

UP COMING EVENTS

SAVE THE DATES

OCTOBER 2017

Thursday, October 19, 2017

CMA Speaker Luncheon

A Practical Overview of Marine Satellite Communications: Past, Present and Future

Speaker: **Kai Madsen, Manager of Marine Satellite Sales, Mackay Communications**

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 / Non-Members \$60

Thursday, October 26, 2017

CMA Halloween Happy Hour

From 6:00 pm-9:00 pm

Sign of the Whale

6 Harbor Point Road, Stamford, CT 06902

Sponsored by the CMA with the first drinks on us up to \$1,000 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 2017

Wednesday, November 15th, 2017

6th Annual New York City Speaker Luncheon

Speaker: **Jack Noonan, CEO, Chembulk Tankers and CMA Commodore 2017**

The New York Yacht Club

37 West 44th Street, New York, NY 10036
(between Fifth & Sixth Avenues)

Check in: Model Room – 2nd Level

Cocktail Reception: 12 Noon – Model Room

Seating for Lunch: 12:45 pm – Model Room

\$115 Members/ \$130 Non-Members

Pre-payment required for this one by check or credit card.

PLEASE RESERVE EARLY AS THE NYC LUNCH ALWAYS SELLS OUT!

For Reservations for all CMA Events please call Lorraine at +1.203.406.0109 Ext 3717, or email conferences@cmaconnect.com or LParsons@marinemoney.com

PRESIDENT'S NOTES

In last month's CMA newsletter, you might recall that we were waiting on Hurricane Irma to make landfall. Since then, Hurricanes Jose, Katia and Lee have also come and gone, Maria devastated Puerto Rico, and Nate came ashore in the US Gulf as a Category 1 hurricane. This has been an active hurricane season, to say the least. As so many want to do, the CMA Board wanted to make sure that the CMA did its part to assist as well, and we decided to make a donation to The Coast Guard Foundation. The brave and dedicated men and women of the US Coast Guard are always at the tip of the spear during every natural disaster, providing rescue and relief wherever and whenever it is needed. These people also live in the same communities where they are working, and so while they are out in these storms, focused on their jobs, their homes and property are taking a beating just like everyone else's. The Coast Guard Foundation will be using this money to support

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• CMA INFORMATION •

OFFICERS

PRESIDENT

Joe Gross
P: (203) 274-1558
Email:
joey.gross@gmail.com

VICE PRESIDENT

Chris Aversano
P: (203) 570-3871
Email:
chris.aversano@braemar.com

SECRETARY

Marina Critides
P: (203) 918-6908
Email:
mcritides@msn.com

TREASURER

Nick Sofos
P: (203) 543-9104
Email:
nick@grotonpacific.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Greg Kurantowicz
P: (203) 843-3719
Email:
gkurantowicz@associatedasphalt.com

PLANNING & ADMIN

Larry Liu
P: (201) 887-0498
Email:
captlarryliu@gmail.com

SOCIAL

Bobby Rosano
P: (617) 699-9268
Email:
rro@monjasa.com

COMMUNICATION

Jess Hurwitz
P: (914) 525-2734
Email:
jess.hurwitz@gmail.com

EDUCATION

Kevin Breen
P: (203) 550-5552
Email:
kbreencma@gmail.com

MEMBERSHIP LIAISON

Kim Edwards
P: (203) 548-7444
F: (866) 548-7720
Email:
cmamembership@gmail.com

E-MEDIA

TBA

**THE CMA HOME PAGE ADDRESS IS
www.cmaconnect.com**

LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost
P: (203) 406-0109 • F: (203) 406-0110
Email: Editor@cmaconnect.com

JOB MART: Lorraine Parsons/Cari Koellmer
Email: conferences@cmaconnect.com

EVENTS & WEB: Lorraine Parsons
Email: conferences@cmaconnect.com

those in the US Coast Guard who have suffered losses to their homes and property, and what makes our donation even more gratifying is that an anonymous donor had pledged to match certain donations for a period of time, during which we made our donation, and so The Coast Guard Foundation actually got twice the benefit of what we were able to donate. This is a small way for the CMA to thank and support those in the Coast Guard for their service.

