UP COMING EVENTS

SAVE THE DATES
Friday, October 19, 2018
(Yes a Friday for this one)
CMA Speaker Luncheon
Off-Spec Bunkers – What the experts are saying?
A Panel Moderated by Bob Kunkel, President of AmTech and featuring
Kevin Cote, Marine Technical Sales Manager, Innospec Fuel Specialties
James Power, Partner, Holland & Knight
John Walker, Managing Director, Braemar Technical Services
Rasmus Jacobsen, Managing Director, Monjasa Americas

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

Tuesday, October 30, 2018
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!)
Prizes for best costumes sponsored by Inchcape Shipping Services, Moran Shipping Agencies, Q88 and Sign of the Whale.

No RSVP necessary – All CMA Members in good standing are welcome

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

Welcome to Q4, 2018! It seems that we are already in the home stretch of the year – hard to believe.

The issue of bunkers seems to be seeping into so many conversations in our community these days, and for good reason. The IFO contamination issue is vexing, indeed, and there seems to be no light at the end of the tunnel in terms of a solution, or even a conclusive understanding of the origin of the issue. Until a few months ago, the only conversations I ever had that had to do with tans revolved around vacations at beaches. Now, of course, conversations in our community about “tans” refer to Total Acid Numbers (TAN), and whether or not engine damage might be expected if the fuel is consumed. It would seem that Charter Party clauses and the max allowable amount of TAN as per the ISO...
8217:2010 spec have not yet caught up to the little that we have learned thus far in terms of how to deal with this very difficult, and potentially catastrophic, problem that has already affected numerous vessels globally.

The other bunker issue is, of course, the impending Sulphur cap. I suspect that by this time next year, some Owners may have already stemmed their last supply of IFO, and will be in various stages of preparing their vessels to consume only LSMGO. For those with scrubbers, of course, it will just be business as usual - maybe. It is fair to say, however, as with any disruptive change to an industry, there are likely challenges we may not yet fully understand, whether Owners choose to switch to LSMGO or continue to burn IFO and use scrubbers. CMA member Keith Heard was kind enough to bring a publication from the International Chamber of Shipping to my attention this week: “Provisional Guide to Shipping Companies and Crews on Preparing for Compliance with the 2020 Global Sulphur Cap.” Thanks to Keith for pointing this out, and to the International Chamber of Shipping for putting together an interesting overview of what we can expect going forward, and also for making it available on their website free of charge. Click here to go to the website.

Our October lunch, this time on Friday, October 19th, will be bunker-centric as well. We have put together a panel of industry experts to lend their views and experience on the topic of IFO contamination, and I would suggest that it is not to be missed. Bob Kunkel, of Amtec and Harbor Harvest, will be moderating, and our panelists will be Kevin Cote of Innospec Fuel Specialties, James Power of Holland & Knight, Rasmus Jacobsen of Monjasa Americas and John Walker of Braemar Technical Services. Please bring your questions on this topic, as it's fair to say that it's not often any of us have the chance to share a banquet room with the broad and relevant expertise that we are so pleased to have put together for our members.

Our education lunch in September was a great success. Jim Lawrence moderated a panel of former CMA Interns, who were able to share the experiences that they had with the students and other guests in attendance. The CMA Education is doing a great job supporting students on their way to joining us in the Maritime industry. It is exciting to note that the CMA Education Foundation has also reached a point where they hired Christeen Bernard Dür as Executive Director earlier this year. You may have had the pleasure of meeting her at the CMA Summer Picnic this year. She brings considerable experience with nonprofits with her, and so is just the right person to expand the impact
FROM THE EDITOR

I missed the Education Luncheon (Sept 27) --- a first. The “America’s Blue Highway” conference on short sea shipping, also known as “America’s Marine Highway” (AMH), attracted 300 professionals and students including yours truly. The AMH concept has been around for almost 30 years and Europe has been actually working on it for almost 20 years. One wonders why, if this is such a good thing, why has it not caught on. Yes, there have been several US attempts over the years, but only one project seems to have survived and that is probably because the State of Virginia continues to provide some financial encouragement. (I am not counting New York’s cross harbor car float). Decades without a Federal infrastructure program puts enormous pressure on states, almost all of which are struggling with budget deficits. What else is holding AMH back?

