of Spanish.
- Contact: Vasilis Maschas
- Cell: 203 808 5088
- E-Mail: vmaschas@gmail.com
- Notes: For further information kindly contact (S17-03)

Candidate 10: Seeking new challenges within the shipping market

After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.

Experience includes:
- 10 years with international trading house
- 10 years as in-house owners broker
- 10 years as competitive broker
- Currently located in Greenwich, Ct.
- Holding dual Citizenship (Canada/Norway) and Green Card for the USA.
- Contact: David C. Wold
- Cell: +1 203-274 1433
- E-Mail: dcwold@gmail.com (S17-04)

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations

Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years’ experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John’s Act)

As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertise:
- Commercial tanker operations.
- Risk Analysis - Ship’s Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:
- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.

Cell: (713) 249 2304
Fax: E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request. (S18-01)

Candidate 12:

Objective

Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.

Education

The United States Merchant Marine Academy
June 2011 - June 2013
Kings Point, New York
Major: Marine Systems Engineering
Texas A&M University Galveston
September 2014 - December 2017
Galveston, TX
Major: Marine Engineering Technology

Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.

Experience

Liberty Maritime Corporation
November 2012 - February 2013
- Junior Engineer aboard the MV Prestige, New York. 120-days at sea. Global Circumnavigation.
- Supervisor: Chief Engineer Josh Reed
- Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.
Candidate 13: Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017.

Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarer's mental health, in addition to organizing survey compliance data on member vessels.

Former tugboat dispatch intern with McAllister Towing and a 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" titled "The Challenges of Modern Piracy". Published in October 2012. CV and recommendations available upon request. Willing to commute within the NYC metropolitan region.

Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

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 B: Dry Bulk Vessel Operator

We're an innovator in the dry bulk owner/operator business and need another self-starter in our NY office who can manage their own ships and voyages. If you've got the horsepower to take on this critical position, hit our high standards and grow fast with our worldwide company, send in your resume.

Include a separate write up describing the most significant impact you've had in your current job.

We realize our compensation package must be aggressive to continue building our team of top performers.

E-Mail: drybulkop@gmail.com

Notes: Please respond via e-mail

(20-02-18)

Position C: Crew Coordinator

Stamford, CT

Eagle Bulk Shipping Inc. (NASDAQ: EGLE) is a US-based owner and operator of dry bulk vessels, providing its customers with reliable and responsible global transportation services for the carriage of bulk commodities including: coal, grain, iron ore, steel, cement, and forest products, among others. The Company's fleet currently totals 41 ships and is focused on the mid-size asset class.

A crew coordinator is responsible for independently scheduling crew deployments for multiple vessels. Maintaining daily contact with fleet crews, available staff, crewing employment agencies, and internal departments.

Primary contact for the fleet crew of assigned ships in the event of unexpected staff changes (illness or transfer to other vessels). Counseling fleet staff with regard to training and education programs.

JOB RESPONSIBILITIES

• Support Head of Crewing.
• Interface and hire of Port Agents on behalf of Eagle.
• Crew coordination: requests for travel, coordination with agents and travel agents.
• Verifying and processing of crew documentation of certificates and appraisals from vessels.
• Ensuring crew documentation and certificates are checked, recorded and processed by manning agents in compliance with Flag State requirements.
• Ensure manning agents prepare and file crew appointment and visa letters as required.
• Correspondence to and from vessels on all crewing matters.
• Crew and visa letters prepare and file.
• Crew accident/incident reports, including follow up of medically unfit Crew status.
• Responsible to ensure that Crew lists are updated by Manning
Agents/Crew Managers and maintain Crew Records in SMMS as required.
• Oversight and monitoring crew contracts and coordinate crew change and replacements.
• Ensuring timely validity of Vessel ITF documentation.
• Evaluating ratings candidate's proposal for selection and employment, updating SMMS and confirming to Manning Agents.
• Crew FBOW settlement, verifying payroll and final allotments approval.
• Verifying input of crew appraisal reports after off sign from all Manning Agents.
• Seafarer's appraisal reports from attending Superintendents.
• Assessing crew bonus and informing Manning Agents/Crew Managers regarding same.
• Crew monthly portage bill/Master General Accounts, verifying compliance with crew SEA and checking/reporting over time reports.
• Checking, assessing and reporting Shipboard crew computer based training.
• Other duties as assigned.

COMPETENCIES
• Knowledge of company policy and procedures aligned with ISM Code.
• Knowledge of ITF regulations.
• Knowledge of business English, composition, spelling and punctuation.
• Knowledge of generally accepted accounting principles.
• Knowledge of federal, state and local laws with respect to dispatch procedures.
• Knowledge of work authorization/visa requirements for crew.
• Ability to operate the telephone in a clear, well-modulated voice using good diction.
• Ability to understand and correctly execute verbal and written instructions.
• Ability to prioritize assignments and work independently.
• Ability to accurately prepare and maintain correspondence, files, reports and statistical information.
• Ability to accurately receive and dispatch crewmembers.
• Ability to establish and maintain effective working relationships with coworkers, other organizations and the general public.

