

UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2012

Thursday, September 27, 2012

CMA Monthly Speaker Luncheon

Speaker: Lambros Papaeconomou,
NYFEX Asset Management
*"Investment Opportunities in
Publicly Traded Shipping Companies"*

Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon, Seating for Lunch: 12:45 pm
Members: \$45 / Non-Members: \$50

OCTOBER 2012

Thursday, October 25, 2012

CMA Monthly Speaker Luncheon

Speaker: TBA

Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820

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NOVEMBER 2012

Tuesday, November 13, 2012

CMA Monthly Speaker Luncheon in NYC

Speaker: Robert Bugbee, President, Scorpio Tankers Inc.

The Harvard Club of New York City
35 West 44th Street, New York, NY 10036
(Between Fifth & Sixth Avenues)

Cocktail Reception: 12 Noon – Gordon Reading Room
Seating for Lunch 12:45 pm – Cambridge Rooms
Lunch pricing to be confirmed, but Save the Date!

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

PRESIDENT'S NOTES

With the Olympics and the Para-Olympics in the spotlight, this Summer has seen some profound examples of both teamwork and "never give up" attitudes. I trust that everyone was able to take some time out to watch and admire the sportsmanship and good natured rivalries which span so many nationalities around the world.

While the maritime industry is no stranger to amazing actions with great consequences, it is no doubt more deeply emotive to us considering how eternally cruel a mistress the sea can be. Stories of remarkable teamwork and

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bravery at sea abound through the years, and none more so than when human lives are endangered.

During my recent trip to Ireland, I was reminded of such a situation where, in 2005, different and unrelated teams came together to snatch a victim from the proverbial jaws of death.

My brother manages a farm on the eastern coast of Ireland just north of Dublin. It is bordered on two sides by the Irish Sea, and at its highest point, the land rises to about 60-70 feet above sea level. Every year, as is common amongst many farmers, one or two temporary workers are employed to assist on the farm. The central character in this case being a Polish Student, Hubert Maciak, who, early one Sunday morning, left a note advising that he had gone canoeing.

On finding the note, my brother, knowing the vagaries of the Irish Sea, immediately grabbed his binoculars and cell phone and rushed out to ensure that Hubert was safe. Keeping to the higher ground, he eventually spotted the student, only visible as a red blob approximately 200 meters away from the canoe. Maintaining a close watch on Hubert, his emergency call was patched through directly to the Coast Guard helicopter which had been immediately scrambled from Dublin, he helped guide the crew directly to make the pickup in as short a time as possible.

Hubert's heart had already stopped, when picked up he had been face down. On the short flight to the hospital the aircrew worked desperately at resuscitation and at the hospital the emergency medical staff took over. Unfortunately the prognosis was not good, Hubert's organs had all shut down, his blood had coagulated and his body temperature had dropped from a norm of 36C to just 22C. They did not give up. At 3 hours they did not give up.

At about a few minutes after 3 hours vital signs suddenly came back, Hubert – who was then given the nickname “Lazarus Man” – went on to make a full recovery, and return months later to profusely thank my brother and the teams, who worked so well together and never gave up. A good lesson for us in a poor freight market.

Ian Workman

FROM THE EDITOR

Welcome back. Hope you all had a great summer holiday. After a pleasantly wet spring the US had a hot and dry summer season. Thankfully the northeast was spared the extremes felt in the central and western states. Fall will be with us soon, of course schools are back in session and CMA has many events planned this fall that we think will inform and entertain you. In times of slow or weak markets the most valuable use of your time is meeting people and learning about their businesses. To that end we will try to make your time with us as useful and enjoyable as we can.

As the BDI continues to inch downward again after a gentle upward bump mid-summer, discussion of the markets (including the tanker biz) becomes either a tour de force of what could be or a grim silence and change of topic. Denial is not only a river in Africa. However, for all of us who have lived through many cycles, none of this is new or unexpected.

Personally, this market and the forecasts of doom are less threatening to me. As I have noted before, I have seen many down cycles. In fact this summer marks a half century of my employment in shipping and shipping related enterprises. As the saying goes, you can't tell which way the train will go by looking at the tracks" so "having been there, bought the T-Shirt, poster and music" has a value.

Looking backward can also add perspective to the future, but it also informs as to the value of friends, former colleagues and current associates. I hope to see you at the next luncheon and exchange notes.

This month we added a short list of meetings of other organizations. We usually do not try to be an industry "bulletin board" but there were so many slated for the next month or so that we felt we owed it to you to remind you of what is happening.

