President’s Notes

With the wreck of the SS El Faro just having been located, I went back and re-read those words from the “Shipping Man 5” letter from China as mentioned in our October newsletter. These touching thoughts from the far side of the world once again reinforced the point that our close knit maritime industry, no matter the politics or national differences, spans the globe and everyone shares in the loss of any of our maritime colleagues.

That elusive truth…

I recently got involved in an amicable (thank goodness) discussion about truth and it was amazing how many ways that the truth of a situation can change or be “adapted”. Of course there are the usual truths or facts that we can all
see for ourselves in the world around us, but after 30 years in the bunker industry, I have experienced many situations where the outcome of a situation or dispute, is not necessarily the same as was anticipated at the initial discovery of a claim (by either side!).

At the outset of an issue, it is often the case that many emotions come charging to the fore, most probably bypassing the routes of rational questioning, and perception can become truth. It is a dangerous time as actions or reactions at this time can cause unnecessary and irreparable damage to relationships and, quite possibly, undermine the possibility of an amicable solution down the line.

Cool heads are a must - avoid inflammatory language, matters only get worse if everyone’s blood pressure is going through the roof.

I distinctly remember, whilst in one of my previous companies in the 1990’s, taking part in a telephone conversation between two of my colleagues from different countries. Although both were fluent, English was not their native tongue, the rhetoric and volume were both on a crescendo when I realized that, in fact, they were actually in agreement but were approaching it from different angles, I managed to get a word in edgeways and the situation got both defused and sorted (thankfully), but it did show me just how easily possible agreements can be de-railed when emotions get out of control.

Rational questioning is a must. Just yesterday, one of my colleagues in our technical team, when discussing bunker quantity measurements (a most volatile of subjects – I can assure you) made the comment “...today, its all about certification and documentation”.

So the moral is, make sure all concerned are fully aware of the actions necessary, the certifications and all the documentation is up to date, these are all critical in deciding or discussing the next step. The solution - which can depend on so many different aspects or influences…but if you have managed to narrow down the truth and the relevant facts, the solution may (and I emphasize MAY) present itself…but we are human, solutions can be infinitely variable.
With the recent mild weather it’s hard to believe it is almost Thanksgiving. Our CMA family has been blessed so let me wish you, your families and significant others a Happy Thanksgiving now.

The October luncheon drew 111 attendees. Our thanks to our Dry Cargo panelists Brendan Collins of d’Amico Shipping who acted as moderator; Urs Dur, of TBS Ocean Logistics; Michael Halbro of ADM (Archer Daniels Midland) and Neil McLaughlin of Phoenix Bulk Carriers. Great job guys! We all wish the market was different but, as an industry, we have weathered similar storms.

On the topic of the sense of the industry, especially the dry cargo sector, I found a quote which might help us look forward. As you read it think also of the political and natural disasters around the world and our own coming presidential elections. Call it reaching for perfection in an imperfect world.

• A race preserves its vigor so long as it harbors a real contrast between what has been and what may be; and so long as it is nerved by the vigor of adventure beyond the safeties of the past. Without adventure civilization is in full decay.

Alfred North Whitehead

Last week, as CMA’s representative, I attended the fall meeting of the National Association of Maritime Organizations (www.namo.org) in Washington. Among the topics was maritime cyber security RISK expressed in a way I have not heard. It was very thought provoking. Retired Coast Guard Admiral Bob North gave us an understandable review of the looming conflict between the EPA and Coast Guard over Ballast Water treatment systems/standards and a possible legislative solution (VIDA) now in Congress.

I have mentioned these semiannual meetings in the past. On the train home I tried to list the benefits of this membership. I came up with the following:

1. After more than 20 years NAMO has established itself as a trusted two-way communications channel between ship owners/operators and their agents and US government agencies that make and enforce regulations having to do with day-to-day activities in US ports.

2. The trust is connected to NAMO’s national composition and experienced professionals. This allows high-level access and timely briefings.

3. As the industry is increasingly regulated both nationally and internationally, NAMO can usually get our view point to people who can make reasoned practical decisions far quicker than trying to get the law or regulation changed by policy makers.

4. Viewed from the regulators’ side, NAMO can give them the practical results of their proposed laws/regulations or interpretations of same, and make suggestions to benefit the maritime community and the country.

