UP COMING EVENTS

SAVE THE DATES

OCTOBER 2015

Thursday, October 22, 2015
CMA Speaker Luncheon
A Diamond in the Rough – A Dry Bulk Discussion
Urs M. Dür, CFO, TBS Ocean Logistics, Inc.
Neil McLaughlin, Phoenix Bulk Carriers (US) LLC
Moderator: Brendan Collins, Chartering Manager, d’Amico Shipping USA
Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $50 per person / Non-Members: $60 per person

NOVEMBER 2015

Wednesday, November 18, 2015
4th Annual New York City Speaker Luncheon
The Yale Club of New York City
50 Vanderbilt Avenue, New York, NY 10017
(just steps away from Grand Central Station)
Speaker: Peter C. Georgiopoulos, Chairman & CEO, Gener8 Maritime, Inc.
Cocktail Reception: 12 Noon – Grand Ballroom, 20th Floor
Seating for Lunch 12:45 pm – Grand Ballroom, 20th Floor
$110 Members/ $125 Non-Members
Reservations and Pre-payments are required for this one.

RESERVE EARLY AS THE NYC LUNCH ALWAYS FILLS FAST!

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

PRESIDENT’S NOTES

As I am writing there is still a desperate search for the ‘El Faro’, our thoughts and prayers go out to its crew and all their relatives, friends and colleagues.

When casting around looking for inspiration, I usually try to choose a ‘new’ subject rather than one which is related to my previous newsletters, but ‘branding’ is one which can cover both your personal and professional life and touches on several of my recent articles.

Branding is a concept as old as the hills…slaves in Roman times used to be branded…riding for the brand was a corner stone of the Cowboy ethos as different ranches each had different brands for their cattle…a brand is a unique reflection of ownership whether by a single owner or a company.

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My Life in the Royal Navy – 1899-1947 A Sailor’s Story – Part 27 — page 10
Job Mart — page 12
Remember my thoughts in September’s Newsletter about making mistakes? What is your ‘brand’ when you make a mistake? How do you react? How do you negotiate? The answers to these questions and a myriad of others all coalesce to form your own, very personal, brand.

In order to be successful, many, if not most, companies seek to established their own ‘brand’ - as commented in the Small Business Encyclopedia: “An effective brand strategy gives you a major edge in increasingly competitive markets”.

But beware, the downside potential is also huge. There is a saying “Trust is hard to build and easy to lose”, and this is the stuff of nightmares to management – senior or junior. Whether the company is small or large – you only have to look at the current pain and suffering of VW to see what happens when a bond of trust, formed by years of a highly effective branding policy, is undermined very publicly.

For larger companies (by larger companies I leave the definition open to the reader – it could be by market share or by number of employees – there are myriad possibilities) the protection of their brand becomes more difficult the greater the number of offices and / or personnel.

It is only human nature that each and every one of us has a different brand, after all, we are not clones (thank goodness), so we must spare a thought for those managing a company with employees spread around different offices. Nevertheless, whilst the management provides the hand on the tiller, it is the individual who puts his own particular brand on the guidance provided.

But remember your brand is also your reputation.

Ian Workman
President

FROM THE EDITOR

It is hard to talk about freight markets, the present state of the business of shipping and future prospects while we are still mourning the loss of the crew of the EL FARO. As a seafarer who has experienced storms at sea, my first thought when I heard that the ship was missing was the words of the Navy hymn: “Eternal Father strong to save ... those in peril on the sea”.

If you will excuse the perhaps insensitive change of topic, I had the good fortune to attend the Association of Ship Brokers and Agents (ASBA) annual cargo conference in Miami early this month. There was a record attendance and frankly I thought it was the best one they have ever had. Part of that of course was the people, seeing old colleagues and talking shop with reference to cargoes, ports and trade routes, not Indices.

I found the closing remarks by Morten Arntzen in his luncheon keynote speech very interesting. He predicted that the Private Equity World and shipping in general will have to seek out ship brokers who have been through earlier cycles and know how to survive. “The PE World will need to make management changes and additions and turn to experienced shipping people for assistance.” (Morten, I want to believe you are correct, but history has shown that shipping, and especially financial people, have very short memories!)

Once again the CMA and the CMA Education Foundation is hosting Shipping 2016’s essay and presentation contest for students. We are again pleased that the d’Amico Shipping Group is contributing the prizes. A “Call for Papers” announcement in this issue describes the contest, timing and where to send papers. Papers will be reviewed by four academic leaders from maritime institutions and four industry experts with wide ranging experience.