I imagine an analysis of those projects that did not work and those that never got going could turn up some common issues. Learning from failures seems to be a first step in planning for the future. This could be a good topic for the 2019 CMA Educational Foundation student essay contest next April. The Call for Papers is in this month’s Newsletter.

September often ends with important maritime news. For those who may have missed a few items:

September 26, 2018 – The International Longshoremen’s Association, AFL-CIO and United States Maritime Alliance, Ltd. Signed a six-year (October 1, 2018 through September 30, 2014) ILA-USMMA Master contract extension. I think this is really good news.

September 28, 1850 – The Anti-Flogging Act was enacted into law. Better news.

A coming attraction that you might have missed:

October 18, 2018 – The American Caribbean Maritime Foundation’s Annual Anchor Awards Dinner at the New York Yacht Club. This year’s honorees include Michael Bayley, President & CEO, Royal Caribbean Int’l, Roland Malins-Smith, Founder of Seafreight Line, Ltd., and Rick Murrell, SVP, Manager and Director of Saltchuck Resources and Chairman of Tropical Shipping. Tickets still available at executivedirector@acmfdr.org or (914) 788-0072.

Save the date:
February 5, 2019 – The Annual Hellenic American Chamber of Commerce and the Norwegian American Chamber of Commerce Shipping Conference contact: info@hellenicamerican.cc or info@naccusa.org

Hope to see you at the October 19 luncheon.
Don Frost

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mr. Joseph Salvatore Firrincieli, Ocean Import Traffic Coordinator Intern, OEC Group, Rosedale, New York
Mr. Oluwafemi O Ogundipe, Student, SUNY Maritime College, Bronx, New York
Capt. Niklas Peterstam, Captain, Salen Ship Management, Weston, Connecticut

Hope to see you at our next event

Greg Kurantowicz, Membership Committee Chair

of the Education Foundation going forward. Please keep the Education Foundation in mind if you are looking for an organization to support – they are doing important work that benefits not only students, but our whole industry!

Our Halloween Happy Hour is coming up very soon! Please join us on Tuesday, October 30th, from 6:00pm to 9:00pm at Sign of the Whale. The first $1,000 of drinks and appetizers are on us, and if you come in costume, entry is free of charge. If you show up dressed only as a shipping professional, however, we ask that you make a $5.00 contribution to the CMA Education Foundation when you arrive. However, there is good reason to come in costume – prizes for best costumes include restaurant gift cards and much more. Many thanks to Inchcape Shipping Services, Moran Shipping and Q88 for sponsoring the prizes.

Finally, our annual Manhattan luncheon will be on November 15th this year, so make a note on your calendars. We will be sending out information about this event in due course.
CALL FOR PAPERS

The Connecticut Maritime Association (CMA) and the CMA Education Foundation are 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, April 2-3-4, 2019, will feature a session entitled “Student Research Presentations on the Business of Shipping” on Wednesday, April 3, 2019. To qualify a student must be an individual working towards a Bachelor’s or Master’s degree in a US 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 certificates, 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. Papers, presentations or portions of the submissions may be published in industry publications and/or on the CMA Education Foundation website or annual report.

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
- 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
- Cyber security and data protection for vessel and shore-side offices
- Others, such as: the Maritime Labor Convention, emission issues and technological solutions

Submit your paper and presentation by January 14, 2019. 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 Service Professor
State University of New York, Maritime College
6 Pennyfield Ave., Throggs Neck, NY 10465
Phone: 718 409 7290
E-mail: syahalom@sunymaritime.edu

NEW HAVEN HARBOR NAVIGATION IMPROVEMENT PROJECT

On September 28, 2018 the U.S. Army Corps of Engineers released the Draft Integrated Feasibility Report and Environmental Impact Statement of their navigation improvements (i.e.- deepening and widening the channel) to the existing Federal navigation project for New Haven, Connecticut.

The proposed project consists of deepening the main channel, maneuvering area, and turning basin to -40 ft MLLW and widening the main channel and turning basin to allow larger vessels to efficiently access the Port of New Haven’s terminals.