If you have any questions about NAMO I would be pleased to answer them.

In this issue you will read about the release of the 2015 edition of the NY Produce Exchange Time Charter Party. The NYPE 1946 edition had become the industry standard but the world of commerce has changed dramatically and the maritime centers of the world are becoming closer. It is time for a change, and we owe a debt of gratitude to the members of the Association of Shipbrokers and Agent's (ASBA) Documentary Committee: Nigel Hawkins (Chair), Soren Wolmar, Paul Hurtle, Gerry Desmond and Robert Dillon. The document was developed jointly by ASBA, BIMCO and the Singapore Maritime Foundation over several years. During the development phase representatives of the Society of Maritime Arbitrators (NY) and other arbitration centers were asked for their opinions and input. The new document is substantially longer than the one it replaces but it also covers a lot more and in time it will become a useful document.

Among next month’s attractions I have been promised a piece from Spinnaker, the maritime HR people, with most if not all of their 2015 Maritime HR Salary Survey. Maybe you are overpaid. Maybe NOT.

On the HR front I am pleased to note that the Chairman and CEO of ABS, Chris Wiernicki, is the new head of the International Association of Classification Societies (IACS). Frankly we often read about and receive notes about people’s new jobs and promotions that maybe we should start a monthly members section with that news and about new companies that have come to our area. We can start in 2016. Please send me notes that I can include. Once again – Happy Thanksgiving.

Donald (Don) Frost, Editor
PS - I have included a photo of a breaching humpback whale in Long Island Sound off North Hempstead, NY October 15, 2015 by Bob Kunkel taken from the hybrid powered Research Vessel “Spirit of the Sound”. Awesome. On page 5 you will also find an advertisement this month for a specialty food store in Norwalk. The connection to CMA here is the interest from farmers and locavores along the shores of Long Island Sound to get their produce to stores and restaurants faster. They have expressed interest in building two or three shallow draft vessels similar to the “Spirit of the Sound” to distribute the product of their labors.

**Membership Notes**

We are pleased to welcome the following new members.

- Mr. Mark S. Aspinall, Partner, Sutherland (UK) LLP, London, United Kingdom
- Mr. El Mahdi Imami, Student, SUNY Maritime College, Bronx, NY
- Mr. Timothy Joseph Kazinduka, Student, SUNY Maritime College, Bronx, NY
- Mr. Youngtak Kim, Student, SUNY Maritime College, Bronx, NY
- Ms. Nina Kovalenko, Business Development Mgr, Radio Holland USA, Springfield, NJ
- Mr. William Charles Leeuwenburg, CEO, W. C. Leeuwenburg, Inc., Morehead City, NC
- Mr. John S. Mccaskill, Partner, Sutherland (UK) LLP, London, United Kingdom
- Mr. David M. Mccullough, Counsel, Sutherland Asbill & Brennan LLP, New York, NY
- Mr. Joseph William McHugh, CFO (Retired), Rand Logistics, Inc., Chelmsford, MA
- Ms. Tram Thi Bich Nguyen, Student, SUNY Maritime College, Bronx, NY
- Mr. Carlo P. Sammarco, Partner, Sutherland (UK) LLP, London, United Kingdom
- Mr. Frederick Harrington Shuart, Veteran Employment Development Mgr, Services for the Underserved, New York, NY
- Mr. John Smyth, Cargo Claims Assistant, W K Webster Overseas, Ltd., New York, NY
- Mr. Marcus Souza, Operations, ST Shipping, Stamford, CT

We hope to see you soon at future CMA events.

*Brian Robinson, Membership Chair*
Thanksgiving Catering Menu

Turkeys: (Pre-order by November 19)
We are offering All Natural Free Range Turkeys
12-16lb  16-18lb  18-20 lb 19-24lb
*We can stuff and dress it for you!