Elsewhere I was taken with the title and theme of NAMEPA’s Annual Conference in New York to be held October 29th. I thought “Managing Change in a Changing World” perfectly describes the challenges of shipping today. Here are a few examples:

• According to the World Ocean Council the U.N. is adopting Sustainable Development Goals. Seventeen aspirational goals and their supporting targets intended to guide global efforts to alleviate poverty and promote sustainable development from 2015 to 2030 were to be introduced late last month.

• The International Chamber of Shipping, representing the global shipping industry is targeting a 50% reduction in carbon dioxide emissions by 2050.

• The IMO has announced the intent to introduce by 2020 a new standard that will further tighten the sulfur content in marine fuels globally outside the present emission con-
trol areas. The timeline for the imposition of Tier III emission standards imposing a 0.5% sulfur limit globally remains subject to review by 2018.

• A Thematic Semester on “Commodity Derivatives Markets: Industrial Organization, Regulation and Financialization” will be held in Paris November 6, 2015.

As we turn our minds to a program for Shipping 2016 we increasingly hear the technology phrase “Big Data”. I recommend for your reading the LOOKOUT editorial in the September 17, 2015 issue of IHS Fairplay by Richard Clayton. I especially liked “A shipping professional armed with thousands of data points, several sources of information, a deep and broad pool of knowledge, and a solid platform of understanding will add his or her own long experience to generate wisdom.” There is more to read but I end here because it seems the shipping professional’s wisdom has been pre-empted by the financial community’s search for quick returns in an economy marked by low to zero interest rates.

Donald B. Frost
Editor
Welcome aboard.

Brian Robinson, Membership Chair

MARINERS’ HOPE

Oct 8, 2015

By the Rev. David M. Rider, President & Executive Director, Seamen’s Church Institute

This morning, the United States Coast Guard announced the suspension of its search for the missing crew from El Faro, the vessel that went missing during Hurricane Joaquin last week.

At the Seamen’s Church Institute (SCI), we and many others have held our breath for days, waiting for rescuers to discover the location of the missing crew members alive and well. We’ve stayed glued to televisions and computers, looking for a glimpse of hope.

The waiting game is one that friends and families of mariners know well. Every time a loved one steps out the door to begin a contract or a shift, we count the days and hours until a safe return. Mariners’ families build lives on the promise of tomorrow. We say goodbye, trusting in the next hello.

In a CNN report issued today, USCG Captain Mark Fedor expressed the difficulty he felt ending the search. Giving up hope doesn’t figure much into the maritime industry’s vocabulary. Life on a vessel means trusting your fellow crew and having courage to face dangers together—a sense of having each other’s back. Speaking about those who work in the maritime, Captain Fedor said, “We’ve been baptized in the same salt waters.”

All of us hope in mariners. Sadly, most of us don’t realize how much. We don’t appreciate how the vast waters of our planet unite distant continents, enabling a network of global transport. Every one of us benefits from mariners’ hard work and skill. We rely on their safe transport of all the things that make our modern way of life possible.

As a human family I call all of us to gather now—this day, when the crew of El Faro dwell beyond our sight and touch. We cannot let the work of mariners and their (and their families’) sacrifices stay hidden nor be forgotten. We must remember and support all those affected by this loss. Pray for the seafarers of the El Faro, their families and those who love them.

E-MAIL FROM CHINA ON THE EL FARO

I got the following email from The Shipping Man 5 in China last night. It is a team of 5 maritime students from Dalian Maritime and Shanghai Maritime.

Last October I was among a group of Chinese maritime students in a chatting App. One of them asked if anyone knew the book “The Shipping Man” by Matt McCleery. I said why do you ask? He said he was so desperate to get a copy, but he knew it was difficult to obtain in China and might be expensive. I said I could get a copy, and you can imagine many students followed and said “I want a copy also”. I told them I can not afford too many so we stopped at the first 5 kids.

Afterwards I brought 5 books signed by Matt to Shanghai for them while attending the Marine Money forum in November of last year. Three are boys from Dalian, and one boy and one girl from Shanghai. Consequently I named them The Shipping Man 5 as a team for sharing ideas and experience among young shipping people in China. It turned out to be a successful platform to spread news about CMA and Marine Money to Chinese students and young shipping people.

