UP COMING EVENTS

SAVE THE DATES

APRIL 2019
Tuesday, April 2-Thursday, April 4, 2019
CMA SHIPPING 2019
POWER
Hilton Hotel, Stamford, CT

Thursday, April 25, 2019
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
RSVP’s are required

MAY 2019
Monday Afternoon, May 13, 2019
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905

See Page 8 for more information

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

PRESIDENT’S NOTES

The final countdown has started for CMA’s Shipping 2019! It seems like only yesterday that we were celebrating our most recent CMA Commodore, Sabrina Chao, Executive Chairman of Wah Kwong Maritime Holdings Ltd., at the Gala Dinner. It is hard to believe that in just a few short weeks, she will be back in Stamford to pass the famous Commodores hat along to our next Commodore, John Hadjipateras, Chairman, CEO and President of Dorian LPG, Ltd. Please join us for the Conference April 2-4, 2019 at the Hilton Hotel.

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The theme of this year’s CMA Conference is “Power: Economic and Environmental Sustainability; How a revolution in marine fuel regulations and digital technology will reshape every aspect of the global shipping industry – from shipowners to charterers, financiers to lawyers, port state control, vendors, managers brokers… and beyond. Sustaining the Environment and Profitability.” Our industry is truly in the midst of so much change, some of which is incremental, but some of which is quite disruptive. From block chain to scrubbers, those in our industry are having to make very consequential decisions to respond to the different forces pushing and pulling our industry forward.

Please take a few minutes to go to our website at www.cmaconnect.com where you can click on the “Shipping 2019” button and download the latest edition of the agenda. We are confident that you will find value in the many different sessions that are being presented this year, as well as numerous networking opportunities where you will be able to catch up with old friends, and meet new ones! We believe that the CMA Conference will provide the most “bang for your buck” of any shipping event in the USA, and we certainly hope to see you all there!

I will take this opportunity, also, to dispel a rumor that is finding its way through the CMA Community. As Mark Twain said, “The reports of my death are greatly exaggerated.” So, too, are the reports that 2019 will be the last year that the CMA Conference will be held in Stamford. Indeed, as I have told those of you who have asked me, as part of our due diligence, the CMA Board has considered whether we should move the Conference to New York or elsewhere on a fairly regular basis. Among our most important responsibilities is to make certain that we maintain the quality of the Conference, and the value that it provides to our members and other delegates that attend each year. We look at many different factors in this regard, such as how staying in Stamford or moving might affect those who have been attending and supporting the Conference for many years, and also how a move might be able to help us to grow the Conference, and would this be a positive or a negative in the long term, etc. Rest assured, we take our responsibility to manage the Conference to the best of our ability, and to maintain its position as the largest and best shipping conference in the United States very seriously, and would not consider such a venue change unless and until we felt it was the right time and in the best interest of the CMA, its membership, and the Conference. With this said, I can tell you that the 2020 CMA Conference will be in
Stamford, from March 31 to April 2, 2020, so mark it in your calendars!

Our February luncheon speaker was Daniel Wilson, Director of Strategy and Operations for TradeLens, and although I was unable to attend, I heard plenty of positive feedback from others who were there. February seems to have turned into our “blockchain” luncheon month over the past couple of years, and considering the fact that blockchain is certainly popping up more and more in different aspects of our industry, we are certainly glad to be able to bring in experts to speak to our membership.

In case you missed it, we had an article in our February newsletter about a documentary called “Sea States” which will tell the story of the critical role shipping plays to move 90% of the world’s goods, our commitment to the environment, the skill of the seafarers, and will hopefully help to educate the public which is largely unaware of what we do, and frankly, how well we do it! The CMA is proud to be involved in this project, and the film’s producer, Mr. Tom Garber, will be at the CMA Conference this year. He is still working on securing a few key sponsorship positions for this important project, so I would encourage you to take a few minutes to stop by and see him at his table, and learn more about what he is doing. In the meantime, you can visit his website at www.thirdwavefilms.com/seastates.html

We hope to see you all at the CMA Conference in April, and of course hope that you will also encourage your colleagues and business partners to join us as well! On behalf of your CMA Board, we are looking forward to hosting this exciting and valuable Conference for you all!

What if I were to tell you that in 2 1/2 days you could hand out 300 business cards to people with whom you could do business?

What if I were to suggest that following the show you would have to spend a week sending out a dozen serious proposals?

What if you could find the next best employee for your company? Or the next best opportunity for yourself?

What if you could talk to owners and operators of 9,000 ships about your dream transaction or your new product?

What if you could have dinner with some of your major clients without having to fly around the world?

What if you could have the best information on the biggest challenges the industry faces from people who know as much about the issues as anyone in the world - and you could do it with a beer in your hand in Stamford, Connecticut?

What if you could find finance for your scrubber, your ballast water system, or your new digital company idea or for the expansion of your ship management business or your manning business, your pool or your bunker business, or your brokerage business?

What if you could just have a beer with a friend you haven’t seen since you were both in Singapore or Oslo or Greece?

What if you could take your new idea and give it a shot of steroids in front of the most important people in the industry without having to buy thousands of dollars of airplane tickets?

This is CMA Shipping 2019!

Visit http://bit.ly/CMA_Shipping_2019 for all details on the event and the latest agenda, which is also repeated at the end of this newsletter. As a CMA Member you are entitled to a special discount to sign-up for the conference, which has been advised in recent newsletters, but here is the info again:

Please go to www.cmashipping2019.com and apply the promo code FKT3549CMA and it will give you a $300 discount. Alternatively go directly to a pre-loaded url https://goo.gl/k831ho where the discount will automatically be included.

You have the option to add the Gala Dinner to your order if you want that, otherwise you can select the conference only option. This order will go to KNect365 and they will send you an invoice at which time you can arrange to pay them how you wish or you can pay with cc on-line.

Please come join us, have fun and tremendous success because that’s what we’re committed to, your success.
GLOBALIZATION 4.0

How many of you were among the 3,000 participants at the World Economic Forum at Davos Switzerland January 22-25, 2019? The theme was “Globalization 4.0”. The world has been pursuing some kind of globalization since the Phoenicians. Shipping was the first globalized industry. The industrial revolution (1820-1914) could be Globalization 2.0 and the hyperglobalization coinciding with the internet and rise of emerging economies of China and India has been 3.0.

Bloomberg explained 4.0 in an article dated January 23, 2019. They see it as “digitally-enabled services”. They described it in a darker way— if the rich world of globalization 3.0 was about lost blue-collar jobs, 4.0 is coming for the white-collar workers. That is - us.

Richard Baldwin’s book “The Globotics Upheaval” says “It’s the opening of service sectors in rich countries to competition from poor countries with all the pluses and minuses in the service sector that we saw in the manufacturing sector.” It sounds like 4.0 could fulfill the darkest forecasts of Y2K. Rather than depress you further, read the article or the book.

The “Y2K” period (a.k.a. “DOTCOM” 2000-2002) forecasted disintermediation (eliminate the brokers and middlemen) in
shipping on a massive scale especially in the TRAMP sector. While the enabling technologies are still with us, history did not quite follow the dire forecast. DOTCOM begot DOTGONE but Globalization 4.0 is a leap ahead of Y2K. Still, shipping’s environmental challenges over the next few years might be more disruptive than Globalization 4.0. Unfortunately, my series of articles titled Y2K are no longer on our website. If I can find it I’ll run the last one (DOTGONE) next month in the hope it might help us look at our industry’s future more objectively.