*Honey Glazed Ham made with Fresh Norwalk, CT Honey
(Other Roasts Available: Prime Rib, Chateaubriand Filet, Top Round Roast, Crown Roast and Porketta)

Half or Full Trays of Sides:
Half 10-12 people  Full 15-20 people

*Bread or Sausage Stuffing (Gluten Free Available)

*Fresh Brussel Sprouts sautéed with bacon and onion, drizzled with a light cream sauce

*Italian seasoned Long Island Roasted Potato wedges

*Baked Ziti with house made grass fed chop meat

*Meat Lasagna made with our house made sausage

*Fresh Antipasto made with soppressata, Pepperoni, provolone, green and black olives, roasted pepper, and marinated eggplant

*Harry Covair: farm fresh string bean salad with roasted almonds

*Broccoli Rabe and sausage stuffed portobello mushrooms

*Fresh Broccoli Salad with cranberries, red onion dressed with a vidalia onion dressing

7 Cove Avenue, Norwalk, CT 06855  I  Tel: (203) 939-9289

PLEASE SEE “FROM THE EDITOR” FOR THE CONNECTION OF THIS ADVERTISER TO CMA
“There is Posidonia, Nor-Shipping and CMA Shipping”

SAVE THE DATE!!
March 21, 22 & 23, 2016
The Hilton Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at Tel. +1.203.406.0109 ext. 3717
Fax. +1.203.406.0110 • Email. conferences@cmaconnect.com OR visit us at www.cmashipping2016.com
We invite our members to Come Celebrate the Season with us at the CMA Annual Holiday Party on Tuesday evening, December 15, 2015 from 6pm until 10 pm. This year we have an exciting new venue to share with you, which is Restaurant Lugano (Salumeria & Wine Bar), 1392 E Putnam Avenue, Old Greenwich, CT. The entire restaurant will be ours for the evening and note that complimentary valet parking will be available.

And we know that the food is always of interest, so you can plan your evening, and so we will also share with you the menu for the evening and timing:

**Full Open Bar | 4 Hours**
Top shelf liquors, red and white wines and both bottled and tap beers++

**Welcome Salumi & Cheese Station (Lugano’s signature!)**

**Passed Hors d’oeuvres | 6:30-7:30PM**
Calamari Fritti | Meatballs | Chicken Kebabs | Coconut Curry Chicken Skewers | Lamb Chops | Shrimp Fritti | Crostini | Polenta Bruschetta

**Dinner Buffet | 7:30-8:30PM**
Penne alla Vodka | Lobster Ravioli | Chicken Parmigiana | Grilled Salmon | Grilled NY Steak | Mixed Vegetables

**Dessert Station | 8:30-9:30PM**
Tiramisu | Crème Brûlée Cheesecake | Chocolate Mousse

Have we convinced you to join us??!!!

This event is **free of charge** to CMA Members (please note that this year due to space restrictions (180 people) we are limiting attendance to CMA Members only and not accompanying guests). RSVPs are required.

In the spirit of the season, all we ask is that you bring an unwrapped toy for the U.S. Marine Corps. Sponsored “Toys for Tots” program OR make a cash or check donation to the CMA Education Foundation (any donation is welcome).

For reservations please contact Anne Gumpel at Tel: 203-406-0109 Ext 3725 or Lorraine Parsons at Ext 3717, or email conferences@cmaconnect.com.

We look forward to a festive evening!
Spending more time on data rather than shipping?

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www.fleetweather.com
Thank you to our Dry Cargo panel - Brendan Collins, d’Amico Shipping; Urs M. Dür, TBS Ocean Logistics; Michael Halbro, ADM and Neil McLaughlin, Phoenix Bulk Carriers for a spirited discussion and to our 111 attendees at the lunch!

**Factoid & Stuff**

By Don Frost

This issue’s collection is mostly about environmental issues.

**Ballast Water Management Convention 2004-**

Goal of the convention is to reduce the spread of invasive species via ballast water.

Entry into force will happen 1 year after ratification by 30 countries representing 35% of global tonnage. Currently 44 countries with 32.89% of global tonnage have signed up. Only one country with significant tonnage can make it happen. Rumors are that three such countries are ready to sign up but are waiting for the right time.

Cost to comply – Estimates run from $1 million to $5 million per ship depending on size. All ships must comply.