Capt. Larry Liu
CMA Chair of the Planning and Admin Committee

----The E-mail ----

Dear Capt Liu,

Please pass to the Board of CMA and further to those who you think should be sent to.

On behalf of the maritime students and young shipping people in China, we want to tell you that we are very saddened by the news of El Faro. Our hearts are with you and the families of all crew members. How we hope it can be
like the Chinese old saying that kind people always get help from God, and God can bring them back home safely. As maritime students we will be mariners or into shipping industry, and we feel shipping is a global family so we want to share the sorrow of this heartbreaking accident.

We also want to thank you for the kind support from CMA and Marine Money. You gave us intern opportunities, books and encouragement. We have spread what we get to young people around us. It’s valuable support to us. Thank you very much.

Best regards
The Shipping Man 5

**SCENES FROM THE CMA SEPTEMBER LUNCH**

**FEATURING A DRY CARGO MARKET UPDATE**

By Lambros Papaeconomou, US Correspondent, Lloyd’s List

Photos courtesy of Gail Karlshoej

**Special Thanks to Moran Shipping Agencies!**

We were pleased to welcome to this CMA lunch Margaret Gorton from Moran Shipping Agencies in Providence, RI, who joined CMA ever-present Bob Ryke at the lunch.

Moran Shipping Agencies graciously sponsored the jerseys for this year’s CMA Coed Softball League – thanks again Moran for your support!
Spending more time on data rather than shipping?

Marine Money Greek Ship Finance Forum
Oct. 14, 2015 – Athens Ledra Hotel, Greece

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**Call for Papers**

The Connecticut Maritime Association (CMA) and the CMA Education Foundation is seeking entries from students attending American maritime colleges and universities with programs and/or courses that deal with shipping, international trade and marine transportation.

The Connecticut Maritime Association, Inc., is a not-for-profit organization established in 1984 and has an educational mission. It is an association of individuals representing every aspect of shipping and international trade, both ship and cargo interests.

CMA’s annual Trade Show and Conference, March 21-22-23, 2016, will feature a session entitled “Student Research Presentations on the Business of Shipping” on Tuesday, March 22, 2016. To qualify a student must be an individual working towards a Bachelor or Master’s degree in a U.S. university.

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 of 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

www.iss-shipping.com

Inchcape Shipping Services is one of the world’s leading maritime services providers. Covering every key port worldwide through our network of almost 300 offices across 65 countries, we provide an unparalleled global resource, delivered locally and catered to the individual needs of our diverse customer base across the oil, cruise, ferry, container and dry-bulk commodity sectors.
• 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 11, 2016. Submissions are to be e-mailed only. Feel free to contact 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

SCI Mountain Challenge 2015

Last month, 135 competitors met in Sunday River, Maine to take on the SCI Mountain Challenge. Hosted for the second time by The Seamen's Church Institute, the challenge covered over 22 miles and countless beautiful views and tough climbs. While the trails tested our endurance and strength, the days were made exciting and fun not only by the great company from a variety of sectors within the maritime industry but by the amazing team at Untamed Adventure. Our checkpoints were peppered with maple syrup shots, bowline knot races and other challenges to help push us through the two days of hiking.

This fun weekend in beautiful Maine was more than just an excuse to get out of the office; it was an opportunity for the maritime community to support our seafarers and raise money for the programs that SCI provides them with. Together, we raised over $504,000. Baere Maritime, the winning team both on the mountain and in their fundraising efforts, raised over $45,000. Congratulations to all of my fellow competitors! A special thank you to the SCI team for hosting such a fantastic event! Hope to see you all in 2017!

Photos courtesy of Rev. David M. Rider
By Hugh Turnour England

World War II – New York

Cam Smith’s brother, Sampson, then lived in New York and he, with his charming wife Eunice, were immensely kind to me at their flat on Park Avenue. They now live in Connecticut and I still hear from them at Christmas. I stayed at the Commodore Hotel on Grand Central Station and was recommended on a Sunday to go to church to St. Patrick’s on 5th Avenue.

I mention this as I heard the most remarkable sermon I have ever heard in my life. Briefly, the parson referred to one of their destroyers which had been sunk recently by a mine when two of the husbands of members of his congregation had lost their lives. He said one of the wives had just been to see him, making the point that “She had not come to ask his help on her own behalf, but for her friend who was taking her troubles rather hard.” It was a marvelous sermon.