—Donald Frost

MEMBERSHIP NOTES

Please welcome our new members:

Anne Gumpel, Event Coordinator, IMS/Marine Money & CMA, Stamford, Connecticut

Paul Hirtle, Manager, LB Chartering LLC, Stamford, Connecticut

Kevin Humphreys, Account Manager, Wartsila North America, Annapolis, Maryland

David A. Laurine, N.A. Marketing Rep, Ben Line Agencies, Greer, South Carolina

Roberto Moreno, Senior Vice President, Sandton Capital Partners, LP, New York, New York

Steven Pagan, Marine Project Professional, Chevron Shipping Company LLC, San Ramon, California

We hope to see you at a luncheon or other event in the near future.

Brian Robinson, Membership Chair

PS-

The long awaited CMA On-Line Membership data base is now operational. The testing process is complete and now members of the Board of Governors are making their evaluations and learning how to use it. We hope to introduce it to you shortly. We owe a great debt of gratitude for the hard work of John Kulukundis for this.

MARITIME COOPERATIVE PROGRAM RECEPTION

AT THE DOWNTOWN ASSOCIATION

We're proud to announce that Virginia's House of Hope's Maritime Cooperative Program is now under way, in cooperation with the State of New York's Maritime College at Fort Schuyler, under the direction of Admiral Wendi Carpenter.

The Cooperative Program was created in order to set a course for qualified candidates from underprivileged backgrounds, and assist them in obtaining the vocational and training opportunities that will launch a rewarding maritime

career through several week-long sessions over a three-year period.

We couldn't be more excited about this latest initiative, but, as you can imagine, it is costly to provide such a program, which also includes room & board for enrolled students.

While the first session is being underwritten by Clay Maitland, our goal is to make the Cooperative Program self-sustaining, and therefore, are requesting your help. On Wednesday, September 19, at 6:00 PM, we are hosting a Reception at the Downtown Association, 60 Pine Street, New York, NY 10005, where we will be providing further information on the program, and accepting donations.

Please RSVP to Antonio Litman at: info@virginiashouseofhope.org if you are interested in attending the reception and learning more about the program.

Very truly yours,
James Lawrence
Board of Directors
Virginia's House of Hope

CMA SOFTBALL

By Len Faucher

The CMA Softball Regular season has come to its conclusion. Here are the final standings for the 2012 regular season, where the top six teams made the playoffs:

Odin-Fairfield	8-2
Trafigura	6-4
Gemini-Diamond	6-4
Nordic	5-5
Glencore	5-5
All Marine – Tradewinds	4-6
Stolt-Weber	4-6
Moran	2-8

Odin-Fairfield won the first trophy for finishing with the best regular season record. The other trophies that are up for grabs are 2012 Champion and Runner-up.

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In the first round of the playoffs, Glencore edged out Nordic 15-14 to move into the semi-finals. Gemini-Diamond defeated All Marine Spare Parts-Tradewinds by a score of 24-12 on their path into the semi-finals.

The matchup for the Semi-Finals to be held on Friday 9/7 at Wilton High School:

1900: Gemini-Diamond at Trafigura

2030: Glencore at Odin-Fairfield

CMA members are encouraged to come watch the championship game to be held on Friday, 9/14 at 1900 under the lights at Wilton High School.

SPLAT! IS BAAACK

JOIN US IN PAINTBALL REVENGE FOR THE 3RD YEAR RUNNING.....

Please join us on November 10th at 1000 hours for our third annual CMA Paintball event held at Liberty Paintball in Patterson, NY. Pricing is about \$65 per person including paint. Please go to their website for directions and details: <http://www.libertypaintball-ny.com/> . RSVP's will be requested in a future email to ensure we meet our requirements. Children are welcome. Payment will be handled directly with Liberty Paintball.

Hope to see you there.

Len Faucher
CMA Social Chair



SOME INTERESTING EVENTS

The Propeller Club (Chapter of New York / New Jersey) will host its 3rd Annual Taste of New York / New Jersey event at the Chelsea Piers' Pier 60 Lighthouse (Hudson River and 23rd St), New York City on Thursday evening, September 20, 2012 from 5:30 pm-8:30 pm.

Food, drink and entertainment galore (in addition to live music) and proceeds of the event will go to the New York Harbor Foundation which funds career & technical education, after school programs, college readiness and summer programs for New York Harbor School students

Cost: Propeller Club Members \$90; Non-members \$125.

Visit: <http://www.propellerclubnynj.org/announcements.htm> for more info and to register.

The Annual Cargo Conference of the Association of Ship Brokers and Agents (ASBA) will again be at the Eden Roc Resort in Miami September 26-28, 2012. Panels on tankers, dry cargo, energy efficiency, supply chain limitations and potential will be followed by papers on defense of the Jones Act, Panama Canal Expansion ramifications, shipping finance and freight market trends. The usual dinner cruise if a favorite. Details and reservations at <http://www.asba.org> or call 201-569-2882.