My thanks to Beth Wilson-Jordan for moderating the recent CMA Education luncheon. We were joined by Per Heidenreich and Peter Evensen who, of course, did not disappoint. I can only continue to encourage our members to attend these lunches, to meet those in the next generation of the shipping community, and to have the opportunity to gain the tremendous insight that people like Per and Peter are so willing to provide. I am certain that all of the attendees, student and industry professional alike, left that event a little bit the wiser than when they arrived, thanks to Per and Peter – we are grateful for their participation, indeed.

Our next luncheon is going to be on Thursday, 19 October, and our guest speaker will be Kai Madsen of Mackay Communications. He will present us with “A Practical Overview of Marine Satellite Communications” which will no doubt be very interesting. The following week will be CMA’s Halloween Happy Hour, from 1800-2100 at Sign of the Whale in Stamford. CMA will be sponsoring the first \$1,000 of drinks and appetizers. The event is free for all CMA members in good standing in costume, and we ask for a \$5.00 donation for those not in costume, which will benefit the CMA Education Foundation.

Please remember to take advantage of the CMA Membership Roster, located on the CMA website here: <https://members.cmaconnect.com/members/>. The roster is there for you, our members, and we hope that our members utilize it for their benefit. And, we can make this roster an even better tool for the membership, by encouraging others to join the CMA, which we add more depth and breadth to the base of knowledge contained within the membership of the CMA, and the roster. By helping us to grow the organization, you also help to increase its value.

Joe Gross

From Data Chaos to Smooth Sailing – Accuritas Global Solutions



See Accuritas at

SHIPPINGInsight 2017

Oct 10-12, 2017

Marriott Hotel

Stamford, CT



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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- Big Data and IoT Projects
- Consulting and Change Management
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US Headquarters (NY) +1.845.226.8400 Athens +30.2107454628
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FROM THE EDITOR

There will be more said of last month's Education Lunch elsewhere in this issue. Suffice to say it was inspiring. I enjoyed speaking to the students and some parents who had joined us. Perhaps the best part was the comments from former Commodores Per Heidenreich and Peter Evensen. Well said, gentlemen.

As I write this the clean up from the last three hurricanes still occupies much of the news. I have been surprised at the wide spectrum of media that seldom if ever before dealt with the Jones Act and waivers thereto. The article in the Wall Street Journal's Weekend Opinion section (October 7th) was good but missed the impact the JA has on the national economy. The Washington Post's piece Friday September 29, 2017 by Ilya Somin titled "The Jones Act and the perils of political ignorance" seemed to cover the most ground on the topic. Permit me to extract a few sentences that caught my attention.

"The costs the Jones Act inflicts on consumers and the US economy as a whole vastly outweigh the benefits it creates for US shipping interests."... "All this raises the question of why the Jones Act has persisted for a century, and why—even now—Congress has not acted to repeal it." The most likely reason is "because the vast majority of voters have never even heard of the Jones Act, much less understand the costs it imposes on the economy." Those costs are in the billions of dollars each year but are not recognized as such because they are diffuse (i.e.- spread over a very large number of the products and goods). Nonetheless the cumulative effect has a chilling effect on the national economy.

If so then why have so many new JA tankers been built? Energy (gasoline and heating oil) is virtually "price inelastic". That is, an increase or even decrease will not demonstrably affect consumption. However, agricultural, manufactured and consumer goods are "price elastic". Almost any increase will result in either less consumption or sourcing from different suppliers. In the case of products that move by water (90-95%) the supplier is usually off-shore. Since the Act only affects US to US shipments, the added transportation costs make US manufactured, and even

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some agricultural products (*See below for an example) and manufactured goods uncompetitive in the US. If US consumers buy foreign goods of similar quality to those that can be made in the US they effectively export US jobs overseas. Of course, since so many different products are involved, the process is not quite as simple as I have described. Nonetheless, the impact is measureable and unnecessary.