The reredos (ed: “a screen or decorated part of the wall behind an altar in a church”) was modelled on that of Winchester Cathedral and it was crammed. After the service I was approached by a bevy of young ladies who said “We know you are not allowed to write proper letters home, but Commodore if you would give us your wife’s address we will write a full account of having met you and telling her you are well.” This is yet another example of the kind and thoughtful nature of Americans as a whole, which anyone will find out if they go there. Many of my friends have found this out who hesitated to believe it before they went to the U.S.A.

I feel I must mention that it was while in New York I received a telegram from my wife congratulating me on being awarded a D.S.O (Distinguished Service Order).
could not help wishing my dear Mother had been alive for she had been so disappointed when I was not given one at the Dardanelles. I had told her that Roger Keyes had said they were limited in number and I had received early promotion.

Washington, D.C.

Beyond the wonderful kindness extended to us in New York and especially to me at Newport, the highlight of my visit at that time was undoubtedly an invitation to stay a few days with Lord Halifax at the British Embassy in Washington. While there he invited various interesting persons to meet me including Mr. Frank Knox, Secretary of the Navy, and the Minister in charge of Aircraft Production.

I remember a most interesting dinner party when we discussed the war in all its aspects, I doing most of the listening. I was delighted to note the respect with which they treated Lord Halifax. In fact he was very popular with everyone. He also showed me copies of some of his dispatches to the Foreign Office, one of which at least showed he did not mince his words when the occasion arises. This one referred to a well-known man, a columnist named Walter Lippmann, who was clamoring for an early peace. He called him a pestilential pacifist which I think clearly indicated his feelings about him. There was another dispatch about an island in the British Solomon Islands that had been captured by American Marines after suffering very heavy casualties. Lord Halifax wanted to give it to them as a memorial of their gallantry but sadly our Government would not agree.

One of the places he advised me to see in Washington was the Art Gallery presented by Mr. Mellon to the Nation. Every room was built to show pictures to their best advantage and I shall always be glad to have seen it. I left the Embassy with the feeling that our country owed a great deal to Lord Halifax who gained the respect of all classes in America, and my good fortune in being a friend of this great man.

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Anne at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@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

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**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

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**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.

Contact: Evan Sideris, MBA, AMMS
Cell: 617 694 1594
E-Mail: Evan.Sideris@gmail.com

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**JOB MART**

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](http://www.cmaconnect.com)

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**Characteristics of Situations Wanted**

- 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
**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

(S15-010)

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**Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.**

I am a highly motivated team leader/collaborator with excellent communication and organizational skills. I possess substantial experience providing clerical, administrative, and operational support at several maritime shipping and logistics companies, as well as government contract administration, to include policy and system quality control audits and off-site inspections.

Position wanted in vessel operations, safety and compliance, quality assurance, or cargo insurance, handling, and claims. Available immediately.

Easy access to Rockland and Westchester Counties (NY), north Bergen County (NJ), Stamford CT area, and NYC. Willing to travel – possess valid US Passport and TWIC.

Proud graduate of the SUNY Maritime Graduate/License program (MS Transportation Management + 3rd Mate License), with 3rd Mate experience aboard several commercial vessels.

Resume and references available upon request.

Contact: Charles Panossian

Telephone: 1 (201) 988 9602

Cell: 1 (201) 988 9602

(S15-03)

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**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: maritimeGC@gmail.com

(S15-07)

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**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

(S15-01)

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**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.

Cell: 914 552 0072

E-Mail: maritimeGC@gmail.com

(S15-10)

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

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

During law school, I clerked at the United States Coast Guard Judge Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.
Willing to travel. Willing to relocate.
Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: drsabghir@gmail.com

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

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

Candidate 13: Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen's Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: rnigel.pritchard@gmail.com
robertpri.14@sunymaritime.edu
Cellphone: 646-378- 8446

Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.

Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Preparing and reviewing entries that would be used for Statement of Facts.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only $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 ship building 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.
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

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

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

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 J: Tanker Vessel Technical Superintendent
Highly successful tanker owner/operator is seeking a Technical Superintendent to join the team that provides management oversight for a fleet of vessels which includes VLCC, Suezmax, and Aframax ships.