Fleet Optimization Conference Oct 8-10, Sheraton Stamford Hotel, Connecticut. Conference sessions on market landscape and regulatory drivers, optimizing ship design for efficiency, best practices in ship operation and asset management strategies. For the agenda, speakers (including Clay Maitland, and Ian Workman, the President of CMA) and reservations, log on to <http://www.shippinginsight.com>.

New England Chapter of the Fort Schuyler alumni Fall Wine and History Cruise on the Thames River in Connecticut Saturday October 20, 2012. Spouses and guests invited.

Boarding the catamaran fast ferry SEAJET at Cross Sound Ferry Landing, 2 Ferry St, New London will take place at 12:30 pm (departs at 1 pm) – cruise the Thames to Norwich, CT with the New London County Historical Society. Watch fall foliage, taste some wine, and enjoy hors d'oeuvres while learning the history of the Thames River. Return to the wharf at 4 pm.

The cost: \$45.00 per person before October 1, \$50.00 per person after October 1, includes wine tasting, hors d'oeuvres, and history. R.S.V.P. by Friday, October 13, 2012.

Reservations and further details contact:

Roger Wessel

Phone: 617-244-6586 Rogwessel@aol.com, or

Tony Edge

Phone: 203-272-2874 jtedge4@cox.net, or

Ed Shepherd

Phone: 860-442-7418 ed_shepherd@sbcglobal.net

The Society of Naval Architects and Marine Engineers (SNAME) Annual Meeting will take place this year in Providence, Rhode Island October 24-26. The program and details are at <http://www.sname.org>. Click on the 2012 Annual Meeting or email Alana@sname.org or call 201-479-5066.

Marine Money will hold their **13th Annual New York Ship Finance Forum** at the Plaza November 15, 2012. Details at <http://www.marinemoney.com>.

MORE ON DREDGING

By Donald Frost

The issue of dredging seems to pop up all over these days, and well beyond concerns for the low water problems in many of America's rivers and some ports caused by the drought in the mid west.

In case you forgot in 1986, as part of the Water Resource Development Act (WRDA), Congress approved a "fee" on goods entering and leaving our ports to be used to fund maintenance dredging. This was one of a series of "user fees" introduced during President Reagan's administration as a way to say they did not raise taxes. Of course it was a tax and in 1998 the Supreme Court struck down the "fee" on exports, saying it was a tax under the Commerce Clause of the Constitution (*).

Selling the "fee" to the electorate in 1986 involved saying that the "fee" would be deposited in a "lock box" (i.e. - the money would only be used for harbor maintenance). In fact the so-called "lock box" was illusionary. Every year since the imposition of the fee/tax only about half of the money collected has actually been used for harbor maintenance. In fact if you count the money used to dredge rivers, the "harbors" made out quite poorly. The left over money has been used to help balance the budget.

A bill was introduced in Congress almost a year ago by Congressmen Charles Boustany (R-LA) and Pat Tiberi (R-OH) with over 200 co-sponsors including Congressman Joe Courtney (D-CT) that called for the spending of the unspent monies in the Harbor Maintenance Fund. The Bill was attached to the Temporary Surface Transportation Extension Bill (MAP-21--- Moving Ahead for Progress in the 21st Century), but failed to be made part of the final law passed by Congress in July 2012. However, section 1536 of that law states that "the Administration should request full use of the Harbor Maintenance Tax Fund for operating and maintaining the navigation channels of the United States" which by the beginning of the next Fiscal Year (2014) will total about \$8.1 Billion. (ed: Is a "statement" by Congress directing an Administration to do something any more useful than a "lock box"?)

Before you say that is a lot of money, there are estimates that it would require at least a Trillion dollars over 10 years to bring our maritime infrastructure just up to late 20th Century standards. In the meanwhile the dredging budgets for the Army Corps of Engineers, NOAA's charting and mapping activities and other supporting agencies **drops** by about 5% every year!

Why is this important to us all? Until the passage of the 16th Amendment (The Income Tax) in 1913, more than 90% of the Federal Budget came from customs duties and fees. That is, our ports and harbors supported almost all government functions. It is for this reason that maintenance of, and improvements to, our harbors was, until 1986, paid for by the Treasury. That is, since everyone benefited from trade everyone was expected to contribute to keeping trade flowing.