**Green House Gases Reduction 1997**

The next steps after the reduction of SOx emissions is Nitrogen Oxides (NOx) and Carbon Dioxide (CO2). Marine engines in ships built on or after January 1, 2016 will have to comply with reductions in NOx emissions. It is thought that this rule is responsible for many of the new building orders of the last 12-18 months. CO2 cap levels are being discussed in advance of the UN Framework Convention on Climate Change which is to meet in Bonn and then Paris in December 2015.
Carbon Tax levy for shipping
The ITF (Int’l Transport Federation) proposed in New Delhi October 21, 2015 a carbon tax on ships of about $400,000 per year. Olaf Merk, author of the ITF policy paper came to that number $25 per ton of CO2 emitted by the global fleet of about 50,000 ships or about 800 million tons (domestic shipping not included) per year. The International Chamber of Shipping is displeased; pointing out that the proposed tax would be almost three times higher than the carbon levy paid by shore-based installations. However, a fuel tax might be preferable to a complex market-based “emissions trading” scheme.

Reduction of Greenhouse Gas Emissions
On October 12, 2015 the European Parliament called for a 40% cut in greenhouse gases (GHG) by 2030. Shipping and aviation have been targeted. The December Paris meetings mentioned above are to be the place for discussion.

CMA INTERN

On October 21, 2015 Ian Workman received the following e-mail from our Chinese summer intern.

Subject: LETTER OF THANKS

Dear President:
I really want to give many thanks to you and the other members of CMA again for providing the precious internship for me in the United States. Previously, I applied what I have learned with CMA to the practice. Now, things have changed, I’ve applied what I learned in this summer to my current study. Thanks to this experience, I think I could make great progress in the near future and dedicate myself to this traditional and challenging field.

With best regards,
ZHAO JINGZHOU
Shanghai Maritime University
International Shipping Management
ASBA is pleased to announce the 2015 version of our leading time charter party NYPE. This momentous cooperative effort between ASBA, BIMCO and the Singapore Maritime Foundation has produced a balanced contract that reflects the practices as well as the commercial and protective clauses used by both Charterers and Owners today. The printed form is now more comprehensive than the previous versions as commonly included rider clause are now included in the body of the charter party. We trust that principals will find the changes to be uncontroversial since they are in line with industry practice. As such, we anticipate that the revised charter party will be welcomed by the maritime industry.

ASBA would like to express thanks to BIMCO and the Singapore Maritime Foundation for their support on this project. Furthermore, we believe that the effort and cooperation enjoyed will provide a platform for future efforts to develop and release modern universally accepted charter parties for maritime transportation.

Key features of NYPE 2015 include:

* A choice of trip or period charter.

* Optional Not Always Afloat But Safely Aground (NAABSA) provision.

* Choice of cargo readiness at delivery port/place or on arrival first load port.

* Obligation on owners/charterers to restrict further employment immediately prior to delivery/re-delivery that might delay the ship.

* Owners to provide and maintain Certificates of Financial Responsibility for oil pollution as required at the start of the charter period.

* Detailed bunker provisions for period and trip charter options covering quantities and prices; bunkering operations and sampling; quality and liability; fuel testing; and low sulphur fuels.

* Updated and clarified hire payment provisions relating to grace period, suspension and withdrawal consistent with recent legal decisions.

* Detailed and clarified speed and performance clause.

* A broad choice of law and arbitration options - New York/US law; London/English law; Singapore/Singapore or English law; or a free choice agreed by the parties.

*Additional clauses dealing with a range of current issues:

  * Hold cleaning/residue disposal in accordance with MARPOL
  * International Maritime Solid Bulk Cargoes (IMSBC) Code
  * Hull fouling
  * Electronic bills of lading
  * Slow steaming
  * Piracy
  * ISM/ISPS Codes
  * Ballast water exchange regulations

For more information:

Visit – www.asba.org
Email – asba@asba.org
Call – 201-569-2882
Landing Craft crews. There were also several ancillary craft, including Cooking Lighters fitted with up to date cooking appliances so that crews of Landing Craft could be supplied with hot meals at any time.

I was helped greatly by Mr. Dawson, General Manager of the Cunard Line, with the merchant ships, and by Lord Reith (Director General British Broadcasting Company), who I had known when working for the Jubilee Trust (The Silver Jubilee of King George V in 1935). He then had a special job at the Admiralty getting ancillary craft ready for the invasion. I remember him saying that I was asking the impossible with regard to some of them. My mentioning nothing was impossible at the BBC did the trick, and they were all ready in time. Every contingency had to be prepared for as it was anticipated we should have to face a strongly opposed landing.