The Washington Post summarizes: "Political ignorance is very difficult to overcome". I suggest you read "The Jones Act and its discontents" in this issue. No politics, just facts! I attended the Association of Shipbrokers and Agents (ASBA) 15th annual Cargo Conference in Miami at the end of September. It was a sell-out crowd with people from all over the US and many countries in Central and South America. I have been to quite a few of these events and each one gets better and better. This year feelings about the future were mixed at best. I think the feeling can be summed up in a comment by Simon Bennett, the International Chamber of Shipping's Director, Policy and External Relations as reported by Nicola Goodwin, Executive Editor of IHS Fairplay in their July 20th edition. "The bigger concern for the global industry today is the

impact on trade of President Trump." I'll assume this is a reference to his deglobalization statements.

Donald Frost

**An example: For decades after WWII a bulk carrier conversion of a T-2 tanker (16,000 dwt) hauled bulk rice from California's Sacramento River to Puerto Rico and returned via Tampa with fertilizers for Imperial Valley farms. When the ship reached the end of its useful life the cost to replace it in a US shipyard more than doubled the freight rates and the delivered costs for both products became uncompetitive with alternatives. In the fertilizers case the phosphate rock raw material originated in Morocco, was transported to Norway to be processed into a fertilizer, and then transported from Norway to the Sacramento River. In spite of the longer distances this was still cheaper than moving the material from Tampa. The California rice farmers did not fare any better than the US fertilizer industry. Puerto Rico found the delivered price of its rice from Thailand to be cheaper than rice from California moved in a US built ship. US built ships in the 1960's were about twice the cost of foreign built ships. Today US shipyard prices are between 3 and 5 times greater than those anywhere else in the world.*

"There is Posidonia, Nor-Shipping and CMA Shipping"

SHIPPING 2018

SAVE THE DATE!!

March 12, 13 & 14, 2018

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@cmconnect.com OR visit us at www.cmashipping2018.com

There are other examples with similar outcomes for US farmers, shore labor and seafarers (the higher the price the fewer ships and the fewer seafaring jobs).

Coming attraction- SUNY Maritime College Wednesday October 18th at 3 PM

Presentation- "Culture, Morality and Ethics: The Interplay between Belief, Behavior and the Objective World"
Speaker: Dr. Larry Howard, PhD.

CMA EDUCATION FOUNDATION AWARD WINNERS 2017

Thank you for all who attended this year's CMA Education Awards Lunch on September 21. We were honored to have Per Heidenreich and Peter Evensen, both past CMA Commodores, provide some invaluable insights to the students present and the industry attendees! Thank you to CMA EF VP and past CMA President, Beth Wilson-Jordan, for moderating the event.

The CMA Education Foundation Scholarship Award Winners this year were:

1. Trevor Webb - \$10,000 winner
Graduate of Greenwich High School
SUNY Maritime Class of 2021
2. Thomas Gallagher - \$5,000 – 2nd Place
Graduate of the Sound School, New Haven, CT
Mass Maritime Class of 2021
3. Charlie "Stan" Sokolowski - \$3,000 – 3rd Place
Graduate of New Canaan High School
Mass Maritime Class of 2021



In addition, the five \$1,500 scholarship recipients were :

- Isabella Kent – SUNY Maritime Class of 2021
- Devon Gamba – SUNY Graduate Program May 2019
- Andy Mayhew – SUNY Maritime Class of 2019
- Daniel Cummings – SUNY Maritime Class of 2021
- Michael Gold - Leesville Road High School, NC, SUNY Maritime Class of 2021

Congratulations to all!

MEMBERSHIP NOTES

Please welcome our new members.