NEWSEUM
Have you heard of the NEWSEUM? Its an educational organization that is designed to teach people to recognize junk or fake news. This is NOT just for kids. If you are visiting Washington, DC they are located at 555 Pennsylvania, NW, Washington, DC and on the web: newseumED@newseum.org. They send teams to public gatherings, run professional development workshops and have publications for kids. Take their tests on-line. Don’t be sure you will recognize fake news.

Tax time:

Did you notice that when you write “The IRS” it spells “theirs”!

CMA Shipping 2019 –

Networking Opportunities Galore……..

One of the great things about CMA Shipping 2019, April 2-4, 2019 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 2019 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:

Tuesday, April 2 – Thursday, April 4, 2019

Exhibit Visits - complimentary at the following times
Tuesday  –  2:00pm-4:00pm
Wednesday – 10:00am-4:00pm
Thursday  – 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 LParsons@marinemoney.com or sign up at: http://bit.ly/CMA_FKT3549CMA_NL

Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2019 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. Companies currently scheduled to make special presentations are The Worldscale Association, The American Club, AP Companies, SGS Maritime Services, Ecolochlor, Chevron Marine Lubricants and more to be added.

Tuesday, April 2, 2019
WISTA USA Luncheon
WISTA - Women’s International Shipping & Trading Association USA’s 14th Annual Luncheon at the CMA Shipping 2019 Conference. 11:30am-1:45pm - Hilton Stamford Hotel in the Garden Pavilion. All are welcome to attend. Kathy Metcalf, CEO of the Chamber of Shipping of America and winner of the 2018 WISTA Personality of the Year Award will be the keynote speaker. Last year's event was sold out, so register early. Click here for more and to register.
WISTA Members $75 Non-Members $85 – this registration is separate from CMA Shipping 2019.

CMA Shipping 2019 Opening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 for non-members – E-mail us to sign-up. 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, April 3, 2019
Evening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 for non-members – E-mail us or sign-up. 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.
Students protest across Europe over climate threat, EEDI reporting demands on owners grow. Shareholder ESG activism demands attention, charterers expect more. Financial environmental scrutiny of owners grows...environmental demands have hit a tipping point and performance expectations are growing. The best and brightest tackling this challenge (IMO 2020 will seem like child’s play!) will be at CMA to discuss just how this challenge is in fact a once a generation wealth creation moment.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2019.

Lorraine Parsons, Event Director, CMA

**Membership Notes**

We are pleased to welcome our new members:

- **Mr. Olatubosun O. Akinbode**, CEO, Ambods Venture, Bronx, New York
- **Leslie Chua**, Regional Sales Director – Asia Pacific, ExactEarth Ltd., Ontario, Canada
- **Captain Cole Cosgrove**, Vice President, Crowley, Jacksonville, Florida
- **Ms. Jennifer A. Cubas**, Business Development Manager, WaterFront Maritime Services, Fort Lauderdale, Florida
- **Mr. Dongxing Cui**, President, COSCO Shipping Bulk (North America) Inc., Secaucus, New Jersey
- **Mr. Konstantinos Fakiolas**, CEO, Finocean Ltd., Turku, Finland
- **Mr. Neil R Peterson**, Vice President, Cooper T Smith - Crescent Towing, Hasbrouck, New Jersey
- **Mr. Sujith Kumar Pushpakaran**, Senior Manager, Marks Paneth, New York, New York
- **Mr. Deepak Tyagi**, Founder & CEO, Artischain, Greenwich, Connecticut

Welcome aboard. We look forward to meeting you all next month at CMA Shipping 2019.

*Greg Kurantowicz, Membership Chair*

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**Thursday, April 4, 2019**

**CMA Shipping 2019 Gala Cocktail Reception** – 5:30pm-7:30pm - $100 for members, $125 for non-members – Email us or sign-up. **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 2019.

Lorraine Parsons, Event Director, CMA

**CMA Shipping 2019: Do well by doing good...**

Across the spectrum views from owners, technologists, shipmanagers, Class, Flag, Regulators, alternative fuel giants, charterers will all dig into the opportunity. How owners with the best ships, quality crew, top notch operations and commercial acumen will dominate the next decade!

The great thing about CMA Shipping 2019 is that it is really the best owners and operators, the most forward looking companies, the best minds, most dedicated professionals who come and help the entire business prosper. These are our friends, our colleagues, even our competitors, but the goal is to create the most valuable 2.5 days imaginable.

Exhibitors bring new ideas and new products. Sponsors help with the best content and great business networking events. Speakers inspire. And this year, a tipping point upon us, immediate challenges ahead, value creation elusive, it is more important to join, to see and be part of a foundation moment, that looked back upon in ten years, will be a moment when to do well, also meant the industry was doing good!

We are here for your success. Please do not hesitate to call us if you need anything. We realize that for local companies with regular office work to cover, that it is sometimes hard to get away for the whole event. If you are interested in signing up for certain things, please let Lorraine know and we will provide a quote for you or organize a shared pass.

Visit [http://bit.ly/CMA_Shipping_2019](http://bit.ly/CMA_Shipping_2019) for all details on the event and visit [http://bit.ly/CMA-Agenda](http://bit.ly/CMA-Agenda) for the latest agenda. As a CMA Member you are entitled to a special discount to sign-up for the conference, which has been advised in recent newsletters, but here is the info again:
Please go to www.cmashipping2019.com and apply the promo code FKT3549CMA and it will give you a $300 discount. Alternatively go directly to a pre-loaded url https://goo.gl/k83iho where the discount will automatically be included.

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We look forward to seeing you in April!

Best regards,
Jim Lawrence & Lorraine Parsons
CMA Shipping 2019
Tel: +1.203-406-0109 Ext 3717
Email: LParsons@marinemoney.com
Web: www.cmashipping2019.com

CMA Shipping 2019 – DON’T MISS IT

We are unabashedly dedicated deal junkies. A big fixture, a new client, a new ship, a multi-year COAS, a scrubber sale or finance commission --- we scour the market for all and you can hear about them in the hallways at Shipping 2019. This is what this annual event is all about.

This year we literally have the best and brightest willing to share their insights on 2019 and 2020, decarbonization, scrubbers, crews, compliance, charter party tricks and omissions, compliance and law suits that could have been avoided had they only attended Shipping 2019.

We will have sessions on financing your scrubbers, fund your digital start-up, or select the best crew managers. It will all be there.

And do not forget the receptions, dinners, coffees and exhibits where the best ideas in our business get shared. And its all here in our backyard. Come and join us and make the most of three days in April at the Hilton.

Call Lorraine parsons or Jim Lawrence or any member of the CMA Board for the best way to remind Singapore, London, Greece, Hong Kong or Oslo that Connecticut matters.

Click here for the latest agenda also repeated at the end of this newsletter and to sign up click here - See info on the special CMA Member discount elsewhere in this newsletter.