Rehearsal
There were rehearsals of the Landings on the three British Assault beaches near Selsey Bill (seaside resort are in West Sussex) when I am sure many lessons were learnt. It was there that I met for the last time my friend Admiral Bertie Ramsey who lost his life in an aeroplane accident. It was said he was on a mission to see Montgomery to try and improve his relations with Eisenhower. It was a very

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Commodity Information System
A web-based solution that is continuously updated, offering comprehensive information on over 12,000 entries including, Specifications, Handling, Heating, USCG Reactivity, IBC Code, Coating Resistance, Safety/MSDS, PPE Recommendations, From/To Cleaning and Cargo Sequence Warnings. The system allows subscribers to save private specifications, handling notes, cleaning recommendations and documents.

Milbros Off-Line
The off-line version has all the information that is available on the web version. It is designed to be installed on board vessels with or without internet access. A unique synchronization feature via the internet or via e-mail allows the ships to always have up to date information. Company private specifications, notes and documents also synchronize with the ships which allows the office and ship to always have the same information. Single workstation or onboard network versions available.
sad ending especially after he had done so well at Dover at the time of Dunkirk, and was then Commander-in-Chief, Naval Forces in Germany. It was a tragic accident caused, I believe, by the pilot of his private plane taking off with ice on his wings.

**Final Conference**
After rehearsals a conference was held with Montgomery, then very much in the ascendant, when Flag Officers gave details of their Orders of Battle, with questions being raised and answered by individual Commanders. It was a terribly interesting occasion and I recollect one of them, Admiral Bill Tennant, who had set such a fine example when his ship HMS “Repulse” had been sunk by the Japanese, concluding his talk with a remark that made everyone laugh. He was in charge of towing 25 ton blocks of concrete across the Channel to form the Mulberry Harbours, and said that he had never dreamt the time would come when he would command what was literally a squadron of stone frigates in war.

**Last Days Before Invasion**
As we approached “D” day the whole of the South of England became an armed camp of British and American troops with tanks and other armoured vehicles proceeding along the roads leading towards their ports of embarkation from Dartmouth to Dover, and beyond the Thames Estuary. It was an inspiring sight with everyone keyed up to make the biggest operation in history a success. At Spithead there were some hundreds of ships, all shapes and sizes. Bombing would have been simple yet I can remember only a very few raids taking place. We realized afterwards the Germans were becoming short of fuel and were reserving this for the invasion of Europe, which they must have known was coming. Then a few days before we finally sailed for Normandy a marvelous thing happened which I shall never forget.

**Visit of King George**
We were honoured by a visit from King George a few days before “D” day. He lunched onboard HMS “Dido”, Philip Vian’s flagship, and I was lucky enough to be asked to meet him. It was a great occasion and I have never seen him in better form relating stories of his naval days. Of course his main object in coming was to wish us good fortune in the forthcoming adventure. It was so like him to do this, a King who had shown such wonderful courage throughout the war.
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

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

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

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

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

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

Bentley University:
• BS, Finance

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

• Cargo
• Inspection of Fishing Vessels
• Commercial ABS

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

Ocean Classroom:
• Semester at Sea Graduate
Contact: Evan Sideris, MBA, AMMS
Cell: 617 694 1594
E-Mail: Evan.Sideris@gmail.com (S15-08)

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. 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 (S14-10)

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 (S15-02)
Candidate 4: Recent graduate looking for entry-level position

Recent graduate from SUNY Maritime College seeking an entry level position in Ship Brokerage, marine insurance, market research or demurrage.

I recently graduated SUNY Maritime college with a degree in International Transportation and Trade. Upon my graduation from SUNY Maritime I began an Internship with Poten and Partners in Manhattan and worked for the clean ship brokerage department. I have recently finished my 3 month internship and I am now seeking a new job.

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

Contact: Jack Peterson
Cell: 631-235-2681
E-Mail: J182578@gmail.com  

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.

Featured speaker at Maritime conferences on financial structuring and capital raising in the maritime industry.

