President’s Notes

As I write this, our election cycle is, thankfully, coming to an end, and by the time you read this, we will have almost seen the results of Election Day. I have recently spent a great deal of time thinking about the phrase "disagree without being disagreeable." While it seems no longer to apply to our political system the way it once did, I’m glad that it tends to be applicable still within our global industry. In my experience, it is a rare occasion indeed when two parties having a disagreement can't find a way forward. Years ago, when I was a broker, a client of mine from an oil company said that he felt a perfect deal was one in which neither side was fully happy - to him this meant that each party in the deal had made concessions to the other. Although I’m not certain I would have described the idea quite this way, the point is clear - we all have to work together to get things done.

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For Reservations for CMA Events please call Emilie at +1.203.406.0109 Ext 3725 or email eengh@marinemoney.com
Of course, there is no shortage of issues facing our industry, with both short and long term implications, that we have to deal with, domestically and globally. There was last week’s disruption of the Colonial Pipeline, which sadly resulted in the loss of a life. We saw the first attack by Somali pirates since 2014. We are all watching to see who will end up with STX. These issues, and others, are big and important for our industry. Our resilient industry will overcome these challenges, as we always do, but in the end, we are resilient because we work ultimately work together.

We had great feedback from people regarding our October lunch speaker, Ralph Markarian, and we look forward to bringing you more, equally interesting speakers as we head into 2017. We also had a successful happy hour that same day at Sign of the Whale. In spite of the weather that evening, we had a solid turnout, with quite a few people arriving in costume! We expect to arrange this event again for the membership in 2017.

The November lunch at the Yale Club is nearly upon us. Please remember to RSVP if you are interested to come to hear Cesare d’Amico speak. We have no doubt that it will be an interesting presentation. Please remember, also, to RSVP for the CMA Holiday party at Sign of the Whale. Although it’s a new venue for this event, we have had good experiences there for our happy hours, and so we are looking forward to a lovely holiday event. We look forward to seeing you there!

Joe Gross

FROM THE EDITOR

I had to miss the October luncheon to attend the CT Port Authority meeting in Milford. I gather I missed a good one. It appears that November’s luncheon at the Yale Club in NY is close to being sold out but we have some plans for January 2017 and of course don’t miss the Christmas party.

Despite the lethargic freight market and consequential impact on owner’s fortunes, planning for Shipping 2017 moves ahead. Make sure you save the dates March 20-21-22, 2017 in Stamford.

I guess you all noticed that IMO will implement the 0.5% Sulphur content in fuel by 2020 and the Ballast Water Management treaty has been agreed to by the required number of nations and GRT. There are new moves toward
electronic bills of lading that will impact our business and amendments to the Maritime Labor Convention. BIMCO, International Chamber of Shipping, Intercargo, Intertanko and the World Shipping Council have made a joint submission concerning a plan for the reduction of CO2 emissions from ships at last week’s IMO Marine Environment Protection Committee meeting.

The plight of 18 crew members of an asphalt tanker abandoned by its owners in Baltimore has been brought to our attention. The crew of the NEWLEAD GRANDINO has not been home for a year, no pay, no food and supplies are almost gone. ITF seems to be waiting for the bankers to move and in the meanwhile the crew is being helped by the Baltimore International Seafarer's Center. If you think you can help please contact them.

Elsewhere in this issue you will read about an event at the Norwalk Maritime Aquarium that introduces a plan for Long Island Sound’s future. Everyone should go and ask questions and not only about protecting the Sound. It appears that the State of New York is dead set against ANY commercial activity in the Sound on the grounds it will harm the environment. Broadwater was an example and now it’s the use of the Federal Eastern Long Island Sound disposal site


Closing that disposal site would not allow Electric Boat in Groton to dredge their docks to launch the latest class of submarines (OHIO Class “boomer” replacements) resulting in the layoff of thousands of workers and delaying production if they had to build elsewhere. The CT State DEEP, the Federal EPA and the Army Corps of Engineers found that the material to be dredged there would not be harmful.

A former neighbor of mine in Westchester commented that New York’s concern for the Sound is at odds with Long Island and Westchester sewerage treatment plants leaking raw or partly treated sewage into the Sound every time there is a heavy rain. This is especially troublesome for the Western end of the Sound where there is a large concentrated population.

On the topic of Long Island Sound, I hear rumors that MARAD will be supporting a Connecticut initiative under its America’s Marine Highway program.

