UP COMING EVENTS

SAVE THE DATES

OCTOBER 2016
Thursday, October 27, 2016
CMA Speaker Luncheon
Speaker: Ralph K. Markarian PhD,
Sr. Principal & Sr. VP, CARDNO
Money, Money, Money:
Why Spill Response REALLY Matters!
Recent and Future Directions Associated with Natural Resource
Damages and Spill Response in the Post Deepwater Environment

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
CMA Members: $50 / Non-Members $60

Thursday, October 27, 2016
CMA Halloween Happy Hour
Sign of the Whale
6 Harbor Point Road, Stamford, CT 06902
Sponsored by the CMA with the first drinks on us up to
$1,500 total and appetizers too!
Get in the spirit and dress for Halloween – there will be a
Costume Contest and prizes! If not wearing a costume we ask for
a $5 cash donation (for the CMA Education Foundation!)
No RSVP necessary –
All CMA Members in good standing are welcome

NOVEMBER 2016
Tuesday, November 15, 2016
5th 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: Cesare d’Amico, CEO of
d’Amico Società di Navigazione S.p.A.
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!

President’s Notes

Your CMA is back into its usual, interesting fall program
of events, and there is plenty to talk about, and to look
forward to.

We were so pleased to see so many of the membership
come out to attend the September Education Luncheon.
Those of you who were unable to attend missed a really
fascinating discussion moderated by former CMA Intern
Matt McCleery (The Shipping Man), with panelists Rich
du Moulin, Robert Bugbee and Per Heidenreich. If you had
ever wondered how these industry luminaries got their
start, this was your opportunity. I must say, that I have
never attended a CMA lunch where the attendees were as
quiet as they were at the September lunch, with the whole
room really hanging on the panel’s every word. Thanks
again to our moderator and panelists for their participation
– the discussion was funny and insightful, touching on

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For Reservations for CMA Events please call Emilie at
+1.203.406.0109 Ext 3725 or email eengh@marinemoney.com
many aspects of shipping, career paths, what drove some of their decisions, and more.

It was also a great day for the students. If you are not aware of the great work being done by the CMA Education Foundation, you should know that at the luncheon that day, multiple scholarships of $1,500 were presented to students, and for the first time, a student received a $10,000 scholarship. This work is directly supporting our future generations of shipping professionals, and I would urge all of the membership to get involved. Check out their website at www.cma-edu.org to learn more about the Education Foundation, and notice the big “DONATE NOW” button on the home page. It is a worthy cause, indeed. Bravo Zulu to the CMA Education Foundation Board – they are working very hard to fulfill the Foundation’s mission, and they put together a great panel of speakers for the September lunch. Please do what you can to support them, and the Foundation’s mission.

One of the things that really struck me during the panel discussion at the September lunch, was the fact that although Rich, Robert and Per are all fierce industry competitors, it was very clear that they are also friendly competitors. We had a chance to understand how the lives of these three industry leaders have been intertwined over the years, and what was clear, among other things, is that these people have a great deal of respect for one another.

Respect is such a critical aspect of our industry. You may remember last month when I wrote that shipping is a relatively small industry with a long memory, and that principles regularly do business with clients and competitors alike, and that we prefer to do business with those that we like. This is the reality of our business, and it only makes sense. We are at our best, and our business is at its best, when there is a certain level of respect between the parties doing business. This doesn’t mean that we won’t argue over doing a little better on a freight rate, pushing to get a clause we need, or do our best with a demurrage claim. However, it does mean that there is an implicit understanding that our counterpart on the other side of the deal is also a shipping professional, and should be treated accordingly.

It means that we understand that we all use the same definitions of maritime nomenclature, that we all understand how to read a charter party and clauses, and that we all know what is standard industry practice for a given situation. To assume any less of your counterpart would simply be disingenuous, and to do so over and over again would likely leave one to be a counter party of last resort, and honestly, who would want to be that. I would suggest that our panelists really exemplify the sort of respect for one
another that can only be beneficial to our cherished industry, that makes us stronger as a group, and that we should all strive to emulate. I believe that our industry is too small to act otherwise. As an old friend of mine once said jokingly, “Can you load acid into an epoxy coated cargo tank? Sure. You can do it once. You can do anything once.” And so it is true with the way we act towards our counterparties. You can treat them disrespectfully once, but it becomes a problem if it is done repeatedly in this small community of ours. If I had to choose just one take-away from our panel discussion, it would be that one can be respectful of ones competitors and counterparts, and rise to the very top of our industry while doing so.