Professional Affiliations:
- Connecticut Maritime Association
- Commercial Finance Association
- Association for Corporate Growth
- Turnaround Management Association

E-Mail: 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.

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.

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.

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

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

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

OBJECTIVE

To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.
**Candidate 11: Maritime professional pursuing shore-side career**

Maritime professional with hands-on experience in petroleum and dry-bulk international commerce. Well versed in intermodal transportation for tugs, barges, and ships. All inquiries welcome. Resume available upon request.  
2 Years Vessel Operator for product tankers MR/LR1s for clean spot desk  
Geographic focus on US Gulf, US East Cost, Caribbs, and WAF  
2 Years commercial sailing as 3rd Officer/2nd Officer  
Primary vessels sailed consist of container ships, and ROROs.  
Commodities traded - US Air Force & Navy military equipment, emergency relief supplies, medical supplies, and food aide (i.e. rice, beans, and corn meal).  
SUNY Maritime Alumnus  
Contact: Sean Hackeling:  
Cell: 561-801-3119  
E-Mail: Seanhac.07@gmail.com  
Notes: NY Resident

---

**Candidate 12: Experienced Commerical 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 & Husbandsry DA Authorization  
- Class Status Monitoring  
- U.S. Citizen

---

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

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**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

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**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: Marine Sales Representative, US Northeast and Eastern Canada And**

**Marine Sales Representative, US Gulf and Inland Waterways**

Welcome to marine quality and innovation  
The Hamburg/Germany-based Becker Marine Systems is the market leader for high-performance rudders, maneuvering solutions and energy-saving devices for all types (and sizes) of vessels. Becker’s reliable rudder systems are first choice for luxury yachts and super tankers as well as...
mega container ships, passenger ferries push boats, and large cruise vessels. Becker products have been installed on well over 8,000 vessels. Over 230 specialists are employed worldwide at Becker offices located in Germany, China, Singapore, Korea, Norway and USA. Additionally, a global network of agencies in almost every important center of the shipbuilding industry ensures competent consultancy and service to customers around the globe. Key factors for Becker's market success are flexibility and strategic independence from shipyards or large industrial groups. This ensures that Becker can provide customers with the best technical, reliable, innovative and cost-effective products for any vessel.

To reinforce our North America operations we are looking for two candidates:

Marine Sales Representative, US Northeast and Eastern Canada

And

Marine Sales Representative, US Gulf and Inland Waterways

**Responsibilities:**

- Candidates must possess an unwavering customer focus and a track record of aggressive sales growth.
- Ability to develop strong business relationships and use those relationships to grow sales.
- Must have excellent communication skills both orally and written.
- Computer literate and comfortable with MS office.
- Existing Marine contacts in the region and knowledge of marine systems a plus.
- Product knowledge is a benefit however Becker does offer comprehensive product and technical training.

**Qualifications:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the basic knowledge, skills, and/or abilities required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Must have at least 5 years working knowledge in Marine/Offshore working environments
- Must be legally eligible to work in the US and Canada
- Clear communication skills with all levels of employees
- Be able to travel domestically, typically 50% of working time
- Driver’s license

**Job Snapshot:**

Base Pay: Competitive and based on experience.

Employment Type: Full-Time

Job Type: Engineering and Technical Sales

Education: Technical AS degree

Experience: 5 years

Industry: Ships Equipment Supplier

Required Travel: 50%

Working Base: Home based in Northeast US/Canada and Office based in Houston

**Apply now:**

Hard Copy: Becker Marine Systems USA, Inc.

1900 West Loop South, Suite 1550

Houston, Texas 77023

Electronic: MPE@becker-marine-systems.com

For more information on Becker Marine Systems, please refer to our website at: www.becker-marine-systems.com

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**Position B: Experienced Chartering Broker, Stamford**

Primal Marine Americas LLC is looking for an experienced chartering broker to join the DRY BULK 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 US

Private Candidates will be treated in strictest confidence

Contact: Maria Kalogeris

Company: Primal Marine Americas LLC

Telephone: 203-883-0597

E-Mail: mkalogeris89@gmail.com

Notes: Private Candidates will be treated in strictest confidence

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**Position C: Senior Accounting Person (administration)**

Marubeni group company, Pasternak, Baum, & Co, Inc. seek qualified candidates to join our experienced shipping and trading team, in our office in Harrison, N.Y.

