President’s Notes

September has rolled in along with a very stormy Western Atlantic Ocean and Gulf of Mexico! Our many friends and colleagues in Texas remain in our thoughts and prayers as they start the long period of rebuilding after being hit by Hurricane Harvey. And, as I write this, our thoughts and prayers grow to include more of our friends and colleagues in Florida, many in the process of evacuating ahead of Hurricane Irma’s expected landfall. We are also watching Hurricanes Jose and Katia at the moment, as well, both of which stand to cause damage and destruction in the Caribbean and Mexico as they make landfall in the coming days.

For those who wish to help the recovery by making a contribution, we suggest FEMA’s advice that a good starting place is The National Voluntary Organizations Active in Disaster, at www.nvoad.org, which can direct you to both local and national relief organizations seeking donations.
We also encourage our members to donate only money, as sending unsolicited goods, no matter how well meaning, will force relief organizations to sort and store these items, whether they are needed or not, taking volunteer labor, transportation and warehouse resources away from more pressing relief efforts. As a matter of fact, the Texas VOAD issued a press release indicating that “the influx of donated items exceeds the needs of the impacted communities at this time.” You can read the full press release here: https://onestarfoundation.org/news/press-release-important-information-for-volunteers-and-donors/ Again – cash is king in this situation.

Closer to home, we do have a few upcoming events to look forward to. Thursday, September, 21st, is the annual CMA Education Awards Luncheon, at which scholarship winners and their guests will have an opportunity to meet and mingle with our membership. We are so grateful that a panel of CMA Commodores will be there to discuss, well, pretty much whatever they would like to speak about! Last year’s Commodores panel was interesting, insightful, and absolutely entertaining, and this year’s panel, of Peter Evensen and Jack Noonan, moderated by Per Heidenreich, should be every bit as wonderful as the 2016 panel. As always, I encourage our members to attend, meet the scholarship winners, who will, by the way, be our future industry colleagues, and enjoy what will certainly be an interesting and entertaining panel discussion.

Our October luncheon will be on Thursday, the 19th, and we are planning our annual Halloween Happy Hour, for Thursday, October 26th, so please look for further details of these two events in the coming weeks.

Finally, please remember that the Connecticut Maritime Association is YOUR organization. Our work is for our membership, whether it is bringing industry leaders to speak at luncheons, arranging happy hours, golf, and the softball league, providing factoids in our monthly newsletter, or maintaining our roster for members to access, we want to keep you updated, and keep you connected to your fellow CMA members. You all help to create the vast wealth of knowledge and connections that make the CMA the unique and important organization that is has grown into over the past 33 years, and which will carry it far into the future.

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

Accuritas Global Solutions provides customized business intelligence and analytics to global transportation leaders to support sound, data driven business decisions. With unparalleled client support, Accuritas is management’s partner in accurate performance monitoring and efficiency planning, offering:

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**See Accuritas at**

**SHIPPINGInsight 2017**

Oct 10-12, 2017
Marriott Hotel
Stamford, CT

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**SHIPPINGInsight 2016 Award**
Presented to
Accuritas Global Solutions

For achievements in fleet optimization and ship operating efficiency
FROM THE EDITOR

For those of you who were able to get away from the “business” this summer, even if only a few days, my great respect. Shifting gears, so to speak, in any life-style is tricky.

During the August dog days of summer I attended MARAD’s New England Region America’s Marine Highway (a.k.a. short sea shipping) Round Table at the venerable Alexander Hamilton U.S. Customs House in Manhattan. The building, completed in 1907, presides over Bowling Green Park and the bronze bull at the foot of Broadway. I was amazed at how many people swirled around it compared to the days when I worked in the area.

The meeting brought together planners, financiers, consultants, economists, engineers and developers from the worlds of transportation, urban development, ports and shipping. It was a well spent three hours. The Marine Highway program started 15 years ago, and its roots go back at least another 10 years, but only a few highly local projects like NY’s Cross Harbor and Virginia’s M-64 (HRDs/Richmond) routes survive. I had hoped to learn what those projects that failed to materialize had in common. There must be lessons to be learned from each that will help revive them or other promising projects.

The most exciting project is Harbor Harvest being organized by our own Bob Kunkel. Private start-up funds are in place and the first vessel is being built now. Funding for the next steps is expected from MARAD later this year. If you have not read of the project elsewhere send me an e-mail and I’ll direct you to the project.

The freight markets, dry and wet, have continued to follow a roller coaster path which, as always, generates conversations wherever shipping people gather. A new line I heard recently came from an exchange between a ship broker, banker and a maritime journalist. We have heard that history (as in market cycles) repeats itself. The banker disagreed, but allowed that while history does not repeat itself, it often rhymes. I never heard this line before although I found out later that it was first uttered by Mark Twain possibly as early as 1874. It is a funny, maybe a bit
silly line, but we do see the similarities in markets. How they evolve differs according to the current state of global finance, current interest rates, individual risk vs reward preferences and dozens of other variables that somehow cumulatively make similar sounds (rhyme) when we listen to the financial pundits recite the state of the markets.

