UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2015
Thursday, September 24, 2015

Speaker: Lambros D. Papaeeconomou
US Correspondent, Lloyd’s List

Topic: Dry Cargo Freight Market Update:
It is still a supply driven market!

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

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $50 per person / Non-Members: $60 per person

OCTOBER 2015
Thursday, October 22, 2015

Speaker & Topic TBA

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

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: $50 per person / Non-Members: $60 per person

For Reservations for CMA Events please call
Anne at +1.203.406.0109 Ext 3725 or
Lorraine at Ext 3717
Or email conferences@cmaconnect.com

PRESIDENT’S NOTES

How often have you heard the phrase “My Word is my Bond”? In a recent lunchtime conversation with a friend and customer we surmised that we heard it lot less in recent years, a trend which, we concluded was deleterious to the maritime industry as a whole.

Where does this phrase come from? And why would we have thought that the reduction in its usage was not good for our Maritime industry?

It appears to have started as the motto of the London Stock Exchange in 1801, and was memorialized in their Coat of Arms in 1923 with the Latin version “Dictum Meum Pactum”. The Urban Dictionary describes it as “a maritime brokers motto”.

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My Life in the Royal Navy – 1899-1947
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Job Mart —page 15
So why the disappointment in the reduction of its usage? In a way this ties in with my article in the August Newsletter where I discussed problems and the possible permutations of how to handle them, the first step being recognizing that there is a problem.

Today’s business communications sees prices, comments, decisions, and a whole plethora of information being passed around the world in less than a blink of an eye. One simple example of a problem is a mis-quote which is usually easily tracked down once it has been recognized. Sadly though, from then on it becomes very subjective depending on both the protagonists involved and, sometimes, what further effects or actions have already been made or put into motion.

A difficult decision then awaits – there are lots of variables...do you duck under the desk? Blame the supplier, the market, etc, etc? You get the drift, but in my experience, which is obviously limited mainly to the world of bunkers, it behooves one to be straight and own up in one way or another.

It could have been a typo, it could have been anything that caused it – but it is usually yours to shoulder the responsibility and, as I have experienced through the years, you will find that most (yes, there have been some exceptions) members of the maritime industry will appreciate your candor and will assist in reaching a fair agreement or understanding. But...you must be prepared to abide by your word....and reputations are very personal – they follow you

Ian Workman
President
FROM THE EDITOR

I hope you all had a wonderful relaxing summer. It looks like we might have an Indian Summer in the North East. That is the best time to be in New York. This month we have a lot of content for your reading and announcements of some very interesting events. As always, if you read something that you disagree with please say something. We are only as good as you will have us be.

Last week I attended a small meeting in eastern Connecticut featuring U.S. Senator Richard Blumenthal, a representative from the Federal Railroad Administration and CT’s Commissioner of Transportation. They were celebrating the award of a TIGER (Transportation Investment Generating Economic Recovery) Grant to the state to help rejuvenate the rail link between New Haven and Springfield, Massachusetts. Perhaps you read of it being a new commuter line but ConnDOT and US DOT see it first as a jobs creating freight line and secondarily as a commuter line. This fits nicely with the establishment next month of a CT Ports Authority. 21st Century ports require rail access to as large a service area as possible.

During the Q & A local media asked about taking congestion off I-95 by moving containers by water. Senator Blumenthal spoke of New London as a likely focal point for containers to link up with rail improvements on the New England Central RR (formerly the Central RR of VT) which terminates at the Canadian border in Vermont. The cost of U.S. built ships came up which coincidentally was a topic of an old newspaper clipping I recently found.

The following is from a Letter to the Editor in the Journal of Commerce dated July 12, 1996 written by John S. Tottie, Sr. Economist, Tax and Budget Policy Citizens for a Sound Economy Foundation, Washington. The focus then was Title XI Government Mortgage Guarantees for ship building loans.

“Title XI is the only tool U.S. shipbuilders have left to compete in a heavily subsidized international market. But about 2/3 of the funds guaranteed since 1993 (Ed:about 95+% 1993-2015) involve Jones Act trade, which bars foreign competition. Why do U.S. shipyards need a subsidy to compete in a captive U.S. Market?

Foreign shipbuilding subsidies (recall this is written when there were both direct and indirect subsidies everywhere -

---

**Expert Chemical Tanker Course**

After six successful annual sessions in Houston, TankAssist will organize its popular Expert Chemical Tanker Course in Connecticut. This 2-day event will be of interest to parties involved in the industry of Maritime Chemical Transport both maritime as well as shore based personnel.

We are proud that leading industry information provider Milbro - Q88 will be sponsoring this event with a networking cocktail hour at the end of the first day of the course.

