UP COMING EVENTS

SAVE THE DATES

MAY 2016
Monday Afternoon, May 16, 2016
CMA Spring Golf Outing
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
SOLD OUT – THANK YOU FOR YOUR SUPPORT!

Thursday, May 26, 2016
CMA Monthly Speaker Luncheon
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820

President’s Notes

Our Annual General Meeting (April 28th) was well attended (74) and the election went well despite the fact that my promotion from Vice-President to President was made with me in absentia. In true CMA fashion, being an organization built for its members by its members, business called me away, and I was in Houston, with some of my d’Amico colleagues from Stamford, Italy and Singapore, when the official word came that I had been voted in. I am humbled to now be walking in the footsteps of my predecessors (in order): Jose Elverdin, Dan Klyver, Larry Pfister, Don Frost,

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For Reservations for CMA Events please call
Emilie at +1.203.406.0109 Ext 3725 or
email EEngh@marinemoney.com
Bill Crawford, Brad Berman, Don II, Peter Drakos, Beth Wilson Jordan, and Ian Workman. Each one of them, working closely with their respective Boards, brought something new and innovative to our organization, and to grow the CMA in both size and stature.

Speaking for the current Board, we are all sorry to see Ian Workman, Nora Huvane and Brian Robinson leave the Board. All three were a pleasure to work with, and they will of course be missed. At the same time, we have the pleasure of welcoming in three new Board members: Chris Aversano as Vice President, Jonathan Koren as Communications Chair, and Greg Kurantowicz as Membership Chair.

None of the CMA's achievements can be attributed to any one specific individual, but to the whole Board. We are moving forward with an excellent group of people, with a variety of strengths and experiences, and with whom I am excited to work with.

Equally important is our close partnership with the great people at IMS, led by Jim Lawrence and Lorraine Parsons. Those who know Lorraine well know that she could walk into a room filled with unruly stray cats, and have them all marching in formation within minutes – clearly a skill of great importance for any event involving shipping folk. Lorraine makes running lunches and conferences look easy – no small feat.

Our job going forward, in the words of our Mission Statement, is “To provide and open forum for individuals to exchange ideas and information supporting the development and growth of the international maritime and trade industries.” We do this in a number of ways.

We need to keep the CMA relevant to its membership, by bringing in the events and speakers that help our membership grow as professional individuals.

We need to continue to promote networking amongst our membership. Please remember that we have arguably the broadest depth of shipping knowledge within our membership rolls. We have Owners, Brokers, Charterers, Operators, Naval Architects, Bankers, Technical Managers – the list goes on and on. Please reach out to your fellow CMA members – they are our friends and colleagues.
We will continue to support the CMA Education Foundation, in its mission to support the future leaders of our great industry.

Our new Social Media Chair will no doubt move our organization in new directions going forward. I know that some of our members downloaded the CMA 2016 app for our most recent conference, and we hope that you found it added value to your experience. With maps, messaging, schedules and lists of attendees and displays, we felt you would share our excitement with its rollout.

We will continue to provide opportunities for our members to get together. In fact, for the first time this year, we will be organizing a Kick Ball League over at Trinity Catholic. With our softball field currently undergoing renovations (it is literally a hole in the ground at the moment), Ryan was able to come up with a great alternative, and we hope to see a lot of our members out on the field this summer, and softball will return in 2017.

The CMA Spring Golf Outing is on Monday, May 16th. It sold out very quickly this year, and I look forward to seeing many of you over there.

Last, but not least, our next monthly luncheon is on Thursday, May 26th. We will have Matthew Thomas from Blank Rome come to speak about trading issues with Iran, Cuba and Russia, along with money laundering and related compliance issues. Matt will be joined by Gregory Linsin, also a Partner at Blank Rome, who will brief us on vessel pollution enforcement by the U.S. Coast Guard, the Environmental Protection Agency and the Dept of Justice. We know that these are issues being talked about in many shipping offices within our community, and we are pleased to be able to bring you speakers with such expertise. We invite you all to take advantage of this opportunity!

