UP COMING EVENTS

SAVE THE DATES

OCTOBER 2014
Thursday evening, October 9, 2014
Maritime Oktoberfest
6:00 pm - 9:00 pm
World of Beer
18 Harbor Point Rd, Stamford, CT
Food and first drinks sponsored by the CMA
See Ad on page 6 for more information

Thursday, October 23, 2014
CMA Monthly Speaker Luncheon
"2015 Sulfur Limits: Technical Implications for Supply & Demand"
Panelists:
Salvatore d'Amico, Fleet Management Department, d'Amico Societa di Navigazione
Chris Yetman, Manager, Commercial Services, Trans-Tec/World Fuel Services
Melanie Davidson, Business Development Manager, DuPont BELCO™ Marine Scrubbers
Moderator: Ian Workman, President, CMA
Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members $45 / Non-Members $50

NOVEMBER 2014
3rd Annual New York City Speaker Luncheon
Thursday, November 20, 2014
The Harvard Club of New York City
35 West 44th Street, New York, NY 10036
(Between Fifth & Sixth Avenues)
Speaker: Paddy Rodgers, CEO, Euronav NV
Cocktails: 12 Noon – Seating for Lunch 12:45 pm
North & Biddle Rooms – 3rd Floor
$70 Members/ $80 Non-Members
Limited to 120 people. Pre-payment required for this one.

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

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Through the years we have been very fortunate indeed to have had a long stream of extremely capable, professional members of the Board, all related in some way to the Maritime Industry.

As you may already be aware, our Board members all have their own professional careers yet they give their time freely to us. That being said, although term limits are de-lineated in our bye-laws, it is quite often the case that a Member's professional career takes him/her away from our locale, in which case they are no longer in a position to serve on the Board.
So is the case with our previous Vice President, Tony Backos, who tendered his resignation as his path has taken him over to Greece. We thank Tony for his able and astute assistance during his tenure. Tony was also one of those who, in order to attend our 30th Anniversary last week, made a huge effort to be there, basically travelling from Greece and back again within 36 hours! His donation to the silent auction of a week in that mouth-wateringly beautiful Greek villa was an amazing item. Tony, many thanks.

For our next Vice President, the Board is exceedingly pleased that Capt Joe Gross agreed to take up the vacated seat, moving from his position as Education chair where he has so ably coordinated between the Board of the CMA and that of the Board of the Education Foundation.

Joe's replacement in the Education Chair, is Kevin Breen. Kevin is a graduate of SUNY Maritime, well known in the industry and we look forward to being the beneficiaries of his 15 years of maritime experience.

Once again we are very fortunate to have such experienced individuals donating their time and support.

I have already mentioned our 30th Anniversary Gala dinner, but it definitely deserves greater recognition which you will also hear (and see) elsewhere in the Newsletter.

A great lot of people made great efforts to be there from great distances. It was a sold out evening, fun was had by all, and thanks go out again to the organizing committee of Lorraine Parsons, Molly McCafferty, Beth Wilson-Jordan and Carleen Lyden-Kluss.

I truly felt that there were echoes of those words that I quoted which succinctly outlined a core identity of the CMA:

“I feel that an organization like the CMA can be very helpful in socially integrating the group in mutually beneficial ways.”

Ladies & Gentlemen - isn’t that what we did?
CMA’s Gala Dinner-Dance celebrating its 30th birthday was by any measure, a total success. You will find photos in this issue that will only give those who were unable to attend a tiny taste. Our president’s welcoming speech was thoughtful and just the right length. Well done Ian!

As a founding member I would have liked to share with you the fun times when CMA was younger. Unfortunately the required explanations and set-ups would have been history laden, boring and/or politically incorrect now. For example, our attempt to copy Carnac the Magnificent (Johnny Carson and Ed McMahon on NBC’s TONIGHT SHOW 1964 onwards) at a Conference luncheon in 2003 was a total failure, but Jim Lawrence and I laughed ourselves silly. Nonetheless, if you persist, I’d be glad to share a few of our “triumphs” with you at our next event. No recordings please.

We had messages from members and former members who could not make the Gala wishing us all a great time. We would have liked to read them all to you, but there was not enough time and unless you could have been present when their happy memories of early CMA events occurred, we did not think the moments could be replicated properly.

On a selfish note, I was pleased to hear that most of you actually read and enjoy the Newsletter. In our information laden society, getting feed-back from readers is invaluable and rare.