**Dates:** September 29-30, 2015, 08.30 am - 4.30 pm  
**Venue:** Hilton Stamford Hotel, Stamford CT

For course content or further information, please visit the website: www.tankassist.com/event.html or email: info@tankassist.com

Download the flyer at: www.tankassist.com/Announc2015.pdf (capital A)
In my opinion the above summarizes one reason why thoughtful people are often against the Build American part of the Jones Act. In the 1930s (1936 Merchant Marine Act), when the competition was all foreign, the idea behind Title XI was to help the ship owners and seafarers. Now it seems to be a direct subsidy to shipbuilders without any compensating benefits to the country or the tax payer. (Yes, I read MARAD’s 2013 “The Economic Importance of the U.S. Shipbuilding and Repairing Industry” and I found attempts to divert attention from focal issue, exaggeration, flaws and obfuscation.) In fact, the effect of the much higher costs to build American SHIPS (not tugs, barges, or small craft) is to create a de facto tax or surcharge on anything that moves by SHIP along our coasts, and with our non-contiguous states and territories. The taxpayer pays twice ---upfront and forever after. Add the Harbor Maintenance Tax and the consequences make moving freight by truck, in most cases, the only economically viable mode. Along with the traffic there is the physical impact on roads and the environment as well as a diminished quality of life attributable to traffic congestion that is hard to monetize.

What do you think? Tell us and we will publish your thoughts.

Donald B. Frost
Editor

MEMBERSHIP NOTES

I suppose that after last month’s flood of applicants we at CMA expected a “correction” ---just as seen on Wall Street. BUT, I think this month’s list maybe the shortest ever.

Nonetheless, we are pleased to welcome:

Mr. Mark Bell, General Manager, SGMF (Society for Gas as a Marine Fuel), London, United Kingdom
Mr. Thanassis Limnios, Projects – Commercial Ship Manager, Attica, Greece

Brian Robinson, Membership Chair
Spending more time on data rather than shipping?

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

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**CMA SOFTBALL**

**Men’s League**
By Coach Nick Conetta, Freepoint Commodities

It was a roller coaster season for the CMA Men’s team, which experienced roster difficulties throughout the year. We had a high level of interest in the league prior to the start of the season, but due to some scheduling conflicts and due to the very competitive nature of the Stamford Industrial A division, our roster thinned to a core group of teammates. We earned back-to-back wins during the middle of the season, and we played better down the stretch, but ultimately we finished with a 2-12 record, missing the playoffs. Nevertheless, we had a dedicated, high-effort core consisting of Joe Currid (Moran Towing Corp), Greg Kurantowicz (Axeon Specialty Products), Nick Callagy (Freepoint Commodities), Nick Conetta (Freepoint Commodities), and Joe Ezzo.

We’re not sure what the future holds for the CMA Men’s team. Maybe we’ll drop down to a lesser competitive Men’s division, maybe we’ll decide that a Men’s team might not be in our best interest for next season. Despite all the challenges, it was a great season getting to know these guys, sharing interests, playing competitive games together, and uniting through the CMA. Thanks to everyone for playing this season and helping with the weekly rosters, and thanks again to Don McBride and Inchcape Shipping Services for providing our jerseys. We hope you all can join us next season!

---

**Coed League**
By Joseph Currid

CMA Softball was no doubt faced with some issues before the season had even begun. We lost our home field at Trinity Catholic due to construction, and we were losing teams due to the sudden lack of interest because of losing said field. It was then proposed we combine what was left of the CMA companies and join the highly competitive Stamford Industrial Leagues.

Putting together a team full of CMA athletic rivals to play together as one was tough at first, no question. But we made it work, and despite the ever clashing personalities, and a few heavy losses here and there, the CMA Coed All-Stars were able to secure a final slot in the league playoffs.

After knocking off the top two seeds in succession, we got our chance to play in the finals versus Stamford Hospital Code Silver. Unfortunately we came up short in what would be the lowest scoring and closest game all year, ultimately losing a heartbreaker 5-2. Outstanding single efforts made throughout these playoffs were by our pitcher Nick Conetta (Freepoint Commodities), infielders Sarkis Nahigian (Odin), Connie Athanasiou (Peraco Chartering), and outfielders Nick Callagy (Freepoint Commodities), and Karl Kaferle.

It was an amazing season playing with this team. And no matter what happens with CMA’s softball future, this year was one for the books. Thanks again to everyone who contributed in any way... we couldn’t have done it without you.
e-NAVIGATION UNDERWAY (North America) 2015
Reducing the risks through e-Navigation
Hosted by and held at the State University of New York Maritime College in Bronx New York September 28-29-30
www.sunymaritime.edu/academics/continuingeducation/ENavNorthAmerica

SESSION I: SETTING THE STAGE
Moderator - Captain E. J. Fink, USCG (Ret), Dean of Maritime Education & Training, Chair of Professional Education & Training Department, SUNY Maritime College

Accident Statistics, the trends and what investigations tell us - Mr. Morgan Turrell, Chief of Major Investigations, Office of Marine Safety, National Transportation Safety Board

e-Navigation and Transportation Efficiencies - Mr. Anders Brödje, Swedish Maritime Authority
e-Navigation and U.S. Inland Waters - Mr. Brian Tetreault, U.S. Army Corps of Engineers

SESSION II: BRIDGE RESOURCE MANAGEMENT-ADDRESSING PROBLEMS NOW
Moderator: Mr. David J. Patraiko, Director of Projects, The Nautical Institute

Real Time Navigational Audits - Captain Richard A. Flanagan, President, Triton Marine

Operational and Legal Considerations for the Effective Use of E-Navigation Systems – Mr. Alan M. Weigel, Counsel, Blank Rome LLP

Teaching with technology: An ECDIS pedagogy study - Captain Scott Powell, MNI, MRIN

Associate Professor, California Maritime Academy

BRM – Getting it Right – Captain Alan Wilson, Vice President of Marine, Holland America/Princess Cruises