On behalf of the Board, we look forward to seeing you at the upcoming luncheons, on the golf course, and on the kick ball field this summer! Please feel free to contact us at any time.

Joe Gross
“Shipping’s business model is broken.” That was a statement by Jay Goodgal in the Tuesday morning session of Shipping 2016. He was not the only person saying that or expressing very similar thoughts.

Later, Martin Stopford spoke of why and how things had changed. Quoting from IHS Fairplay of April 14, 2016: “We changed business models when cargo owners walked away from putting shipping capital onto their balance sheets. The new model became ‘neoclassical perfect competition’ and I ought to be able to talk about this because I wrote the book (Maritime Economics). The bulk trades switched to the spot market and we got into this ‘beat ‘em up’ game between cargo owners and shipowners. The whole logistics thing disappeared, customer relations became very adversarial. This is not the right model for the 21st Century. The systems, personnel and client relationships are all going to have to change and today’s shipping companies won’t welcome it. They will hate it, just like the liner companies hated containerization in the 1960s. Nobody wants to change their business model.” (There is more in the magazine and I recommend you read it all.)
My personal observation is that the loss in customer relations was evident as long ago as the early 1990’s and emerged as what I call the “Enronization” of shipping and commodities in the year 2000. The super-cycle in commodities driven by China from late 2004 merely sped up the process.

The Key Note speaker introducing that first session, Justine Fisher of Goldman Sachs, clearly explained that reducing the oversupply of ships through scrapping and postponement of deliveries will not of itself raise rates. It will simply stop the downward trend. There has to be a perceived shortage of ships. We saw this happen in 2004-05 but the stimulus came from a number of global events in 2003 (extreme drought in South Africa requiring corn imports from far away, shutting all of Japan’s nuclear reactors for inspections thus adding a million tons of demand for coal in an instant, an accident in New South Whales that put the coal loader out of action, rail accidents in Brazil that interrupted both grain and iron ore loadings and a few more events) that had nothing to do with China. However, once the perception, real or imagined, was established the demand for ships seemed to be inexhaustible.

If real demand for ships (i.e. - to move real cargo) is the answer to the future of shipping (especially dry cargo and containers) the cargo has to be sold. With that in mind I draw your attention to some views by economists that have been looking at the end game for bulk and container shipping, namely manufacturing and the investors who fund it.

The first is a quote from Joe Stiglitz the Nobel laureate in Economics at Columbia University. “Global employment in manufacturing is going down because productivity increases are exceeding increases in demand for manufactured products by a significant amount. The likelihood that we will get a manufacturing recovery is close to nil.” (NY Times April 27, 2016 “Moving On From Farm and Factory’). The second is a study by McKinsey’s Global Institute released a few weeks ago titled “Diminishing returns: Why investors may need to lower their expectations”. The focus of the report is on lower expected returns on investments in US and European equities and bonds over the next 20 years versus that was realized over the past 30 years.

To my mind the McKinsey’s study neatly supports the views of other Shipping 2016 speakers. Sean Durkin, President of Northern Shipping Funds, sees 2009 as the end of a two decade long ‘bull credit cycle’ for banks. “For shipping, you go from bank debt at LIBOR plus 300 to the next form of capital which is somewhere north of 12% interest”. Art Regan agreed. “When the least expensive capital dries up, it’s replaced by more expensive capital. The cost of capital for shipping is much higher than it was 10 years ago.”

You may recall Jay Goodgal’s statement that I quoted last month - “Except for the super-cycle shipping is really sucky.” I do not see another super-cycle as likely nor do I see the ship owners changing their business model.