As I said earlier, we are off to an interesting fall program, so please mark your calendars for all of our upcoming events.

October 27th will be a busy day for the CMA membership. It will begin with our next luncheon event, where we will welcome Ralph K. Markarian, PhD, who will speak about oil spill response, and the Deepwater Horizon incident, with which he was involved. It should be a very interesting presentation. We will then follow up in the evening with a cocktail event at Sign of the Whale in Stamford. Please be on the look out for complete details – we think that this will be a great event for the CMA membership.

Our annual Manhattan luncheon will be at the Yale Club on November 15th, where we are very pleased to be bringing Cesare d’Amico to speak. Cesare is, among other things, the Chief Executive Officer of d’Amico Società di Navigazione S.p.A., and we really appreciate the support that he and d’Amico are showing the CMA by travelling here from Italy just to spend some time speaking to us. It is worth mentioning, as well, that for the past few years, The d’Amico Shipping Group have also been sponsoring the award money for the annual CMA Essay Contest that takes place each year at the CMA Conference. We really appreciate the d’Amico’s commitment to the current industry through the CMA, and their commitment to the future of the shipping industry through the CMA Education Foundation.

Finally, for those of you that really like to plan ahead, we have now booked the CMA Christmas Party. It will be held on Tuesday, December 13th, at Sign of the Whale. As always, we will be sending out full details in due course.

Joe Gross
**MEMBERSHIP NOTES**

We are pleased to welcome the following new members.

Mr. George Belekos, Bunker Broker & Trader, KPI Bridge Oil Inc, Red Bank, NJ

Mr. Adam E. Deitz, Attorney, Tisdale Law Offices, LLC, Southport, CT

Mr. Daniel Forero Bedoya, Recent Graduate, U.S. Merchant Marine Academy, Kings Point, NY

Mr. Michael E. Sarisky, Area Manager, Chevron, East Northport, NY

Welcome aboard!

Greg Kurantowicz, Membership Committee Chair

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**FROM THE EDITOR**

ASBA’s annual cargo conference in Miami last month was a sellout. More than 230 attended from many countries and areas of expertise. There were many highlights and good presentations but I found the Keynote Luncheon Speaker, Gary Vogel, Chief Executive Officer, Eagle Bulk Shipping, Inc. riveting. Otherwise, lots of old stories, old and new friends, and a reminder that unlike the prehistoric animals, many shipping dinosaurs still tread the earth. Therein lies the difference between dinosaurs and fossils.

Besides our CMA coming attractions I noticed that SUNY Maritime is hosting an all day Maritime Security Conference on campus November 10, 2016 0800-1600. Admission is free but you do need to register. Click [here](#).

Do not forget to VOTE!

Donald Frost, Editor

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**CMA SPORTS UPDATE**

The flag football team’s season began with two losses. After some home work the team won its third game and made an incredible statement to the Stamford Recreation League with a 16 - 7 beatdown of the league’s undefeated team.

Our high impact offensive players have been Sarkis Nahigian (STATOIL), Bobby Rosano (MONJASA), Derek Damon (DIAMOND S ), Joe Garin (HEIDMAR), and Ryan Jurewicz (ISS-SHIPPING). Our defense has been lead by Shane McCarthy (Q88), Victor Andrade (FAIRFIELD CHEMICALS), Mike Lindorss (AXEON), and Liam Huvane (ODIN).

If you are located in Fairfield County and want to play please contact James Nguyen (MJLF) - contact details below.

James Nguyen, MJLF & Associates
300 First Stamford Place, Stamford, CT 06902
Phone: 203-326-2800, Cell: 617-347-5885

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**MARKET COMMENTARY**

On September 26, 2016 international accountant and shipping advisory firm Moore Stephens said that shipping confidence, at least on the part of charterers, actually improved for the second quarter in a row, according to its latest Shipping Confidence Survey which covers the three months to the end of August 2016. Their statistics are not very enlightening but, as would be expected, over capacity was the dominant theme of the comments from those that responded to their survey.