CMA SOCIAL COMMITTEE

To kick off the Spring Golf Season we have arranged a VIRTUAL GOLF OUTING

The place:
Golf Lounge 18
85 Mill Plain Road
Fairfield, Connecticut
(off I-95 Exit 21, on the New York bound side of the tracks directly behind Local Kitchen & Craft Beer Bar. Easy walking distance from Fairfield (NOT METRO) railroad station.)

When:
Thursday, March 21, 2019

Time:
7:00 PM

Cost:
$15 per golfer or $5 for non-golfers

CMA will provide appetizers and drinks as well as a portion of the golfer fees.

The field is limited to 32 golfers + 18 non-golfers. When replying with your RSVP please indicate if you will be golfing or not. Kindly remit your payment quickly after your RSVP as we expect this to be a sell out!

RSVP below by March 15th.
Mike McCormick
Social Chair
mrm@odingroup.com Phone 203-273-7617
CALLING CMA GOLFERS -

CMA SPRING GOLF OUTING….

Monday afternoon, May 13, 2019
Sterling Farms Golf Course
1349 Newfield Avenue
Stamford, CT 06905
Website: http://www.sterlingfarmsgc.com

Mark this date in your calendar for our CMA Spring Golf Outing – Monday afternoon, May 13. After the winter hibernation, a nice afternoon of golf, on hopefully a lovely day, will be a great reward!

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

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

The First Place Team will be presented with the “Graydon Michael Webster Cup”. We hope that our 2018 Champions from Impala Terminals (led by Jonathon Shull) will return to defend their crown!

To participate in this year’s Spring Golf Outing, the cost is $200 per person ($800 for a Foursome) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

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

If you don’t play golf, stop by for dinner and cocktails after work – the cost for the Dinner only is $60 per person.

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

Please make checks payable to “CMA” and send to:
Lorraine Parsons, Event Director
Connecticut Maritime Association
100 First Stamford Place, Suite 600
Stamford, CT 06902

Call Lorraine at +1.203.406.0109 Ext 3717 if you have any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express) or email LParsons@marinemoney.com

SPONSORSHIP OPPORTUNITIES……

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

So come on and sponsor a hole at this year’s outing. You will receive a custom-made hole sign, praise at the dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors. Hole sponsorships are priced at $250 each, and again make checks payable to “CMA” and send to our address noted above or call for credit card payments.

We hope that you will join us on May 13 for another great afternoon of CMA golf.

Best wishes,
Lorraine Parsons, CMA Event Director

From the CMA Education Foundation:
I look forward to meeting as many of you as possible the CMA Shipping conference next month! I will be available throughout the conference including the receptions to answer questions about our programs and their growth - that need your continued support.

Christeen Bernard Dür, Executive Director
Christeen@cma-edu.org

The CMA Education Foundation's mission is to promote and support maritime-related education through financial assistance, events, and activities.
Would you like a career that combines hands-on experience with an education in the oil & shipping industry?

And does global rotations to exciting destinations such as Singapore, Dubai, Panama and Denmark sound appealing to you?

Read more and apply for the MOST programme at monjasa.com/careers
Mr. Gallagher, formerly International Registries, Inc.'s (IRI's) General Counsel, was promoted to President in January 2000. During his tenure as President, the Republic of the Marshall Islands (RMI) Registry has grown from 7 million gross tons (GT) in 2000, to surpassing 162 million GT in October 2018. Under his vision, the RMI Registry has expanded its network worldwide from 75 to more than 400 employees and opened 21 new offices in the last 15 years to a total of 28, with the latest being the newly opened office in Busan, Republic of Korea. Mr. Gallagher is at the helm of the fastest growing registry in the world, with the RMI having the largest percentage of growth of the top 10 flag States in 2017. Since joining IRI in 1991, he has worked closely with the RMI government and its legislative agenda and has traveled around the globe meeting clients and speaking at corporate and maritime seminars. Prior to joining IRI he specialized in Legal Compliance in the securities industry. He has served as an intern in the United States Senate receiving an award as Intern of the Year and in the German Bundestag, where he enhanced his proficiency in the German language and political culture. Mr. Gallagher received his Bachelor of Arts from Indiana University of Pennsylvania and his Master of Arts in International Relations from the University of Maryland. He earned his Juris Doctor (J.D.) at the University of Baltimore School of Law and is a member of the Maryland State Bar.

As a longtime CMA Member and Supporter we are delighted that Bill will be honored as Mass Maritime's Person of the Year 2019!
Terms of the officers are staggered to preserve continuity. Last year we elected both a president and vice president but that was unusual. This year we have two committee positions that were appointed only a few months ago so we will formally elect people for those slots. The elections will be held during the Annual General Meeting (AGM) luncheon in April.

Per the CMA by-laws a nominating committee has been formed. The Chairman is to be a sitting committee chair not up for election. The rest of the committee are members at large. This year’s membership committee chairman, Greg Kurantowicz, heads the Nominating Committee assisted by Lawrence P. Jordan, Paul Mazzarulli, Juan Charris and Andrea Baehr.

We have four positions to be filled this year. Secretary, and Committee Chairs for Planning & Administration, Social, and Communications.

The Nominating Committee will offer a slate next month before the AGM. The people presently filling these slots are eligible to be elected but the by-laws do allow for nominations from the floor at the AGM. We hope to see all of you then. This lunch is a bargain (free for dues paying members) specifically to make our organization as participative as possible.

PORTS REPORT

By Donald B. Frost

Part of the title of last week’s NAMEPA event in Houston caught my eye. The call to “Create Order Out of Chaos” is not limited to the seagoing part of the maritime Industry. The shoreside part of the chaos has been struggling with the growth in ship sizes for quite a while. Borrowing a phrase from one of our longer tenured members, Mr. Bill Gray, “What do you do when Ships Get Too Big for Their Ditches”. The answer has been DREDGE, but the costs (plural- it is not just the draft that must be accommodated) to safely berth, load and discharge these mega ships are competing with the cumulative freight savings created by their economies of scale.

While the ships get bigger Port Directors and planners have to consider whether the recent slowdown in international trade is a long-term issue or just a function of uncertainty about trade wars, trade policies and tariffs. Strategic Planning
is mentioned, but as we know, most plans have little to do with strategy. They are meant to be a pathway toward better performance, but there are only two ways to get that: Invent or exploit something new in your environment. However, for ports these things don't come along in nice packages so strategy work is episodic.

The “something new” for certain ports between New York and Massachusetts is offshore wind farms. It is a new market and investment in this sector promises to bring welcome revenues to the states and localities. However, the delivered price to the rate payers for this electricity will be very expensive. Besides the capital and finance costs for the wind turbines, their installation, maintenance and repair (see footnotes), and a fleet of specially designed service vessels, there are also significant costs to build a network of underwater cables connecting them to the Northeast Grid. Then there are the unseen costs of tolling and tithing by local political structures before you pay taxes on the actual electricity used.

High on the list of reasons why manufacturing left New England in the 20th Century was (still is) the high cost of energy here. Will the remaining manufacturing sector in New England stay here or seek locations with cheaper electricity produced by low cost solar and natural gas? If you look at a map you will see the optimal locations with low electricity costs also have more modern and robust transportation infrastructures, and are often closer to the populations that buy their products.

