President’s Notes

On Thursday 30th April we held our Annual General Meeting where we confirmed the appointments made by the Board during this past year, re-elected two incumbents and also confirmed the creation of a new chair on the Board and the appointment of Greg Talibon as the first “E-Chair”.

Yes, the lunch was our treat, but it was still great to see the number of members who took the time out of their busy day to share a very important part of running an association in a fair, balanced and open way, and it is vital that it continues in this fashion to maintain its vitality and openness.

SAVE THE DATES

MAY 2015

Monday Afternoon, May 18, 2015
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
SOLD OUT FOR GOLFERS
Space still available to join the cocktails and dinner after.

Thursday, May 21, 2015
CMA Monthly Speaker Luncheon
Maritime LNG
The Future is Now
Speaker: Peter I. Keller, Executive Vice President, TOTE, Inc.

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $50 per person / Non-Members: $60 per person

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

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It was heartening to hear from our Education Chair, Kevin Breen, on the great steps being made by an invigorated Education Board. It felt really good to be able to report on the continued popularity of CMA’s social side - the lunches, the golf outing (this year is already booked out), the picnic (which has become a “must attend” in most calendars), the softball - continuing even though this season will be played in a public arena by two teams sponsored by the CMA - and the continued huge success of the conference in March.

But some words, descriptions and social networking events are construed in different ways and also regarded with varying amounts of importance by different people or in different locations around the world. This was brought home to me during the winding down, after the official part of the AGM.

There I was, waxing lyrical about how pleased we were about 2014 when a gentleman, not that much older than me, made the comment that when I mentioned the creation of the “E-Chair”, the first thought that popped into his head was that this was some sort of “Electric Chair” with all of its violent associative images. That was a dose of cold water. I am sure that E-Chair Greg Talibon will have a much more positive effect on CMA to counter-act any such negative interpretations!

On the social networking side, having not visited the Far East for several years, I spent the week following the AGM in Singapore and discovered that Karaoke is alive and flourishing. It is still a vital part of many business evenings, with many singers actually being quite good! I quickly disillusioned both myself and them that I could match their tuneful efforts.

We do have of places where Karaoke can be enjoyed in and around our New York area, but in no way is it so much a part of our business entertainment – different part of the world, different importance. I am not so sure about a CMA Karaoke evening though.

Comments are always welcome…
Ian Workman/President
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Last month I attended the Spring Meeting of the National Association of Maritime Organizations (NAMO) in Washington, DC. As I have mentioned before, NAMO is about helping to get your ships in and out of US ports as smoothly and as cheaply as possible. NAMO has evolved to become a bridge connecting ship owners and operators, port agents, port authorities and government agencies that aid the expeditious movement of ships and cargoes.

We had briefings by Customs and Border Protection (i.e. - US Customs, US Immigration, and the Dept of Agriculture), U.S. Coast Guard and the Environmental Protection Administration, and those that help provide safe ports like NOAA’s Ocean Services’ channel surveys, charting and mapping and smart buoys (PORTS), US Army Corps of Engineers dredging, and supporting agencies such as the Maritime Administration, the Chamber of Shipping of America and CMTS (the organization that is concerned with the marine transportation system of the United States).

After about 25 years now the relationships that have developed have been mutually beneficial. The agencies get to know our businesses and we get to explain what is and what is not working and suggest possible changes that will help all parties. www.namo.org

For those who were not familiar with CMTS (www.cmts.gov), we were told that it all began with Bill Gray (yes, our own Bill Gray) who, after OPA 90, felt that most oil spills at US oil terminals were due to the poor condition of the terminals and not the owner’s fault. Each spill, no matter how big or small, generated negative news in the media all of it aimed at irresponsible tank ship owners. INTERTANKO engaged Bill to survey all the U.S. tanker terminals. The Commandant of the U.S. Coast Guard (Admiral Robert Kramek) thought the study should be expanded and warranted further work. From that effort came what we now know as Harbor Safety Committees.

After the 1999 DOT report to Congress on the Marine Transportation System of the United States it followed that there had to be an organization that kept the Administration aware, at the Secretary level, of the system’s condition. Thus CMTS came into being about ten years ago. Without a budget of its own, its’ prime directive is to keep the Cabinet informed. Whether the Cabinet wishes to take action or not is another story. Unfortunately they have not taken any action and the nation’s infrastructure continues to crumble.

The NYMAR and the NY Consortium of maritime organizations event “Seven Days in May” was presented May 1. I admit I did not get the title, but the event, which featured a mock arbitration was a hit. Unlike those produced by the Society of Maritime Arbitrators (SMA) in the past, this was a full costumed and choreographed theater production with most of the cast from the Maritime Law Association aided by the SMA. It was a sell-out audience and easily worthy of an encore. I’d like to see it produced at Shipping 2016 in Connecticut. The suggestion that it be done as a Rock Opera was probably tongue-in-check, but the idea is fascinating anyway.

In case you did not notice the May 21st luncheon will feature Peter Keller of TOTE. The focus will be their newly launched LNG powered Container Ship. Eventually she and her sister will service the Jones Act trade between Jacksonville and San Juan, Puerto Rico. Come and ask questions. For example, how the owners selected LNG as a fuel, fuel costs versus capital costs, the dramatic drop in ECA acceptable fuel oil prices, how will they bunker such vessels, and more. This is a pioneering move and could set the stage for many more LNG fueled vessels to come and a new LNG bunkering business.