Shipping 2015 is getting closer and the Call For Papers to students wishing to compete in our student essay/presentation contest has gone to colleges and academies around the nation which have maritime training and/or a maritime industry focus. The details are in this issue of the Newsletter and on our website (www.cmaconnect.com). We presently award three prizes of $2500, $1500 and $1000. We would like to increase the number of awards by establishing more than one sector. That is, we could have sectors covering maritime economics, maritime technology and operations, the environment or even regulation and governance. To do this we need additional sponsors for the prizes. If you know of a firm or organization that may wish to participate, tell us and we will follow up.

“There is Posidonia, Nor-Shipping and CMA Shipping”

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SAVE THE DATE!!
March 23, 24 & 25, 2015
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.shipping2015.com
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A side note on our Education Mission and Scholarship Program. The Summer 2014 edition of SUNY Maritime’s publication “NAVIGATOR” has an article about two of their students that were selected for awards by the Chancellor of the State University of New York (the largest public university in the country with a half million students). One of the students, a graduating senior named Brandon Baranyar of Fairfield, Connecticut, received a scholarship award for academic achievement from the Connecticut Maritime Association Inc in 2012. The list of his other awards and accomplishments is amazing. Bottom line --- we should be proud to have helped this young man along with his education. A good story for all.

Here is another feel good story that involves CMA, at least in part. The new hybrid powered 63 foot long aluminum hull research vessel R/V “Spirit of the Sound” was launched in mid September and named in Norwalk September 28th. The $2.7 million dollar vessel was built for the Norwalk Maritime Aquarium at Derecktor Shipyard in Mamaroneck, NY. There is more about the boat and some photos elsewhere in this issue. The guiding hand throughout this project has been former CMA Commodore Per Heidenreich, major financial help came from the TK Foundation and the technical manager, from design to finish, has been former CMA VP, Bob Kunkel. I had the opportunity to tour the boat at the yard and again in Norwalk. Great job done by all.

We hope you can join us later this week for our Maritime Happy Hour. Aside from the venue, we are doing something else new. We have expanded our invitation to members of other professional maritime organizations to join us. We have also reached out to alumni (i.e.- of drinking age) of the local maritime schools. I think we all recognize that what was simply “the shipping industry” is now dozens of small professional organizations, which we once called the “paint salesmen”, now more than ever, possess very specialized knowledge that is indispensable to the commercial viability and profitability of our industry.

By the way, we understand that our series “My Life in the Royal Navy”, going to part 15 this month, has become a must read, especially for you history buffs. In case you did not realize it, the author, Hugh Turnour England, is Ian Workman’s grandfather.

Don Frost
Editor
Principal Maritime was founded in 2010 and has since become well established in the shipping industry for both the crude oil and chemical sectors. The company owns and manages a fleet of 12 modern Suezmax tankers and is developing its stainless steel chemical tanker fleet.

From an accounting perspective, Principal Maritime has the typical shipping industry organization structure of ship owning entities and various parent-subsidiary relationships. I have previously studied corporations in other industries that organize their corporate structures differently. After being introduced to the standard model of the shipping industry, I can better understand and appreciate how various structures are suitable for the operations within specific industries. This internship offered a great learning experience and gave me a new perspective on corporate structure organization.

In addition, my internship with Principal Maritime has provided me with valuable exposure to the accounting aspects of the global maritime industry, and in particular, commercial shipping operations. During the summer, I prepared monthly voyage reconciliations for each tanker, which allowed the company to track the financial progress of the voyages and properly accrue for future anticipated expenses. I was also able to analyze the expected vs. actual results of the vessels in order to compare them across the fleet and versus other global shipping operators. Furthermore, working at Principal Maritime gave me a comprehensive understanding of crude tanker commercial operations and the applicable accounting policies that are adhered to in order to satisfy financial reporting requirements.

The team at Principal Maritime was the foundation to my great experience this summer. The working environment around the office made it very comfortable to ask questions, and the support of senior management made me realize my work and contributions were important to the team and well-respected. I feel that I have gained and refined new skills that I will be able to keep with me as I progress through my professional career in accounting.
Thank you for celebrating with us at the CMA 30th Anniversary Gala event held at beautiful Burning Tree Country Club in Greenwich, CT on Thursday evening, September 25th, 2014. What a fabulous night of camaraderie, delicious food and drink, generosity and fun! Thanks to all who attended, all who donated to the Silent Auction to benefit the CMA Education Foundation and bid so generously, all who participated in the wine grab and MV Internship raffle to further benefit the CMA EF, all on the Gala Committee and the Fundraising Committee, and last but not least our Club sponsors, Christos Papanicolaou and Peter Howard-Johnson, for allowing us to host at such a wonderful venue.