I am not the only observer that sees a slowing of globalization, as we know it today, and the impact on manufacturing. I know that US GDP continues to grow, but if you look carefully the growth in the services sector is growing faster than in manufacturing. If this trend continues ports should take a deeper look into their future.

The word “port” is defined as a place where ships load or unload cargo or passengers and the word portal, a door, gate or entrance through which cargo or people pass. Today’s post-industrial era emphasizes movement over place. The age of Just In Time Inventory is meeting the age of AMAZON Prime. Ports must recognize the ongoing changes in cargo volume, demand for speedy movement, as well as where and how the cargo interfaces with other transportation modes. This idea is the basis for my article last month on moving containers on barges in Long Island Sound. Planners, ports and carriers have to look at the cargo, its purpose, its customers or consumers and the entire transportation SYSTEM to be used.

System time saved is not just a function of terminal and labor costs. Although they still have a part in the 21st Century logistics system, it is not a 19-20th Century size part. Intermodal transfer time and costs are critical, but not only to the shippers/receivers. Do you remember the thousands of empty sea containers stacked along the rail corridor serving Ports Elizabeth and Newark and the complaints about that sight and the road congestion? Shippers leaving loaded containers at satellite terminals/ports as free in-transit warehousing create eye-sores as well as a feeling of insecurity. If the US Dept of Transportation/Maritime Administration’s Marine Highway program is to succeed these issues must be addressed.

Footnotes: From the DailyCaller June 5,2018
1. New England residents pay more than 6 times the market price for electricity
2. Maryland’s residents will pay an additional $2 billion in increased electricity rates to support two wind energy projects in the planning.
3. In February 2018 it was reported that Danish wind operator Orsted must repair 600 wind turbines due to early blade failure. The blades must be brought ashore for repair after only five years of operation at a cost of over $100 million.
4. Last September Hurricane MARIA (Category 4 storm) destroyed the wind turbines on the island of Puerto Rico.
With over 200 years’ experience, Lankhorst Ropes is one of the world’s oldest suppliers of maritime ropes and also one of the most innovative, judging by the number of industry awards for safety and rope efficiency it has received over recent years. Originating from the Netherlands, Lankhorst Ropes is part of Kansas based, WireCo WorldGroup the world’s largest steel wire and synthetic ropes maker for markets as diverse as maritime, oil and gas, mining, structures, utility, navy, ports and cranes.

Heading Lankhorst in the United States is Mark Pieter Frölich as Business Manager, North America, based in Philadelphia, PA. Previously regional manager for Lankhorst Ropes in the Middle East, Mr Frölich has spent the past seven years successfully founding and growing the WireCo WorldGroup office in Dubai. A mechanical engineer by profession, he has over 12 years’ experience of the maritime ropes with European and Middle Eastern shipping and oil and gas markets, achieving major fleet wide synthetic rope improvements with large global shipping companies. In the United States and Canada, Mark Pieter is responsible for establishing the local commercial and technical support office for Lankhorst Ropes’ customers with factory and sales office in Philadelphia, PA.

All Lankhorst ropes are produced in accordance with Oil Companies International Marine Forum (OCIMF) recommendations and ISO standards. It was involved in the development of the new OCIMF Mooring Equipment Guidelines (MEG4); Lankhorst ropes comply with the MEG4 recommendations.

Ease of handling and safety combined with long service life and excellent customer support are key drivers for Lankhorst Ropes. Recent award-winning developments include the A3 splice – new splicing technology that reduces the size and weight of the rope’s ‘eye’ splice, making it easier to handle while still producing a rope that is almost a quarter stronger than traditional methods. The Tipto Winchline developed especially for self tensioning winches features a non-load-bearing braided jacket that provides protection of the core for longer service life and increases crew-safety by minimizing the risk of snap-back.

Recently the company announced the maritime industry's first phosphorescent glow-in-the-dark mooring rope, and reflective anchor lines for mooring barges during lifting operations; the reflective tape braided into the rope jacket giving the rope greater visibility, enabling the crew to work safely for longer. Rope recycling is another area where Lankhorst is taking a lead. With the increasing awareness of the environmental impact of plastics in the world’s oceans, Lankhorst has developed a method of repurposing retired ropes into other plastics products.

In the USA, Lankhorst Ropes is working in parallel with Phillystran, a leader in custom engineered fiber ropes. Both brands fall under the newly formed entity: WireCo Synthetics LLC. Phillystran has its primary focus on supporting the coastguard, the navy, the mining industry and various other niches, where Lankhorst Ropes focuses on the maritime (shipping) and heavy lifting markets. Phillystran was established in 1972 and has always been ground breaking with the latest rope technology.

Its strategic partner supporting various markets in the USA is Precision Tension Solutions (PTS) based in Houston. PTS manufactures high performance synthetic ropes with complimentary rigging components to clients in the industrial, mining, utility, oil and gas, and marine industries.

“Lankhorst Ropes is a global company where our leadership and experience in many maritime and offshore markets, and heavy lift, can translate directly into business advantage for our customers in the North American market,” says Mark Pieter Frölich. “Over the coming months, we are reaching out to members of the Connecticut Maritime Association to introduce Lankhorst Ropes and the benefits we can bring to their businesses.”
Hilton Hotel, Stamford, CT, USA
Tuesday-Thursday, 2-4 April 2019

CMA SHIPPING 2019

The largest shipping event in North America

www.cmashipping2019.com
“We will have to abandon fossil fuels. We will have to find a different type of fuel or a different way to power our assets. This is not just another cost-cutting exercise. It’s far from that. It’s an existential exercise, where we as a company need to set ourselves apart.”

Soren Toft, Chief Operating Officer, Maersk Line

POWER

How a revolution in marine fuel regulations and digital technology will reshape every aspect of the global shipping industry - from shipowners to charterers, financiers to lawyers, port state control, vendors, managers, brokers...and beyond. Sustaining the Environment and Profitability

Tuesday, 2 April 2019

CONFERENCE CONVENES

LOCATION: GRAND BALLROOM I

<table>
<thead>
<tr>
<th>2:00pm</th>
<th>CMA President’s Welcome &amp; Opening Remarks</th>
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<td>Joe Gross, President, Connecticut Maritime Association and Dry Operations Manager, d’Amico Shipping USA Ltd.</td>
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Keynote Address: Countdown to Compliance of IMO 2020 and What’s Next

|        | Admiral John P. Nadeau, Assistant Commandant for Prevention Policy, United States Coast Guard |

State of the Maritime Union

|        | Admiral Mark H. Buzby, Maritime Administrator, U.S. DOT/ Maritime Administration (invited) |

Leadership and Innovation – How the US Continues to Shape the World’s Maritime Energy Future

|        | Christopher J. Wiernicki, Chairman, President & CEO, ABS |

3:30-4:00pm

AFTERNOON REFRESHMENT BREAK

LOCATION: EXHIBIT AREA

Sponsored By:

4:00pm

Shipping’s G-6 Summit: Strategic Initiatives Speed Round

During this annual, one-of-a-kind gathering, leaders of the world’s most substantial shipping trade organizations provide insights on their highest priority strategic initiatives. From fuel regulations to adoption strategies, autonomous ships and technical disruption, Geo-Politics and trade, sanctions, safety, data security, recycling. The conference opens with a unique opportunity to receive the very latest on the key issues and opportunities affecting international maritime trade.