By the way, the May 21st date is an attempt to avoid Memorial Day weekend and allow a suitable interval before our June 25th Education Luncheon. I hope to see you at both events.

Donald Frost, Editor

We are pleased to welcome quite a few new members this month. We offer a one year membership to the speakers at the annual Conference and Trade Show as recognition for their help in making the event successful. Welcome aboard!

Mr. Michael Afulitis, President, SUNY Maritime College, Throggs Neck, NY
Mr. Jai K. Alimchandani, Deputy Director-Regulatory Affairs, A.P Moller, Maersk, Copenhagen, Denmark
Mr. Mark Amundsen, Nova Star Cruises, Portland, ME
Mr. John J. Benson, Partner, Watson Farley & Williams LLP, New York, NY
Mr. Christian Blakesley, Student, California Maritime Academy, Napa, CA
Mr. Nicholas Noble Boles, Bunker Trader, Dan-Bunkering (Americas) Inc, Houston, TX
Mr. Courtney Brown, Application Engineer, Click Bond, Morris, CT
Mr. Mads Buchwald, Sales Manager, Dan-Bunkering America Inc, Stamford, CT
Mr. Daniel Césari, Senior Director, Technical Operations, CSL Americas, Beverly, MA
Mr. Bernie Cissek, Chairman, Eagle Underwriting Group Inc., Brampton, Canada
Mr. Salvatore d’Amico, Fleet Director, d’Amico Società di Navigazione S.p.a., Roma, Italy
Ms. Ann Devlin, Head of Capital Markets, EfficientShip Finance (ESF), New York, NY
Capt. Rajesh Dhadwal, Sr. Mgr - Marine & Safety, Campbell Shipping Company Ltd., Nassau, Bahamas
Mr. Andrew Finn, Partner, Affinity, London, United Kingdom
Mr. Jan Flores, Senior Director, NETSCo, Tampa, FL
Ms. Jane Freeberg Sarma, Attorney, Watson Farley & Williams LLP, New York, NY
Mr. Jacob Gambaccini, Director Product & Capabilities, TravelClick Inc., New York, NY
Mrs. Lina Gao, Portfolio Manager, HNA, Old Greenwich, CT
Ms. Elisa Gerouki, Corporate Communications Mgr, NewLead Holdings Ltd, Piraeus, Greece
Mr. Kenneth M. Goins, Jr., CEO, Brightwell Payments, Inc., Atlanta, GA
Ms. Margaret A. Gorton, Finance Manager, Moran Shipping Agencies, Inc., Providence, RI
Mr. Markus Haas, Techn. Ind. Manager, SICK AG, Reute, Germany
Mr. Kevin Hartnett, Student, Staten Island, NY
Mr. John G. Kissane, Partner, Watson Farley & Williams LLP, New York, NY
Mr. Poul G. Korsgaard, Network Partner, Alternative Marine Technologies, NJ
Mr. Albert Leyson, Marketing Manager, Drew Marine, Whippany, NY
Dr. Timothy G. Lynch, Provost - VP, Academic Affairs, SUNY Maritime College, Throggs Neck, NY

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MARKET COMMENTARY

By Donald Frost

Waiting for Godot

Samuel Beckett’s 1953 play is about two men waiting by a barren tree in the countryside for a mysterious man named Godot to meet them there. At the end of the first day, with very little having happened except a conversation with some strangers passing by, a young boy arrives and tells them that Godot will not be coming that day, but tomorrow. Although the men talk of leaving and coming back the next day, the curtain descends with them sitting in place under the tree. On day two, nothing happens beyond some silly conversations with the same passers-by. Still no Godot.

Late that day the young boy returns to again announce that Godot will not be coming that day, but will come tomorrow. Again the curtain falls, and the play ends as the men sit aimlessly under the tree, still awaiting the appearance of Godot.

Does this sound at least faintly like the promises of a resurgent dry cargo freight market in 2013? We changed the arrival date to 2014, and while our dry cargo Godot has yet to arrive in 2015, we have only recently started to talk to some different passers-by, convert orders for bulkers to tankers, and more recently, sell off ships wholesale to ease debt burdens.

We have read suggestions that the solution to survival in Godot’s absence is for ship owners to consolidate (merge) to reduce the number of players competing for the same business. I recall a saying from past down-cycles that Bulls and Bears come and go but debt survives. An updated corollary to that saying might be that ship owners may come and go (or merge) but the ships survive. The original problem is too many ships and that situation will not go away quickly, even if the owners are able to keep their investors at bay for a while.

The consolidation idea has worked in tankers. The emergence of tanker pools was meant as a response to the mergers of several of the large oil companies. Having fewer owners competing in the tanker market restored a degree of balance to the market. Tanker pools have worked, but the emergence of new cargo players (trading houses) was probably the key to their success. I wonder if pools can work today in dry cargo.

Back in the dark ages of shipping, when I started in the business, there were only a few pools, all dry cargo oriented, but integrated oil backhauls using OBOs. Associated Bulk Carriers (ABC) (my first employer ashore), Norwegian Bulk Carriers (NBC) and Seabridge were the big players and there were several pool-like joint ventures. Then, as now, owners in a pool were fearful of not being treated fairly. Often the source of mistrust was related to negative cash flows.