QUALIFICATIONS
• Minimum Diploma in Maritime Studies/Marine Engineering or equivalent.
• Minimum 3 years relevant experience in recruiting offshore crewing, preferably in Marine industry.
• Must have working knowledge of STCW 95 and flag state requirements.
• Must be experienced in recruiting offshore personnel.
• Very organized, able to multi-task, willing to work flexible hours, can cope well under pressure, good attention to detail.
• Excellence in interpersonal, communication and planning skills.
• Computer literate and can work with multi-cultural environment.
Company: Eagle Bulk Shipping Inc.
E-Mail: support@eagleships.com
Notes: Please send resume 

(Position D: NORDEN SHIPPING TRAINEE IN ANNAPOLIS)

THROUGH OUR INTENSIVE TWO-YEAR PROGRAMME AS SHIPPING TRAINEE AT NORDEN Shipping (USA) LLC YOU WILL BE THOROUGHLY INTRODUCED TO THE WORLD OF INTERNATIONAL SHIPPING. THE TRAINING INCORPORATES BOTH PRACTICAL AND THEORETICAL ASPECTS. YOUR DAYS WILL BE BUSY AND INTERESTING, AND YOU WILL BE WORKING WITH BOTH LOCAL AND INTERNATIONAL COLLEAGUES AT THE OFFICE.

THE PRACTICAL PART - HANDS-ON SHIPPING
As a Shipping Trainee with NORDEN you immediately become a performing member of the team. During the two-year period your knowledge of our two primary business areas will gradually develop, and you will gain commercial hands-on experience with a Chartering Team and the ability to execute voyages with an Operations or Control Team.

THE THEORETICAL PART - SHIPPING THEORY
As a Shipping Trainee with NORDEN you will join the theoretical training of the Commercial Shipping Programme with the Danish Shipping Academy with Shipping Trainees from NORDEN and other shipping companies globally. The Commercial Shipping Programme consists of 3 modules held in Denmark (duration 1-2 weeks) as well as e-learning courses and training in e.g. maritime economics and maritime law.

QUALIFICATIONS
Qualified candidates for our Shipping Trainee Programme typically hold a quantitative bachelor’s degree, preferably with business or shipping related majors. As a minimum, you have passed mathematics at B level and you have excellent English skills.

Regardless of your educational background, it is an advantage if you have extra-curricular experiences either from work experience, military service (if relevant in your country) or from living abroad. Your personal qualifications and your attitude towards performance in a corporate context are just as important. You consider yourself to be forthcoming, curious and persevering, and you reflect yourself in our four core values; flexibility, reliability, empathy and ambition.

Furthermore, a work permit in the USA is mandatory. NORDEN will not sponsor a work permit-visa for this role and applicant who do not hold a work permit will not be taken into consideration.

ONCE YOU HAVE COMPLETED THE PROGRAMME
With the Shipping Trainee Programme we want to develop world-class Charterers and Operators to ensure the future success of NORDEN.

CHARTERER (CHARTERING MANAGER)
As a Charterer, you find cargoes for the vessels and negotiate the freight rate. The market competition is fierce, and you need commercial flair as well as strong networking skills to succeed.

Good business sense and strong negotiation skills are essential to the chartering role. You are in direct contact with the customers, and you will seal the deals. You constantly strive to keep abreast of how supply and demand of raw materials such as iron ore, coal, sugar and gasoline change – and how this influences the freight market. You analyse market reports and news which enable you to make the right decisions – also under time pressure.
OPERATOR (OPERATIONS MANAGER)
When the deal is fixed, the Operator takes over and oversees the more specific terms and conditions of the vessel’s voyage. As an Operator you are organised, solution-oriented and service-minded. You are in close dialogue with captains, ports and authorities and you handle documents about the voyage.
You are very knowledgeable about contracts, vessels, bunker consumption, ports and geographical conditions to optimise the voyage and meet the customers’ requirements.

COMPETENCIES AND PROFILE
The Charterer and Operator work closely together, but their primary competencies and profiles are quite different. The Charterer must have a keen nose for business and act as the sales person, whereas the Operator must have a good sense of perspective and strong organisational skills. During the Shipping Trainee Programme, you will gain basic knowledge within both areas – and after completion of the programme you will, along with NORDEN find the right position for you. For both job types, your everyday life is playing in an international context, often English speaking and at high pace.

GLOBAL OPPORTUNITIES
After completion of the two-year programme our graduates are typically offered a position within chartering or operations in Annapolis. NORDEN considers international experience an important part of our talent development therefore we offer both short and long term work exchanges at one of NORDEN’s other offices in Denmark, India, USA, Canada, Brazil, China, Australia or Chile.

Company: Norden
E-Mail: dmadden@chembulktankers.com
Notes: Please send resumes in confidence.

(RED BANK, NJ)
At World Fuel Services, our employees are the key to our global success. We are industry leaders due to the innumerable talents of our approximately 5000+ strong professional team. Our people thrive in an entrepreneurial and culturally-diverse environment, where innovative thinking, collaboration and efficient execution are highly valued. Our high-performance culture is what allows us to drive sustained growth. Stronger together, we promote an environment where individuals can thrive.