Happy Thanksgiving.
Don Frost

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MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Capt. Arthur Andrew, Maritime Consultant, Redding, Connecticut

Mr. Paul Delacruz, CEO, Delacruz Vessel Services, Kendall Park, New Jersey

Mr. Nicholas Elst, Director of Business Development, AXA Assistance, Miami, Florida

Mr. Jason Silber, Global Head, Platts Ocean Intelligence, New York, New York

Mr. Andre Szadzinski, Regional Director of Sales (Americas), Grand Bahama Shipyard, Freeport, Bahamas

Mr. George O. Williams, Ph.D., Director – Marine Technology Integration, AdopTec S.A., New York, New York

Welcome aboard!

Greg Kurantowicz, Membership Committee Chair

MARKET COMMENTARY

By Donald B. Frost

To understand where we are today it might be useful to take a quick look at why so many ships were ordered well before real demand emerged, and by such a great margin. Those new to the industry especially those from the world of finance might appreciate this.

As the DOT COM bubble deflated in the first years of the Twenty First Century, economists around the world fell in love with the promise of a burgeoning globalized economy driven by the BRIC nations (Brazil, Russia, India, China). China’s run-up to the Beijing Olympics started in 2004, but we didn’t recognize what was happening until 2005 by which time commodities/materials prices were moving up very fast.

Shipping, on the other hand, was initially driven, not by China, but by a kaleidoscope of “externalities” such as Japan’s move away from nuclear power while they investigated bogus inspections of their nuclear plants. The impact was an instantaneous doubling of Japan’s demand for coal. Elsewhere there were other issues like strikes, droughts and port accidents that dramatically changed demand for shipping. Nonetheless, shipping rates rose far slower than commodity prices. Since all of these cargoes required ships to deliver them, it appears that commodities/raw materials traders used shipping, also a commodity, as a proxy for the commodities/materials markets. As real demand grew the effect on pricing of ships (i.e.- time charter per diems) accelerated quickly.

CMA SCAM WARNING

TRAVEL COMPANY TARGETING CMA SHIPPING ATTENDEES - PLEASE READ

Warning! Book for CMA hotel rooms with the Stamford Hilton directly or their Reservations Dept.

Please be vigilant if approached by any company or service that implies or claims to be an official housing provider of CMA Shipping 2017. The CMA does NOT support these scam companies, and neither are they affiliated with the CMA. Please be aware that you may receive solicitations from a company called National Travel Associates based in Nevada, which claims to the official travel provider for CMA Shipping. Do not be fooled and DO NOT book your hotel reservations with anyone other than through the Hilton Stamford Hotel website or official reservations line (or for certain attendees through Lorraine Parsons). We have been made aware that these scam housing companies or travel agencies may be aggressively pursuing you, or your company, to book your guest rooms through their company at supposedly significant discounts. Reservations made through these “pirate” agencies or companies will be at your own risk. If you are contacted by them, please notify us immediately at conferences@cmaconnect.com. We have reported them to Hilton Hotels and to the Federal Trade Commission Complaints Line.

Apologies for the inconvenience. We hope to see you at CMA Shipping 2017 next March 20-22, 2017 at the Hilton Hotel, Stamford, CT.
Industry pundits continue to refer to the commodities/materials market of 2005-2009 as a “super-cycle”. China’s year-on-year GDP growth averaged 9% per year and spiked near 14% per year. It is the rate of growth that seems to have lured owners and investors into building so many ships. Even as China’s annual GDP growth slowly dropped, hope for Russia and then Brazil was felt to be an offset. India is still part of the future, but there is little or no hope at all that there will ever be another “super-cycle” in our lifetimes.

This brings us to the popular movement against globalization as exemplified by the British BREXIT vote, dialogue along the same lines in the US Presidential race, and recently between the European Union and Canada. For the shipping industry if you substitute “deglobalization” for a more meaningful word, “deindustrialization”, the potential impact goes well beyond trade in goods carried on container ships to commodities and materials carried on bulk carriers and, to a lesser degree, to energy carried on tankers.

With a slowdown in trade when will there be a semblance of equilibrium between the supply of ships and the real demand for them? Why should we expect a better 2018 or even 2019? What am I missing?