What do you think? Is Shipping’s business model broken? Can it be fixed or recreated to suit the 21st Century? Will second hand ship prices fall so low that the higher cost of capital will not inhibit further counter-cyclical investing? How long will a brave investor have to endure low freight or time charter rates before the ship can earn enough of an operating profit to enable the owners to sell (flip) the ship and recover their initial losses? Share your thoughts and we will print them.

Some Post-Shipping 2016 ideas to ponder:
I think it was Chris Wiernicki (Chairman of ABS and IACS) at the Monday opening of Shipping 2016 who in his speech about developing the talent needed for the future in shipping, advocated more knowledge and less ego (i.e. the more ego the less knowledge). Would that work in politics and government?

At the April NAMO meeting in Washington it was pointed out that if you want to do something evil or that permits stealing millions from the taxpayer un-noticed, the scheme should be put inside a law or finding or anything that is boring.

BIG DATA was a topic at Shipping 2016 but seemingly focused on ships, safety and the environment. Next year I think we should try to apply it to cargo demand cycles, changing sources, commodity prices, total transportation costs and transactions. Charterers track ships. Why not track the cargoes before they come to market.

Donald B. Frost
Editor
We are pleased to welcome the following new members.

Mr. Jan H. Andersen, Sr. Principal Engineer/BDL Solutions, Americas, DNV GL, Katy, TX

Mr. William C. Baldwin, Partner, Jones Walker LLP, New Orleans, LA

Mr. Aziz Bamik, General Manager, GTT North America, Houston, TX

Ms. Jennifer Barnes Hayes, Pres., Barnes Hayes Global Compliance Solutions, Houston, TX

Mr. Luis Benito, Marine Marketing Director, Lloyd’s Register, Southampton, United Kingdom

Mr. Christopher Patrick Best, Student, SUNY Maritime, White Plains, NY

Mr. Paul Carter, General Manager, Versitec Marine USA, Niagara Falls, NY

Mr. Mark Charman, Founder & CEO, Faststream Recruitment Group, Southampton, UK

Mr. Anthony Chiarello, President & CEO, TOTE, Inc., Princeton, NJ

Mr. Joseph H. Comer, III, Ship Architects, Inc., Daphne, AL

Mr. Timothy "TC" Curl, CEO, Nature Group, Conroe, TX

Mr. Nicholas Fuller, Director, Business Development, Rainmaker, LLC, Pensacola, FL

Mr. Michael Green, Global Technical Manager - Bunker Fuel Testing, Intertek, Darlington, UK

Ms. Sue Henney, Head of Marketing, KVH Media Group/Crewtoo, Liverpool, United Kingdom

Mr. Kevin Kilcullen, CFO, Team Tankers, Westport, CT

Mr. Michael Kotsapas, Partner, Moore Stephens LLP, London, UK

Mr. Alexandros Laios, Legal Counsel, Navios Maritime Holdings Inc., Piraeus, Greece

Mr. Kevin J Lennon, Attorney, Lennon Murphy & Phillips, LLC, Southport, CT

Mr. Sean Mahoney, River Birch Partners LLC, Hampton, New Hampshire

Mr. Michael McNamara, Managing Director, Americas, Veritas Petroleum Services (VPS), La Porte, TX

Ms. Kathy J. Metcalf, President & CEO, Chamber of Shipping of America, Washington, DC

Mr. Mike Mitsock, Vice President, Marketing, KVH, Middletown, Rhode Island

Mr. Hoyoon Nam, Associate, Seward & Kissel LLP, New York, New York

Mr. Gerry Neven, Vice President-Commercial, Chantier Davie Canada, Inc., Levis, Canada

Mr. Saran Palaniswamy, CEO, GG Maritime IT Inc, New Albany, Ohio

Mr. Phrixos B. Papachristidis, CEO & Managing Director, Hellespont Ship Management GmbH & Co. KG, Hamburg, Germany