As politics changed and budgets ballooned the concept of port "user fees" was proposed in 1981 for **deepening only**. The idea then was that only those that benefitted directly by a deepening project should contribute. That is, the miners, farmers, traders, shippers, ports and states all had a vested interest, as did the Federal Government, in making our ports and therefore our exports more competitive. The 1981 formula directed that the front money for deepening would come from the Treasury, the port and the port's state. The Treasury would be repaid a little each year out of fees on the cargo and increased economic activity (personal and corporate income taxes). The port and state would be repaid by the increased traffic attributable to the deepening. That is, deepening would generate jobs and taxes. The cargo interests would gain by profits derived from the

increased tonnage sold that was made possible by more competitive freight rates.

The above formula was introduced in Congress in the Spring of 1981. It was not immediately rejected, but it did languish there for a few months. In the Summer of 1981 there was a US coal miners strike, and since the coal people were the people really pushing deepening, the whole idea went dormant. Six years later the idea of user fees re-emerged and focused entirely on maintenance - not deepening.

Back in 1981 it was recognized that exports could not be taxed (*) and that is why it was called a fee. Deepening would allow use of larger ships (so-called "economies of scale"). The bigger ships would have lowered freight rates thus making our coal, grain, fertilizers, scrap, etc. exports more competitive. Imports too would benefit. Therefore most shipper interests did not complain. They would receive value for their investment.

Can we realize the goals of the 1981 plan or are we destined to eventually see some of our ports paved and see our exports become less and less competitive?

(*)- Art 9, Sec. 1 of the Constitution commands that "no tax or duty shall be laid on article exported from any State". According to "Findlaw.com", this provision was adopted in 1787 to address fears of the exporting South that it would be taken advantage of by the industrial North.

CHAPTER 11: SIGHTINGS FROM THE BANKRUPTCY BAR

By Steven B. Soll, Esq.

Late Summer Doldrums

The *Marco Polo* Chapter 11 cases finally sank under the weight of their secured debt, with the official burial given by the United States Bankruptcy Court for the Southern District of New York on August 14, 2012 when it confirmed *Marco Polo's* consensual Chapter 11 Plan of Liquidation, a little more than one year after the commencement of the much ballyhooed bankruptcy proceedings. Prior to the confirmation hearing, *Marco Polo* had already surrendered all of its vessels to its two secured lending groups. At the conclusion of the hearing, the Bankruptcy Judge asked whether the process had been beneficial, given the expense of the cases. Not surprisingly, the responses var-

ied depending upon each constituent's position in the case. *Marco Polo's* counsel expressed his client's appreciation for having been given the "opportunity" to reorganize even if, in this instance, the reorganization effort was ultimately unsuccessful. The unsecured creditors' committee counsel noted the very nominal distribution that his constituency might receive under the Plan, uncertain as to whether a greater recovery might have been obtained absent a bankruptcy and counsel for the two secured lending groups noted the high level of professional fees incurred in the case, a substantial portion of which was ultimately borne by the secured lenders, as well as the diminution in the value of the mortgaged vessels that occurred while the case was pending.

As unsuccessful as the *Marco Polo* process may have been, its counsel, who also serves as counsel for *Omega Navigation* in its Chapter 11 case in the United States Bankruptcy Court for the Southern District of Texas, advised the *Marco Polo* court that the process in the *Marco Polo* Chapter 11 cases has been significantly more efficient than the *Omega Navigation* cases, which have been fraught with nonstop litigation since *Omega Navigation* first dropped anchor in its bankruptcy proceeding. Nevertheless, counsel indicated that there has been a cessation of hostilities in those cases, as the parties currently pursue "meaningful mediation". This statement appears consistent with the lack of significant activity on the *Omega Navigation* legal docket, other than the filing of what appears to be a place holder Plan that is predicated upon lender consent, as well as post confirmation financing, that has not yet been obtained. The filed Plan also contemplates an infusion of \$2.5 million of new capital by an affiliate of the debtor.

Meanwhile, the Chapter 11 filing by *B+H Ocean Carriers* on May 30, 2012 in the United States Bankruptcy Court for the Southern District of New York seems to be making relatively few waves, as the company has negotiated arrangements for the release of vessels that had been arrested before the filing of the bankruptcy petition and has also obtained approval of disposition procedures for the charter, lease, sale or other disposition of its four vessels. While it now has some options, its next course remains uncharted.

And then there is the Chapter 15 Petition of *Sanko Steamship*, also in the Southern District of New York, which sought recognition of its pending Japanese reorganization proceeding as the "foreign main proceeding", while using the United States bankruptcy proceeding to protect assets

located in the states. The request for Chapter 15 relief was granted on August 8, 2012.

Hurricane Season Approaches - As the summer sun slowly sets on the horizon, hurricane season approaches. While some owners continue to teeter on the brink in this down cycle, it remains to be seen which ones will seek, what they hope will be, the "opportunity" for a safe haven in the U.S. bankruptcy courts.