Here are some SCENES FROM THE GALA!
SCENES FROM THE CMA GALA

Photos courtesy of Chris Preovolos
SCENES FROM THE CMA GALA

Photos courtesy of Chris Preovolos
"The boat runs on hybrid lithium electric motors with two battery sets and two generators charging the batteries," said Bob Kunkel, project manager of Norwalk-based Alternative Marine Technologies (Amtech). "This is the first hybrid research vessel ever in the United States."

The entire project took five years from conception to completion while the actual building of vessel by Derektor in Mamaroneck, was just under one year.

"This is a boat that will be in operation for 30 years or more," Kunkel said.

R/V Spirit of the Sound’s unique hybrid-electric propulsion system will reduce fuel consumption by an estimated 75 percent and has already in limited sea trials been described as a fuel “sipper.”

"It truly has revolutionary technology that fits beautifully with our mission to protect the Sound," said Maritime Aquarium director of education Tom Naiman. "We love the old boat, but it has a very noisy engine."

"Spirit of the Sound" will replace the Aquarium's 40-foot, 34-year-old diesel-powered trawler, R/V Oceanic.

Upon the new boat's launch in December, she will run virtually silently on electric power for the Aquarium’s 2½-hour public “study cruises” on Long Island Sound.

The new boat will have a climate-controlled indoor classroom and an outdoor research space.

"I’d say the exterior is ‘old school’ and the interior is ‘new school,’” Kunkel said. "The interior has full wi-fi with capability to send data to the Aquarium, while the aft deck has hand winches."
With more room inside and out, the new research vessel doubles the Aquarium’s capacity for getting visitors out on the water -- from 29 to 60 people per cruise, which enables full busloads of students to participate.

"It's very exciting for us in a lot of ways," said Maritime Aquarium director of education Tom Naiman. "Part of our mission is to educate people about Long Island Sound and now we will be able to take larger groups out onto the Sound. This boat is a true classroom, with new technology, in which we'll be able to conduct all sorts of science activities."

One exciting piece of new technology is a Remotely Operated Vehicle (ROV).

Spirit of the Sound was funded solely by private donations and major contributors toward the boat included: George and Carol Bauer of Wilton; The TK Foundation of Nassau, Bahamas; and the Per and Astrid Heidenreich Family Foundation of Greenwich.

Designed by Incat Crowther of Australia, Spirit of the Sound was built in Mamaroneck, NY, at the Robert E. Derecktor Inc. shipyard, with construction managed and integrated by Alternative Marine Technologies (Amtech). Her hybrid-electric propulsion system was made by BAE Systems Inc., Corvus Energy and Northern Lights Hybrid Marine.

Fund-raising and planning was led by Per Heidenreich, founder of Norwalk-based Heidmar, Inc., one of the world’s leading commercial tanker operators. Committee member Robert Kunkel, president of Amtech, served as the Aquarium’s project manager for the boat’s construction.

Bill Tommins of Bank of America, the official sponsor of the boat’s inaugural season, said the R/V Spirit of the Sound will be a wonderful addition to the region’s educational resources.

Jim Lawrence, MTI Network (USA), Inc.
Email: jlawrence@mtinetworkusa.com
Cell: +1 203-550-2621
An eclectic collection of news items that you may have missed.

Trading in dry freight derivatives surged by 21% year over year thru August 2014 (Fairplay September 4, 2014)

According to IHS global seaborne trade will grow to about 13.3 Billion Tons/year by 2025 compared to 8.2 Billion tons at present. (Fairplay September 4, 2014)

According the Secretary General of the International Chamber of Shipping total greenhouse gas emissions from the global maritime industry are estimated to have been cut by over 20% from 2007 to 2012. It is thought that shipping produced 2.2% of the world's total greenhouse gas emissions in 2012 compared to 2.8% in 2007. (gCaptain September 24, 2014).