Supporting BRM from the Shore Support: The Role of Cooperative Decision Support and Shared Situational Awareness in Reducing Risk – Mr. Todd Schuett, SESAME Straits Project Manager, Kongsberg Norcontrol IT AS

SESSION III: TECHNOLOGY - SUPPORTING THE MARINER
Moderator: Mr. David Blevins, Northrop Grumman Maritime Systems

The Role of Wearable Immersive Augmented Reality (WIAR) Systems in Shipboard Navigation – Dr. Martha Grabowski, LeMoyne College, Syracuse, NY

ECDIS vs ECS, which is best? – Mr. Jorge Arroyo, Program & Management Analyst, Office of Navigation Systems, U.S. Coast Guard

Maritime Service Portfolios: Their Relationship to BRM - Mr. John Leon Ervik, Norwegian Coastal Authority

Apps as a tool to improve innovation in e-Navigation – Mr. Michael Bergmann MBA AFRIN, AFNI, Director Maritime Industry at Jeppesen and President, CIRM

MSI - Delivering Marine Safety Information - Mr. Mads Bentzen Billesø, Danish Maritime Authority

Route Exchange - Mr. Anders Rydlinger, TRANSAS

SESSION IV: INFRASTRUCTURE - CRITICAL TO BRM
Moderator: CAPT Scott Smith, Chief, Office of Navigation Systems, U.S. Coast Guard

21st Century Waterways – CDR John M. Stone, Chief, Navigation Technology and Systems Division, U.S. Coast Guard

The Role of the IMO and National Maritime Authorities – Mr. John Erik Hagen, Regional Director, Norwegian Coastal Administration & Chair, IMO e-Navigation Correspondence Group

Resiliency for Navigation & Timing - Mr. Dana A. Goward, President, Resilient Navigation and Timing Foundation

SESSION V: WRAP UP - FORMULATE CONCLUSIONS & RECOMMENDATIONS
Moderator: Ms. Helen Brohl, Executive Director, Committee on the Marine Transportation System, U.S. Department of Transportation
Zhao Jingzhou

My name is Zhao Jingzhou and I will be a junior this fall at Shanghai Maritime University where I major in International Shipping Management. In China, within our limited practical resources, it is not very common for our school students to find an internship opportunity during the summer, especially in well-established companies overseas. I really appreciate this opportunity arranged by CMA who also generously sponsored my airfare, Charles R. Weber Company and Capt Larry Liu.

Before I began my internship at Charles R. Weber, I had little knowledge about the practical workflow of business in this industry. At school, although I attended classes about international trading and shipping, the teachers just told us the definitions of some business terms, financing methods, trading types etc. However, without any practical experience, I was always puzzled about how to apply these theoretical methods to real work situations and how to deal with the toughness in different contexts. So I was extremely fortunate to be given this opportunity to work in the real world that matches my major and ambition.

In the past five weeks, I was immersed in the atmosphere of chartering which benefited from the generosity and enthusiasm of my colleagues at Charles R Weber. Viewed from my angle, the company boasts its experienced staff and dynamic but modest atmosphere that helps it keep the good relationship with owners and charterers. Established in 1940, the company has played an important role as independent full-service shipbroker and marine consultant. It has been a precious opportunity for me to work in the three departments, each with its unique work and insights. As a result, my internship this summer has been a truly unforgettable experience.

My first assignment was to learn some basics in the operations department. It was a tough job for a Chinese student to cope with many abbreviations as well as some specific terms and conditions in the contracts. Fortunately, my...
new colleagues spared time from their busy days to help me cross this gap by answering my questions with great patience and recommending some useful reference books. Nevertheless, I clearly knew it was impossible to understand these meanings completely within such a short time. So I put much more emphasis on reading the charter parties and finding new sources of information.

This really helped me in the research work that followed. This demanding job required analyzing data collected from many sources and some specific calculating methods, to try to anticipate the market trend. For me, this is really cool. I could not help them conduct the specific research about the market, but I performed due diligence to understand the markets in various shipping sectors. Later, I tried learning something new from the chartering sector. From my perspective, it looks like just communication with owners and charterers, but the probability of deal success to a large extent depends on the brokers' professional skills and talents, which also proves that brokerage is a challenging field.

Learning the basics, comprehensive thinking, and reading charter parties thoroughly have helped me learn much and that I was really eager to learn before. Actually, I will take most of my professional classes in the coming semester and now I'm confident that I will have a much better understanding of these subjects. Besides, the free and happy atmosphere here also exerted a great impression on me. My colleagues' positive encouragement and recommendation with humour gave me lots of courage and comfort. Life is like a marathon, not a sprint. I truly love the fulfilling feeling of daily work which reflects our positive attitude towards life.