Mr. Anthony DiMare, CEO, Nautilus Labs, New York, New York

Mr. Giuliano DiNino, Controller, Clipper, Stamford, Connecticut

Mr. Noah Jaffe, Associate, Reed Smith LLP, New York, New York

Mr. Bradford Molden, Ship Operator, Statoil Marketing and Trading (US) Inc., Stamford, CT

Mrs. Michelle Reina, Assistant Dir. Career Services, SUNY Maritime College, New York, NY

Ms. Rosemary Ryan, Asst. to Provost/Graduate Student, SUNY Maritime College, Bronx, NY

Welcome aboard.

Greg Kurantowicz, Membership Committee Chair

"THE JONES ACT AND ITS DISCONTENTS - PART I"

As we found out in February 2006 when Congress investigated the sale of P&O Ports leases of terminals in six major US ports to Dubai Ports World, definitions are important. Congress insisted that the United Arab Emirates was BUYING US ports while that was not at all the case. The Post HARVEY, IRMA and MARINA hurricanes furor over Jones Act waivers also invites definitions and some background. I want to thank my friend Mike Hansen of the Hawaii Shippers Council for this research. There is a lot more history which will appear next month.

Cabotage

The Jones Act is the informal name for one of several domestic U.S. shipping laws of the kind known generically around the world as “cabotage” and more specifically as “maritime cabotage.”

The word “cabotage” comes from the Portuguese and Spanish “cabo” meaning cape

From that root, the French coined in the 18th Century the term “caboter” meaning a person sailing for commercial purposes along the coast – essentially sailing between the capes – in what is also known as a coasting trade.

Around the year 1800, the term “cabotage” came into use in French meaning domestic waterborne transportation and the legal right to engage in that activity. Since then, the concept of cabotage has spread worldwide and applied to the regulation of other modes of transportation including aviation, railroads and road trucking (motor carriers).

Today, virtually all coastal and riverine nations have enacted maritime cabotage laws restricting the use of foreign vessels to various extents in their domestic trade. However, the U.S. maritime cabotage regime is universally regarded as the most restrictive in the world.

Navigation Laws

The antecedents of maritime cabotage are the English mercantile, navigation and trade laws of the late 14th through the mid 19th centuries. The first English mercantile law regulating shipping was enacted 1391 and restricted the import and export of merchandise to ships owned by the King’s subjects. A 1498 law required that the ships must be English-built and a majority of the crew English-born.

The first English Navigation Act was enacted in 1651 to restrict trade between England and its colonies to English ships, and lead to a series of such acts over the next 200 years amending the law. These acts were repealed in 1849. The Navigation Laws were a source of disagreement with the American Colonies, whose merchants wished to use ships of other nations when convenient to their activities.

These kinds of laws became known universally in the 18th Century as “navigation laws.” The early U.S. shipping laws enacted after ratification of the Constitution in 1788 by the first Congress were also referred to as navigation laws.

The History of U.S. Maritime Cabotage Laws

The U.S. has had maritime cabotage laws since the first Congress met during its 1789 – 1791 session (i.e., the first session after ratification of the Constitution in 1788). That first Congress of the U.S. enacted two maritime cabotage laws modeled largely on the English mercantile and navigation laws and were known at the time in the U.S. as “navigation laws.” These two navigation laws were enacted prior to the Bill of Rights. During the 19th Century these kinds of navigation laws became known in the U.S. as the “coastwise laws.” It does not appear from the literature that the term “cabotage” was regularly used in the U.S. until the 20th Century.

During the 19th Century several more navigation or “cabotage” laws were enacted and the term “coastwise laws” came in to use as a legal term in the U.S. The Act of March 1, 1817 prohibited the use of foreign flag ships in the coastwise trades and the transportation of merchandise "from one port of the United States to another port of the United States in a vessel belonging wholly or in part to a subject of any foreign power." The Act of July 18, 1866, prohibited the transportation of merchandise by foreign flag ships between two ports of the U.S. by way of transshipment at a foreign port on the western frontier. This prohibition on transportation by foreign flag ships via a foreign port was extended in 1893 to all areas of the U.S.

During the 20th century, a series of six Merchant Marine Acts were enacted that largely defined the U.S. maritime policy through the present time.