Maersk Lines to spend $3 Billion per year on new ships between 2015 and 2019. (gCaptain September 24, 2014)

U.S. Dept of Transportation awarded around $74 million as grants to maritime projects under the FY 2014 Transportation Investment Generating Recovery (TIGER VI) grant scheme. Most of the money goes to port related and connector infrastructure. Another $54.5 million went for freight rail projects. (Maritime Executive September 15, 2014).

Overall confidence levels in the shipping industry fell slightly during the three months ended in August 2014, according to the latest Shipping Confidence Survey from accountant and shipping advisor Moore Stephens (London). The full report is worth reading. Here are two quotes from their report:

• “Overtonnaging in the tanker and bulk carrier markets continues to have an adverse effect on freight rates. The most important thing is to stop building new ships, especially tankers and bulkers.”

• “The market is in danger of collapse as a result of newbuilding speculation based on misleading projections. The market will return to heath once non-shipowning investors and cash strapped owners exit the industry.”

Books and articles of note:

Peter Drucker, in an article written for McKinsey’s latest QUARTERLY is titled “The manager and the moron”. The computer is the moron and the stupider the tool the brighter the master must be.


The ECONOMIST (August 9, 2014 p.62) under “Finance and Economics” writes of “New techniques show the damage done by subsidies at the heart of global trade” You might also want to read Jospeh Stiglitz’s book “Globalization and its discontents” or even the “Backgrounder” written by the Heritage Foundation earlier this year on the Jones Act.

MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR’S STORY - PART 15

By Hugh Turnour England

Nanking, 24th March, 1927 (Continued)

Bombardment

As the day wore on we received no news of what was happening inside the City and anxieties increased. In the early afternoon a signal came from Mr. Davis, the American Consul-General, saying that the Chinese troops were seen to be advancing up the hill towards Socony House, where I knew many Americans had been assembled for safety from the city. I replied immediately that (HMS) “Emerald” and the U.S. destroyers were ready to open fire if they were attacked. His answer was “Hold on - not required at present”, but soon afterwards he cancelled this asking for fire to be opened. It was a tense moment when I ordered Rory O’Conor, my gunnery officer, to open fire and I confess to a feeling of relief at being able at last to do something positive to achieve our objective to rescue the foreigners.

The effect of our first broadside using six-inch shrapnel shell was instantaneous, not only bringing the attack on Socony House to a halt, but more remarkably producing
silence on the Bund where the uproar stopped and all shooting ceased. As someone said, force is the only thing the Chinese understand!

I was told that the troops attacking Socony House fled in all directions and the American Consul-General immediately ordered the evacuation of some 50 men, women and children who had taken refuge there. We sent a strong landing party of British and American sailors to cover their evacuation and I also stationed the destroyer “Wolsey” close-inshore in case of eventualities, but the Chinese were cowed and there was no opposition.

The refugees had to descend down the Wall which at that spot was about 50 feet high, using ropes made of sheets which was no easy task, but there was only one casualty when the rope broke and an American broke his ankle.

Evacuation of Foreigners Inside City

“Emerald” fired 76 rounds to accomplish the evacuation of refugees from Socony House, rate of fire being reduced to 2 rounds a minute after the first two broadsides had been fired. The operation had been completely successful but there still remained the British Consulate party, about 150 Americans from the University and a few Britishers in the City to be accounted for so my anxieties were by no means over.

The problem was made easier by the arrival onboard of a deputation of the Swastika Society, who I really think represented the leading Chinese businessmen in Nanking. They had come at the instigation of General Chang Hui Chen, to ask me to refrain from further bombardment. This gave me the opportunity to send an ultimatum to the General, the gist of which was that all foreigners and their property must be given immediate protection, the General himself must come onboard “Emerald” that evening, Foreigners must be brought to the Bund by 10 a.m. next morning, and finally, if not complied with we intend taking immediate steps as we considered necessary, treating the city of Nanking as a military area.

The ultimatum was composed with the help of the American Consul-General, Mr. Davis, who was a tower of strength and showed no sign of the strain he had been undergoing. It produced a non-committal reply, the General, not appearing himself, sent a superior officer to deliver it at 11:30 p.m. Thus the night of 24th March passed off without any further alarms or excursions.
Candidate 3: Entry level operations, research or chartering position
Recent college graduate seeking a position relevant to ship operations, market research or chartering in NY or the Greater NY area.

Relevant Experience:
- Former intern at Roymar Ship Management - experience in preparing laytime statements, freight/hire invoices, route/cost calculations, crew injury claims, statistical reports, updating MLC and ISM certificates and vessel schedules.
- Operations and Production Supervisor at Select Fish S.A.