World Fuel Services is an equal opportunity employer committed to a diverse and inclusive workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin or any other characteristic protected by law.

The Bulk Physical Operations Scheduler/Manager will have a comprehensive understanding of the loading, movement by tanker/barge, discharge, storage and tracking of bulk liquid commodities (petroleum product experience is essential), and will work closely with the NJ Supply team in providing full operational support.

Position F: Scheduler (Marine Segment)

REQUIREMENTS:
1. Exceptional analytical abilities
2. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets, including dynamic financial models
3. Commercial mindset and approach
4. Strong written & verbal communication skills
5. Intellectual curiosity and passion for research process
6. Prior experience in industrial or other cyclical industries; shipping or energy industry experience a plus
7. Prior investment/deal team experience a plus
8. Strong organizational skills
9. Flexibility to adapt to changing schedules and priorities

EDUCATION/EXPERIENCE:
1. BS required – prefer quantitative-focused degree or comparative experience
2. At least 2-3 years of relevant high quality experience
3. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets, including dynamic financial models
4. Prior experience in industrial or other cyclical industries; shipping or energy industry experience a plus
5. Commercial mindset and approach
6. Exceptional analytical abilities
7. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets, including dynamic financial models
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14. Strong organizational skills
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6. Strong organizational skills
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EDUCATION/EXPERIENCE:
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5. Prior investment/deal team experience a plus
6. Strong organizational skills
7. Flexibility to adapt to changing schedules and priorities

EDUCATION/EXPERIENCE:
1. Exceptional analytical abilities
2. Prior experience in industrial or other cyclical industries; shipping or energy industry experience a plus
3. Commercial mindset and approach
4. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets, including dynamic financial models
5. Prior investment/deal team experience a plus
6. Strong organizational skills
7. Flexibility to adapt to changing schedules and priorities
Specific responsibilities include:

- Constant communication and involvement in decision-making with immediate NJ Supply team
- Review of operational terms and conditions on bulk purchase agreements
- Liaison with bulk suppliers and their ops schedulers to coordinate bulk re-supply movements
- Appointment of vessel agents, inspectors and if required cargo loss control supervisors at loadport and/or discharge port
- Issuance of documentary instructions to suppliers and voyage orders to chartered tankers/barges
- Monitoring of quantity gains/losses during transit and checking of product quality at both load and discharge against contractual guarantees and expected/calculated typical specifications
- Coordination of pre-arrival product transfer and blending with discharge terminal and inventory operations in order to achieve optimal discharge plan
- Organizing and liaising with inspectors and labs for tank samplings and quality testing of inventory
- Liaison with terminals to organize any product transfers and blending instructions
- Systematic monitoring/tracking of inventory in tank and reconciliation to terminal’s bookstock figures
- Production and distribution of documents relating to release of inventory
- Programming & scheduling of berths, barge loadings and alignment with scheduled bunker customer vessels
- Maintenance of detailed and well organized contractual files
- Handling of any tax or duty issues related to cargo imports or exports in coordination w/ corporate tax dept
- Creation and adoption of any new operational procedures for the NJ office
- Creation of efficient internal and external communications reports e.g. “Orders Board “Operations Program” and their regular issuance
- Tracking & accrual of estimated ops costs and their reconciliation with actual ops costs when invoices are received
- Claims investigation and support

Required Skills:

- Strong analytical and modeling skills. Highly numerate
- A positive attitude, a willingness to learn & operate new WFS systems and constant efforts to improve team efficiency
- High level of competency and experience working in Excel;
- Pivot table and Macro experience is highly desirable
- Strong interpersonal and communication skills. At ease working in multi-cultural team environment and ability to interact effectively with individuals at all levels in the organization
- Exceptional organizational skills - must be task-oriented and able to manage to tight deadlines
- Complete fluency in English (oral and written)
- Professional presence and absolute integrity

To apply click here

When you click 'Apply', you will need to click on 'Create Account'. By creating an account, you will be able to view your applications and their statuses. Your password must contain 1 upper case letter, 1 number, and 1 special character.

Company: World Fuel Services

Position G: Project Engineer

Eagle Shipping Intl. (USA) LLC is currently looking for a Project Engineer to oversee the implementation of upgrades and modification requirements in our fleet. The position will:

- Assist in conceptual design and bid specification development
- Prepare and maintain cost models and project cash flow reports
- Review bids and make recommendations for selection
- Review selection of major and minor equipment and vendors
- Liaise with contractors, Class, regulators, vendors, and shipyards to ensure timely compliance with technical and cost requirements.
- Inspect and assist supervision of physical installation work

Qualifications:

- Background in Marine Engineering and or Naval Architecture
- Highly skilled user of IT systems, SMMS, VesLink and other ship performance management platforms
- Strong competencies within project management, modeling, data analysis
- Knowledge of ship operations and marine terminal operations
- International project management experience, as well as technical experience in ship repair and modification
- Sailing experience onboard a commercial ocean-going vessel as an engineer a plus, but not a requirement

To apply in confidence contact

Company: Eagle Shipping Intl. (USA) LLC
E-Mail: support@eagleships.com

Notes: Apply in confidence