The Merchant Marine Acts

These six Merchant Marine Acts (MMA) acts of the 20th Century are in chronological order:

1. Act to Promote the Welfare of American Seamen in the Merchant Marine of the United States of 1915, also known as La Follette Seaman’s Act of 1915 and Furuseth Act
 - Enforced better working conditions for seamen on U.S. flag vessels over 100 gross tons operating on oceans
 - Although not given the MMA title, the La Follette Seaman’s Act is generally regarded as the first in the MMA series
2. The Shipping Act of 1916 also known as the Merchant Marine Act of 1916 and the Alexander Act
 - The first comprehensive federal program to support the U.S. maritime industry

- Established the U.S. Shipping Board (USSB) with both promotional and regulatory powers (abolished 1936)
 - Expand US fleet through the Emergency Fleet Corporation (FEC) construction subsidies largely for the Great War, i.e., World War I (1914 through 1918)
 - Ocean mail contracts for U.S.– built U.S.-flag ships in foreign trade providing operating subsidies
 - Required 75% U.S. citizen ownership of U.S. flag vessels & Restricted the export of U.S. Flag, U.S. Built vessels
3. Merchant Marine Act of 1920
 - Sell off WWI-built ships to U.S. citizens (Sec 7)
 - Expanded construction loan fund (Sec 4) for U.S. built ships intended for the foreign trade
 - Expanded ocean-mail contracts, which were in effect operating subsidies, for U.S. built U.S. flag ships in foreign trade
 - Restated maritime cabotage provisions for the transportation of merchandise (i.e., cargo) (Sec 27)
 - Established seamen’s rights (Sec 33) a.k.a. Jones Act seamen’s rights
 4. Merchant Marine Act of 1928 also known as the “Jones-White Act”
 - Expanded the subsidy provisions of the 1916 and 1920 Acts as U.S. flag fleet continued to decline.
 5. Merchant Marine Act of 1936
 - U.S. Maritime Commission (MARCOM) (abolished 1950) replaced the USSB of 1916
 - Construction Differential Subsidy (CDS) & Operating Differential Subsidy (ODS) (repealed 1986)
 - Title XI Federal Ship Financing Program – a construction loan guarantee program
 - Capital Construction Fund (CCF) – a tax privileged set aside account for building ships in U.S.
 6. Merchant Marine Act of 1970
 - Amended the 1936 Act with the goal of reversing the decline in the U.S. seagoing fleet
- Passenger Vessel Services Act of 1886 (46 U.S.C. 55103) – commonly known as the “Passenger Jones Act” -- regulates domestic passenger carriage by water
 - Foreign Dredge Act of 1906 (46 U.S.C. 55109) – regulates domestic dredging and prohibits dredging in US waters by dredges not coastwise compliant
 - Section 27 of the Merchant Marine Act of 1920 (46 U.S.C. 50101) – commonly known as the “Jones Act” – regulates domestic cargo or “merchandise” carriage by water
 - Section 466 of the Tariff Act of 1930 (19 U.S.C. 1466) – imposes an ad valorem duty of 50% on repairs made to U.S. flag vessels in a foreign place. The Tariff Act of 1930 is also known as the Smoot–Hawley Tariff. The purpose of this law was to force the owners of U.S. flag vessels to effect repairs in U.S. not foreign shipyards.
 - Towing Statute of 1940 (46 U.S.C. 55111) – regulates domestic towage (including towing, tug assist, push towboats, anchor handling, etc.)
 - Section 4370 (d) of Public Law 76-599, Salvaging operation by foreign vessel, prohibited, June 11, 1940 (46 U.S.C. 80104), prohibits marine salvage in U.S. waters by foreign vessels
 - Public Law 84-714, “An act to amend the shipping laws, to prohibit the operation in the coastwise trade of vessels rebuilt outside the U.S.,” July 14, 1956 (46 USC 12101 (a) and 12132 (b)), commonly known as the “Second Proviso of the Jones Act” – denies coastwise privileges to previously Jones Act compliant vessels “rebuilt” at a foreign place
 - Nicholson Act of 1950, September 2, 1950 (46 U.S.C. 55114, Unloading fish from a foreign vessel) – prohibits the discharge of fisheries catch in U.S. by foreign vessels
 - Magnuson-Stevens Fishery Conservation and Management Act of 1976 as amended (16 USC Chapter 38 (Sections 1801 – 1883) Fishery Conservation and Management) -- Established U.S. 200 nautical mile Exclusive Economic Zone (EEZ) excluding foreign fishing vessels as of 02/28/1977.
 - American Fisheries Act of 1998 (Incorporated in the Omnibus Consolidated and Emergency Supplemental Appropriations Act, 1999 (Public Law 105-277), 46 § 12113. Fishery endorsement (2006)) – raised the citizen ownership for fisheries vessels from 51 to 75% and placed enforcement under the U.S. Maritime Administration (MARAD).