The topic of too many ships was unspoken at this year’s ASBA Cargo Conference in Miami (September 28-30) much like the name of Lord Voldemort. I wonder if those who mentioned too many ships feared the Hogwarts Dementors might visit them.

My wife is auditing a college course on the history of mathematics. She was telling me about the origins of the Fibonacci sequence (numbers), and we even talked about how it figured in the plot of Dan Brown’s book, and later film, The Da Vinci Code (the cryptex scene). The mathematics aside, I found that Fibonacci was first considering the growth of a rabbit population, and the sequence that produces so many in so a short time.
The explanation got me to thinking about the number of tankers, bulkers, Very Large Ore Carriers and Mega sized containerships that were built in the last few years. Did the shipyards employ the Fibonacci sequence?

Don’t think about that too long. It is just meant to try to get you smiling.

**BOOK REVIEW**

Reviewed by Donald Frost

“U-Boats in the Bahamas” by Eric Wiberg

We mentioned this book last month. The stories take place in the period at the start of World War II and the German Submarine Offensive of 1942. The book focuses on operations around the Bahamas.

There were 112 German and Italian submarine patrols to and around the Bahamas and Turks and Caicos Islands during WWII. 54 Submarines sank 130 Allied merchant ships. This book is the story of 10 of those ships and the 137 men who, in the effort to survive, made their way ashore in the area. As Mr. Wiberg states in his Introduction “The book seeks to depict on a most human and personal level, what happened to those men and the people that welcomed them ashore.”

From an historian’s point of view this book is edifying. We have read about the loss of ships and their crews before but this book also adds detail to the movement of the U-Boats that sank them and some details about their commanding officers and crew. I found the book a valuable addition to Harvard Professor Emeritus, Samuel Eliot Morison’s “The Battle of the Atlantic 1939-1943” (Volume One of the 26 volume “History of United States Naval Operations in World War II”). Morison’s work helps put the stories about the loss of the ships into a larger historical context.

Mr. Wiberg grew up in the Bahamas, the son of the Swedish Consult-General there. A graduate of Boston College this is his fifth book. He is employed in the shipping industry with the McAllister Towing Group. He is working on two more volumes depicting U-Boat operations along the U.S. Atlantic coast during WWII. Good job Eric.

**NAMEPA SEMINAR AND AWARDS DINNER**

2016 NORTH AMERICAN WORLD MARITIME DAY BEING HELD IN NEW YORK
NAMEPA SEMINAR AND AWARDS DINNER PART OF THE CELEBRATION

Joseph Hughes, Chairman of the North American Marine Environment Protection Association (NAMEPA), announced that the 2016 North American World Maritime Day Observance will be held on October 27th at Pier A in New York City. This year’s theme, “Shipping: Indispensable to the World” will be explored by such speakers as Jan-Willem van den Dijssel of Cargill, Dr. Sandra Whitehouse of Ocean Conservancy, Jon Waldron of Blank Rome, and Anthony Teo of DNVGL. They will be focusing their remarks on the benefits of Corporate Social Responsibility in shipping. Following the conference will be the annual NAMEPA Marine Environment Protection Awards Dinner where INTERCARGO’s Chairman Emeritus Nicky Pappadakis will receive a Lifetime Achievement Award, and Jack Buono, formerly of SeaRiver Maritime, will be presented with the Individual Award for Marine Environment Protection.

“As we look at shipping’s critical role in global trade, we also need to look at our public profile” stated Chairman Hughes. “How do we conduct ourselves in our day to day business? What image do we present to the world? What are the benefits to shipping of Corporate Social Responsibility? These are going to be addressed at this event, along with delegate participation in how shipping can better portray itself on the world stage.”

There will also be a panel on Risk Management, moderated by International Registries’ Clay Maitland. This panel will include Rightship’s Captain Anuj Chopra, Deborah Franco of Harley Marine Services, Linda Burns of the White House’s National Ocean Council, Michael Webber of Wells Fargo, and Nicky Pappadakis.

The afternoon’s seminar will conclude with an update from the United States Coast Guard by RADM Linda Fagan, followed by NAMEPA’s Annual General Meeting.