The proposed improvements would remove 4.28 million cubic yards of predominantly glacially deposited silts from the Federal channel. Additionally, approximately 43,500 cubic yards of rock would be blasted and removed from the channel. Several feasible alternatives for dredged material placement sites were identified and include: an area for shellfish habitat creation, two borrow pits in the harbor, an area for salt marsh creation, an area for rock reef creation, and open water disposal at an EPA designated ocean dredged material disposal site in Long Island Sound.

The full report describes the existing environmental of the project and assess the impacts of the proposed project.
As many of you might have read, the two year old Connecticut Port Authority (CPA) published its five year Strategic Plan in early August 2018. It outlines what it aims to accomplish and how it will do it. Contrary to most other Port Authorities, which are structured as “landlords” and lease the property or piers to operators, Connecticut only owns property in one of its three deep water ports. While working on New London it has other objectives.

- Management of the State Pier in New London
- Investment in the commercial ports
- Dredging of Ports and Waterways
- Supporting Small Harbor Improvement Projects Program (SHIPP)
- Development of Intermodal Options
- Leveraging of Emerging Opportunities
- Enhance Ferry systems and Cruise Coordination
- Ensure Future Support of CPA

As in most New England states, Connecticut has lost some of the manufacturing that made it an arsenal of democracy during WWII. Nonetheless, the state’s ports are an important part of job retention and growth of the State’s economy. Investments have already been identified and the Legislature has approved bonding for expenditures that will help the entire state.

Along with the actions of the CPA and legislature, the Federal government has taken interest in the state’s efforts. Congressman Joe Courtney invited Maritime Administrator Rear Admiral Mark Buzby to visit the state and discuss further plans. On his visit he stated that “There is a great potential in New London given its size, deepwater and access to trains, it has a lot to offer.”

By the end of October, it is expected that plans to improve the State Pier will be announced and a wide ranging study of the rail-water interface in New Haven will be readied.
**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 its 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

E-Mail: goodwindmaritime@gmail.com
(S17-10)

**Candidate 8: Technical Manager**

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years’ experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John's Act) and foreign flag.

**OBJECTIVE:** To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

**AREA OF SPECIALIZATION:**
- Strategic and Operation Analysis.
- Ship Construction
- Risk Analysis - Ship's Structural Integrity.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management (over 30 dry dockings domestic and foreign shipyards)
- Third party ship managers interaction as Owners representative

Full resume and references available upon request.

Telephone: Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com
(S17-12)

**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 11: Experienced Operations Manager looking for new position in Tanker Operations

Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years’ experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John's Act)

As a hardworking and detail-oriented producer, I am also a project leader with experience in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertise:

- Commercial tanker operations.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:

- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.

Cell: (713) 249 2304
E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request.

Candidate 12: Objective

Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.

Education

The United States Merchant Marine Academy
Kings Point, New York
Major: Marine Systems Engineering
Texas A&M University Galveston
September 2014 - December 2017
Galveston, TX
Major: Marine Engineering Technology

Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.

Experience

Liberty Maritime Corporation
November 2012 - February 2013
- Junior Engineer aboard the M/V Prestige, New York. 120-days at sea.
- Global Circumnavigation.
- Supervisor: Chief Engineer Josh Reed
- Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, port engineering intern and operating engineer aboard M/V Rainbow, M/V Reliance and M/V Puma for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jet fuel water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.

McAllister Towing and Transportation, Providence, RI
August 2013 - September 2014
- Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
- Supervisor: Port Engineer Ethan Gifford
- Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

Lakewood Yacht Club, Seabrook, TX
September 2014 - June 2017
(Summertime and weekend employment while enrolled at Texas A&M)
- Green Fleet Optimist Dinghy Sailing Coach
- Program Director: Marek Valasek, Lindsay Valasek
- Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.
- This job requires patience, and the ability to communicate with children. Additionally, it helped developed my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
- US Sailing Level 1 Certified Instructor
E-Mail: napingalls@gmail.com

Candidate 13: Looking for entry level work in transportation loss prevention, 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 anchorages off of Chittagong, Bangladesh and a club guidance on seafarers' 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: Rngel.pritchard@gmail.com, Cellphone: 646-378-8446  (S17-10)

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**Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping**

Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let’s discuss your future plans today and see how I can help get you on the road to the future.