Shipping’s Most Influential Associations Share the industry’s Top 5 Initiatives

- Decarbonization beyond 2020
- Technical innovation
- Global regulatory environment
- People
- Sustainability
- EEDI, ESG, and big data

Moderator: Kathy J. Metcalf, President & CEO, Chamber of Shipping of America

Speakers:

- Katharina Stanzel, Managing Director, INTERTANKO
- Angus R. Frew, Secretary General & CEO, BIMCO
- Guy Platten, Secretary General, International Chamber of Shipping (ICS)
- Dr. Kostas G. Gkonis, Secretary General, INTERCARGO
- Admiral John P. Nadeau, Assistant Commandant for Prevention Policy, United States Coast Guard
**5:00pm**  
**Special Presentation**

In September 2018 the UN began formal negotiations on the new, legally binding, amendment to the UN Law of the Sea, covering “Biodiversity in Areas Beyond National Jurisdiction (BBNJ)”. The session will brief the shipping industry on the status of the BBNJ negotiations, the risk/impacts for shipping and the need/opportunity for shipping involvement, in coordination with other ocean industries. Make no mistake, the Law of the Sea’s new BBNJ requirements will have serious implications....This is an opportunity to engage and protect your business investments.

**Speaker:**  
- Paul Holthus, Founding President and CEO, World Ocean Council

| 5:30pm-7:30pm | OPENING COCKTAIL RECEPTION  
LOCATION: EXHIBIT AREA |

**Sponsored By:**

![Image](www.register-iri.com)

Wednesday, 3 April 2019  
**LOCATION: GRAND BALLROOM I**

**8:00am**  
**CONTINENTAL BREAKFAST**  
**LOCATION: EXHIBIT AREA**

**Sponsored by:**

Creating Climate Wealth:  
As one of the largest industrial consumers of fuel, the opportunity to do great things is enormous.  
How a revolution in Marine fuel regulations and technology will reshape every aspect of the global shipping industry.

**9:05am**  
**Opening Remarks & Session Moderator through the morning break**

- Christopher L. Aversano, Vice President, Connecticut Maritime Association and Vice President, Business Development, Q88 LLC

**9:15am**  
**Ambitious Environmental Goals and Improving Business Performance: New Fuels, New Tech, New Solutions**

- Knut Ørbeck-Nilssen, CEO, Maritime, DNV GL and Vice Chairman, IACS

**9:30am**  
**Exploiting Decarbonization Opportunities: The Challenge: Trade, Economics & Disruptive Trends**

- Dr. Arlie Sterling, President, Marsoft Inc.  
- Jeffrey D. Pribor, Senior Vice President & CFO, International Seaways, Inc.  
- E. Baron Bigler, Senior Vice President, IRI / The Marshall Islands Registry

**10:00am-10:30am NETWORKING REFRESHMENT BREAK**  
**LOCATION: EXHIBIT AREA**

**Sponsored by:**

![Image](BiFinger.png)

**10:30am**  
**Accepting the Challenge**  
Marriage an environmental imperative with commercial skill.  
**Moderator:** Speaker TBD, The Liberian Registry  
**Speakers:**

- Alexander Saverys, CEO, CMB Group  
- Paolo d’Amico, Chairman, d’Amico Società di Navigazione S.p.A. and Chairman, INTERTANKO  
- Rightship, TBD  
- Matthieu de Tugny, President, Marine & Offshore Division, Bureau Veritas

**11:15am**  
**Wealth Creation or Capital Destruction: What the Commercial Markets are Telling Us Today**  
If the market is the sum total of all information and opinion, learn what it is saying about the asset values and charter rates – from the impending 2020 regs to new tech, from trade routes to new commodities, geo-politics, interest rates, the economy, China.......

**Moderator:** Joe Gross, President, Connecticut Maritime Association and Dry Operations Manager, d’Amico Shipping USA Ltd.

**Speakers:**

- Robert J. Dillon, President, John F. Dillon & Co., LLC  
- John Keeshan, Senior Director, Simpson Spence Young  
- Jan-Willem van den Dijssel, Managing Director, Cargill, Inc. – Ocean Transportation  
- Justine Fisher, Vice President, Senior Research Analyst, Goldman Sachs  
- Cathleen Barber Moran, Senior Chartering Manager, NYK Bulksip (Atlantic) NV
### The Future of Fuel

**Session Moderator:** Llewellyn Bankes-Hughes, Managing Director & Publisher, Petrosport Ltd.

**Session Sponsored by:**

<table>
<thead>
<tr>
<th>Developing 2020 compliance, a USCG perspective those trading to the US should be aware of</th>
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<tr>
<td>• Jeffrey G. Lantz, Director, Commercial Regulations &amp; Standards, United States Coast Guard</td>
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<tr>
<th>IMO 2020 - The fuel buyer’s perspective</th>
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<td>What are the key concerns of shipowners and charterers in the run-up to 2020 in relation to:</td>
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<tr>
<td>• Fuel compliance choices</td>
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<td>• Fuel availability</td>
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<td>• Fuel prices</td>
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<td>• Information and guidance on preparing for 2020</td>
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<td>• Credit lines</td>
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<td><strong>Speaker:</strong></td>
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<tr>
<td>• Adrian H. Tolson, Senior Partner, 20</td>
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<td>• TBD, V.Ships</td>
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<tr>
<th>IMO 2020 - The fuel supplier’s perspective</th>
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<td>What are the points of concern for suppliers in the run up to 2020 in relation to:</td>
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<tr>
<td>• Fuel availability</td>
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<td>• Fuel demand/ dialogue with buyers</td>
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<td>• Payment terms</td>
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<tr>
<td><strong>Speakers:</strong></td>
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<tr>
<td>• Rasmus Jacobsen, Managing Director, Monjasa Inc.</td>
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<td>• Pablo Di Nieri, COO, Integr8 Fuels</td>
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<td>• Michael Green, Global Technical Manager, Intertek ShipCare and Chairman, IBIA</td>
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<tr>
<th>Technical and operational issues</th>
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<td>• Fuel change management plans</td>
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<td>• What does the 0.50% sulphur fuel look like?</td>
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<td>• Fuel handling- compatibility, stability, storage</td>
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<td>• ISO 8217</td>
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<td>• Houston fuel contamination problems - are there lessons to be learned for 2020?</td>
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<tr>
<td><strong>Speakers:</strong></td>
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<tr>
<td>• Steve Bee, Group Commercial Director, VPS Testing &amp; Inspection</td>
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<td>• Charlotte Røjgaard, Global Technical Manager, Bureau Veritas, VeriFuel</td>
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<tr>
<td>• Tim Wilson, Principal Marine Consultant Engineer, FOBAS, Lloyd’s Register</td>
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<thead>
<tr>
<th>Legal Issues</th>
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<tr>
<td>How Good Faith Efforts to Prepare for Compliance this year will be relevant to a Port Authority’s Evaluation of Non-Compliance next year</td>
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<tr>
<td>• Barry M. Hartman, Partner, K&amp;L Gates LLP</td>
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<td>Time Charter Issues and Implementation of IMO 2020...What the BIMCO Clauses do not address</td>
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<td>• Marcus P. Dodds, Partner, Reed Smith LLP</td>
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<td>Practical Steps to Minimize Costly 2020 Disputes</td>
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<tr>
<td>• Mukul Bhushan, Operations Director, STH Commercial Management LLC &amp; Maritime Arbitrator</td>
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**CONTINUOUS AFTERNOON REFRESHMENT BREAK**

**LOCATION: EXHIBIT AREA**

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**Drew Marine**
### TRACK ONE
**Creating Climate Wealth**  
**LOCATION:** GRAND BALLROOM I

**4:30pm**  
**Speed Round – Marine Fuel Alternatives**

The global shipping fleet burns about 350 million tons of fuel each year, making it the world’s third largest contributor of carbon into the atmosphere. Climate change and global regulations are compelling the industry to reduce emissions, and the industry is reacting boldly.