Positions include drybulk shipping accounting / administration, and commercial positions;

-Senior Accounting Person (administration)

Position is to focus on drybulk vessel Pool corporate and voyage accounting, planning, reporting, and participant relationships, reporting to / in coordination with senior pool management.

12 plus years experience with a shipowner, operator, vessel pool, trading company.

Positions based in Harrison, NY.

Company: Pasternak, Baum, & Co, Inc

E-Mail: Jobs@pasternakbaum.com

Notes: Confidential responses to attention of: Jobs@pasternakbaum.com

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**Position D: Trading Person (commercial drybulk)**

Marubeni group company, Pasternak, Baum, & Co, Inc. seek qualified candidates to join our experienced shipping and trading team, in our office in Harrison, N.Y.

Positions include drybulk shipping accounting / administration, and commercial positions;

-Trading Person (commercial drybulk)
Position is to focus on the pool book, and daily trading / chartering of pmax / kmax vessel fleet, cargoes and scheduling, reporting to / in coordination with senior pool management.
Familiar with commercial operation issues.
12 plus years experience with a shipowner, operator, vessel pool, trading company.
Positions based in Harrison, NY.
Company: Pasternak, Baum, & Co, Inc
E-Mail: Jobs@pasternakbaum.com
Notes: Confidential responses to attention of: Jobs@pasternakbaum.com

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

Teaching duties are expected to include one or both of (1) Marine Engineering with a primary focus on components and systems and (2) Fluid Sciences with a primary focus on thermodynamics and heat transfer. The opportunity exists to develop upper-level elective courses, and the successful candidate will be expected to supervise student research. Assistance in developing external sources of funding and consulting opportunities is available.
Located on Long Island Sound in Glen Cove, NY, Webb Institute is a unique, top-ranked undergraduate institution offering one academic option, a double major in Naval Architecture and Marine Engineering. Webb is the only full-tuition scholarship private undergraduate program of its kind in the country.
Contact: Assist. Prof. John Daidola, Search Committee Chair
Company: Webb Institute
Address:
298 Crescent Beach Road
Glen Cove, NY 11542
E-Mail: jdaidola@webb.edu
Notes: Interested candidates should forward a cover letter, resume, statement of teaching philosophy, proposed areas of research, and the names of three references to:
Assist. Prof. John Daidola, Search Committee Chair
Webb Institute
298 Crescent Beach Road
Glen Cove, NY 11542
or electronically to jdaidola@webb.edu. Applications will be accepted until the position is filled.

Position E: Operating Person (commercial operations drybulk)
Marubeni group company, Pasternak, Baum, & Co, Inc. seek qualified candidates to join our experienced shipping and trading team, in our office in Harrison, N.Y.
Positions include drybulk shipping accounting / administration, and commercial positions;
-Operating Person (commercial operations drybulk)
In coordination with trading / chartering team, execute vessel voyage operations, instructions to Master / Agents, bunkering, vessel routing, monitor vessel performance, claims, familiar with voyage accounting, disbursements, reporting to / in coordination with senior pool management.
12 plus years experience with a shipowner, operator, vessel pool, trading company.
Positions based in Harrison, NY.
Company: Pasternak, Baum, & Co, Inc
E-Mail: Jobs@pasternakbaum.com
Notes: Confidential responses to attention of: Jobs@pasternakbaum.com

Position F: Faculty position in Marine Engineering
Webb Institute invites applications for a full-time faculty position in Marine Engineering beginning in January 2016. The appointment is anticipated to be at the Assistant Professor level, although more senior individuals are encouraged to apply. A Master's degree in an engineering discipline is required, and a PhD is preferred. Experience in the marine field is a plus.

We are a leading provider of international seaborne oil transportation services. Our organization takes pride in owning and operating one of the world's largest and most diverse fleets of tankers. Utilizing our significant size and scope, we provide service to top-tier clients in a highly competitive global market. We employ a team of highly experienced individuals dedicated to achieving excellence.
We are committed to attracting and retaining highly qualified and experienced employees. We therefore aim to attract highly capable people to work in an environment that actively encourages them to broaden their areas of expertise while developing new and innovative solutions to the current and future challenges of the industry.
We are an equal opportunity employer.
Position Summary
Candidate will handle the accounting functions for several of the company's vessels.