Matt Doyle

Listen in on any discussion between two shipping veterans and you'll hear nothing but names, understood as quickly as they're dropped and used as conversational hinges. Most sectors of the business world have a sort of code like this, an industry terminology that makes the material seem like gobbledygook to an outsider. I myself am a year away from a degree in finance, a business composed almost entirely of jargon and unnecessary shorthand. But shipping lingo is different; it can't be decoded with any glossary, manual, or even technical expertise. The names that hold up every shipping conversation are of people, people you can only really know and understand if you meet them and shake their hand.
These conversations evoke a certain truth about business, one which shipping has long known and some industries have yet to learn: Companies and assets don’t make things happen, people do. Your knowledge of shipping extends only as far as your relationships, and your success only as far as your reputation. For every major million-dollar shipping deal, there was first a relationship that made it happen. This also explains the glacial pace at which the industry moves. A deal can only come to fruition as fast as the two parties can build personal trust in each other. Ship owners and operators are the last people to be wowed by enticing propositions and flashy, time-sensitive offers. Every player in the industry seems to live and die by the adage, “If it’s too good to be true, it probably is.”

While this quality is certainly admirable, it can prove to be a nightmare for progressivism of any form. Any new idea must survive through a stage of doubt, then skepticism, then apathy, then hesitant acknowledgement, then, possibly, action. This summer I worked for Clean Marine Energy (CME), a company focused on converting ships to comply with emissions regulations, namely through the use of LNG.

While there are certainly takers for this new age of clean maritime fueling, the industry itself has some problems believing that the LNG switch will actually occur. Many ship owners cite a lack of supply, a rather circular argument for an entire industry to make, since the building of fueling infrastructure depends exclusively on demonstrated demand. Others believe that crude oil will stay at its current, unprecedentedly low price for a long time, a risky bet that can be hedged completely with a dual-fuel engine. Other owners still seem to have a vague uneasiness about the change, an intuitive supposition that the whole fad will just blow over. Shipping is, as it always has been, instinctively wary of change.

Nevertheless, my summer with CME provided me no shortage of things to do. I researched candidates for LNG conversions, drafted proposals and presentations for LNG applications, and joined in on meetings. Lots of meetings. CME finances vessel conversions, and also works in partnership with WesPac for marine LNG supply. Though a small company, it’s stretched out on projects from London to Vancouver, and every minute detail warrants a conference call, an office meeting, or, better yet, lunch. I’m amazed how much goes on in shipping over food and drinks. The minutiae of bunkering specs and tanker markets always seem a little more pleasant over a lobster roll on the local pier.

“The great thing about shipping is you get to be on the water,” one of my officemates pointed out, commenting on the company’s waterfront location on the South Norwalk bay. There is a slight irony in his statement; CME, which deals mostly in financing and project management, has very little practical use for an office right on the harbor, but a shipping company would be damned if its employees couldn’t look out the window any minute of the day and see lots of boats.

His comment does note an alluring aesthetic of the industry: There is something innately appealing about ships. Coming from a year in business school, buzzword epicenter of the world, I enjoyed the idea of an industry that serves a concrete, pragmatic purpose, to transport needed commodities all around the globe.

What struck me as even more compelling was the community that made the ships run. It’s a community built on history and relationships, and it will trust those two things above anything else. It bridges oceans, political lines, and wealth divides, yet still manages to alienate outsiders. Everyone knows and recognizes names because they are so crucially important to the character of the industry. For these reasons, only experience itself will help you understand the shipping industry. I would recommend to any student a summer in the shipping industry, for no other reason than this: The world will always need shipping, and shipping will always need people.

2015 CONFERENCE & EXPO
Stamford, Connecticut
September 22-24, 2015

The Conference, jointly sponsored by the American Salvage Association and Marine Log, will be held at the HILTON Stamford Hotel and Executive Meeting Center, will be opened by RADM Linda Fagan, USCG, Commander of the First Coast Guard District.

Details and registration for the three day event can be seen at www.americansalvage.org or www.marinelog.com.
A MODEST PROPOSAL TO REDUCE SUBSTANDARD SHIPPING

By Alan Ginsberg

Let’s get this out of the way: I wholly believe that there are fewer substandard vessels operating today than at any time in recent history. More resources are being brought to bear on this issue than ever before.

Further to the July 19th front page story in the New York Times, “Men and Laws, Thrown Overboard” subtitled “Crime Abounds on the High Seas, and One Ship Offers a Case Study” by Ian Urbina does not suggest the horrors of one vessel are reflective of the entire industry (although critics will point out that it doesn’t attempt to state otherwise either). The article itself, in fact, the entire series of articles, will not result in calls for more regulation of ocean-going shipping.

What got my goat was that the industry’s response has been tepid, preferring to trot out the old chestnuts that one rogue vessel shouldn’t tar the entire industry, that the media focuses only on the bad stuff and that 90+% of the world’s goods wouldn’t get to where they needed to be without efficient ocean-going transportation, and finally that there is a lot factually wrong with the story. All true, but not much new there.

I want to go the other way: why don’t we challenge ourselves and expand our efforts to get rid of a few substandard ships? It’s time for a new initiative.

I am not talking about every substandard ship, just a few; call it the sludge at the bottom of the barrel. Like the headline reads “A Modest Proposal.” I understand how subjective this can be. And furthermore no one appointed me judge and jury.

I first wrote and spoke about reducing the number of substandard ships in 1996 when I expressed my unhappiness with the P&I clubs, class, and flag, each of whom I felt shared responsibility for supporting rogue owners for far too long.

Let’s take a brief trip down memory lane: I thought the requirements of the ISM code which became mandatory in
June 1998 would eliminate a chunk of substandard shipping. This did not happen. While that was not the stated goal of the ISM Code, I believe that most shipping professionals would agree that its implementation became largely a paper pushing exercise.