- LNG
- Biofuels
- Hydrogen
- Fuel cells
- The fuel not yet imagined

**Speakers:**
- Gregory Dolan, CEO, Methanol Institute
- Renato Monteiro, Director, Business Development North America, Methanex
- Greg Denton, Business Development Manager, GTT North America
- Peter Keller, Chairman, SEA/LNG
- Gavin Allwright, Secretary, International Windship Association (IWSA)
- Sergio M. Garcia, Regional Business Development Manager, DNV GL

**Moderator:** Robert Kunkel, President, Alternative Marine Technologies

**Session Sponsored by:**
- GTT North America

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### TRACK TWO
**The Human Element/Shipping Academy**  
**LOCATION:** GLEN ROOMS

**2:00pm**  
**The Human Element and Best Shipmanagement Practices**

A don’t miss session for owners, operators and charterers of vessels, with more than 60,000 vessels plying the oceans of the world 24/7, the technical management of vessels and care for crew are essential to safety, environmental protection and profitability. What the best are doing about ensuring those standards, supporting our seafarers and preparing for the future...

**Your Crew: Recruiting, Training, Caring for...an investment with important returns**

**Speaker:** Henrik Jensen, Founder & Managing Director, Danica Crewing Services LLC

**Caring for Crew**

**Speaker:** Gordon Cooper, Business Development, FutureCare Inc.

**An Overview of the Collaborative Supports Provided Mariners by the Global weave of Maritime Ministries, and what these supports can provide seafarers, managers, manning agencies and owners**

**Speaker:** Dr. Jason Zuidema, Executive Director, North American Maritime Ministry Association (NAMMA)

**The Happiness Index**

**Speaker:**
- Ben Bailey, Director of Advocacy & Regional Engagement, The Mission to Seafarers
- Rev. David M. Rider, Executive Director, Seamen’s Church Institute

**Moderator:** Douglas B. Stevenson, Director, Center for Seafarers’ Rights, Seamen’s Church Institute

**The Importance of Faith based Advocacy for Mariners. From Piracy, Stowaways, Port Security and Abandonments, helping owners and managers support their crews.**

**Speaker:** Rev. David M. Rider, Executive Director, Seamen’s Church Institute

**Moderator:** James R. Lawrence, Partner, MTI Network (USA), Inc.

**Session Sponsored by:**
- FutureCare
3:30pm  The Maritime Job and Employment Seascape: An Update

What the industry wants and needs. Looking at future recruitment, professional development and training ashore and at sea.

Disruptive changes to business models will have a profound impact on the employment landscape over the coming years. In many industries and countries, the most in-demand occupations or specialties did not exist 10 or even five years ago, and the pace of change is set to accelerate. How will the industry at sea and ashore cope?

Moderator:
Neville Smith, Director, Mariner Communications

Speakers:
• Benjamin K.F. Wong, Head of Transport & Industrial Sectors, Invest Hong Kong
• Admiral Michael A. Alfultis, USMS, President, SUNY Maritime College

10 Essential Maritime Recruitment Trends in 2019
• Martin Bennell, Managing Director, Faststream Recruitment Group

CMA Education Foundation Challenge Competition
Peer reviewed papers by the industry’s next generation leaders.

Awards Sponsored by: d’Amico

4:30pm

Thursday, 4 April 2019

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<td>LOCATION: GRAND BALLROOM I</td>
<td>LOCATION: TBD</td>
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10:00am  Developing Niche Markets: Opportunities in the Jones Act, US Flag, Offshore Wind and Port Infrastructure Markets

The Jones Act and U.S. Flag are complex, capital intensive markets that must balance national security with commercial success. In this session, which will also serve as a primer on investment opportunities: such as how we meet national maritime security needs, develop clean offshore wind energy, educate future manpower, de-congest our coastal roads, modernize and invest in our Ports and Terminals, build our USCG ice breakers, support our yards and suppliers, balance political interests, compete in international commerce, find finance for all this...

Speakers:
• Keynote: Vincent J. Solarino, President & COO, The American Club

10:15am  Maritime Infrastructure

Speakers:
• Bethann Rooney, Assistant Director, Port Department, Port Authority of NY & NJ
• Mike Emerson, Director, Marine Transportation Systems, United States Coast Guard

9:30am-12:00pm  Crisis Response

An accident, a grounding, a collision, oil in the water, fire, people missing, News helicopters overhead - this is the stuff of nightmares. Fortunately, the industry has spent much of the past 30 years in the United States working hard to professionalize the next steps. The collaborative efforts by different expert resources can demonstrate the truth of the fact that you measured less by the incident and more by how you respond. The session features a series of presentations based upon a drill scenario and captures the best current thinking in the business on salvage, response management and media. The challenges, evolving tests and best practices.

Speakers:
• Lindsay Malen-Habib, Client Services Manager, RESOLVE Marine Group
• Michael F. Minogue, President & CEO, ECM Maritime Services, LLC
• Thomas J. Wilker, Vice President, Operations, Gallagher Marine Systems
• Jim Elliott, COO, Teichman Group & President, American Salvage Association
• Alfred J. Kuffler, Partner, Montgomery McCracken

09:30am  Meet the CEOs:

The Technology Revolution – Successful Finance Strategies

If the international shipping industry is a $1 trillion digital marketplace then appropriate levels of funding to support and incubate new solutions is critical. theDOCK serves as a critical junction between the maritime world and the technology innovation ecosystem, providing both acceleration program to creative startups as well as sources of funding for such.