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**

**Appetizers**

*6:00-7:30PM*

- Mini Crab Cakes with house tartar sauce
- Shrimp Skewers with old bay seasoning
- Chipotle BBQ Beef Empenadas with Argentinean chimichurri
- Cheeseburger Sliders
- Hand Cut Truffle Fries with parmesan reggiano and truffle aioli
- Fig & Prosciutto Pizza – black mission fig spread, bleu cheese, gruyere, caramelized vidalia onions
- Cheese Pizza with seasonal vegetables

**Raw Bar Tower – Jumbo Shrimp, Little Neck Clams & Oysters**

**Dinner Buffet | 7:30-8:30PM**

- Classic Caesar Salad with parmesan and garlic croutons
- House Salad – baby greens, julienne vegetables, shaved parmesan and sherry-thyme vinaigrette
- Chicken Marsala – wild mushrooms and marsala jus
- Buccatini Bolognese – slow cooked meat Bolognese, basil oil, fine herbs, ricotta cream
- Cedar Roasted Salmon – lemon smoked, paprika beurre blanc
- Roasted Root Vegetables
- Roasted Rosemary & Fennel New Potatoes

Have we convinced you to join us???!

This event is free of charge to CMA Members but 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 Emilie Engh at Tel: 203-406-0109 Ext 3725 or Lorraine Parsons at Ext 3717, or simply reply to this email or email conferences@cmaconnect.com.

We look forward to a festive evening!
THURSDAY, OCTOBER 27 – SIGN OF THE WHALE

Thank you for all those who came out for our Halloween Happy Hour, those who dressed for the occasion in Halloween costume, and those without costume (and with) who donated generously to the CMA Education Foundation.

Best Costume winners were Hara Rigopoulou as Cereal Killer and Mickey Belgrod as Mr. Ken Bone. Congratulations!

A big thank you also to Bouchard Transportation for donating the prizes, which were 4 tickets for a Rangers game. We, and the winners, appreciate it!
The future of Long Island Sound will be discussed in an open forum at Norwalk’s Maritime Aquarium (10 North Water Street) Wednesday evening November 16th 6:30-9:00 PM. A reception will start the evening and the program will follow at 7:00 PM.

This is an evening to learn about, discuss and help shape the Long Island Sound “Blue Plan” – a State and stakeholder initiative to better guide future uses of the Sound. This is the Blue Plan Advisory Committee’s kick-off event to educate the public about the Plan, which is intended to protect the Sound’s natural resources and its traditional human uses such as boating, fishing, recreation and maritime commerce. Come listen and ask questions.

Free admission and refreshments

See ad on page 9 for info on how to register.

All papers are to be original manuscripts and the topics should have practical application to industry problems, issues, or policies. Papers will be reviewed by teams from academia and industry. Three papers will be selected and awarded a certificate, with a first place award of $2500, second place award of $1500, and third place award of $1000. The awards are courtesy of d’Amico Shipping Group.

All topics covering the “Business of Shipping” are acceptable. Possible topics that students may wish to explore might include:

- Financial pressures and survival among owners of ships – tankers, bulk carriers, containerships
- Imbalance between the supply of, and the demand for, ships and their implications
- Global warming and its effect on the output of agricultural goods and demand for bulk carriers
- Global maritime policies such as those covering safety, environmental emissions, invasive species and ballast water issues, market competition, etc.
- Regulation, enforcement and governance in the maritime field
- Energy – oil, gas, coal, wind, solar – what are its effects on the shipping industry?
- Vessel operating issues – for example, crew recruiting, retention and education
- Ship waste disposal; environmental ship scrapping; population growth and migration and their impact on demand for resources
- Piracy – risks, results and solutions
- The environment – regulations and technological solutions
- Others, such as: the Maritime Labor Convention and emission issues

Submit your paper and presentation by January 09, 2017. Submissions are to be e-mailed only. Feel free to contact Professor Shmuel Yahalom if you have any questions.

Submit to: Shmuel Yahalom, Ph.D.
Distinguished Professor
State University of New York,
Maritime College
6 Pennyfield Ave.
Throggs Neck, NY 10465
Phone: 718 409 7290
E-mail: syahalom@sunymaritime.edu
A ‘Sound’ Future
Open forum for shaping
the Long Island Sound Blue Plan

Wed. Nov 16
6:30pm Reception
7:00pm Program
Free & open to all

The Maritime Aquarium at Norwalk
10 N. Water St., Norwalk, CT

RSVP & Details:
www.bit.ly/RSVP-Norwalk

A kick-off event to engage the public in the Long Island Sound Blue Plan process, a new initiative to guide future uses of the Sound.
- Learn about the Blue Plan
- Watch short documentary Ocean Frontiers II
- Offer comments & ask questions of the speakers and panelists
- Discover how you can help shape the Blue Plan