In those days most charters were fixed as spot voyages, multiple voyages or contracts of affreightment. Unlike Time Charters where the Charterer is responsible for advancing cash for port and canal expenses and fuel purchases, under voyage charters the Owners or Pool Operators are responsible for these expenses.
Communicating with port agents and clearing voyage accounts was very slow before e-mail, computers, spreadsheets and the Internet. It is faster now, but still presents challenges. Fuel is a lot more expensive now and credit facilities may not be as easy as once-upon-a-time. Nonetheless, forecasting cash flows, while easier than in the past, is still important especially when investors and financiers are breathing down everyone’s neck.

While I see more dry cargo fixtures done as voyage charters it is too soon to say if this is a real trend which will continue to grow. At a time when dry cargo ship owners may have liquidity concerns, the change, even if limited in scope, could have a destabilizing effect beyond the level of freight rates. Godot could be delayed indefinitely.

As I write this it is May 4th ---Alice’s birthday --- as in Alice in Wonderland. If my dire vision of the future of dry cargo shipping above were to come true I am sure we are more likely to hear “Off with their heads” than “Change cups move down.”

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BUSINESS CARD DRAWING WINNERS

We are pleased to announce the following winners of our CMA Shipping 2015 Business Card Drawing:

Shipping 2016 Full Conference Delegate Registration
Kartheek Singamsetti, Bunker Survey Operations, Viswa Group, Houston, TX, USA

CMA 1-Year Membership (New or 1-year renewal if already a CMA member)
Stasu C. Bizzarro, Vice President, Weather Routing, Inc. (WRI), Glens Falls, NY, USA
This year’s Annual General Meeting of the Connecticut Maritime Association, held on 30 April, was a great success. Dozens of members gathered to see old friends, make new connections, and enjoy lunch at Giovanni’s II for the best-attended AGM in years!

After drinks, mingling, and lunch, the CMA got down to business. President Ian Workman opened his “State of the CMA” address by calling those in attendance to quorum and initiating a vote on the leadership of the CMA.

Captain Joe Gross, of d’Amico Shipping, was appointed to fill Tony Backos’ position of Vice President upon the latter’s recent relocation to Greece. At this meeting, Capt. Gross was officially voted into office. Incumbent Secretary Jasmine Alvorado, elected in April 2013, was reelected for her second term. Kevin Breen, of Charles R. Weber, was earlier appointed to fill the Education Chair, which Capt. Gross vacated when he was called to fill the office of Vice President. Chairman Breen was reinstated early.

After these positions were filled, there was an exciting announcement: the assembled members voted to amend a bylaw, officially allowing the position of “E-Chair” to be created. “In line with the universal increase in social media and e-communications, the Board has approved the creation of a new chair to enhance the e-profile of the CMA and coordinate this effort with all Board members,” announced Mr. Workman, who recommended that Greg Talibon, of Nordic Tankers, fill this new position. Mr. Talibon was unanimously voted into office by those in attendance.

Following the successful elections, Education Chair Kevin Breen gave a brief update on the status of the Education Foundation. Since being founded in 2011, the Education Foundation has been very busy spearheading an internship initiative, strengthening their outreach and connections, and expanding upon their scholarship program: this year, they are awarding 22 $1,500 scholarships and one $10,000 tuition reimbursement to young people aspiring to join the maritime industry.

One young student benefitting from the Education Foundation’s work was in attendance at the luncheon: Avinash K. Saron, a graduate student at SUNY Maritime College, was honored for winning the Foundation’s recent research paper competition.

Chairman Breen ended with an appeal to CMA members: the Education Foundation is looking to add a board member with fundraising experience, as the growing Foundation needs even more support. If you are interested in the role, please do get in touch with Chairman Breen.

President Workman took back the podium to recap a year of fun with the CMA. The black tie celebration of the CMA’s 30th Anniversary at the Burning Tree Country Club was a resounding success, and raised nearly $30,000 for the Education Foundation. Other events throughout the year were very well attended and lots of fun, especially March’s CMA Conference. President Workman reminded everyone just how profitable such a conference is for the local community, and said, “The conference maintained its status and reputation for being ‘the’ conference to attend.”

President Workman closed the meeting by toasting the CMA, saying, “The association exists for its members, and without its members, we would all be poorer.” And with that, another successful CMA Annual General Meeting came to an end. Thank you to all who came, and we do hope to see even more of you next year!
SCENES FROM THE CMA ANNUAL MEETING LUNCH
APRIL 30, 2015

Photos courtesy of Gail Karlshoej
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A working environment is one of the most important aspects of a successful internship. If an intern is placed in an office, alone, away from the action, nothing would be learned, and the whole experience would be of no value to him or her. Employees only have so much use for an intern – it is up to the individual to make the most out of their time and observe what is going on around them and understand the core projects of the company, in order to be able to participate when the moment arises. The working environment I was placed into at the Stamford office of the Connecticut Maritime Association, Marine Money and IMS was absolutely one that fostered education and intern/employer interaction.

With so many projects occurring at the same time, I was able to participate in any role necessary, learning so much as I went along. I left there with a broader understanding and appreciation for the shipping industry, and a new enthusiasm in me to go out and participate in what I have come to learn is a very special community.

When I began my internship, the office was in full CMA-mode, preparing for the annual shipping conference at the end of March. I immediately was able to help by participating in marketing efforts to bring in advertising for the Official Event Guide, and it was in doing this that I saw the extreme care and detail that is taken into ensuring every single participant at the conference had everything they needed and how hands-on the CMA Team is in creating the amazing success of their conference. For my part, I was happy to be a part of advancing the level of social media interaction the CMA had in preparation for and throughout the conference.