U.S. Maritime Cabotage Laws

The Jones Act is one of several U.S. maritime cabotage laws, which are formally known in U.S. jurisprudence as the “coastwise laws of the United States,” covering commercial vessels in the coastwise trade and fishery trade, and notably include as follows:

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.

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

SITUATIONS WANTED

Candidate 1: Experienced Regulatory and Compliance Executive

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

Regulatory, Quality, and Compliance

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it's services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

Underway Experience

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations

- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

Certifications:

- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons

- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

Additional Information:

- Published writer for several trade magazines
 - Experienced in the training and development of deck officers
- Telephone: 631-626-8462

E-Mail: goodwindmaritime@gmail.com

(S17-10)

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering

Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.

On-Campus work experience (1.5 yrs)

- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)

Deck Navigating Officer: Nov 2008- July 2014

- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship's fire systems` maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

Certifications:

- Certified NWKO-2nd Mates licence holder, by Govt. of India
- Certified ship security officer
- Certification in first-aid, CPR, and advanced fire fighting
- Trained in public relations and crowd management

Additional Information:

- Participant and winner of Shell Maritime Leadership weekend at TAMUG
- Comprehensive knowledge of maritime conventions & regulations such as, SOLAS, MARPOL and ISPS, ISM, IMDG Codes etc.
- Presented research paper on Financial market impacts of disasters on shipping companies, under Dr. Mileski
- Presented research paper on Economics of Global passenger transportation under Dr. Duru
- Developed and launched a mobile application specifically for MMAL program, as marketing class project
- Adept at MS Office and decision making tools such as Palisade`s regression analysis, forecasting and problem-solving technics
- Badminton gold medalist and adroit at other games and sports
- Organised inter-college events, active participant of various tech-presentations

Contact: Aditya Ammu

Cell: 1 409-392-7338

E-Mail: adityamurthy18@tamu.edu

(S16-04)

Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations

Work Experience

REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA(NEW YORK USA) (3 Years)

International Marketing and Marine Fuels Trading.

Developing Supplier and Client Relations in a range of selected geographical areas.

Further Development of current client platform, retain and develop business.

DIRECTOR – ICS PETROLEUM LTD (VANCOUVER & MONTREAL CANADA) (5 Years)

Successfully in charge of maintaining the barge operations in Port Metro Vancouver Harbor.

Developing Supplier and Client Relations in a range of selected geographical areas.