Photo: Syma Ebbin, CT Sea Grant
Germany after the War 1945-46

Harold Walker
About half way through my time in Germany, Admiral Sir Harold Walker, commonly known as “Hooky” Walker after losing a hand at Zeebrugge and wearing a hook. He became my Commander-in-Chief and he moved his headquarters from Minden to Hamburg. He was a man I admired greatly. He was of great determination and courage, and it suited me well to be in close touch with him. At the end of my time when I went to say good-bye, he paid me the compliment of having a Guard of Honour fallen in for me to inspect which was kind of him, although I was rather taken aback at the time. Sadly he died after a long and painful illness but showed a wonderful example of courage to everyone.

Visits to Liberated Countries.
The gratitude we received from the Danes, Norwegians and Dutch was overwhelming, particularly the Danes who, I think had suffered less than the other two from the Nazi yoke. They entertained us royally in Copenhagen, a lovely city, with good Scandinavian food. We made many friends there and in Jutland. I am still in touch with friends in Jutland who had a very nice farm where we enjoyed shooting and fishing, and later on, when Maysie and Zoe came out, they kindly like asked us to stay a few days. The farm was called Luvenholt in beautiful country and belonged to a relation of the former owner who has died. His wife, Gladys, was English and introduced me to smoke pike which tasted to me exactly like smoked salmon.

Norway
I found that the Norwegians were made of sterner stuff than the Danes; they never gave in and although there were some quislings at the beginning they were quickly eliminated and resistance groups continued to fight throughout the occupation. As an example of their courage I can mention a girl named Gerd Brinkman who I admired immensely. Her occupational clinic was in the same building as that used by the Gestapo and she remained there the whole of the war while she was passing out warnings to resistance groups. Thank God she was never bowled out.

Norway is a lovely country and the people are the kindest I have ever known. I took Joy for a skiing holiday at a place named Lillehammer in the mountains which I am sure she will remember. Maysie and I enjoyed a splendid time in Norway after the war as guests of the Fred Olsen Line. We started from Newcastle, choosing one of their smaller ships which called at Kristiansund South. We had been invited to stay with Commodore Hovedenack, Royal Norwegian Navy, who was in charge of mine clearance and his headquarters were there. After a few days with him we worked our way North up the Mandel River and over the mountains to Oslo through really beautiful scenery. Despite Maysie’s arthritis I remember she was able to compete with pretty hard going and it was on this journey she painted the pictures which are now in my book of remembrances, some of which she did while I fished in a lake.

Staying at little hotels and travelling by bus I have never forgotten the kind nature of the Norwegians especially to old people who they always helped in every way they could. It had a profound effect on me.

Here I think might be a good place to relate my story about the Germans not understanding kindness. Commodore Hovedenack had quite rightly worked the German personnel clearing the minefields hard at it and asked me to send him a relief for an officer who had disobeyed his orders. We took great care to choose the right man and sent him a young German Captain, warning him that he had to restore proper discipline without delay. He did this so well that his group finished clearing the mines before anyone else and Hovedenack suggested that I should give him a recommendation for a job he had applied for in the American zone on mobilization. When he returned I thanked him and told him I was recommending him for the post he had applied for, but although I repeated this more than once, he just did not comprehend what I was saying and it was not until he was collecting his railway pass and papers from my secretary that he suddenly said, “Is the Commodore being Kind to me”, a remarkable example of Germanic state of mind.

Before concluding my memories of Norway I might mention an occasion when we were flying back to Denmark in very bad weather. Owing to this our aeroplane from Hamburg failed to arrive and Jim Humphreys, who was always full of initiative, hired an old Messerschmidt to take us to Castrop Airport in Copenhagen. It proved to be a most hazardous journey with fuel spilling out all over the place, the cabin becoming full of petrol fumes and flying in blinding rain, I think we were lucky to arrive safely at Castrop, where the young Norwegian pilot was promptly arrested for flying without having asked permission.
Teaming Arrangement - Press Release
17 October 2016

Two of the maritime industry’s leading emergency response networks are pleased to announce their new partnership, launching for clients today.