Some of my tasks were to attempt to bring the panel topics and speakers into bigger discussions by connecting the panel and audience through Twitter, and to increase awareness for especially interesting panel discussions through press releases. I believe social media is a vital medium for this industry to better engage in important discussions on important issues, and look forward to seeing it used more at the conference!

Getting to experience the conference itself was a great pleasure and something I greatly look forward to in the future. The amount of effort that is put in to creating the conference is definitely worth it, and I witnessed that first hand. It’s not an easy job, but the end result is the gratitude expressed by all the delegates for an amazing conference, and the repeated success year after year. All the individuals who are a part of the CMA/MM/IMS team were very welcoming to me and made me feel very much a part of the team.

Many thanks to Jim Lawrence for giving me the opportunity to learn from him and to Lorraine Parsons for allowing me to help out as much as I could during the CMA Conference. I look forward to the next opportunity to interact with this great community. I’m counting down to next March.

At the CMA Show this past March one of the most powerful sessions featured the Captain of the CS Caprice, Captain Joshua Perris Bhatt, whose ship and crew rescued 510 refugees in the Mediterranean last year. His was a fiercely compelling story of brave seafarers going above and beyond to rescue men, women and children. Supported by senior management of Campbell Shipping, Captain Bhatt related a story now all too common on the Med. Only his ended well for those he and his crew rescued.

You can see the CS Caprice story by visiting: "Rescue of Migrants at Sea: The CS Caprice Story" https://www.youtube.com/watch?v=6uKOPKZzBwQ

The desperate plight of the refugees fleeing their homes is not a story to be proud of. But the bravery and compassion of the crews who sail to the rescue is. Sadly as you read on, the human compassion and effort of the seafarers and shipping companies, is not always supported or recognized as it could be, even within the industry.

As this issue is not likely to go away soon, perhaps it is time for an industry which does so much, to look again at its own support of the men and women at sea on the real front line, and while we hope for help on the issue from governments of the world, also look at a few of our practices.

The following article was authored by Girijia Shettar of IHS and is reprinted from “IHS Maritime 360".

The CMA Intern’s Experience

By Maxwell Schroder

A CMA Intern’s Experience

11
A Campbell Shipping fleet ship recently plucked to safety three fishermen who were stranded on their capsized vessel in South Africa. It is the type of rescue that commercial ships routinely carry out, and the obligation for which is written into maritime regulations.

But on 22 October 2014, Campbell's Handysize dry bulk carrier, CS Caprice, undertook a very different kind of rescue. At 13.52, the vessel received a call from the Maritime Rescue Centre in Malta requesting it divert immediately and to go the aid of a boat in distress that was carrying 300 to 400 people.

In fact, aboard the stricken vessel were 510 men, women, children, babies, and elderly from Syria, Libya, and the African continent; by contrast, there were just 20 crew members on board CS Caprice, which was led by Captain Joshua Perris Bhatt.

Putting in a call to the company, Capt Bhatt received the following guidance from Campbell Shipping's designated person ashore, Captain Rajesh Dhadwal: "Inspire your crew to do this."

Speaking to IHS Maritime, Capt Dhadwal said that while the crew had reservations and concerns, large-scale rescues cannot be done with a utilitarian mindset.

"The human spirit has to lift itself to another level. You cannot attempt this scale of operation if you are thinking about compensation or 'what if the migrants have Ebola?' or 'what if there are terrorists among them and they take over the ship?' You have to put aside the 'what ifs!,' he explained, adding that quickly deteriorating weather conditions meant the crew had just "a matter of hours" to assist hundreds of ordinary people up a 6 m freeboard.

"Compare this to the amount of time it takes to board a plane," he said, describing the challenge they faced.

In the event, the rescue was successful. "Not a single life was lost," said Capt Dhadwal, and several medical emergencies were successfully attended to, including one critically ill female passenger. The crew kept her alive via the ship's medical oxygen supply until the Italian coastguard airlifted her to hospital. It is thought to be the largest rescue operation by a single commercial ship in the Mediterranean Sea to date.

But the toll on the crew and the ship's schedule was exceptional. This was not the more usual three- to four-hour rescue; it lasted nearly three days.

Unable to disembark at one port due to inclement weather, the ship carrying 510 distressed migrants was requested to move to another.

"Our schedule was delayed by four days, and the crew was working with the passengers continuously," said Capt Dhadwal, who added that the charterers refused to pay for the days off-hire or the bunkers. The shipping company was also penalised by its insurer following a successful claim for the clean-up of the ship.

"We got the claims back, but it came as a deductible and was mentioned in our claim record. We asked them: how can you put this on our claim record and penalise us for doing the right thing?" Capt Dhadwal said. However, he said the insurer is looking positively on the matter and he is hopeful the decision will be reversed.

The rescue operation depleted the ship's resources. "Every bed sheet, towel, blanket, every single grain on that ship was used. It had stock for 20 people for a month, not 510 people for three days," the captain said.

But the key reason for the insurance claim was the post-rescue ship clean-up effort, which had left it a hazardous mess. "We had to get the ship cleaned, fumigated," he said. "It was full of garbage. All the towels had to be removed, new bedsheets were needed, plus there was vomit, urine, and we needed to get medical checks for the crew."

The ship also had to claim for the cost of calling at more than one port and for the pilotage.

Despite the inconvenience, financial loss, and very real health and safety risks, Capt Dhadwal said ships should continue in their role as rescuers because they have a "global reach" that coastguards do not have.
But shipping needs support, Capt Dhadwal said, in the form of both "diplomatic arrangements" on where migrants should be taken once rescued and official naval leadership during rescue operations.