Steven B. Soll can be contacted at Otterbourg, Steindler, Houston & Rosen, P.C., 230 Park Avenue, New York, NY 10169; ssoll@oshr.com (212 905-3650); <http://www.oshr.com>

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JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$200.

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 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>

SITUATIONS WANTED

Candidate 1: Experienced HR Manager

Experienced HR. Manager looking for job in shipping company at USA.

- Eleven years experience in Marine recruitment
- MBA / Marine Engineer Dpl.
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- Strong communication and strategic planning skills
- Advanced user of Fleet Manager PC program
(Ref: www.dbmagic.com)

Name: Sergiy Bilyy

Email: sergiybilyy@yahoo.com

(S12-05)

Candidate 2: Seeking an opportunity in Finance in the Maritime or Energy sector.

Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.

Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT-Sloan School of Management.

I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers--seeking to add value in any way possible.

I would welcome any opportunity to discuss my experience and qualifications.

Cell: 267.446.9628, E-Mail: 89targa@gmail.com

(S11-02)

Candidate 3: Experienced Senior Financial Data Analyst

Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimen-

sional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.

- 13 years as a Financial and Senior Financial Analyst for IBM
- * A fundamental understanding of data acquisition, interpretation and modeling
- Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach
- A unique ability to spot trends and patterns that other analysts might not see
- Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments

Contact: Marilyn Wentworth-Hanson

Telephone: 914 669 4614

E-Mail: mwentworthhanson@gmail.com

(S11-03)

Candidate 4: Strategic and Motivated Technical Manager

Strategic and Motivated Technical Manager having Marine Engineering background with strong Interpersonal, Project Management and Problem Solving skills. Proven ability in commercial operations and management in Maritime Industry and delivered results by leading cross-functional teams. Active Technical Superintendent on tanker ships for 15 years.

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.

Emergency and Crisis Management / Emergency Response Systems.

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.

Technical Management of ships & Technical Performance Analysis.

Full resume and references available upon request.

Telephone: 832 275-6956

E-Mail: andrezb@hotmail.com

(S12-06)

Candidate 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry

As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective com-

munication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

Education: LL.M. in Admiralty and Maritime Law, Tulane University Law School, New Orleans

LL.B. in Commercial Law, Dalian University Law School, Dalian, China

Bar Admission: New York State bar exam results pending

Experience: Assisted in different aspects of court proceeding and pretrial conferences

Language Skills: English and Mandarin Chinese

English-Chinese and Chinese-English Interpreter for various international business meetings.

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com

(S11-05)

Candidate 6: 100% Shipping Man is seeking an opportunity to represent a US Maritime Company in Bulgaria and on East European Market

Education:

- Navigation-5 years Master Degree course at N.Vaptzarov Naval Academy-Varna, Bulgaria 1977-1982
- Navigation-4 years course at Secondary Maritime College-Varna, Bulgaria 1973-1977
- Ship Chartering, Ship Management and Port Agency courses at The Institute of Chartered Shipbrokers-London 2002-2004

Qualification:

- 3rd Grade Navigational Officer as per STSW 95/98
- Certified Shipbroker-MICS

Experience: total 30 years both at sea and on the shore

- Navigational Officer, Hopper Barges and Port Tugboat Master - 5 years
- Dry Cargo Chartering Shipbroker, Ship Commercial Operator, Port Agent, Ship Chandler, CEO of Sea Port Terminal and Manager at Ro-Ro Company - 25 years

Could be very helpful as Chartering Shipbroker and representative to US Ship owners operating general and bulk cargo vessels, also to Maritime Company seeking to establish business in Bulgaria in Shipping sector. Also can be consultant to companies interested to invest or develop business on Bulgarian shipping market.

I will be very pleased to consider any other job proposal including to move to US in order to work for Shipowners or Dry Cargo Chartering Ship Brokers or Charterers.

Contact: Mr.Ognyan Denchev Kostadinov,MICS

Cell: +359 877 533503, E-Mail: 533503@gmail.com

(S11-06)

Candidate 7: Chartering Broker

Chartering broker with 35 years of experience. I have acted as North American representative for a major multinational handling grain and scrap. In recent years as a competitive broker where I have been active chartering bulk and bagged fertilizers, grains, bagged coffee, paper products and vehicles as well as other commodities.

I also assist with the refrigerated department in chartering as well as post fixture operations including calculation of laytime and settlements of accounts.

I have excellent computer skills and am well versed in several different office communications systems and a good working knowledge small scale computer networking.

Telephone: 203 322 9136

Cell: 203 658 4573

E-Mail: catowne@yahoo.com

(S12-08)

HELP WANTED

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

Position A: Marine Operations Trainee.

LDCCommodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Marine Operations Trainee to join our Freight department in the North American headquarters in Wilton, Connecticut. This position assists in the day-to-day functioning of time charter operations for the Ocean Freight Department of an international commodity trading firm.

Primary Responsibilities/Essential Functions

- Uses knowledge of dry bulk carrier tonnage capabilities to coordinate and plan voyage, cargo and bunker operations
- Communicates with vessel masters at sea ports to provide instructions for their cargo employment, including stowage plans and any limitations with full description of cargoes
- Coordinates with domestic and overseas LDC logistics offices and agents at load and discharge ports to arrange cargo logistics and advise any special instruction regarding cargo
- Authorizes advances for disbursements to agents and canal authorities
- Performs data entry for softmar shipping/accounting program

Additional Responsibilities

- Assists with the settlement of laytime and any other arbitrary matters with Ocean Freight personnel
- Authorize advances for disbursements to agents and canal authorities
- Serves as a liaison with the Grain Accounting Department to ensure proper payments, billing of charter hire and receipt of freight are received
- Serves as a liaison with the Insurance, Law and Protection and Indemnity clubs to assist in resolving discrepancies that arise
- Education/Professional Certifications/Licenses

The following is the basic qualification:

Bachelor's degree

The following is the preferred qualification:

Bachelor's degree from a maritime academy

Experience

The following are the basic qualifications:

Zero to two years of experience with dry bulk chartering and shipping operations, including a thorough understanding of time charter parties
Unlimited second or third mates USCG license

Knowledge/Skills/Abilities

The following are the basic qualifications:

Knowledge of transportation and documentation procedures, including import/export and chartering party documentation

Knowledge of economic principles, accounting practices and financial markets

Knowledge of raw materials, production processes, costs and other tech-

niques for maximizing the effective distribution of goods

Proficiency with MS Excel and Lotus 1, 2, 3

The following are the preferred qualifications:

Knowledge of the grain industry

Strong verbal communication skills

Ability to handle multiple tasks and prioritize workload

Equipment Used

Typical office equipment: PC, telephone, fax machine

Working Conditions

Fast-paced trading floor environment. Extensions of regular working hours are occasionally necessary to complete time-sensitive projects, attend training or to respond to emergencies.

Company: LDCCommodities

Notes: Candidates should apply directly by clicking: here (HW09-12)

Position D: JUNIOR SALE AND PURCHASE BROKER/TRAINEE

Compass Maritime Services, Teaneck, NJ., one of the major Sale and Purchase brokerage companies in the U.S. is seeking a young sale and purchase broker/trainee.

Relevant S+P experience is not necessarily required and candidate with about 2-3 years shipping experience from Dry Cargo or Tanker Chartering etc etc. will be considered.

Looking for highly motivated individual who can work in a team oriented environment.

Company: Compass Maritime Services

E-Mail: sschanche@compassmar.com

Website: www.compassmar.com

Notes: Pls apply in strict confidence

(HW09-12)

Position F: Fleet Supervisor

Our clients, based in the Northeast United States, own and operate a fleet of self-loading vessels that range in length from 635 feet to 1,000 feet, seek a Fleet Supervisor.

This position is assigned the task of closely guiding, supervising and monitoring all operational, structural and mechanical aspects of a group of assigned vessels. This includes technical assistance to vessel officers, arranging for and conducting surveys; arranging and management of seasonal and winter maintenance activities and seasonal operating costs and assisting in preparation of vessel repair budgets. In addition, this position is charged with leading and supporting the pursuit of operating cost reduction and efficiency improvement activities as assigned.

Qualified candidates are required to have a degree in Naval Architecture, Marine Engineering or equivalent Merchant Marine Academy diploma; minimum of 5 years in vessel maintenance and repair activity with experience in a supervisory or project management role; detail-oriented, organization, analytical, project management and technical skills and strong working knowledge of and familiarity with computer systems. : AA/EEO M/F/D/V

E-Mail: dgermain@rsrpartners.com

Notes: Applicants should send their resume in word format: (HW08-12)

Position G: Tanker Operations Position

True North Chartering LLC a tanker brokerage company focusing on all sectors of the foreign flag tanker market has an opening in the operations department. The ideal candidate will have a maritime degree and min 2 years experience in tanker operations. This position requires an individual with strong organizational and communication skills that is highly motivated and

works well in a team oriented environment. The tanker operator will handle the day to day commercial operations on spot and time charter vessels.