E-Mail: transformation@dx9.io  (S18-04)

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**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.

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**Position A: Boarding Agent/Operations Assistant**

Connecticut based ship agency seeking an entry level or experienced boarding agent/operations assistant.

This is a great opportunity to make an entry into the commercial maritime industry or as a first position for a maritime grad.

Extensive travel in the tristate area and occasional travel throughout New England will be required. Excellent

E-Mail: hr@newenglandshipping.com

Notes: Salary and social benefits and use of a company vehicle. Send resume and salary requirement.  (HW010-18)

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**Position B: Maritime Advisory Associate, Seabury Maritime, LLC**

**Location**

Seabury Maritime HQ - Edison, New Jersey

**Job Summary**

The Maritime Advisory Associate will support and at times lead work streams for advisory services in the Maritime, transportation, and logistics industry.

The advisory services activities will be wide ranging; including operational planning, business planning, fleet advisory, economic impact analysis, due diligence, public private partnership transactions, and infrastructure advisory.

The Maritime Advisory Associate will support business intelligence on advisory opportunities, potential and existing clients, competitors, partners, trade associations, trade data, and industry trends.

He or She will be assigned a wide variety of projects and given as much responsibility as their experience and capabilities permit, including interfacing with client’s senior management team.

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The position will also support vessel plans & operational analysis for all cargo modes including container, breakbulk and bulk.

**Reporting Relationship**

Reports to Managing Director & Global Head of Advisory

**Principle Areas of Responsibility and Accountability**

- Coordinate, direct and oversee work done by non-FINRA Seabury Maritime Analysts;
- Coordinate fieldwork for assignments with the leadership team including developing project plans, task schedules, scheduling and preparing for client workshops and interview, gather documentation, analysis, and liaising with client staff;
- Perform engagement procedures designed to identify and define issues, review and analyze evidence, and document business and processes;
- Conduct interviews with client management to gain an understanding of client business conditions, risk and opportunities with delivery of specific technical inputs;
- Identify, develop and document issues, findings, analysis and recommendations using independent judgement;
- Assist in coordinating and communicating the results of advisory projects via written reports and oral presentation management;
- Provide input to the project team during all phases of the project;
- Participate in drafting of reports and presenting drafts to the senior leadership team;
- Related projects as assigned;
- Contribute to proposal submissions and business development initiatives under the direction of leadership team, drafting key technical sections of proposals especially approach and methodologies;
- Manage all components of medium-sized bids including technical and commercial methodologies, staffing, budgets and
- Participate in networking events related to Seabury Maritime’s practice areas;
- Gather information and coordinate the market intelligence function.
- Conduct and/or support advisory work streams as required by client scope of work agreements or engagement letters;
- Complete industry and company research, quantitative analysis and valuation analysis under the supervision of a FINRA registered rep;
- Developing and maintaining complex financial and operational excel models;
- Monitoring port market sector procurement requirements, capacity, volume, and economic impact;
- Participating in client meetings and workshops;
- Supporting due diligence processes.

**Required Experience, Qualifications, and Skills**

- Thorough knowledge of maritime, transportation, and logistics operations encompassing carriers, ports, and terminals
- Excellent Microsoft Office Excel, PowerPoint, and Word skills and experience. Access or other database tools experience a plus.
- Strong communication skills (written and verbal)
- Highly motivated self-starter able to work within a close knit team environment and also work independently with limited guidance
- A critical thinker who can quickly and accurately evaluate and analyze companies and financial information
- A fast-learner who can quickly understand new information and take appropriate actions
- Exceptional attention to detail

**Requirements**

- Must have Bachelor’s Degree in relevant discipline with a strong academic record.
- US/State Maritime or US Military academies a plus.
- Master’s Degree (MBA, Economics, or other business discipline) is preferred.
He/She is expected to understand industry trends & future demands and
provide forward thinking points of views and
maintain existing relationships using a balance of industry expertise,
and serve as a resource and mentor to internal staff consultants on a range
of aspects. The Director of Maritime Advisory will coordinate all business intelligence on
advisory services to include merger & acquisitions, sales
& divestitures, private placements, corporate valuations, strategic financial
advisory, restructuring, as well as a defined merchant banking capability.