SIRE, the Ship Inspection Report Program was launched in 1993 to specifically address concerns about sub-standard shipping in the tanker sector. "Rightships" began inspecting dry bulk vessels in 2001 with a similar goal. While both have their critics, I think that everyone would agree that shipping is safer today, in part, because of them.

Intertanko took a crack at eliminating substandard shipping back in 1997 with its “chain of responsibility.” In 2005 it launched its' Poseidon Challenge which was intended to inspire the tanker industry to achieve "zero" goals - that is: no fatalities, no pollution and no detentions. By the spring of 2008, it quietly died.

I reviewed all of the Paris MOU sites: the Tokyo MOU (Pacific Ocean), Acuerdo de Viña del Mar (South and Central America), the Caribbean MOU, the Mediterranean MOU, the Indian Ocean MOU, the Abuja MOU (West and Central Atlantic Africa), the Black Sea MOU, and the Riyadh MOU (Persian Gulf) and of course the U.S. Coast Guard. You can easily come away thinking that they have covered the globe and that the problem is well in hand.

I at least need to acknowledge the Maritime Anti-Corruption Network (MACN) which was established in January 2011 by shipping companies to collaborate on strategies to address corruption affecting the maritime industry. While there is no doubt a link between substandard shipping and increased risk of corruption, I am not convinced that MACN will have impact on reducing substandard shipping today.

Finally, while hope springs eternal, it is too early to tell what impact the newly ratified Maritime Labour Convention is going to have on reducing substandard shipping.

Let’s step back for a minute: what ships are we talking about here today? Not VLCCs (or very few other tankers for that matter), or capes or larger container ships. No, the majority are likely to be dry bulk carriers or general cargo ships, probably less than 20,000dwt, trading regionally and unlikely to call on ports with strong Port State Control. I would hope that none of these ships has International Group (ed: insurance)cover or is classed by an IACS member or flies a major flag (the definition of which is a bit more subjective), ascertaining that is part of this exercise.

Let me be clear again that I do not mean to diminish the efforts of all those who came before or those who are very much still trying to eliminate substandard shipping. The industry is doing a better job of policing itself than ever before. But it is also clear that we still have enough ‘rust buckets’ trading to suggest that the time is right to take another stab at eliminating them.

Let’s also be clear that this editorial is not intended to be just another public relations exercise, there are real risks to allowing substandard ships to continue to trade, but it would be equally naïve to suggest that PR is not part of the equation. We all know that we need to improve the public’s view of shipping, but getting rid of substandard ships is also good business.

You might feel that eliminating substandard shipping is more a topic for the “alphabet soup” consisting of the International Chamber of Shipping, Intertanko, Intercargo, BIMCO, and the International Shipping Federation, all of whom have gotten together to form the Round Table of International Shipping Organizations whose mandate is to “press for a unified industry voice in the creation of industry policy and strategy.” Worthy goals indeed, but I just want to eliminate a few substandard ships.

When I first started to draft this piece I was convinced that the answer revolved around data base management, commonly referred to today as “big data.” I had this grand idea that the P&I and H&M underwriters, class societies, the ship registries, and the various Port State Control organizations would all sit down and create a point system, much like the U.S. Coast Guard’s Port State Control Safety and Environmental Protection Compliance Targeting Matrix uses for deciding which ships to inspect and as needed “blacklist.”

Let me add that, while I have never been a fan of the I.T.F., I believe that throwing their data into the mix would prove more helpful than harmful. And finally, if the charterers (and terminal operators) as represented by their respective vetting programs wish to participate, I say the more the merrier.

How would it work? Well, I do not view the establishment of measurement criteria to be a gating issue. There are enough examples of what would be thrown into the matrix that are not subject to interpretation such that the owner of a substandard ship could claim that he was being railroad-
ed out. These include claims (P&I, H&M, and let's throw in cargo as well), conditions of class, Port State Control violations. A small but important sidebar: I have not included vessel age as a criteria as there are plenty of younger Chinese ships that are going to fall apart long before their more elderly Japanese and Korean counterparts.

I think that we can all agree that the information is out there. Someone smarter than I would create the computer program which would spit out the IMO numbers of substandard ships so that owners or their P&I club managers, hull underwriters, or class society representatives do not need to be put in the position of having to cast judgment on other owners or their clients. Problem solved.

Could it work? Let's say you succeed in creating this big data base that can generate lists of substandard ships, but most of them weren't with IACS members or International Group P&I Clubs or even the more reputable registries. And further SIRE and Rightships were never going to vet these vessels in the first place. Further, they seem to be able to avoid calling on the stronger PSC ports. You know the ship is just going to pop up elsewhere. And you can't make the owner scrap his ship, never could, never will. All true, but that's not why this idea won't work.

The real reason why this grand data base idea won't work is that I do not believe that all of the various stakeholders will be willing to share their information. They certainly want to reduce the harmful impacts of substandard shipping on everyone in the chain of responsibility, but for many of them the financial and reputational risks are too great.

While the International Group (IG) still provides cover for 90% of the world's ocean going tonnage, that figure is down from 93% as more owners rebelling against unlimited financial exposure of the clubs are turning to fixed premium cover, thus putting more pressure on the IG to maintain tonnage levels and consequent premium levels.