ECM Maritime Services, LLC (ECM), a Qualified Individual and IMT service with over 26 years of experience in the fields of maritime regulatory compliance, vessel inspections, and incident responses, and NJ Resources, Inc. (NJR), a consulting company specializing in improving clients’ preparedness for dealing with emergencies and crisis situations, have entered into a teaming agreement that allows both companies to offer additional services and a more integrated service package.

Nicole Franks, President of NJR, stated, “Our new teaming arrangement with ECM will allow us to serve our clients straight through incident response, in addition to the customized planning, training, exercise services, and response tools we already have in place.”

Michael Minogue, President of ECM added: “ECM has always made it a priority to offer the most comprehensive package of compliance and response expertise available to our clients, and we are proud that our new partnership with NJR will expand our response network still further.”

The teaming arrangement allows ECM and NJR to offer a combined network of nearly 100 experienced consultants and responders throughout the U.S. (West, East, and Gulf Coasts), available 24 hours per day to clients of both companies.

“Our teaming arrangement with NJR allows ECM to seamlessly provide additional responders and response resources in the Pacific Northwest, Canada, California, Alaska, and Hawaii, among other locations,” said Minogue. “ECM has long been rooted in pollution prevention and response, and we are looking forward not only to the expanded incident response network our partnership with NJR will facilitate, but also their acclaimed software services.”

Franks noted, “Given the increased importance placed by the United States Coast Guard and state regulators on faster and larger responses to incidents, we believe our teaming arrangement with ECM is a tremendous added value to our clients. The responsibilities and stakes associated with a response are enormous, and we are proud to have expanded our services to better assist our clients.”

For further information

Nicole Franks
nicole@njr.net
NJ Resources

Mike Minogue
michaelm@ecmmaritime.com
ECM Maritime Services
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

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

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13
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 transportation 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

Candidate 3: Recent MBA Graduate seeking opportunities within the maritime and energy sectors

Hard working, energetic and organized individual who graduated from 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
- 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: DougCourtot@Yahoo.com
Cell Phone: 774-210-2325

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.

Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com
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: Licensed attorney with vessel operations and insurance defense experience
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com

Candidate 7: 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 insurance defense experience. As this position requires frequent travelling, candidate must be willing to travel at short notice, as required. 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 8: Recent Graduate looking for entry level position
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: Timothykaz.11@sunymaritime.edu

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: nigel.pritchard@gmail.com
robertpri.14@sunymaritime.edu
Cellphone: 646-378- 8446

HELP WANTED

Position C: Technical Superintendent
TransAtlantic Lines, a US Flag owners/operators based in Greenwich, Connecticut has an immediate opening for a Technical Superintendent. TransAtlantic Lines is a growth-oriented company committed to providing safe, secure, high quality and efficient world-wide transportation for goods to its customers, mainly the US Government.

Position Summary:
This is a new position located at our Corporate headquarters in Greenwich, CT and reports to the Chief Technical Officer. The Technical Superintendent will be part of the Technical team and will be directly responsible for vessels nominated by the CTO.
Specific Responsibilities:
• Responsible for the overall technical management and operations of our vessels which will be designated. This includes close follow up on a daily basis with the vessel, overseeing the daily operations, maintenance and repair, budgeting, survey schedules, onboard general assessment of vessels, inspections and docking, etc.
• Responsible for ensuring all procedures are adhered to and vessels comply with International safety management (ISM), classification society rules, and US flag rules.
• Monitor vessel condition and ship’s staff compliance with management policies, international, state or local Maritime regulations.
• Liaise directly with the Chief Technical Officer, respond to any charter or technical and operational questions.
• Work closely with the TAL team members and provides technical advice as needed to the HSE and other departments.
• Perform evaluation for dry-docking, repair quotes and selection of shipyards for repair works, ship maintenance etc. Candidate will also perform monthly review of end of month reports and attend vessels for inspections regularly.
• Carry out technical compliance audits and investigation on defects/failures as necessary, perform ISM internal audits on company’s vessels as needed and ensure vessels consistently operate at a regular scheduled basis to ensure conformance.
• Execute any other tasks that are vessel related as directed by the CTO.
Requirements:
The ideal candidate must have a Chief Engineers Certificate of Competency for Un-limited HP, must have sailed as Chief Engineer for at least two years, preferably on Container / Tankers. The candidate should have Technically managed vessels for at least 3 years in the capacity of Technical Superintendent or higher.
The candidate should be analytical and highly proactive in technical trouble shooting and problem solving, familiar with ISM/ISPS/MLC documentation and should have done ISM Audits onboard vessels. Experience of conducting training for the vessel’s crew is a plus. Applicant should possess good communication and interpersonal skills with a proven ability to relate well with people across all levels and cultures, possess good teamwork capability, with ability to work with high sense of urgency.
As this position requires frequent travelling, candidate must be willing to travel at short notice, as required.
TransAtlantic Lines offers competitive compensation and an excellent
Position F: Circulation Account Manager
With 8,500 fully paid subscribers and over 48,000 global readers, TradeWinds is shipping’s most successful and biggest news service - exclusive stories and insights you simply can’t find anywhere else with a commitment in giving readers clear and unbiased reports. Our portfolio includes; weekly newspaper, online news, business focuses, TW+ quarterly magazine, Events and App. TradeWinds is part of the NHST Media Group, and employs 60 staff globally.