Currently, ship crews can be left in the dark as to where rescued refugees will be disembarked, which puts the vessel at both legal and physical risk.

"When we picked up that group of 510 people, we did not know where we would be able to take them; we did not know how long they would be with us," he said, explaining that this put the ship and the company at two major risks: the boat refused to be rescued unless the destination was Italy, and yet the ship was under a legal obligation to carry out the rescue; and second, the passengers could mutiny if the ship headed to the 'wrong' port.

To cover themselves legally, Capt Dhadwal ordered Capt Bhatt to record the ship's request to the migrant boat to come alongside to be rescued. Meanwhile, Capt Dhadwal rapidly pursued port options with MRCC Malta.

"We need clear guidelines explaining: in the Mediterranean Sea, within these boundaries, migrants should be taken to so and so place, or reported to so and so. These guidelines have to be in place," Capt Dhadwal stressed. He added that leadership guidelines during rescue operations should also be in place.

"A typical marine rescue will have a chain of command, with a leader and an on-scene commander, which should be the NATO forces or the coastguard," explained Capt Dhadwal, adding that other entities also then come in to assist other aspects of the rescue. He said that rescue centres should contact NATO or coastguard forces first, which would then co-ordinate the operation, including contacting the merchant ship called on to assist.

Right now, however, ships are on their own. "Commercial shipping is taking the full brunt, the full impact of rescue operations," Capt Dhadwal said.

He said that brave crews will rise to the challenge, and for this particular operation, the crew was officially recognised with a humanitarian award at the Connecticut Maritime Association's 2015 conference.

But this does not ameliorate the very real dangers they face, Capt Dhadwal said, adding that he considers terrorism a very real threat. "ISIS has said it might use this as a channel to export terrorism," he said. "This is a real threat and it becomes so real when you start talking about gas tankers where, if people took over the ship, you would be facing an environmental disaster."

Describing the dilemma as "massive", he continued: "When you are in the middle of the sea, with so many people with no papers, how can you stand off and not help them, thinking of all the various scenarios? If they die and they were not criminals or terrorists, then who is liable for their deaths?"

Campbell Shipping still plies the Mediterranean routes, and the crew undergoes training and drills for man overboard, but not yet for large-scale operations. "We are considering this given the numerous cases lately," Capt Dhadwal said.

To contact the author of this article, email Girija.Shettar@ihs.com

A second piece on the subject is written by long time former editor at Fairplay John Guy. This second article continues the right thinking and reporting of Girija Shettar and continues to articulate a passion, all in the business share.

THIN BLUE LINE

By John Guy

There is a touching faith in the Navy in Britain. You could hear the sighs of relief last week when the government announced that the Navy was dispatching its flagship, HMS Bulwark, to the Mediterranean. There it will apparently solve the refugee crisis. All over the country people felt a surge of pride and relief. Those poor Africans drowning as they tried to reach Europe would now be saved by our boys in blue.

A good piece of political theatre, and also an outright lie. BULWARK, despite its pretentious title as flagship, is really slow and inefficient floating dock with a couple of helicopters on board. It was in the Mediterranean anyway for a Gallipoli anniversary. Now on the way home it will footle around close to the Italian coast for a couple of months, and we will no doubt get some TV footage of brave rescues.

Meanwhile the real tragedy will continue as thousands, literally thousands, die in the waters close to the Libyan
We sailed from the Clyde on a lovely sunny day with Canadian troops onboard passing close to Mount Stuart of happy memories. It was an exciting moment for me to be returning to the Mediterranean. We had a strong escort of 8 destroyers and all went well until just after passing Algiers. Then unfortunately, during the dinner hour when most of the Canadians were below, I felt a tremendous thud and my ship the “Davis” was hit (ed: by a submarine launched torpedo). We did not have any warning and it was afterwards pointed out that our destroyers had no experience working ASDICs (ed: sonar) in the heavier water of the Mediterranean, but Andrew (ed: Admiral Cunningham) said later that our routing had been wrong. I suppose he meant it should have been further away from the coast.

One unfortunate Canadian was blown on to the bridge and “Davis” settled quickly by the stern, but I had time to send my assistant, Lieutenant Brett around the ship to make sure there were no survivors onboard before abandoning ship myself. I only had time to rescue a photograph of the family before sliding down a grass line into the sea from the foxle head, which by then was nearly vertical, but there was no suction as she slipped below.

A rather comical incident happened when the Master argued with me as to who should be the last to leave, but we settled it by slipping down together. My feelings at the time were desperate as I imagined I was going to miss the invasion. I soon got over this after being picked up by a destroyer, and a short stop at a place called Sousse to sort out survivors, I boarded another ship of the convoy.

It may amuse you to hear that while the convoy was passing when I was in the sea, an L.S.T. (Tank Landing Craft - ed: also known as a Large Slow Target) commanded by Jackie Sutton. A bit of a rascal, he had once been my 1st Lieutenant in a destroyer. His ship passed quite close to me. Meeting him later at Tripoli I asked him, jokingly, why he did not stop and pick me up. He replied “Well Sir, I had once been your 1st Lieutenant”!

cost, and the real work will be done by merchant ships, as always. Over the last year or so merchant ships have saved more than 40,000 people in over 1,000 rescues. They are not the right ships for doing this. They have high sides and limited manoeuvrability. They don’t have the right crews to do this. They have only the bare minimum of seafarers to get them from one port to another.