• Hannan Carmeli, Co-Founder & CEO, theDOCK Innovation Hub

(In his prior role, Carmeli served as an Operating Consultant with the private equity firm Francisco Partners involved in acquisition and value creation of Israeli portfolio companies. Prior to that Carmeli served as Director of International Activity of the Israeli Innovation Authority (formerly Office of Chief Scientist) - a government agency overseeing the Hi-Tech and innovation ecosystem in Israel. Prior to this Carmeli served as the President and Co-CEO of ClickSoftware (publicly traded - NASDAQ) leading the company for over 16 years to become the global leader in workforce management and service optimization solutions.)
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<th>Time</th>
<th>Session</th>
<th>Speaker</th>
<th>Session Sponsored by:</th>
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<tr>
<td>11:00am</td>
<td>Offshore Wind</td>
<td>• Anthony Salgado, Partner, Blank Rome LLP</td>
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<td>11:15am</td>
<td>Short Sea Shipping</td>
<td>• Capt. John Konrad, CEO &amp; Co-Founder, gCaptain</td>
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<td>• Robert Kunkel, President, Alternative Marine Technologies</td>
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<td>11:30am</td>
<td>The Making of Successful Development: Infrastructure, Trade &amp; Finance</td>
<td>Benjamin K.F. Wong, Head of Transport &amp; Industrial Sectors, Invest Hong Kong</td>
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<td>11:45am</td>
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<td>• Darrell Wilson, USCG (Ret.), President, MTI Network (USA), Inc.</td>
<td>RESOLVE MARINE GROUP</td>
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<td>• Chris Friese, Commercial Vessel Safety Specialist, Office of Marine Environmental Response Policy, United States Coast Guard</td>
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<td>The industry need to meet BWTS regulations demanded companies like Ecochlor to not only incubate technology, pass through onerous regulatory approvals, but source funds for a full global technology company build out.</td>
<td>Steve Candito, CEO, Ecochlor, Inc. (Steve's current efforts with Ecochlor include sourcing growth funds for both organic needs as well as M&amp;A opportunities in a venture capital / start up environment. Previously, as CEO of NRC, a marine and environmental services firm, Steve was responsible for capital needs and M&amp;A activity in both private equity (SF Lehman) and public company (Seacor Holdings, Inc.) structures. With these three varied experiences, he brings a unique perspective to raising capital.)</td>
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<td>The Digital Revolution</td>
<td>An $11 trillion industry has attracted some of the tech industry’s best and brightest. It is easy to understand why, save a billion here and a billion there and soon you are talking real numbers! But where has talking tech hit the deck plate? Are incremental process changes delivering the return expected both economically and environmentally? Come see the future. Strategies and lessons learned from the tech, finance, vessel operations, environmental and commercial leaders.</td>
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<td>The Smart Path to CyberSafety – Plan, Test &amp; Execute</td>
<td>How Future Tech Enterprise helps International Seaways Improve its Security Preparedness</td>
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<td></td>
<td>• Armit Basu, Vice President &amp; Chief Information Officer, International Seaways, Inc.</td>
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<td>• Bob Venero, Cyber Security Expert &amp; CEO, Future Tech Enterprise, Inc.</td>
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<td>Connected Ecosystem for Vessel &amp; Cargo Performance</td>
<td>How cloud services support effective and compliant cargo and ship operations</td>
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<td></td>
<td></td>
<td>• Bastian Gehnke, Product Manager, Cloud Solutions, Navis Carrier &amp; Vessel Solutions</td>
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<td>Delivering smart data: Truly independent and comprehensive condition and pre-purchase ship inspections and asset monitoring services to the international maritime market, Digitally</td>
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<td>• Nick Owens, Managing Director, Idwal Marine Services, Ltd.</td>
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<td>Other Specific Topics and Speakers including:</td>
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<td>• Veson Nautical Speaker TBD</td>
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<td>• Hans-Christian Mordhorst, Executive Board Member, The Marcura Group</td>
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<td>• Elizabeth Jackson, Senior Vice President of Strategy, KVH</td>
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<td>• Other Speakers TBD</td>
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12:15pm LUNCHEON RECEPTION
LOCATION: EXHIBIT AREA

Sponsored By:

K&L GATES

12:45pm-2:00pm DELEGATES LUNCHEON
LOCATION: GARDEN PAVILION

Sponsored By:

Libyan Registry

AFTERNOON BREAKOUT SESSIONS

CONTINUOUS AFTERNOON REFRESHMENT BREAK
LOCATION: EXHIBIT AREA

Sponsored By:

Holland & Knight

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2:15pm-5:15pm

CLE Credit Legal Session – Current issues of legal significance to commercial shipping


Session Sponsored by:

Co-sponsored by: The Maritime Law Association of the United States (MLA) and The Admiralty Committee of the Association of the Bar of the City of New York

Session Moderator: Neil A. Quartaro, Counsel, Watson Farley & Williams LLP

Speakers to include:

- Chalos & Co. P.C.
- Seward & Kissel
- Holland & Knight
- Grant Hunter, Head of Contracts & Clauses, BIMCO
- Jones Walker
- Other Law Firms TBD

The Maritime Law Association of the United States ("MLA"), an accredited provider of New York continuing legal education ("CLE") will issue New York CLE certificates to attorneys who attend the program. As the program is appropriate for both newly admitted and experienced attorneys, the MLA will issue both transitional and non-transitional CLE credit. Attorneys admitted in jurisdictions other than New York should consult with the appropriate local CLE authorities to determine their entitlement to CLE credits based on the MLA New York CLE certificate. The number of credits that can be earned for attendance at the entire session is TBD New York CLE credits in Areas of Professional Practice.

CLE financial aid assistance is available for MLA members and attorneys admitted in New York who wish to attend CLE courses sponsored by MLA in New York. A financial aid application process can be obtained by contacting Brian Eisenhower by email: beisenhower@hillrivkins.com

4:00pm

The Commodore Debate

Session Sponsored by:

InvestHK

Industry leaders discuss the industry and where it may be mid-21st century

Topic Areas will include:

- Decarbonization
- Digitalization and New Tech Networks
- Securing Capital for a Safe Future
- Regulatory Normalcy, What is this?
- Our People
- Logistics: A Revolution or Evolution

Moderator: Jack Noonan, President, Binnacle Maritime LLC & CMA Commodore 2017

Panelists:

- John C. Hadjipateras, Chairman, CEO & President, Dorian LPG Ltd. & CMA Commodore 2019
- Sabrina S.M. Chao, Executive Chairman, Wah Kwong Maritime Transport Holdings Ltd. & CMA Commodore 2018
- Øivind Lorentzen, III, Director, Northern Navigation LLC & CMA Commodore 2012
- Paul Pathy, President & CEO, Fednav Limited
- Jeremy Grose, Chief Executive, The Standard Club Ltd

5:15pm Conference Ends
5:30PM Commodore Gala Reception  
LOCATION: EXHIBIT AREA

7:30PM Commodore Gala Dinner  
LOCATION: GARDEN PAVILION

Commodore Gala Dinner Sponsored By:

CMA Commodore Award presented to the 2019 Commodore John C. Hadjipateras, Chairman, CEO & President, Dorian LPG Ltd.
By
The CMA’s 2018 Commodore, Sabrina S.M. Chao, Executive Chairman, Wah Kwong Maritime Transport Holdings Ltd.

‘TIL LATE  
Commodore Afterglow  
LOCATION: HOTEL LOBBY

Commodore Afterglow Sponsored By:
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 its 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 9001:2015 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

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

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
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 M/V 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.

McAllister Towing and Transportation, Providence, RI
August 2013 - September 2014
- Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
- Supervisor: Port Engineer Ethan Gifford
- Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

Lakewood Yacht Club, Seabrook, TX
September 2014 - June 2017
(Summertime and weekend employment while enrolled at Texas A&M)
- Green Fleet Optimist Dinghy Sailing Coach
- Program Director: Marek Valasek, Lindsay Valasek
- Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.
- This job requires patience, and the ability to communicate with children. Additionally, it helped develop my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
- US Sailing Level 1 Certified Instructor

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)
Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping

Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let’s discuss your future plans today and see how I can help get you on the road to the future.