Circulation Account Manager
TradeWinds is looking for an energetic, enthusiastic and committed Account Manager to join its team in Stamford

Key Responsibilities include:
• Building TradeWinds’ circulation in Europe
• Generating new accounts and leads though the maritime community
• Representing TradeWinds at industry exhibitions, conferences and events

The ideal candidate will:
• Be confident, enthusiastic and a self-motivated team player
• Have the ability to discuss current affairs with top-level management
• Have experience in the maritime sector and/or a strong sales background
• Possess excellent communication skills
• Computer savvy

This position will report to Content Sales Director, and will require some domestic and international travel.

TradeWinds offers a base salary plus an uncapped commission structure; company paid medical benefits, retirement benefits and a year-end bonus based upon target achievements.

All enquiries will be handled with utmost confidentiality.

Company: TradeWinds
E-Mail: stamford@tradewindsnews.com

Notes: Please email a cover letter and CV to stamford@tradewindsnews.com with the subject line “Stamford Account Manager”.

Position G: Marine Sales Manager
Location: Linden, NJ
Total Lubmarine, a division of Total Lubrifiants S.A., provides the shipping industry with pioneering marine lubricants and greases. The company is dedicated to partnering with its customers to provide turnkey solutions to their lubricant needs. A genuinely local partner, with sales and technical support based in 100 countries, Total Lubmarine provides one of the world’s largest delivery hub networks - supplying to over 1,000 ports worldwide.

www.totallubmarine.com

Responsibilities:
• Correct and timely reporting
• Promoting new products and services
• Identifying opportunities and risks and proposing necessary actions
• Identifying potential for products or services
• Knowledge about marine lubricants, their application and markets a plus
• Experience of 3 to 5 years in marine or similar industries

Position H: Project Manager
Department: OPERATIONS
Marine Mechanical / Instrumentation 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 write-ups 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 with 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
- Travel to clients and ships on an as needed basis.
- Be responsible for commissioning of assigned scrubber systems on board.

If interested contact Mr. Nicholas Confuorto as follows:
Company: CR Ocean Engineering LLC
Tel: (973) 455-0005 ext. 110
Email: nconfuorto@croceanx.com

Position I: Tanker Operator
Position Summary
MT Maritime Management (USA) LLC in Southport, Ct is expanding their commercial operations with the delivery of several new Chemical/Oil Tankers expected in the near future. An additional tanker operator is required to manage all aspects of chemical, veg oil, and CPP commercial operations. The position has excellent growth potential.

Main Responsibilities
Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day time charter management of his vessels and ensure compliance with all terms of the time charter parties.

Experience: Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. Some sailing experience preferred. The candidate must have good computer and writing skills.

Company: MT Maritime Management (USA) LLC
E-Mail: DCarroll@MTMaritime.com

Notes: Interested candidates should email their resume with cover letter.

Position J: Senior Financial Analyst
A well-established and growing Stamford, CT-based private equity fund management investment advisor with a proven track record that provides structured asset based credit financings to the maritime and offshore oil and gas industries is seeking a senior financial analyst to perform credit analysis and support investment origination and portfolio management.

Requires strong modeling and financial analysis skills as well as experience in valuations. Formal credit training is preferred. Knowledge of maritime and offshore industries as well as fund management industry a plus.

A strong foundation of hands on work in excel and powerpoint required. Position involves extensive interaction with founders and senior management with opportunity to evolve after several years into a client facing origination role.

Company: Northern Shipping Funds
E-Mail: RL@NorthernShippingFunds.com

Notes: Send resume and cover letter

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

If interested in reviewing RESUMES.
Please contact
Kevin Breen (KBreenCMA@gmail.com)