They don’t have facilities on board to take care of hundreds of refugees they pluck from sinking boats. And they are busy carrying the trade we all depend on.

But they are seafarers and they do what has to be done and they risk their lives and they save refugees and their companies bear the losses of time and money involved.

There is a simple answer to the refugee problem. That is make Africa and the Middle East rich and stable. Pending that, there are other things that can be done, including putting proper naval resources where the real problem is, and putting the people they pick up back onto African shores, not onto poor benighted Sicily. Political will and cash is needed to stop the traffic in desperate refugees and stop the mass drownings. Neither is anywhere evident, so merchant shipping will continue to shoulder the problem and people will continue to die.

**MY LIFE IN THE ROYAL NAVY – 1899-1947**

**A SAILOR’S STORY - PART 22**

By Hugh Turnour England

**Mediterranean Sea, July 1943**

**Sicily, Operation “HUSKY”**

We worked at Norfolk House for some weeks planning the assault on Sicily. We were nobly assisted by Wrens who, poor dears, were very disappointed when the time came not to be coming with us. I flew north with Philip Vian in a private aeroplane to the Clyde where we carried out a rehearsal of the landing near Largs, which we hoped would resemble the beach we would eventually land on. It was as well that we did as all sorts of things went wrong.

There were only 20 ships in the convoy, but some had very independent masters, one of whom took strong objection to my insistence on practicing the streaming of paravanes (ed: water towed winged objects meant to detect and explode moored mines). It was interesting that afterwards his ship safely exploded a mine as we were approaching the swept channel past Cape Bonn, his paravane doing an excellent job, there was no damage, and when we finally arrived at Tripoli he thanked me, apologizing profusely.

We sailed from the Clyde on a lovely sunny day with Canadian troops onboard passing close to Mount Stuart of happy memories. It was an exciting moment for me to be returning to the Mediterranean. We had a strong escort of 8 destroyers and all went well until just after passing Algiers. Then unfortunately, during the dinner hour when most of the Canadians were below, I felt a tremendous thud and my ship the “Davis” was hit (ed: by a submarine launched torpedo). We did not have any warning and it was afterwards pointed out that our destroyers had no experience working ASDICs (ed: sonar) in the heavier water of the Mediterranean, but Andrew (ed: Admiral Cunningham) said later that our routing had been wrong. I suppose he meant it should have been further away from the coast.

One unfortunate Canadian was blown on to the bridge and “Davis” settled quickly by the stern, but I had time to send my assistant, Lieutenant Brett around the ship to make sure there were no survivors onboard before abandoning ship myself. I only had time to rescue a photograph of the family before sliding down a grass line into the sea from the foxle head, which by then was nearly vertical, but there was no suction as she slipped below.

A rather comical incident happened when the Master argued with me as to who should be the last to leave, but we settled it by slipping down together. My feelings at the time were desperate as I imagined I was going to miss the invasion. I soon got over this after being picked up by a destroyer, and a short stop at a place called Sousse to sort out survivors, I boarded another ship of the convoy.

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The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $200. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmacnect.com

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

SITUATIONS WANTED

Candidate 1: Experienced HR Manager
Top Recruiter / HR Manager for international shipping company seeks US positions. Doing similar:
• 12 years recruiting, sourcing, headhunting, testing successfully;
• Manager staff of 12, interface with offices in Germany and Cyprus;
• Holds MBA, Marine Engineering degree;
• Fluent in speaking and writing English, French, Russian and Ukrainian;
• Strong communication and strategic planning skills;
• Excellent PC skills;
Holds Green Card and relocate immediately, willing to negotiate.
Contacts: Sergiy Bilyy
Email: sergiybilyy@yahoo.com
Cell: 929-7770257

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrag. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation. While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm. Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com

Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.
Extensive expertise and experience in:
Breakbulk Chartering:
• Forest Products
• Steel
• Project Cargo
• Bulk Commodities
• Previous Positions Held:
• Owner’s Representative
• Commercial Manager
• General Traffic Manager
• Trade Manager
Achievements
• Identified and developed trade lanes to suit both owners’ and clients’ needs.
• Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.
Education
• Currently in pursuit of certification by the Society of Maritime Arbitrators.
• Bachelor of Science in Transportation, Tourism and Trade from Niagara University.
Cell: 845.480.4543
E-Mail: jmcship@gmail.com

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security. Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko, Cell: (860) 488-4107
E-Mail: marcinkod@live.com

Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.
Hi am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.
Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.
Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.
Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position

Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.

- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.
- Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.
- Reside in the U.S. and can relocate with short notice.

Education:

- B.A. Economics St. Bonaventure University and SUNY College.

Professional Affiliations:

- Connecticut Maritime Association
- Commercial Finance Association
- Association for Corporate Growth
- Turnaround Management Association

Email: indiansailor47@gmail.com
Notes: Please respond to email.

Candidate 7: Maritime General Counsel

Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.

- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.

Email: maritimeGC@gmail.com

Candidate 8: Ships Officer seeking Entry level Operations Position

SUNY Maritime College graduate (BS and MS) & Chief officer license holder. I worked on product and crude oil tankers for over 2 years so I am familiar with all cargo/port operations. I received my master's degree from SUNY Maritime College in 2013. I believe my past experience on ships and in office makes me a good candidate for operational positions.

I am eligible to work in the US without any sponsorship. Resume available upon request. Willing to travel within NY and Connecticut.