Position Summary
The Technical Superintendent will supervise vessel technical management companies to maximize their performance in the categories of vessel reliability, regulatory compliance, commercial excellence, and financial control. The position will be based in the New York office and report to the Fleet Manager.

General Duties and Responsibilities
Oversee technical management company performance including technical solutions, repairs, vetting, dry-docking, and energy efficiency.
Actively support Company Environmental Compliance and Safety Program.
Monitor technical manager crew selection process and ascertain that officers are qualified, suitably trained, and aligned with the safety, quality, and commercial objectives of vessel owners.
Monitor daily vessel operation to warrant that technical managers are optimizing vessel performance.
Communicate and interact with New York based commercial operations department to confirm that vessels are meeting customer requirements.
Initiate corrective action as needed.
Assist Fleet Manager to establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives.
Attend vessels to observe manager performance and quality of onboard staff/operation.

Qualifications
Candidate should have a minimum of ten years of experience in the marine industry. Sea going service as a senior engineering officer aboard oil tankers and/or experience as a tanker vessel superintendent/fleet manager is preferred. Ideal candidate will be a maritime college graduate.

Contact: Karen Niro,
Human Resource Manager
Company: Gener8 Maritime Inc.
Address:
299 Park Avenue, 2nd Floor,
New York, NY 10171
E-Mail: hr@gener8maritime.com
Website: www.gener8maritime.com/
**Position K: Marine Compliance Manager**

**Description of Duties:**

The MCM is appointed as the Designated Person Ashore, Management Representative for Quality and Designated Person for Safety to ensure the safe operation of each vessel and to provide a direct link between McAllister senior management ashore and those aboard.

The MCM is responsible for monitoring the safety and pollution prevention aspects of the operation of each vessel and ensuring that adequate resources and shore based support are applied as required.

Specific duties include, but are not necessarily limited to the following.

- Travel to company Branch Ports to inspect the fleet and work with vessel crews and local staff to ensure they have the skills and resources necessary to achieve the company’s engineering, human resources, operational, quality, safety, security and environmental goals.
- Design, customize, implement and maintain computer programs and business processes by analyzing requirements, constructing workflow diagrams, studying system capabilities, writing specifications, and managing projects.
- Communicate effectively with boat crews and shore-side staff. Act as a resource in fielding safety suggestions and proposed Corrective and Preventive Actions.
- Prepare technical reports as required and defined by the President, based on data collection, direct inspection and/or interviews with associated functionaries, to be carefully analyzed and presented to include a summary of relevant information and a notation of trends related to the subject at hand.
- Review customer feedback, vendor information, incident information, corrective action reports, and make recommendations for continuous improvement. In addition, responsible for day-to-day management of internal audit program, environmental protection and vessel security programs.
- Under the direction of General Counsel, conduct investigation reports for Class A Incidents and prepare Lessons Learned reports.
- Electronically submit annual Discharge Monitoring Reports to the EPA for compliance with the 2013 Vessel General Permit.
- Report to the President with regard to the performance of all shore-side support entities, programs and systems, including:
  - Human Resources;
  - Sales and Marketing;
  - The Quality and Safety Management System;
  - Engineering;
  - Administration; and,
  - Information Technology.
- Other duties as may be assigned.

**Minimum Requirements:**

- A USCG License, MMD, and TWIC.
- Prior experience aboard US Flag vessels.
- Some background in software development process, information analysis, and promoting process improvement.
- Prior experience auditing and conducting training in a marine environment.
- Superior communication, presentation, and information technology skills.
- Have a thorough knowledge of company, industry, and regulatory standards for the operation and maintenance of towing vessels with ability to apply that knowledge to investigations and engineering problem solving.
- Understand the theory and practice required for ISPS, MTSA, AWO RCP, ISM and ISO 9000 certification.
- Bachelor’s degree in a relevant field.

**Compensation and Benefits:** We offer competitive salaries, team oriented working environment and a comprehensive benefit package including:

McAllister Towing is an Equal Opportunity employer dedicated to diversity in the workplace. McAllister Towing is an E-Verify Employer.

Contact: Amber N. Watters,
Corporate Recruiter
Company: McAllister Towing
Fax: 1 757-545-3511
E-Mail: awatters@mcallistertowing.com
Website: www.mcallistertowing.com

Notes: You may apply for this job online at www.mcallistertowing.com or by fax. (When applying online please attach a cover letter with salary history along with your resume.)

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**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](HW10-15)