The evening will bring the Annual NAMEPA Marine Environment Protection Awards, which are given in recognition of an individual or organization’s efforts in environ-
mental stewardship as exemplified by a commitment to a program which has specific objectives set for environmental performance and improvement, and which is innovative and goes beyond minimum environmental compliance. Eligible candidates include members of the commercial maritime industry, government agencies, educational organizations, associations and individuals. Submissions are judged by the organization’s Board of Directors against the criteria behind the award.

Recipients of NAMEPA’s 2016 Awards include Harley Marine Services, the Port of Quebec, the White House’s National Ocean Council for government agencies, Ocean Conservancy for non-profits, Maritime Academy Charter School of Philadelphia for maritime education, OBOCS’ On Board Oil Containment System for innovations, NOAA’s Chemical Aquatic Fate & Effects Database for environmental products, NAMMA (North American Maritime Ministry Association) for seafarers' foundations, Wells Fargo for financial services, Jack Buono for individuals, and Nicky Pappadakis for lifetime achievement. The late Congresswoman Helen Delich Bentley will receive a special posthumous lifetime achievement award.

Tables for the NAMEPA Awards dinner, and tickets for the conference, may be obtained by going to www.namepa.net/upcoming-events/ or by calling +1.203 255 4686. Admittance is by reservation only and is limited.

The North American Marine Environment Protection Association (NAMEPA) was officially launched in 2007. NAMEPA is a marine industry-led organization of environmental stewards preserving the marine environment by promoting sustainable marine industry best practices and educating seafarers, students and the public about the need and strategies for protecting global ocean, lake and river resources. For more information, go to www.namepa.net.

Photos courtesy of: Jasmine Alvarado
From Data Chaos to Smooth Sailing – Accuritas Global Solutions

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

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SHIPPINGInsight Conference
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Big Data Award
FINALIST

Lloyd’s List
Global Awards | 2016
The Lloyd’s List Intelligence
Big Data Award
SHORTLISTED

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Athens +30.2107454628
Singapore +65.65497230
www.accuritas.com • info@accuritas.com
Another very useful facility was a fine motor boat, about 40 feet long, luxuriously fitted with six sleeping berths in which I took these and other notable people around the massive Hamburg Docks. I called it my barge and in the winter we used it to take shooting parties down river to shoot duck and snipe. The one I remember best was organised by Colonel John Dalrymple, now the Earl of Stair, then commanding a battalion of the Scots Guards. We had trouble with Gregor McGregor who would insist on getting into boggy bits and once got stuck above his waist but refused to be deterred. I remember Colonel John, as they always called him, being a very nice man who they all adored. This motor boat was the one I referred to earlier in which young Lieutenant Craigs took me down river to Cuxhaven in a thick fog steering from buoy to buoy and getting us there exactly on time much to the surprise of the Commander there.

I also made trips to Berlin and Frankfurt in the American Zone. On one occasion I nearly lost my life driving on an icy autobahn. I made the mistake of starting too early in the morning before the ice had melted, also of changing into low gear when I realized I was driving on ice. To avoid sliding over a 150 foot drop to a valley below I braked hard and the heavy Horch car threw itself around, thank the Lord the right way. I finished up on the central grass verge facing the wrong way. It was a hair raising experience. Shortly afterwards an American truck full of troops struck the same bit of ice and the driver stamped on his accelerator and got away with it.

My first visit to Berlin was made soon after the surrender. I think it was perhaps the most interesting. I stayed with John Sperling whose Brigade had been rushed forward just in time to prevent the Russians from occupying the whole city. The place seemed to be full of them, this was before the zones had been declared and they looked a pretty tough lot, mostly I should think from Mongolia, hairy men and it was interesting to see they were using horse transport. While there we were invited to attend a concert given by the Berlin Philharmonic Orchestra, still at full strength despite the war, and I thought them very good. I also met Lord Strang, head of our Diplomatic mission and Christopher Steel who I had known at the time of the death of King George 5th. We had some interesting talks especially with regard to the zone system, which had been decided in London and I thought was a good thing. Dividing up the old German Empire would make it less likely they would cause another time.
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

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

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com

The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering
Seeking internship and future opportunities, 5 years world-wide tankersailing 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