Contact: Erol Bural
Email: bural.erol@gmail.com

Candidate 9: Recent Tulane Maritime Law graduate looking for entry-level position

Seeking entry-level legal position. I recently graduated Tulane University Law School, where I completed the Certificate of Specialization in Maritime Law. I am a member of the New York Bar.

During law school, I clerked at the United States Coast Guard Judge Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.

Willing to travel. Willing to relocate.

Contact: Dana Sabghir
Cell: 954-592-5370
Email: drsabghir@gmail.com

Candidate 12: Experienced Commercial Operator

Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.

- 8 years experience in Operations & Post Fixtures in both tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization

- Provide Documentation, Information and Questionnaires for Vessel’s Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801
Candidate 13:
Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: migel.pritchard@gmail.com
robertpri.14@sunymaritime.edu
Cellphone: 646-378- 8446

Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.
Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Preparing and reviewing entries that would be used for Statement of Facts.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only $200 - and it has proven to be THE place to be seen and answered.

Position A: Project Manager, Operations Department
MARINE MECHANICAL / CHEMICAL ENGINEERING - BS DEGREE
Responsibilities of the Project Manager include managing every aspect of the assigned marine scrubbing projects, which can range from large, to complex to small projects. The key aspects include insuring that contractual requirements are met, insuring that the design conforms to proper maritime standards, is approved by class as may be required and equipment is purchased for competitive prices, manufactured to specifications and acceptable schedule. Minimizing project costs and expediting schedules are key functions. Identifying bottlenecks and long lead items and communicating deviations in the schedule to the customer are key. The Project Manager will also negotiate with vendors and suppliers to meet CR needs. Furthermore the Project Manager is the primary contact with the client and it’s engineers during the project implementation.

The Project Manager will also assist in preparing technical documentation including control philosophies, equipment instruction and operating manuals and overseeing of data book assembly and technical writeups required for data books and documentation of projects. This work will be in cooperation with the Senior Design Engineer and other functions as they may apply.

The Project Manager will be responsible for recognizing items that are extra to the contract and submitting extra cost reports to the client if necessary. The Project Manager will be responsible for initiating steps to improve gross profit margins of existing projects and expediting project schedules through continued vendor/customer contact. Project Manager is also the focal point for obtaining Class Society approvals as well as any other certifications that may be required.

Specific Tasks
• Assist Sr. Design Engineer on PID preparation and review
• Prepare Purchase orders and, with the help of the purchasing department, evaluating and selecting appropriate vendors
• Obtain quotes from vendors and negotiate price, delivery and terms
• Track vendor invoice payments against scheduled progress payments to insure smooth cash flow
• Review and insure that the equipment adheres to the client specifications
• Prepare status reports for client as may be required by the various contracts being managed
• Prepare and update project schedule in Microsoft Project
• Submit drawings and required documentation
• Oversee shop performance and inspections
• Provide client field supervision if required
• Customer contact for engineering, schedule and contractual communications
• Routinely follow up w ith vendors to expedite and insure timely delivery
• Assist in preparing write up for instruction manuals and providing documentation for data books
• Obtain Class Approvals and other applicable certifications

CMA EDUCATION FOUNDATION

Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES. Please contact Kevin Breen (KBreenCMA@gmail.com)
Position B: Chartering Manager with ITOCHU International Inc.

About ITOCHU International Inc.

SITOCU International Inc. (III) is the North American flagship company of Tokyo-based ITOCHU Corporation, a leading sogo shosha (trading and investment company) and Fortune Global 500 company with record consolidated net income of 310.3 billion yen ($3.03 billion) for the fiscal year ended March 31, 2014. ITOCHU International provides trading services for more than 20,000 products and manages a portfolio of over 20 subsidiaries and affiliates as well as a diversified range of investments. Together with its subsidiaries and affiliates, ITOCHU International has approximately 6,600 employees. Headquartered in New York and operating in the US, Canada and Mexico, the company is involved in a wide variety of businesses, with particular strength in the Textiles, Machinery, Aerospace, Electronics, Food, Forest Products, Chemicals and Energy sectors.

Job Description:

III is looking for a Chartering Manager in our New York office in Midtown Manhattan. This position will be responsible for managing all aspects of chartering dry-bulk vessels for grain and oilseeds trading from the planning stage to final delivery to ensure successful execution.

Key Responsibility Areas:

- Analyze the shipping requirements of each client and propose best solutions and pricing; negotiate with vendors and file rates accordingly
- Charter international dry-bulk vessels of grain and oilseeds; communicate with shipping lines, suppliers of grains, shipping agent, other ITOCHU Corporation’s trading offices and traders in affiliates, both U.S. and overseas
- Communicate closely with chartering desk in ITOCHU Singapore office, and all other parties involved, including: shipper, consignee, broker, trucker, overseas agent, liners, and support traders and staff in New York, Portland to ensure smooth, safe and timely delivery of cargo
- Maintain daily market information and send out daily market report
- Expand bulk trading business of grain & oilseeds through proactively seeking new opportunities
- Proactively resolve any problems and maintain customer satisfaction.

Qualifications:

- Bachelor’s Degree required
- Minimum of 4-5 years of chartering operations of dry-bulk vessels
- Extensive knowledge of international ocean transportation and freight forwarding operations required
- Capable of efficiently chartering bulk vessels for agricultural commodities and spontaneous activity; chartering operation for grain and oilseeds skills preferred
- Ability to effectively communicate with diverse cultures and backgrounds
- Advanced English language speaking, reading, and writing skills required
- Strong ability to work independently, prioritize, and flexible working style required
- Strong understanding of related documentation and logistics
- Strong ability of chartering bulk vessels for agricultural commodities.
- Spontaneous activity, creativity and persistence are required

ITOCHU offers a rich benefits package and great environment. Please visit our website to learn more about us.