E-Mail: transformation@dx9.io  (S18-04)

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 D: Fleet Technical Manager

The technical department is responsible for creating an industry leading, in-house team that supports US flag vessels. Our in-house technical department will allow our vessels to operate more efficiently and thereby allow clients to move cargo efficiently and cost-effectively. You along with our compliance department to build the Technical group and oversee purchasing.

Supervising the engineering management of our Fleet vessels and their Port Engineers, including operation, maintenance, repair, condition and certification. Experience in both dry cargo vessels and tankers is a prerequisite.

Oversee voyage repairs and drydockings, including requisitioning and procurement of material and services.

Ensure that all vessels are fully certificated and documented, and coordinate vessel inspections by regulatory body inspectors.

Prepare annual & 5 year budgets and business plans for spare parts, voyage repairs, major repairs and special expenditures. Be responsible for the fiscal management of all vessels within the approved budgets.

Be thoroughly familiar with the operational status, condition of hull and all equipment aboard each vessel.

Oversee the technical aspects of the engineering operation of assigned vessels. In this capacity, the Fleet Engineer shall work closely with senior officers and the Port Engineers to provide technical advice to the vessels and other shoreside departments when necessary.

Monitor the engineering performance of vessels and make recommendations for improvements and modifications to the Chief Engineers and company engineering management.

Review vessel operating, performance and maintenance data submitted by the Chief Engineer to ensure efficient operation and adherence to maintenance and safety standards. Ensure PM software is working, effective and verify the ship is complying.

Be responsible for the management of technical department’s compliance with the Company SMS aboard the company’s vessels.

Contact: Dana Harris
Company: Schuyler Line Navigation Company
E-Mail: dharris@boldocean.com

Notes: Please send all resumes to Dana Harris  (HW03-19)

Position E: Senior Research Analyst

Good opportunity for an experienced Research Analyst.

Responsibilities include:

- Monitor market conditions and fundamentals to understand historical performance and project future prospects and challenges, including ton-mile and fleet development.
- Collate and maintain proprietary data generated through in-house market intelligence and manage external data subscriptions needed to facilitate analytics and client requirements.
- Develop freight forecasting, asset valuation, ship finance and trade earnings models.
- Regularly draft and report on market conditions and impressions to clients.
- Working closely with spot, period and S&P broking teams in the development of new relationship and to ensure compliance with client research requirements.
- Draft and present on market impressions to clients and at industry events.

Requirements:

Ideal candidates will be highly numerate and articulate with strong writing skills. A solid understanding of tanker freight market dynamics and trends is a must, as is the ability to operate in a fast-paced environment, handling multiple simultaneous responsibilities and the ability to operate on a trading floor. Excellent Excel and PowerPoint skills are required.

Prior experience in tanker research or a related field would be highly desirable and a degree in finance or economics would be ideal but is not a firm requirement.

Company: Charles R. Weber Company
E-Mail: kjb@crweber.com
Website: www.crweber.com

Position F: Dry Bulk Operations Manager

Dry Bulk Owner in the Tri-state, PA area is seeking Senior Operations Manager. This role is responsible for monitoring all aspects of vessel operations and movements. Applicant should have sea/shore experience in Dry Bulk Operations.

Applicant should also have strong communication skills work ethic, and attention to detail. Be able to work as part of a team, liaising across chartering and operations to ensure all voyages are executed in a safe and beneficial manner for the company.

Prior experience with Veson software is preferred.

E-Mail: apjam19087@gmail.com

Notes: For more information and to apply, please email:  (HW03-19)

Position G: SME Account Manager - Maritime Intelligence

Job Reference: NY6T-SAL-04068
Closing Date: 30/04/2019
Department: Sales
Division: Business Intelligence
SME Account Manager - Maritime Intelligence | New York, NY

The SME Account Manager within Informa Maritime Intelligence will execute against sales goals with respect to forecasting and revenue attainment. This generally includes managing a renewable account base, qualifying and disqualifying new business opportunities, learning customer
decision/making process, creating and maintaining accurate forecasts, negotiating contracts, closing business in a timely manner, and fully comprehending the Informa Maritime Intelligence unique value proposition.

**Role and responsibilities**
- Proven track record in Account Management building/executing successful account plans.
- Strong account management and relationship building skills.
- Highly self-motivated.
- Highly competitive and results-driven
- Accurate forecasting capabilities
- Pipeline management
- Ability to successfully manage up and down
- Powerful verbal and written communication
- Passionate, positive and enthusiastic

**What you'll need to succeed:**
- A minimum of 1 years' sales experience, with demonstrable ability to extend and add to existing revenue streams within a defined key account base within the intelligence sector
- Additional experience within either Insurance, Finance, Shipping, Energy or Governmental sectors would be ideal
- Demonstrated success in closing insight or services business excellent negotiation and relationship building skills
- Must be flexible with the ability to work effectively and collaboratively with all colleagues
- Candidate will need to be a self-starter with the ability to develop a business plan
- Powerful verbal and written communication
- Strong account management and relationship building skills.
- Highly self-motivated.
- Ability to successfully manage up and down
- Proven track record in Account Management building/executing successful account plans.
- Highly competitive and results-driven
- Passionate, positive and enthusiastic
- High School-Degree level or equivalent

**Who we are:**
Our customers across the Maritime Industry, from governments to Fortune 500 companies, all rely on the critical advantage our intelligence delivers, from on-the-ground reporters and powerful, market-leading data to help mitigate and minimize risk during times of crisis and discover new business opportunities."

Our globally connected analyst team delivers deep data, timely insights, case reporting and highly respected analysis of market developments as well as valuable forecasting and consulting capabilities. Our mission is to provide a valuable advantage across 6 key industries within the Maritime sector. From news and insight, vessel tracking and casualties; Lloyd's List & Lloyd's List Intelligence remains the most trusted intelligence source in global Maritime space, as it has been since 1734.

**About Informa**
Informa is a leading business intelligence, academic publishing, knowledge and events group. We help customers in hundreds of professional, commercial and academic communities connect and learn, and create and provide access to content and intelligence so they can work smarter and make better decisions faster.

Informa is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

**What makes Informa different:**
- Access to a global community of colleagues, brands and opportunities
- Competitive Benefits with 401k match
- Generous vacation days, 9 company holidays and time off to volunteer!
- Paid parental leave
- Sharematch
- Informa Awards to celebrate individual and team success

**Company:** Informa Maritime Intelligence
**Address:** New York, 605 Third Avenue
**E-Mail:** tazrina.c.afrin@informa.com
**Notes:** Please send resumes in confidence

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**UP COMING EVENTS**

**SAVE THE DATES**

**APRIL 2019**

Tuesday, April 2-Thursday, April 4, 2019

**CMA SHIPPING 2019**

**POWER**

Hilton Hotel, Stamford, CT


Thursday, April 25, 2019

**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
RSVP’s are required

**MAY 2019**

Monday Afternoon, May 13, 2019

**CMA Spring Golf Outing**

Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905

See Page 8 for more information