Overall development of the office towards new sales goals.
Overseeing Staff and supporting Development.
MARINE FUELS TRADER – AEGEAN MARINE PETROLEUM SA
(PIRAEUS GREECE) (3 Years)
International marketing and marine fuels trading and brokerage
Negotiations with customers and third parties.
Handling negotiations and disputes that arise as a result of short-deliveries,
off-specification fuel, or de-bunkering, in cooperation with the quality depart-
ment
MARINE FUELS/MARINE LUBRICANTS TRADER – BALUCO SA
(PIRAEUS GREECE) (5 Years)
Bunkers and Lubricants trader
Contact: George Tzanakis
Cell: +1 347 291 62 94
E-Mail: g_tzanakis@yahoo.com (S17-01)

Candidate 4: Upcoming Graduate looking for entry- level position.
Graduating student in May 2016 at SUNY Maritime College seeking an
entry level position in marine insurance, terminals, market research or
demurrage, Ship Brokerage and sales
I will be graduated SUNY Maritime College with a degree in International
Transportation and Trade.
Coming into my senior year at SUNY Maritime I began an Internship with
Bank of America merchant services a joint venture between bank of
America and first date. I worked as an PMO intern and worked closely with
senior management and the sales team to help learn all aspects of the com-
pany.
I am willing to work within the New York, New Jersey AND Connecticut area.
I am a highly motivated worker with experience as a team leader/collabora-
tor with excellent communication and organizational skills. Will Provide
Resume upon request.
Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com (S16-09)

Candidate 5: Recent Graduate looking for entry level position
I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine
Transportation, and a Third Mate's license. I am looking for a position,
Shoreside, or on a Tug. I have an avid love of technology, and love to learn
new devices. I have experience speaking both Spanish and Japanese in
their native countries, and a stay abroad in the latter for a month. I reside in
New York, however travel is not an issue. Resume readily available upon
request. If there are any additional inquiries, I would be happy to answer
them.
Contact: Eric Peterson
Email : e182588@gmail.com (S16-05)

**Candidate 6: Licensed attorney with vessel operations and
insurance defense experience**
I am a licensed attorney with vessel operations and insurance defense
experience, seeking a role in marine insurance, legal, or operations. Open
to opportunities in the tri-state area. Can provide CV or references upon
request.
E-Mail: lawandanchors@gmail.com (S16-11)

Candidate 7: Upcoming Graduate looking for Entry- Level Position
Upcoming Graduate from SUNY Maritime College. I am currently a
Graduate Student pursuing my M.Sc in International Transportation
Management. I am seeking an entry level position in ship brokerage, ship
chartering, ship management, market research or marine Insurance.

I am interning at TBS Shipping Services Inc., where I helped in the acquisi-
tion process of bringing on 3 more ships into the company's portfolio. I also
assisted in finalizing the Port State Control inspection checklist for the mas-
ters and chief engineers of company ships to cross reference against when
preparing for anticipated inspections. In addition, I led the background
check of a Captain that TBS was looking to hire. My internship ends January
31st. I hope to continue this career path and am extremely motivated to
acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request. (S17-02)

**Candidate 9: Maritime Executive with over 20 years Drybulk
Experience**
Maritime Executive with over 20 years Drybulk Experience, looking for a
suitable position preferably in the Greater New York area (based in CT), but
for the right opportunity willing to relocate.
Experience includes:
8 years as Chartering Manager for Owner Operators (Handy/Handymax)
7 years as Chartering Manager For pure Operator (Handy/Handymax)
8 years as a Broker. (all Drybulk sizes)
2 years seagoing experience as deck officer
Created own Chartering and Operations team.
Coordinated closely with Technical, and participated in repair and routine
inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vcmaschas@gmail.com
Notes: For further information kindly contact (S17-03)

Candidate 10: Seeking new challenges within the shipping market
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to
large broker firm and/or new adventure within the maritime industry.
Experience includes :
10 years with international trading house
10 years as in-house owners broker
10 years as competitive broker
Currently located in Greenwich ,Ct.
Holding dual Citizenship (Canada/Norway) and Green Card for the USA.
Contact: David C. Wold
Cell: +1 203-274 1433
E-Mail: dcwold@gmail.com (S17-04)

**Candidate 13: Looking for entry level work in transportation loss pre-
vention, vessel/port planning and operations, marketing/business
development, and personal assistant positions at a maritime-related
company, government agency, nonprofit, investment bank or
public/private partnership in the NYC region. Available to work
October 2nd, 2017.**
Graduated from SUNY Maritime College with a Master of Science in
International Transportation Management in January 2017. Worked as a
Loss Prevention Summer Intern for the American P&I Club in New York City
until October 2017. Co- authored a member alert on collision avoidance in
anchorage off of Chittagong, Bangladesh and a club guidance on seafar-
er's mental health, in addition to organizing survey compliance data on
member vessels.