Position C: Director of Maritime Advisory, Seabury Maritime, LLC

Location: Seabury Maritime HQ - Edison, New Jersey

Job Summary
The Director of Maritime Advisory will lead the advisory services in the Maritime, transportation, and logistics industry.
The advisory services will be wide ranging; including operational planning, digitalization, business planning, fleet advisory, economic impact analysis, due diligence, public private partnership transactions, and infrastructure advisory.
The Director of Maritime Advisory will coordinate all business intelligence on advisory opportunities, potential and existing clients, competitors, partners, trade associations, trade data, and industry trends. He or She will lead the advisory personnel in advising clients on their senior management team.
The position will also lead vessel acquisitions plans & operational analysis for all cargo modes including container, breakbulk, and bulk.

Reporting Relationship
Reports to Managing Director & Global Head of Advisory

Principle Areas of Responsibility and Accountability

- Coordinate, direct and oversee work done by Non-FINRA Seabury Maritime Associates & Analysts;
- Serves as a resource and mentor to internal staff consultants on the range of client projects;
- Coordinate & lead fieldwork including developing project plans, task schedules, scheduling and preparing for client workshops and interview, gather documentation, analysis, and liaising with client staff;
- Develops customized products and/or services for clients;
- Maintains existing relationships using a balance of industry expertise, objectivity, and other relationship building skills to become the ‘trusted advisor’;
- The Director is expected to provide forward thinking points of views and challenge ‘business as usual’ processes;
- He/She is expected to understand industry trends & future demands and develop and deliver solutions;
- Manages projects and resources to correspond with budget and expectations;
- Conducts interviews with client management to gain an understanding of client business conditions, risk and opportunities with delivery of specific technical inputs;
- Identify, develop and document issues, findings, analysis and recommendations using independent judgement;
- Coordinate proposal submissions and business development initiatives under the direction of leadership team, drafting key technical sections of proposals especially approach and methodologies;
- Manage all components of bids including technical and commercial methodologies, staffing, budgets;
- Participate in networking events related to Seabury Maritime’s practice areas;
- Develop and maintain complex financial and operational excel models;
- Participate in networking events related to Seabury Maritime’s practice areas;
- Monitor port market sector procurement requirements, capacity, volume, and economic impact;
- Lead client meetings and workshops; and
- Lead due diligence processes.

Required Experience, Qualifications, and Skills

- Thorough knowledge of maritime, transportation, and logistics operations encompassing carriers, ports, and terminals;
- Ability to manage a staff and budget;
- Leadership and Effective Project Management skills;
- Excellent Microsoft Office Excel, PowerPoint, and Word skills and experience. Access or other database tools experience a plus;
- Strong communication skills (written and verbal);
- Highly motivated self-starter able to work within a close-knit team environment and also work independently with limited guidance;
- A critical thinker who can quickly and accurately evaluate and analyze companies and financial information;
- Exceptional attention to detail;
- Effective travel required in support of clients.

Requirements

- Must have Bachelor's Degree in relevant discipline with a strong academic record;
- US/State Maritime or US Military academies a plus;
- Master's Degree (MBA, Economics, or other business discipline) is preferred;
- 10 years minimum maritime, transportation, or logistics industry experience.

Introduction to Seabury Maritime, LLC:
Seabury Maritime, LLC was established in 2016, and is the amalgamation of aspects of the former Seabury Group LLC (Seabury) and what was once known as Paul F. Richardson Associates, Inc. (PFRA). Today, the firm functions as a self-standing enterprise delivering solutions to the maritime industry on a global basis.

Seabury Maritime includes traditional maritime-oriented advisory core competencies such as operational analysis, strategic planning, financial evaluations, master and business planning, supply chain design/integration, transaction advisory, due diligence, market & competitive intelligence, economic impacts, asset optimizations, procurement, and industry technology applications. This full range of advisory services is united in a singular fashion with customary investment banking services to include merger & acquisitions, sales & divestitures, private placements, corporate valuations, strategic financial advisory, restructurings, as well as a defined merchant banking capability.

Company: Seabury Maritime, LLC
E-Mail: careers@seaburycapital.com
Notes: Applicant Instructions: For consideration, applicants must submit a resume via email.