Contact: Christian Uecker

Company: True North Chartering LLC

Telephone: 203-202-7490

E-Mail: cdu@truenorthchartering.com

(HW08-12)

Position H: Area Sales Manager - Maritime Simulation

The Area Sales Manager (ASM) for Kongsberg Maritime Simulation will have the overall responsibility for marketing Kongsberg Maritime Simulation products and services in the United States and other Pan American countries. Key areas of responsibility will be to plan and implement sales and marketing activities in order to meet company targets for growth and profitability and to design, implement and maintain proactive customer care measures. Maritime experience required or Merchant, Navy, or Coast Guard background.

Based in West Mystic, CT, the Area Sales Manager will report to the President of Kongsberg Maritime Simulation Inc. Marketing and business support will be provided by Kongsberg personnel in St. John's, Newfoundland; Mystic, CT; Norway; and various Kongsberg Maritime Simulation satellite offices worldwide, as required.

The primary sales territory will be the United States with further expansion into Mexico, Central, and South America. Routine travel will be required to maintain regular personal contact with customers and prospects in the United States and Latin America. Fluency in Spanish or Portuguese desirable. The Area Sales Manager will also be required to travel periodically to the company's headquarters in Norway and regional sales office in St. John's, Newfoundland. Travel to and participation in key national and international trade events and User Conferences will also be required. As part of its commitment to continual improvement, Kongsberg Maritime has a strong desire to improve customer service for simulation markets in United States, Canada, Latin America and beyond. Regular and well-timed interaction with customers is an important component in a long-term care approach to doing business.

The Area Sales Manager will develop and implement a series of systematic communications designed to keep customers well informed of new products, software updates and news on impending developments that may enhance their current and future operations. Better interaction with customers will improve understanding of customer requirements. This knowledge will lead to better servicing of customer needs and reinforce the high value that Kongsberg Maritime Simulation places on its customers and their long-term requirements.

The Area Sales Manager will:

- Respond to sales enquiries, tender calls and develop unsolicited proposals as required;
- Duly represent the products and services of Kongsberg Maritime Simulation in a professional manner;
- Prepare proposals and related sales contract documents;
- Build and maintain relationships with customers using pro-active client care methods;
- Develop initiatives that lead to improved customer motivation resulting in better client capture rates;
- Plan and implement customer retention strategies;
- Schedule regular and periodic customer/sales support visits;
- Formulate marketing direction and strategy based on better understanding of customer needs;
- Develop and implement effective communications methods to advise customers of new products, software updates, events or developments of interest to their operations;

- Recommend advertising and public relations campaigns;
- Prepare management and financial reports on sales and marketing activities;
- Maintain and develop corporate image and reputation, and protect and develop the Company's brands using suitable marketing and intellectual property management;
- Execute the responsibilities of the Area Sales Manager according to lawful and ethical standards, as referenced in the Kongsberg Ethical Standards Guide.

This is a permanent, full-time position, which will be formalized through an employment contract between the Area Sales Manager and Kongsberg Maritime Simulation Inc.

Company: Kongsberg Maritime Simulation Inc.

E-mail: henry.tremblay@kongsberg.com, herb.taylor@kongsberg.com

Website: www.maritime-simulation.kongsberg.com

Tel: No phone calls please.

Notes: Please e-mail resume to both e-mail addresses with subject: ASM@KONGSBERG-MYSTIC (HW08-12)

Position I: Director-Safety

The American Waterways Operators, the national trade association for the tugboat, towboat and barge industry, seeks an individual with strong leadership, project and volunteer management experience, and group facilitation skills to lead the association's effort to promote continuous improvement in safety and environmental performance in the industry. You will be an integral member of the association's senior staff, responsible for guiding implementation of a key strategic objective. Excellent written and oral communication skills and ability to analyze and interpret data a must. Bachelor's degree required. Experience in marine safety and operations a plus.

Company: The American Waterways Operator

Address: Arlington, VA

E-Mail: resumes@vesselalliance.com

Website: www.americanwaterways.com

Notes: Send resume, cover letter and salary requirements with "Director-Safety" in the subject line. No phone calls, please. (HW09-12)

Position K: Cargo Claims Administrator

MOL (America) Inc., a global leader in the containerized shipping industry, is seeking qualified candidates for the position of Cargo Claims Administrator in our Edison, New Jersey office.

Job Description:

Administration of claims for cargo loss and damage. Involves considerable written and verbal communication with customers, insurance companies, surveyors, and others. Experience in the transportation industry is preferred, but we are also willing to train the right candidate.

Duties Include:

1. Monitoring of seventeen overseas agent offices. Compile and maintain claim activity reports for Brazil, Chile, Panama, Mexico, and Canada regions.
2. Train and assist agents on Global Claims system as well as trouble shooting system problems.
3. Give guidance to agents for claims handling, and ensure indemnity claims are timely filed to liable third parties. Work with overseas offices to obtain records necessary for fact-finding to complete investigation of claims.
4. Work closely with agents to monitor "suit time interruptions" and lawsuits.