Former tugboat dispatch intern with McAllister Towing and a 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 commute within the NYC metropolitan region.
Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

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: Staff Accountant - Wilton, CT

Staff Accountant Duties and Responsibilities include, but are not limited to the following:

- Perform general accounts analysis and balance sheet reconciliations, including bank statements, fixed assets, intercompany eliminations, accruals, deferrals and prepaid expenses. Update supporting schedules, prepare and post journal entries.
- Vendor billings and payments. Liaise with suppliers, vendors, and service providers and ensure timely payments. Initiate, record, and post wire transfers.
- Assist in the preparation of financial reports such as profit and loss statement, balance sheet, trial balance, and cash flow.
- Assist with annual year-end external audits.

Staff Accountant Requirements:

- 3-5 years of general ledger accounting experience
- Proficiency with accounting software
- Microsoft Office/Suite (Word, Access, especially Excel)
- Degree in Accounting or related field highly preferred
- Ocean transportation and/or chemical tanker shipping industry experience a plus

Attributes that will be critical to success in this position include:

- Strong interpersonal skills: outgoing, positive, energetic person with a can-do attitude.
- Familiarity with working in a multi-entity environment.
- Ability to deal with constantly shifting priorities.
- Excellent analytical and problem-solving skills.
- Highly organized and detail-oriented.
- Willingness to tackle unfamiliar tasks.
- Strong oral and written communication skills.

Competitive Salary & Comprehensive Benefits Package.

E-Mail: RAD@fairfieldchemical.com

Notes: Submit Your Resume and Cover Letter to Rosie. (HW10-17)

Position F: Content Sales Manager (Entry Level)

With 8,500 fully paid subscribers and over 48,000 global readers, TradeWinds is shipping's most successful and biggest news service - exclusive stories and insights you simply can't find anywhere else with a commitment in giving readers clear and unbiased reports. Our portfolio includes; weekly newspaper, online news, business focuses, TW+ quarterly magazine, Events and App. TradeWinds is part of the NHST Media Group, and employs 60 staff globally.

Content Sales Manager (Entry Level)

TradeWinds is looking for an energetic, enthusiastic and committed Content Sales Manager to join its team in Stamford, CT.

Key Responsibilities include:

- Building TradeWinds' circulation in the Americas
- Generating new accounts and leads through the maritime community
- Representing TradeWinds at industry exhibitions, conferences and events

The ideal candidate will:

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

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

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

All enquiries will be handled with utmost confidentiality.

Company: TradeWinds

E-Mail: stamford@tradewindsnews.com

Notes: Please email a cover letter and CV with the subject line "Stamford Content Sales Manager".

(HW09-17)

Position G: Commercial and Insurance Risk Manager - NY

The ideal candidate will be a maritime claims/risk/insurance professional with a background in Admiralty and Commercial law along with some operations or commercial experience.

Responsibilities will include:

- Assist the Commercial team with C/P negotiations to avoid claims and disputes
- Investigate, assess, negotiate and resolve claims
- Placement of all insurance
- Provide direction and support to the office and shipboard staff on risk mitigation and claims related matters
- Develop and manage relationships with underwriters and P&I clubs to ensure effective management of claims

Desired skills and qualifications:

- Excellent knowledge of NYPE and Gencon C/P's
- Experience managing P&I, H&M and contractual claims
- 10+ years of related industry experience
- Excellent knowledge of USA & International regulations and legal environment
- Must be a flexible, hardworking, team oriented, problem solver

The Company offers competitive salary and benefits.

E-Mail: comminsurmgr@gmail.com

Notes Please send qualified resume in confidence.

(HW09-17)