Capt. Jerome Pereira, Principal Surveyor, COLUMBUS MARINE, Fanwood, NJ

Xiomara Perluza, Student, SUNY Maritime, Throggs Neck, NY

Mr. Eric W. Peterson, Student, SUNY Maritime, Throggs Neck, NY

Mr. Sean Riley, Chief Operating Officer, Veson Nautical, Boston, MA

Mr. Paddy Rodgers, CEO, Euronav NV, London, United Kingdom

Mr. John Stirling, Marine Technical Quality Manager, World Fuel Services, Oslo, Norway

Mr. Richard Strub, Partner, Holman Fenwick Willan LP, London, United Kingdom

Ms. Valeria Surkovaite, International Maritime Business Cadet, Massachusetts Maritime Academy, Buzzards Bay, MA

Mr. Tom Thompson, Vice President, Operations, 3D Scanning Inc., Davie, Florida

Mr. Mark Vaccaro, President, Coastal States Insurance, Panama City Beach, Florida

Mr. Andrew Yberg, Engineer Trainee, Vane Line Bunkering Inc., Brooklyn, NY

Welcome aboard.

Greg Kurantowicz, Membership Committee Chair
Companies today are impeded by data overload and chaos from financial data, management data, compliance data, technical data, claims data, operational data, and more. You need support to help you manage the data and elevate your company to new levels of success.

Accuritas Global Solutions provides customized business intelligence and analytics to global transportation leaders to support sound, data driven business decisions. With unparalleled client support, Accuritas is management’s partner in accurate performance monitoring and efficiency planning, offering:

- Business Intelligence and Analytics
- Consulting Services
- Customized Deliverables
- Multi-Vendor Data Integration
- Technology Development
- Projects and On-Demand Analysis

We have the resources to help make you successful now and into the future. We don’t change the way you do business; we simply help you do things in a better way.

Contact us today for a Complimentary Business Intelligence Assessment.

See Accuritas at
Marine Money Week
June 21-23, 2016
The Pierre Hotel, NYC

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Connecticut  +1.845.592.7475
Athens  +30.2107454628
Singapore  +65.65497230
www.accuritas.com
info@accuritas.com
REMEMBERING THE
El Faro

Join us in remembering those that were lost October 1, 2015 aboard the El Faro and help us raise money for relief efforts for their families.

Sunday, May 15, 2016
12:00 pm - 2:00 pm

Club Macanudo
26 East 63rd Street
New York, NY 10065

$75 a person, includes Beer & Wine
RSVP by 6 May, 2016
by calling Matthew Bonvento 631-626-8462
or email: GoodWindMaritime@Hotmail.com

Checks to be made out to:
Good Wind Maritime Services

All proceeds to benefit the
Seamen’s Church Institute
El Faro Relief Fund

Event is co-sponsored by:
Vanuatu Maritime Services
&
Good Wind Maritime Services
SCENES FROM CMA SHIPPING 2016

Photos courtesy of: Chris Preovolos
SCENES FROM CMA SHIPPING 2016

Photos courtesy of : Chris Preovolos
Towards the end of the Autumn of 1944 I was appointed to command one of the naval parties going to Germany, first to Wilhelmshaven and later, at my request, to Hamburg. The Nazis’ counter attack in the Ardennes altered the schedule.

One of the places I went to 24 hours after we had overrun it was Belsen Concentration Camp. It was a revolting sight where unbelievable cruelty had been enacted and I will not go into details. If anyone can be interested they can look at my black book which contains official photographs showing open pits with hundreds of bodies, many quite young people who had obviously been starved, and as we walked through the huts there were bodies lying on the floor. It was a ghastly sight and Bridadier Vaughan Hughes, D.D.M.S. 2nd Army, who showed me the camp told me that when he reported the facts to the Army Commander, General Dempsey felt it so badly that he said, “I am going there tomorrow morning to shoot Kramer, the Commandant of the camp myself”.