My own, albeit now-dated view, was that owners sought fixed premium cover after substandard ships became too expensive to insure. Would a lot more ships be scrapped if cheaper fixed premium cover did not exist? I strongly believe that the answer would be 'yes,' but the reality is that fixed premium cover is once again on the rise.

There are other actors in this play, more specifically flag and class. They will both feel embarrassed over the expense of a major claim, but bear no financial responsibility. Again they must also be feeling pressure to keep up the numbers. Reputational risk will likely stop them from agreeing to pool information.

Further, even though who is ordering, buying, selling, chartering, financing or defaulting for that matter is a whole lot more public than it ever has been. Confidentiality and fear of the tax man will limit the willingness of the respective stakeholders from agreeing to share information.

So in the end I find myself coming right back to where I started in 1996. I have always believed that shipping revolves around its owners. So if they decide that it is in their financial self-interest to take action, they can start by putting more pressure on their service providers and not simply rely on prestigious anachronistic organizations to get the job done.

More specifically, if the members of the Executive Committees at the P&I Clubs together with the more numerous committee members of the Class Societies believe that dropping some substandard tonnage is good business then they should pressure their managers/executives at their next quarterly meetings to do so. I have always maintained that the clubs and class know which ones are the substandard ships, they just need to be pushed to drop them. Unfortunately, I have not come up with a way for owners to put more pressure on flag to cull their ranks.

And finally, let's not discount the impact of "name and shame." I know that its effects are limited but what's wrong with making things a little bit harder? You might be surprised at the results.

END

I very much want this to be a call to action. But who is going to be the traffic cop, who is going to write the ticket?

Is it enough to keep these vessels out of MOU ports?

PS

1. Paris and Tokyo MOUs are getting together. Is that a sign of further mutual cooperation?
2. Must be absolutely sure that none of these vessels are in IACS class or have IG coverage.
3. At some point in writing this it felt like finding substandard ships was as difficult as finding pirates in the Indian Ocean during the bad old days. You knew that they were out there, you just didn't know where and when they were going to strike.
end with Cam, as we called him, and Mary Smith and they could not have been kinder. Unfortunately he had been invalided from the US Navy with a heart problem and could not take part in the war.

While with them I was invited to the Christmas luncheon at the Old Reading Room, a relic of the British Colonial days, and what a lunch it was, starting with clam chowder and going on until late in the afternoon. Among the people I met was the Admiral commanding the War College who had also lost a son in the war. He kindly gave me the name of a deaf and mute artist in New York who later did a portrait of our Ian which we are so very glad to have.

Towards the end of my visit the weather closed down with heavy falls of snow, making flying impossible so I had to return to New York by train. As an example of how life never stops in that astonishing city, arriving at Pennsylvania Station about midnight I asked whether it was possible to have my hair cut. I was told that hairdressing saloons are open all night.

MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR’S STORY - PART 26

By Hugh Turnour England

World War II – 1944

Atlantic Convoy
After enjoying a spell of leave I returned to convoying in the Atlantic taking a convoy to New York and bringing another one back to the Clyde. Conditions were completely different to those in 1941. We had strong escorts including the new frigates and some splendid Escort Commanders.

I remember Peter Gretton most. I think he won three D.S.O.s and at least one of them shortened his life by overwork. On my return convoy from New York I recollect Peter Gretton ranging alongside as we were passing the Statue of Liberty and passing me his Order of Battle. It contained, in concise terms, every possible contingency, and action he proposed to take. This gave me complete confidence, although it was never tested, and my only anxiety that voyage was when a Liberty ship, one of those built in record time, started to crack as we approached the North Channel. Happily she arrived safely at her destination.

It was during that voyage I had the feeling the Battle of the Atlantic was won and I was onboard a good Norwegian ship, “Abraham Lincoln”, whose owners kindly took Maysie and me to Norway for a holiday as their guests after the war.

American Hospitality
It would be difficult to exaggerate the kindness of the Americans both in New York and elsewhere. I can only give a brief outline, but on the evening of our arrival I was provided with a front seat at the final ice hockey match in Madison Square Garden and was made an honorary member of the Racquet and Tennis Club which is an exclusive one in the City.

When the Flag Officer, New York District, found out that I had a great friend living at Newport, Rhode Island, namely Roy Campbell Smith of old China days, he at once provided me with an aeroplane to take me there. I spent a week-
SITUATIONS WANTED

Candidate 1: Seeking New and Exciting Opportunities
Spirited and Analytical Team Player, US Citizen of 100% Greek Maritime Heritage, seeking new and exciting opportunities within: shipping logistics, operations, technical coordination, risk management, insurance, surveying, or chartering...