Background:
- M.S. in International Transportation Management - SUNY Maritime College
- Chartering Certificate - accredited by ASBA
- B.S. in Economic Development - University of Central Greece
Contact: Georgios Kouzoumis
Cell: 1 (347) 589 - 2503
E-Mail: Kouzoumis.georgios@gmail.com (S14-05)

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security. Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko
Cell: (860) 488-4107
E-Mail: marcinkod@live.com (S14-05)

Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.
I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com (S14-07)

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 College
- Provide Documentation, Information and Questionnaires for Vessel’s Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen
Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801 (S13-06)

Candidate 13: 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 (S14-09)
**HELP WANTED**

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

**Position B: Sr Proposal Manager**  
in USA-NEW JERSEY-PARSIPPANY, NJ  
**Description**  
DuPont™ BELCO® provides robust flue and exhaust gas cleaning systems to meet clean air regulations with minimal maintenance and operational requirements. For over 40 years, the engineering and process experts at BELCO® have designed, customized, built, and delivered reliable and efficient systems for particulate, SOx and NOx reduction, as well as control of other pollutants and mists, across a wide range of applications.  
Position Description: Responsible for review of customer specifications and data, process evaluation, equipment selection, development of cost estimate and preparing of proposals for air pollution control equipment. The air pollution control equipment includes wet scrubbers for SOx and particulate, NOx reduction equipment, and wastewater treatment equipment that treats purge from scrubbers. Candidate should have knowledge of chemistry and will prepare basic PFDs, PI&Ds, size equipment and provide process description with support of others at BELCO. Knowledge of the marine architecture, large ship operation, or marine industry is a plus. Candidate will work with ship owners, ship yards and consulting engineers as well as interface with internal BELCO personnel and vendors. Candidates should have background in process vessels, rotating equipment, familiarity with flue gas, wastewater treatment, thermodynamics and corrosion technology. Alternately, a strong knowledge of technical requirements in the marine industry would be valuable. Computer skills required basic knowledge of Excel, Microsoft Word, PowerPoint, etc. and a working knowledge of PFDs, PI&Ds and Material Balances. Candidate shall have experience working directly with customers, making technical presentations and have the ability to negotiate contract legal and commercial terms & conditions. Domestic and International travel required at 10-35% depending upon needs at the time. Although the majority of BELCO’s existing business is mainly centered in the oil refining industry, this position is focused on the emerging market for scrubbers onboard ships which is a developing market due to upcoming implementation of regulations developed by the International Marine Organization (IMO) and referred to as MARPOL Annex VI.  
**Qualifications**  
Experience: More than 10 years of experience in pollution control or process related industries.  
Education: A degree in Naval Architecture or similar technical marine degree, BS Chemical Engineering, BS Environmental Engineering, or BS Mechanical Engineering is preferred. Graduate degrees are a plus.  
Company: DuPont™ BELCO®  
Website: Sr Proposal Manager PM20140815  
Notes: Candidates can apply online at the above site.  

**Position E: Charter Broker - DRY CARGO – Stamford**  
An established broking company located in Athens, Greece has opened an office in the USA for the purpose of expanding their client base. We are looking to hire individuals with the drive to build long-term relationships and to participate in the growth of this entrepreneurial company. Ideally the person will possess the following skills/abilities;  
Bring business contacts  
Negotiate terms and fix ships  
Adaptable in a dynamic environment  
Has chartering experience  
Fluency in English as well as excellent written and oral communication skills, a second language is a plus.  
Contact: Alexis Pappas  
Telephone: +1 203 428 5599  
E-Mail: pappas.alexis@gmail.com  
Notes: Send resume in confidence  

**Position G: Chartering Manager – Oldendorff Carriers**  
Job description:  
- observation of markets and market research  
- negotiations and fixing of charter parties  
- calculation and pricing of shipping deals  
- positioning of tonnage  
- representation of the company  
- drive the commercial direction and profitability through increasing business with existing and new client relationships.  
Your profile:  
- Highly motivated  
- Chartering experience min 2 years  
- Team player  
- High integrity  
- Flexibility to different scenarios  
- Creative  
- Organised  
Contact: Rina Maniatty  
Company: Oldendorff Carriers  
E-Mail: rina.maniatty@oldendorff.com  
Website: www.oldendorff.com  
Notes: Please send resume in confidence.