General Duties and Responsibilities
- Maintain general ledger and trial balances
- Prepare monthly journal entries
- Reconciliation and analysis of all balance sheet accounts
- Interact with ship managers
- Meet quarterly and annual deadlines

Qualifications
Required work experience of at least two years in the shipping industry and a Bachelor's Degree with a major in Accounting. Candidate must pos-
Position H: Financial Reporting Manager
We are a leading provider of international seaborne oil transportation services. Our organization takes pride in owning and operating one of the world's largest and most diverse fleets of tankers. Utilizing our significant size and scope, we provide service to top-tier clients in a highly competitive global market. We employ a team of highly experienced individuals dedicated to achieving excellence.

We are committed to attracting and retaining highly qualified and experienced employees. We therefore aim to attract highly capable people to work in an environment that actively encourages them to broaden their areas of expertise while developing new and innovative solutions to the current and future challenges of the industry.

We are an equal opportunity employer.

Position Summary
Candidate will handle all aspects of the company's reporting process.

General Duties and Responsibilities
- Prepares publicly traded financial statements (10K's and 10Q's), notes thereto, and management discussion and analysis.
- Prepares models for testing of impairment of vessels and goodwill.
- Recording of derivative financial instruments.
- Maintains schedule of stock-based compensation.
- Calculates compliance with financial covenants in loan documents.
- Earnings per share calculations.
- Analyzes consolidated trial balances.
- Reconciles intercompany accounts.
- Prepares and designs interim reports on an as needed basis.
- Researches and applies relevant accounting literature.
- Reviews monthly net voyage revenue reports for each vessel prepared by the vessel accountants.
- Reviews journal entries affecting cash transfers and general and administrative expenses.
- Assists with annual budgeting process.
- Reviews and records trial balances of foreign subsidiaries into the accounting system.

Qualifications
Shipping Industry experience and/or public accounting experience is required, with a Bachelor's Degree in Accounting. Candidate must possess excellent analytical, communication and interpersonal skills. Knowledge of ShipNet software is a plus. MS Excel is required. Individual must work well in a dynamic environment and be able to recommend and implement process improvements, work independently and handle multiple tasks simultaneously.

E-Mail: nyseatanks@gmail.com

Position I: Port Captains: West Coast (1) & Gulf Coast (1) Based
Our growing company has two positions open. We are looking for seasoned US Licensed Masters (with an Unlimited license) who would like to work part-time.

If you have tanker experience as Master and Chief Mate, and are interested in top pay for occasional work, then you could join the team of Triton Marine professionals.

These positions will involve primarily domestic travel, with some riding of the vessels between ports. In addition, the right individual will have -
- A strong background in Safety Management Systems
- Certificates for auditing ISM / ISPS and ISO
- A high comfort level working with a broad spectrum of nationalities
- Hands-on experience with SIRE vetting inspections
- Knowledge of West Coast/Gulf Coast inspectors a plus
- Bulker experience also desirable

Contact: Katherine Shine, Director - Account Services
Company: Triton Marine LLC
Address: Starfish House, 475 River Rd.
Hamden, CT 06518-1414 USA
Fax: +1.203.230.8260
E-Mail: kate@tritonmarineconsultants.com

Notes: Reply to East Coast office, above

Position L: Shipbroker, Tanker Chartering - Stamford
Maersk Broker America Inc. seeks an ambitious chartering broker to join our Tanker team in Stamford, Connecticut.

The position offers challenging opportunities within an existing portfolio as well as creating and influencing new business globally.

Maersk Broker America Inc. offers the right candidate an attractive and competitive remuneration package (salary and bonus), a commercial environment of dedicated, highly energetic and performance-driven colleagues.

The preferred candidate has at least 2 years of experience within competitive tanker chartering, a high level of energy, commercial flair and strong initiative.

For further information about the position please contact us.
Contact: Tom Hodgson,
Telephone: +1 203 351 9882.
E-Mail: america.mng@maerskbroker.com

Notes: Please apply online via our job portal: Here