• Accident and Fraud Investigation
• Cargo
• Inspection of Fishing Vessels
• Commercial ABS
Swiss Re Academy:
• Marine Intermediate Certificate
• Marine Hull
• Cargo
• Marine Liabilities
Ocean Classroom:
• Semester at Sea Graduate
Contact: Evan Sideris, MBA, AMMS
Cell: 617 694 1594
E-Mail: Evan.Sideris@gmail.com (S15-08)
Candidate 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

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

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

Candidate 4: Upcoming 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 seeking 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 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: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com

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: 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: rnp777@gmail.com
robertpni.14@sunymaritime.edu
Cellphone: 646-378-8446
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: Technical Superintendent

QUALIFICATIONS & KEY COMPETENCIES:

EDUCATION:
- B.S. - Mechanical Eng., Marine Eng., Naval Architecture

CERTIFICATION:
- Licensed Marine Engineer

EXPERIENCE LEVEL:
- 3 to 5 years

Knowledge of vessel operations and fleet management experience
Project management experience
International dry-docking/repair experience
Flexibility to adapt to changing schedules and priorities
Able to build relationship and foster teamwork
Strong communication and organizational skills

KEY RESPONSIBILITIES:
- Monitor day to day fleet operational efficiency and performance with Ship Management Companies.
- Review and monitor vessel costs and budget variances with Ship Management Companies.
- Assist in development and review of RBT technical operating budget.
- Perform ship inspections and reports. Review monthly Managers reports and safety audit reports. Follow up with appropriate recommendations.
- Advise on technical issues for fleet operations
- Carry out audits of Ship Management Companies offices and shipboard audits.
- Prepare and review technical specifications, detailed engineering proposals, contracting for dry-docks, new building specifications, and special projects.
- As required, provide technical support and advice to the Senior Management of RBT regarding business development, vessel acquisitions, and potential new projects.

Contact: David J. Burke, VP Engineering
Company: Ridgebury Tankers
Address: Westport, Ct.
E-Mail: dburke@ridgeburytankers.com

Notes: Please reply in confidence with your resume.

Position B: Construction Supervisor

Moran Towing Corporation, a leading tug and barge services company with locations spanning the U.S. Atlantic & Gulf Coasts, is seeking a Construction Supervisor to fill a new position within our Corporate Engineering Services Group. This position will be based at a shipyard in East Boothbay, Maine but will work out of other locations as needed. The incumbent will report to the VP, Engineering Services.

Responsibilities
- Primary focus: On-site inspection of ship-assist tug new construction, ensuring that shipyards produce quality equipment in accordance with negotiated contracts.
- Recommends design modifications to ensure safety, reliability and crew comfort.
- Provides innovative ideas for supporting and advancing corporate quality and safety.
- Coordinates new vessel delivery logistics with the division receiving new equipment.
- Prepares written reports on schedules and maintains related data and statistics.
- Develops and maintains construction files from contract through delivery.
- Assists in managing owner-furnished vendors.
- Responds to warranty issues as necessary.
- Works with regulatory agencies.
- Other projects as assigned.

Qualifications

Required
- Demonstrated knowledge and application of concepts and practices in safety, marine engineering and maintenance to assist in the oversight of new construction.
- Proficiency in MS Office applications.
- Strong written and verbal communication skills and attention to detail.
- Physical ability to independently carry out inspections aloft and/or within confined spaces, which entails climbing, bending, reaching overhead, pulling and pushing; light to moderate lifting may also be required.
- Ability and willingness to travel and work after hours as required.
- Bachelor's degree in marine engineering with a merchant mariner officer's license & sailing experience.
- Comprehensive knowledge of Coast Guard and ABS regulations.
- Moran Towing Corporation is an Equal Opportunity Employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, color, national origin, religion, gender, age, disability, veteran status, genetic data, or other legally protected status.

Moran offers competitive compensation and an excellent benefits package.
Company: Moran Towing Corporation
Website: www.morantug.com

Notes: Qualified, interested applicants are required to apply online with a cover letter and resume to www.morantug.com with the subject line Construction Supervisor.

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 benefits package.

Company: TransAtlantic Lines
E-Mail: ramesh@transatlanticlines.com
Notes: Qualified, interested applicants are invited to e-mail a cover letter and resume with the subject line Technical Superintendent Position.