I may say that Dempsey was a deeply religious man and of course he did not carry out his threat, but his remark shows the effect of such cruelty had on his mind. I believe the inmates of the concentration camp were mostly refugees from all over Europe, but as I said in a note I dictated the evening of my visit, which is also in the black book, the Germans living nearby in the town of Celle must have had knowledge of what was going on under this Nazi regime yet did nothing about it. Later on when I had another job in Hamburg with a large German naval staff, I had the photographs displayed once a month which I hoped would bring home to them the iniquities of the Nazis.

Final Stage
During my time at 2nd Army Headquarters I made several interesting trips to the various Corps H.A.’s driving in a Humber Four by Four which hardly ever got stuck under any road conditions. Billy Rootes who stayed a night with me in Hamburg told me that it took him two years to persuade the War Office to have them built, which seemed to me very short sighted.
When we were approaching the end of hostilities near our advanced positions, I remember my rather rascally Petty Officer Steward named Renolds with a face like a burglar, holding a loaded rifle out of the window of the car and I was sometimes nervous he might shoot me instead of the enemy.

The climax came at last but in some places the Germans fought hard to the last and I recollect Brigadier Pete Pyman, Chief of Staff at Army H.Q., saying what a pity it was they did not give in when Guards Armored Division suffered heavy casualties in the fighting near Bremen.

Surrender
It was late one night when Selwyn Lloyd telephoned asking me to go and see him and he told me that a delegation had arrived from General Woolf, Commander of the Hamburg Garrison, asking for an Armistice and would I be ready at daylight to fly in an Auster aircraft with Brigadier Heath, a senior staff officer, to convey this important news to the Corps Commanders of 2nd Army. I have always regarded this invitation, whether it came from Selwyn Lloyd or from the Army Commander himself, as typical of the way they thought of me as representing the Navy at headquarters, and it was a wonderful mission to have taken part in which is unforgettable. We were received everywhere with acclamation and relief that the war was over. There followed shortly afterwards the acceptance by Montgomery of the surrender of the whole of the German Forces on Luneberg Heath and I drove into Hamburg the next day.

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

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Presentation
The Best Kind of Legal Advice – FREE
Opinions and insights from two dynamic veteran practitioners who know the laws, behavior of government officials and the best practices to ensure your business success. Knowledge is opportunity and the CMA luncheon is the place to be on May 26th.

Matthew J. Thomas, Partner, Blank Rome LLP
Overview of current United States trade laws directly impacting the international shipping and offshore sector, including a discussion of the evolving policies regarding trade with Iran, Cuba, and Russia, along with money laundering and related compliance issues.

Gregory F. Linsin, Partner, Blank Rome LLP
Discussion of recent vessel pollution enforcement cases and related judicial opinions, as indicators of the evolving enforcement priorities of the U.S. Coast Guard, the Environmental Protection Agency, and the Department of Justice.

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
CMA Members: $50 / Non-Members $60

For Reservations for CMA Events please call Emilie at +1.203.406.0109 Ext 3725 or email EEgh@marinemoney.com
INVITATION

Date: May 19, 2016
Venue: Pier Sixty at Chelsea Piers, New York
Dress code: Business Attire

18.00   Cocktail Reception
19.00   Awards Presentation
19.45   Dinner
21.45   Awards Presentation continued
23.00   Event Close

lloydslistawards-northamerica.com
The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $300. Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

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

Situations Wanted

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

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

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

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

Maritime Education
- SNHU: MBA, Project Management
  - 3.8 GPA
  - Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel
- Bentley University:
  - BS, Finance
- Navtech:
  - Accredited Master Marine Surveyor, AMMS
  - Ship and Large Yacht Structures
  - Accident and Fraud Investigation
  - Cargo
  - Inspection of Fishing Vessels

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering
Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

On-Campus work experience (1.5 yrs)
- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)
Deck Navigating Officer: Nov 2008- July 2014
- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

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

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

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

(S16-04)
Candidate 3: MBA Candidate seeking opportunity in maritime or energy sectors.

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

Resume is available upon request.