Maritime Work Experience
• Marine Surveyor (2 years)
• Insurance Condition and Valuation underwriting of Yachts and Small Craft
• Practicing USCG, NFPA and ABYC Standards
• www.EastCoastMarineSurveyors.com

Commercial Marine Underwriter (10 years)
• Handled front line underwriting, issuance and production of all MY (Boat & Yacht) policies written Nationally for Liberty Mutual Insurance.
• Managed a profitable book of marine and marine contractor business for a large MGA of Swiss Re.
• Course Work AMIM 121, 122.
• AICPCU Marine Underwriter CE’s

Societal Membership Affiliations
• United States Surveyors Association
• American Institute of Marine Underwriters
• Society of Naval Architects and Marine Engineers
• American Boat & Yacht Council

Maritime Education
SNHU: MBA, Project Management
• 3.8 GPA
• Final project paper submitted on the building layup and outfitting schedule of a fiberglass vessel

Bentley University:
• BS, Finance

Navtech:
• Accredited Master Marine Surveyor, AMMS
• Ship and Large Yacht Structures
• Accident and Fraud Investigation

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 $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com
The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com

Candidate 2: Recent graduate looking for entry-level position
Seeking entry-level position in operations, chartering, law, insurance, market research or demurrage. I recently graduated Brooklyn Law School and attended SUNY Maritime College where I received a BS in Marine Transportation.
While at Maritime I gained extensive experience as an intern at a marine insurance broker and cadet shipping with Military Sealift Command. Further, while in law school, I was an intern at a law firm, court, regulatory agency, administrative agency and asset management firm.
Resume available upon request. Willing to travel within Connecticut and New York. Willing to relocate along Gulf Coast.
Contact: Kevin Albertson
Cell: (516) 784-2309
E-Mail: kevin.albe@gmail.com

Candidate 3: Seasoned Maritime Professional with over thirty years of commercial experience seeking new opportunities.
Extensive expertise and experience in:
Breakbulk Chartering:
• Forest Products
• Steel
• Project Cargo
• Bulk Commodities
• Previous Positions Held:
• Owner’s Representative
• Commercial Manager
• General Traffic Manager
• Trade Manager

Achievements
• Identified and developed trade lanes to suit both owners’ and clients’ needs.
• Continuously exhibited awareness and adaptability in anticipating and satisfying clients’ needs.

Education
• Currently in pursuit of certification by the Society of Maritime Arbitrators.
• Bachelor of Science in Transportation, Tourism and Trade from Niagara University.

Cell: 845.480.4543
E-Mail: jmcship@gmail.com

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Cell: 845.480.4543
E-Mail: jmcship@gmail.com
Candidate 5: Committed and enthusiastic maritime and contract administration professional seeking position with maritime shipping and logistics company.

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

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

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

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

Resume and references available upon request.

Contact: Charles Panossian
Telephone: 1 (201) 988 9602
Cell: 1 (201) 988 9602

Candidate 6: Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position

Top Corporate Marketing and Finance Executive for International Shipping Company Seeking Senior Position.

- Long track record of driving aggressive growth.
- Unique balance of leadership skills, interpersonal savvy and financial expertise.
- Managed global Investment bank.

Global relationships with several hundred shipping companies, banks, private equity funds, ultra high net worth investors, hedge funds, lawyers, brokers, yards, etc.

- Reside in the U.S. and can relocate with short notice.

Education:
B.A. Economics St. Bonaventure University and SUNY College.

Featured speaker at Maritime conferences on financial structuring and capital raising in the maritime industry.

Professional Affiliations:
- Connecticut Maritime Association
- Commercial Finance Association
- Association for Corporate Growth
- Turnaround Management Association

E-Mail: indiansailor47@gmail.com
Notes: Please respond to email:  

Candidate 7: Maritime General Counsel

Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.

- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company's legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.

E-Mail: maritimeGC@gmail.com

Candidate 8: Experienced Attorney

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

During law school, I clerked at the United States Coast Guard Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.

Willing to travel. Willing to relocate.

Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: drsabghir@gmail.com

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

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

During law school, I clerked at the United States Coast Guard Advocate General in the Maritime, Environmental, and International Law-Prevention Law Division. I am an active member of the Coast Guard Auxiliary.

Willing to travel. Willing to relocate.

Contact: Dana Sabghir
Cell: 954-592-5370
E-Mail: drsabghir@gmail.com

Candidate 12: Experienced Commercial Operator

Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.

- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization

- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801
Candidate 13:
Looking for position/internship in operations at a shipping company
Robert Nigel Pritchard
Civilian Graduate Student in the International Transportation Management MS program at SUNY Maritime College.
Former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. Published in October 2012. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region
Email: miguel.pritchard@gmail.com
robertpri.14@sunymaritime.edu
Cellphone: 646-378-8446

Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.
Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Preparing and reviewing entries that would be used for Statement of Facts.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com

Position H: Operations Trainees (m/f)
Stamford/Hamburg
We are looking for two Operations Trainees to join our Operational Training Program (OTP) in Germany in September/October 2015.
Your Career Path
The OTP is an intensive in-house training program with a focus on our operational activities. During the eighteen-month program you will explore different departments within OLDENDORFF CARRIERS. The majority of your training will be in the Operations Department located in one of Europe’s most vibrant and historical cities and international shipping hubs, Hamburg (Germany). Furthermore, to ensure that you develop a solid understanding of our business, you will experience complementary training in all business related departments. After successful completion, our trainees are typically offered a position in Operations in one of our worldwide offices. In this case we expect our Operations Trainees to return to our office in Stamford, Connecticut for the long term (e.g. as Operations Manager or Chartering Manager).
Your Profile
You are about to graduate or have recently graduated with a degree from a maritime university or similar B.A or B.S degree from an accredited university or college. The ideal candidate will have a focused interest in the commercial aspects of drybulk shipping and international trade, a commitment towards the career path and the company as well as the ambition to perform at a high level. Furthermore, you ideally hold a US citizenship or have a valid US working permit.
Contact: Franziska Schwennsen – Human Resources Manager
Company: Oldendorff Carriers
Address: Stamford, CT & Hamburg, Germany
E-Mail: jobs@oldendorff.com
Website: www.oldendorff.com
Notes: Please submit your application via e-mail. Oldendorff Carriers does not accept paper applications for online postings.