Position D: Bunker Broker/Trader
Merlin Petroleum, Westport, CT

Responsibilities
- Broker and trade existing client base as well as develop new customer base.
- Help administer government contracts

Qualifications/Experience
- Minimum 3 years of bunker broking/trading experience with knowledge of worldwide bunker ports and domestic/international suppliers.
- Must have the ability to negotiate prices, understand market trends, and must have an understanding of ship operations and supply.
- Must be a team player who is able to work independently and willing to work evenings and weekends.

Strong communications skills and proficient spoken and written English required. Additional languages a plus.

Other shipping related experience will be considered.

Company: Merlin Petroleum, Westport, CT
E-Mail: terri@merlinpetroleum.com
Notes: Please send C.V. to Terri Ignozzi-Little

Position E: Experienced Tanker Brokers
Primal Marine Americas LLC is headquartered in Stamford, CT with offices in Athens and Dubai. We are looking for experienced tanker brokers to expand our tanker desk.

The right candidates must have a track record, good commercial sense and self-motivation.

Primal Marine offers competitive remuneration packages with benefits.

All applications will be treated in strictest confidence.

Company: Primal Marine Americas LLC
E-Mail: giorgosastamoulas@gmail.com

nh@primal-marine.com

Notes: Please send your application

Position F: Entry Level
TradeWinds is looking for an energetic, enthusiastic and committed account manager to join its team in Stamford, CT.

With a circulation of over 8,500 subscribers in 110 countries worldwide, TradeWinds is the most widely read paid-for shipping publication in the world, with an estimated 48,000 readers. Its enviable position is the result of a dedicated, single-minded pursuit of hard-hitting and entertaining journalism.

Launched in 1990, TradeWinds has expanded its portfolio to include online daily news reporting, web TV, and conferences. TradeWinds is part of the NHST Media Group, and employs 60 staff, operating from ten offices around the globe.

Key responsibilities include:
- Building TradeWinds circulation in the Americas
- Generating new accounts and leads throughout the maritime community in your markets.
- Representing TradeWinds at industry exhibitions, conferences and events.
- Establishing strong long-term relationships with clients.
- Identifying areas of potential market growth in industry sectors/geographical regions, and implementing sales strategy

The ideal candidate will:
- Be a confident, enthusiastic and self-motivated team player.
- Have the ability to discuss current affairs with top-level management.
- Have experience from the maritime sector and/or a strong sales background.

However, this is not a strict requirement.
- Have strong presentation skills and competence in PC applications.

The position reports to the head of the Americas, and will require some travel. TradeWinds offers a good basic salary plus an uncapped commission structure; company paid medical benefits and bonus schemes based on target achievements.

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

Notes: Please send your cover letter and CV to with the subject line “Stamford Account Manager”. All enquiries will be handled with utmost confidentiality.
Position G: Marine Sales Manager
Location: Linden, NJ
Total Lubmarine, a division of Total Lubriflants 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:
• Establishes, develops and maintains business relationships with current and prospective customers in the assigned territory to generate new business
• Makes telephone calls and in-person visit and presentations to current and prospective customers
• Makes proposals for price modifications if necessary as an answer to specific customer request or anticipating the market trend for approval by the management
• Develops clear and effective written proposals/quotations for current and prospective customers after approval by management
• Coordinates sales efforts with sales management, marketing, customer service and technical services acting as a key-account manager
• Supplies management with oral or written reports on market information, customer needs, problems, interests, competitive activities, and potential for products or services
• Keeps himself updated on markets, products, technical requirements
• Participates in trade shows, conferences or conventions
• Supports recovery of unpaid invoices
Accountabilities:
• Reaching the annual sales targets
• Promoting new products and services
• Identifying opportunities and risks and proposing necessary actions
• Correct and timely reporting
Profile/Qualifications:
• Bachelor degree in Marine Engineering
• Two to three years of sailing experience desired
• Excellent communication, presentation and negotiation skills
• Knowledge about marine lubricants, their application and markets a plus
• Experience of 3 to 5 years in marine or similar industries
Contact: Ajit Gangadharan
Company: Total Lubmarine,
Tel : +1 908 374 5016
E-Mail: ajit.gangadharan@total.com

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
• Assist Sr. Design Engineer on PID preparation and review
• 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

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