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

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

Credentials:
- Transportation Workers Identification Credential
- Merchant Mariners Credential

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

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

Candidate 4: Upcoming Graduate looking for entry-level position

Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage, Ship Brokerage and sales

I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.

Coming into my senior year at SUNY Maritime I began an Internship with bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.

I am willing to work within the New York, New Jersey AND Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.

Candidate 5: Recent Graduate looking for entry level position

I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate’s license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.

Contact: Eric Peterson
Email : e182588@gmail.com

Candidate 6: Recent Graduate looking for entry-level position

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

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

Resume available upon request.

Contact: Robert Nigel Pritchard
Email: robertpri.14@sunymaritime.edu

Candidate 7: Recent Graduate looking for entry-level position

Graduating student in May 2016 at SUNY Maritime College, 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: rnigel.pritchard@gmail.com
Cellphone: 646-378- 8446

Candidate 8: Recent Graduate looking for entry-level position

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

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

Resume available upon request.

Contact: Eric Peterson
Email : e182588@gmail.com

Candidate 9: Recent Graduate looking for entry-level position

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: rnigel.pritchard@gmail.com
Cellphone: 646-378- 8446

Candidate 10: Recent Graduate looking for entry-level position

Graduating student in May 2016 at SUNY Maritime College, seeking an entry level position in marine insurance, terminals, market research or demurrage, Ship Brokerage and sales

I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.

Coming into my senior year at SUNY Maritime I began an Internship with bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.

I am willing to work within the New York, New Jersey AND Connecticut area. I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.
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 A: Assistant Operations Manager
TBS Shipping Services Inc. is a privately held international shipping company, based in Westchester, NY. TBS operates parcel, dry bulk and logistics services, supported by a fleet of supramax and handysize bulk carriers and multipurpose vessels. There is currently an opening for an Assistant Operations Manager in our NY office. The position will be responsible for providing proper and timely conveyance of voyage instructions, including pertinent details from the fixture recap/charter party and other information applicable for a particular voyage in line with company policies and practices. The position will also liaise and partner with our chartering department and our ship management company in providing support. Fleet operations include owned tonnage, pool tonnage, and time chartered ships.

Job Duties and Responsibilities:
- Prepare and ensure compliance with voyage orders for safe and efficient voyages.
- Minimize voyage operating costs against voyage estimates.
- Work with Port Captain and Supervisors to optimize/maximize lifting capability of ships.
- Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
- Plan, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
- Ensure Port Logs and SOFs are properly prepared and maintained.
- Appoint agents and approve port disbursements and third party invoices.
- Create and distribute hire invoices and monitor payments.
- Check laytime calculations.

Key Qualifications/Requirements:
- Maritime University Graduate.
- Recognized Third Officer license or higher.
- 1 to 2 years office experience in commercial marine voyage operations preferred.
- Demonstrated knowledge of shipping industry practices and vessel operations.
- Strong communication, analytical and computer skills required.
- Must be eligible to work in the USA.

We offer excellent salary and benefits.

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

Position B: SENIOR OPERATIONS AND/OR OPERATIONS MANAGER
- Become part of our global team
Clipper Group (USA) Inc.

As Senior Operations Manager/Operations Manager in Stamford, you will be a part of a large, highly skilled team operating globally – with colleagues in Singapore, Brazil, USA and Denmark. You will be in close contact with our customers on the cargo as well as on the tonnage side. Our vessels are operated worldwide on voyage and time charters and often placed in commercial pools in which the

Operations department plays a very important role. Currently we head and manage five shipping pools with external pool partners, and this area continues to grow.

You will also have frequent contact with our vessels, agents and service providers worldwide, and in-house you will work closely together with our Chartering department as well as our in-house Operations Control, Insurance & Claims, Bunkers and Technical departments, who will all support you in your daily work. Together, you will ensure optimal operations and create value for Clipper and our customers.