5. Prepare quarterly reports and grade performance of agents.
6. Assist with container longstay issues and prepare reports.

Candidate Requirements:

- 1) Bachelor's degree or equivalent work experience required.
- 2) Excellent verbal and written communication skills.
- 3) Fluency in Spanish and/or Portuguese preferred.
- 4) Proficient in the use of office automation software and tools, including Microsoft Office applications (Word and Excel).
- 5) Must possess critical and analytical thinking, self-motivation, the ability to work under time constraints, and to work collaboratively within the team environment.

We offer a competitive salary, and a benefit package which includes medical, dental and vision insurance, 401(k) plan with Company matching and pension, life insurance, and more.

Applicants should advise of their eligibility to work in the USA and their salary requirements.

Company: MOL (America) Inc

E-Mail: Robert.Colombo@mol-liner.com

Notes: Applicants should e-mail their resumes. No phone calls. No agencies (principals ONLY). Only qualified candidates will receive a response. Equal Opportunity Employer. (HW09-12)

Position L: Commercial Operations Manager

Full time position in Glen Cove, Long Island, NY.

Med Brokerage & Management Corp is a commercial manager for ship owning company presently has an opening for a Commercial Operations Manager. Full time position in Glen Cove, Long Island, NY.

Company is looking for a candidate with extensive and practical knowledge of all aspects of commercial management of the owned and chartered dry bulk

ships. Thorough knowledge and experience is required in time charter, voyage, agency, port and bunkering operations.

Candidate must have at least 3 years shore experience in operations in dry bulk ship owning or ship operating company. Seagoing experience is a plus.

Company: Med Brokerage & Management Corp

E-Mail: hr@medbrokerage-ny.com

Notes: Please send CV and salary requirements. CV will be treated in strict confidence. (HW09-12)

Position M: Administrative Assistant

Very active Westport based company operating in the International marine sector looking to hire an Administrative Assistant. The successful applicant will have excellent numeracy to compliment their verbal and written language skills and must understand the value of a customer.

Must be willing to work in a busy office, able to multi-task, be organized and understand the importance of deadlines and be a team player. Computer proficiency expected with an understanding of web based programs and applications. Bachelor's degree required. Additional language a plus.

Typed resumes, with a hand written cover sheet explaining your strengths and why you should be our choice will be accepted by mail only.

Company: Merlin Petroleum Co, Inc

Address: 235 Post Road West, Westport, CT 06880 (HW09-12)

Position N: Senior Operations Manager (MID-SHIP Group LLC): Port Washington, NY

Responsible for planning, directing and coordinating multiple sea voyages of world-wide charters. Daily routine handling of all post fixture requirements for dry cargo marine operations including both voyages and time charter vessel management. Prepare time charter voyage evaluations, hire statements, voyage instructions to the master and agency appointments. Coordinate with the master, negotiate with the suppliers and arrange cost efficient and timely bunker supply. Manage ships on period time charter and voyages under Contract of Affreightment. Provide logistical management from departure to destination of the maritime operations of each vessel. Plan, direct and administer the loading and discharging with agents, clients, owners and keep the management updated regularly. Routine monitoring of vessel operations and administration of notices, ETA's, delivery/redelivery updates and other required correspondence. Identify potential and real problems and proactively provide solutions and resolution alternatives to all concerned parties to achieve a smooth voyage. Responsible for preparing and managing all post voyage activities including final hire calculation reconciliation, port disbursement account reconciliation, final freight invoice, laytime preparation, negotiation and demurrage/dispatch settlement as per charter party agreement. Apply theoretical and practical knowledge of shipping management practices.

Minimum Requirements: Bachelor's degree or equivalent in Marine Transportation, Marine Engineering, Mechanical Engineering or a related field, and 4 years of experience in voyage and time charter dry cargo vessel management including managing communication between vessel master, agents, owners, shippers and receivers, bunker scheduling / purchasing, weather routing, voyage and time charter calculations, stowage calculations and port disbursement reconciliation. Travel, as required, to Asia, Middle East, Europe, South America and within the USA.

Please send resume to attn of: Joseph P. Smith, CFO/HR, MID-SHIP Group LLC, 145 Main Street, Port Washington, NY 11050. Must specify Ad Code VV/JS. EOE, MFDV. (HW09-12)



**Wanted:
Host Companies**

Students are looking for internships. If interested in reviewing RESUMES. Please contact Margaret Faucher (mfaucher@cma-edu.org)