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 F: Tanker Broker
Experienced Tanker Broker accomplished in leveraging network of contacts primarily with Charterers in the Crude/DPP/CPP markets.
Must demonstrate proven track record with references.
Must be self-motivated and proactive team player.
The newly established Tanker Division aims to provide a highly proficient spot/term chartering service to our clients with emphasis on growth.
Attractive Compensation and Benefits package commensurate with experience.
Contact: Nicholas C. Hadjipateras, Director Tankers
Company: Primal Marine Americas LLC
Address: 3 Stamford Landing, Suite 430, 46 Southfield Avenue
Stamford, CT 06902, USA
Direct: +1 203 989 3891
Office: +1 203 998 7200
Mob: +1 203 914 4203
Fax: +1 203 998 7201
E-Mail: nickhadjipateras@gmail.com

Private Candidates will be treated in strictest confidence.
Position I: Senior Accountant

Onshore Position

The Senior Accountant assists the Assistant Controller in overseeing organizational accounting functions and all activities related to the reporting of financial data (including expenses, capital outlays, and revenue) including:

- Assists the Assistant Controller in directing the Company’s accounting functions including establishment and maintenance of accounting policies, practices, and procedures.
- Assists with analysis and review of the organization’s financial performance by collecting, analyzing and reporting financial data and operating statistics prepared on a consistent basis.
- Prepares and prepares adjustments, as necessary, to be in compliance with Company policies and GAAP.
- Assists with the consolidation of +20 legal entities including foreign currency transactions.
- Prepares financial operating reports, and presents findings and recommendations to management.
- Coordinates month-end and quarterly reporting and closing process including preparation of schedules and general ledger reconciliations.
- Ensures the internal control environment is strong and improve upon financial policies & procedures including assisting the Controller’s group with SOX compliance.
- Prepares/maintains debt schedules and reconciles them to the GL.
- Maintains an accounting system for the management of assets, liabilities and financial transactions with potential migration to and implementation of new financial management system.
- Assists with cash management, treasury functions, and accounts payable.
- Backs up Staff Accountant responsibilities in their absence.
- Special projects and ad hoc requests for management.

Requirements:

- Bachelor’s Degree, preferably in accounting/finance
- At least 3 years’ experience in similar role including strong knowledge of U.S. GAAP/FASB
- Prior public company reporting a must
- Public Accounting experience required (CPA a plus)
- Proficiency in consolidations including FX currency translation
- Advanced Excel skills, strong computer usage & knowledge base of different accounting software systems

Location: Stamford, CT, USA
E-Mail: hr@dorianlpg.com

Notes: Resumes should be sent please. (HW08-15)

Position J: Tanker Vessel Technical Superintendent

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

Position Summary

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

General Duties and Responsibilities

Oversee technical management company performance including technical solutions, repairs, vetting, dry-docking, and energy efficiency.

Actively support Company Environmental Compliance and Safety Program.

Monitor technical manager crew selection process and ascertain that officers are qualified, suitably trained, and aligned with the safety, quality, and commercial objectives of vessel owners.

Monitor daily vessel operation to warrant that technical managers are optimizing vessel performance.

Communicate and interact with New York based commercial operations department to confirm that vessels are meeting customer requirements. Initiate corrective action as needed.

Assist Fleet Manager to establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives.

Attend vessels to observe manager performance and quality of onboard staff/operation.

Qualifications

Candidate should have a minimum of ten years of experience in the marine industry. Sea going service as a senior engineering officer aboard oil tankers and/or experience as a tanker vessel superintendent/fleet manager is preferred. Ideal candidate will be a maritime college graduate. This individual must work collaboratively in a dynamic environment and have strong analytical ability. He or she must be able to recommend and implement process improvements, work independently, and handle multiple tasks simultaneously. Strong decision-making skills required.

Contact: Karen Niro, Human Resource Manager
Company: Gener8 Maritime Inc.
Address:
299 Park Avenue, 2nd Floor,
New York, NY 10171
E-Mail: hr@gener8maritime.com
Website: www.gener8maritime.com (HW09-15)
Position K: Marine Compliance Manager

Description of Duties:
The MCM is appointed as the Designated Person Ashore, Management Representative for Quality and Designated Person for Safety to ensure the safe operation of each vessel and to provide a direct link between McAllister senior management ashore and those aboard. The MCM is responsible for monitoring the safety and pollution prevention aspects of the operation of each vessel and ensuring that adequate resources and shore based support are applied as required. Specific duties include, but are not necessarily limited to the following.

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

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

Compensation and Benefits: We offer competitive salaries, team oriented working environment and a comprehensive benefit package including: Medical, Dental, Vision, 401K, Life Insurance and Training Reimbursement.

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

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

Notes: You may apply for this job online at www.mcallistertowing.com or by fax. (When applying online please attach a cover letter with salary history along with your resume.) (HW09-15)