Passion and talent for Operations
You have a relevant background and experience within commercial operations, preferably within dry bulk. You are a well-organized, hands-on, dynamic, innovative and dependable team player with a positive attitude. You have a commercial mindset and a passion for Operations. You know what it takes to make a difference and always strive to have an impact on the result of the fixtures/voyages you operate and to contribute to knowledge sharing.

We offer
A challenging and independent job, a competitive compensation package, and good working conditions in modern facilities.

Company: Clipper Group (USA) Inc.
E-Mail: rks@clipper-group.com
Notes: Please submit your application. All applications will be handled in strict confidence.

(TWO4-16)
Position D: SVP Operations - Publicly Traded Dry Bulk Carrier

Our U.S. based client is seeking a SVP Operations Executive to report directly to the CEO. The SVP Operations will lead all Operations, Technical and Engineering functions for the fleet. Experience as a ships Master or Chief Engineer followed by home office operations management experience is required. The ideal candidate, will be process oriented, detail minded, and bring a keen sense of commercial awareness to this vital position. Client interaction at the most senior level will be frequent. Professional bearing, executive presence, and the ability to “wear well” with others, while being an effective manager and leader is essential. For the right individual this position can be a succession planning candidate to the CEO.

A very competitive compensation package and the opportunity to work with a dynamic team will be offered to the finalist candidate.

Contact: P. Jason Ward
Managing Partner
Company: Industrial Search Partners LLC
Mobile: 917.318.0585
Office: 203.295.7260
E-Mail: jward@industrialsearchpartners.com
Website: www.industrialsearchpartners.com

Notes: Qualified, interested applicants can apply by sending a resume and cover letter indicating the position Operations Coordinator through www.morantug.com under "Careers".

Position E: Operations Coordinator

Reports To: Operations Lead, Moran Tank Barge

Responsible for daily operations and performance of Moran Towing Corporation’s Petroleum Tank Barges, including cargo operations, customer/terminal/vessel liaison, contract administration, and coordination with other operating divisions within the company.

Specific Responsibilities
- Liaise between customers, vessel crews, terminals, and inspectors.
- Provide excellent customer service.
- Create and send timely and accurate customer updates.
- Manage voyage tracking computer programs.
- Ensure fulfillment of contract requirements.
- Review accounts payable invoices, including coding and rebilling of invoices.
- Maintain all documents associated with voyages.
- Participate in weekend duty rotation.

Qualifications Required Qualifications:
- Bachelor's Degree (preferred in a maritime or related field).
- General knowledge of maritime and tug/barge industry.
- Proficiency in MS Office.
- Excellent communication and organizational skills.
- Demonstrated ability to effectively work independently and as a team player.
- TWIC compliant or ability to become TWIC compliant.

Physical Abilities
- Most of the time will be spent working in the corporate office.
- Will require some traveling to see customers and vessels.
- Ability to attend vessels at shipyard locations.
- Physical abilities include, but are not limited to, climbing steep stairs and into and out of confined spaces.

Moran Towing Corporation is an Equal Opportunity Employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, color, national origin, religion, gender, age, disability, veteran status, genetic data, or other legally protected status.

Moran offers competitive compensation and an excellent benefits package.

Company: Moran Towing Corporation
Website: www.morantug.com

Notes: Qualified, interested applicants can apply by sending a resume to awatters@mcallistertowing.com

Position F:

The Bridgeport and Port Jefferson Steamboat Company (a subsidiary of McAllister Towing) is currently hiring for the following positions on both the NY and CT sides:

- Reservation Agents
- Reservation Supervisors
- Dock Workers
- Ticket Agents
- Dock Supervisors

Apply online: http://mcallister.balancetrak.com/lists/71/default.aspx

OR send a current resume to Amber Watters: awatters@mcallistertowing.com

Contact: Amber Watters
Company: The Bridgeport and Port Jefferson Steamboat Company
E-Mail: awatters@mcallistertowing.com