Company: ITOCHU International Inc.

E-Mail: carolann.lyons@itochu.com

Website: www.itochu.com

Notes: If you are interested in this exciting opportunity, send your resume.. (HW04-15)

Position C: Experienced Dry Chartering Broker

Stamford, CT

Primal Marine Americas LLC is looking for an experienced chartering broker to join the shipbroking team in Stamford, CT. Primal Marine is an established shipbroking firm, specialized in the Dry bulk sector with offices in Athens, Greece and Stamford, CT.

We are looking for individuals who are experienced in the dry bulk chartering for the purpose of expanding our client base. Ideally candidates should possess the following requirements/skills:

- At least 4 years chartering/shipbroking experience in the dry bulk segment.
- Able to bring new business contacts/clients.
- Fluency in English as well as excellent written and oral communication
- Legally allowed to work in the USA

Contact: Alexis Pappas

Company: Primal Marine Americas LLC

E-Mail: pappas.alexis@gmail.com

Website: www.primal-marine.com

Notes: Please send your resume/CV - All applications will be treated in strict confidence. (HW04-15)

Position D: Junior Trader, Freight

Department: Ocean Freight Chartering

Duties: Louis Dreyfus Commodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Junior Trader to join their North American Ocean Freight Chartering team in Wilton, Connecticut. In this role you will assist in the pricing of freight and the chartering of ships for internal and external business, executing and monitoring contract terms, researching and analyzing information to predict freight rates and identifying profitable arbitrage opportunities for the Ocean Freight Department.

Primary Responsibilities/Essential Functions

Pricing of Freight and Rate Negotiation:

- Communicates with internal traders, external customers, and vessel
owners/brokers to price freight needs; analyzes price proposals to
determine reasonable prices; and negotiates freight rates and other
Charter Party contractual terms under supervision. "
- Researches information from the freight market through communication
with brokers and owners to assist in accurately assessing freight levels
and projecting freight levels. Provides information on grain and minor
bulk flows as well as competitor and supplier activities to the regional
size team and/or the global team as applicable.
- Assists with inquiries and price grids; discloses and discusses pertinent
information with the Senior Trader and with the global size desk. *
- In the course of pricing and negotiation, identifies and trades arbitrage
and hedging opportunities in the freight derivatives and futures market,
and assesses the opportunity of applying a period ship or new period
ship fixture against a freight sale.

Freight Contract Execution:
- Sales and purchases are entered correctly and on time into the Freight
Platform's contract module.
- Works closely with Freight Operations to stay on top of the itineraries,
stow plans, and voyage PnLs (where applicable).
- Minor problems are resolved in working closely with customers and
owners and larger issues are escalated up to the Senior Trader and/or
Regional Manager.
- Evaluates and monitors contract performance to ensure compliance
with contractual obligations and/or to determine the need for changes;
consults with the Senior Trader on unusual price strategy, policy and
operational issues.
- Adheres to the Corporate and/or Platform Risk, Credit, Compliance, and
Ethics guidelines.

Additional Responsibilities
- Researches and evaluates trading partners based on price, quality,
selection, service, support, availability, reliability, production, distribution
capabilities, reputation and history.
The following are the basic qualifications:
- Bachelor's degree in Economics, Business Administration or other busi-
ness discipline.
- Two years (plus) experience in chartering and commodity trading.
- Effectively communicates with colleagues and business associates
both verbally and in writing.
- Performs advanced mathematical calculations, including statistical cal-
culations and analysis.
- Uses logic and reasoning to identify the strengths and weaknesses of
alternative solutions, conclusions or approaches to problems.
- Prioritizes multiple tasks in order to meet deadlines.
- Analyzes data in order to solve problems and/or make decisions.
- Knowledge of economic principles, accounting practices and financial
markets.
- Knowledge of raw materials, production processes, costs and tech-
niques, all of which enable understanding of and insight into the distri-
bution of goods for maximum effectiveness.
- Knowledge of transportation and documentation procedures, including
import/export and chartering party documentation.
- Proficient with Softmar computer program and MS Excel.
The following is the preferred qualification:
- Knowledge of the grain industry.

Note: Placement agencies are not authorized to list Louis Dreyfus
Commodities' salary ranges in Web postings or print ads when our com-
pany name is identified or when the position is readily identifiable as a
Louis Dreyfus Commodities' position.
Company: Louis Dreyfus Commodities
Website: WWW.LDCOMMODITIES.COM
Notes: Apply by clicking here (HW05-15)

Position F: Office Manager
Seeking an Office Manager for a small (12 person) but rapidly growing
maritime and offshore fund management company in Stamford, CT.
Require experience in general office administration, payroll, benefit
administration, and document/file management. Ideal candidate will also
have some experience with compliance for an SEC registered investment
adviser, IT and international maritime transaction documentation.
About Northern: Northern Shipping Funds ("Northern"), based in
Stamford, CT, is a leading alternative capital provider to the shipping and
offshore oil and gas service sectors.
Company: Northern Shipping Funds
E-Mail: RL@NorthernShippingFunds.com
Notes: Send resume and cover letter (HW05-15)