Let me end with an optimistic observation from a current McKinsey newsletter. Globalization is alive and kicking. “It’s a golden age for nationalistic rhetoric, but globalization is anything but dead. Yes, cross-border capital flows have shrunk by 65% since the heady (frothy?) days of 2007. But what’s emerging, we conclude, is a more risk sensitive, rational and ultimately more resilient version of global financial integration.” Amen.

Don Frost

MEMBERSHIP NOTES

Hope you all had a great summer. This past month we had a bunch of membership renewals but only two new members. We are pleased to welcome:

Mr. Christer Abrahamsen, Vice President, TBS Shipping Services, Inc., Scarsdale, New York
Mr. Mark Levis, Account Manager, Wilhelmsen Ships Service, Staten Island, New York

Greg Kurantowicz, Membership Committee Chair

HURRICANE HARVEY – RECOVERY

By Joe Gross

Many of us would like to do what we can to help those in need as a result of the extensive damage caused by Hurricane Harvey in the Gulf. According to FEMA, the best thing that we can do is to donate cash to the organizations providing relief services, such as Americares, the Red Cross, and others. This allows them to purchase needed supplies as locally as possible, and minimize the transportation and logistical issues involved in getting the supplies to where they are needed, allows them to buy in bulk, and to buy from local businesses. It also allows them to hire local people to assist, which helps to rebuild the local economy.

FEMA also cautions against donating unsolicited goods, even though this may be done with the best of intentions. Dealing with such donated goods requires relief organizations to sort and store these items, taking volunteer labor, transportation and warehouse resources away from other coordinated relief efforts. To make a donation, we have been told that a good place to start is with an organization called National Voluntary Organizations Active in Disaster [www.nvoad.org](http://www.nvoad.org). If you click on the Hurricane Harvey banner on their website, it will direct you to a list of both local and national organizations that you can donate to. No doubt, every dollar donated will help.

While you have the hurricanes on your mind may we remind you that Coast Guard members need our help! 5,000 Coast Guard members and their families live in the area devastated by Hurricane Harvey. While these heroes are working tirelessly - rescuing 3,600 people as of August 29 - for many, their own homes and possessions have been destroyed by the most dangerous hurricane to hit the U.S. in over a decade. This is an all hands on deck disaster with crews from around the country on their way right now to help with the search and rescue efforts amid catastrophic flooding. Let us come together to support these brave men and women and their families. Donate right away so we can provide immediate emergency support to our Coast Guard members impacted by this storm. Donate online: Coast Guard Foundation

Click here to donate!
SAVE THE DATE

Join us for the Thomas Miller (Americas) Inc. Charity Golf Outing

Tuesday, October 3rd, 2017

Forsgate Country Club
375 Forsgate Drive, Monroe Township, New Jersey 08831
Tel: 732.521.0070

Benefitting the Breast Cancer Research Foundation

PROGRAM

9:30 am – Registration and Continental Breakfast
11:00 am – Golf Clinic
11:30 am – Shotgun Start, Boxed Lunches
5:00 pm – Cocktails
5:45 pm – Dinner, Awards, Raffle Prizes Draw

For more information, please contact:

Mike Jarrett: 201-557-7343 email: michael.jarrett@thomasmiller.com
Laura Gilbert: 201-557-7432 email: laura.gilbert@thomasmiller.com
Susan Pietri: 201-557-7332 email: susan.pietri@thomasmiller.com

REGISTER ONLINE: www.tmacharitygolf.com
The following is offered as information only. It has been abstracted (virtually quoted) from a widely distributed e-mail by Congressman Joe Courtney from Eastern Connecticut explaining why he is pushing back against a potentially harmful lawsuit being leveled by the State of New York with implications for the states of Connecticut and Rhode Island. If you have questions direct them to Congressman Courtney’s office in Norwich, CT (860)-886-0139 or the Washington office phone number is (202)-225-2076, Fax (202)-225-4977.

The economy of eastern Connecticut has always been closely linked with access to the sea by maritime industries. From recreational boating to commercial marine transportation, shipbuilding, ferry operations, the Coast Guard Academy, and the Navy’s Submarine Base in Groton, tens of thousands of local families depend on jobs connected to the water.

All of these activities require the regular dredging of shipping channels and navigable waterways to maintain access to Connecticut’s and Rhode Island’s ports. Without regular dredging the natural sediments that flow down Connecticut’s many inland waterways would clog and choke the conduits that seafaring traffic relies upon.

In December of last year, following years of intense environmental reviews and robust public engagement over the future of dredging in Eastern Connecticut, the EPA finalized a plan establishing a new Eastern Long Island Sound Dredging Disposal Site (ELDS). The EPA’s plan is intended to provide a stable, economically secure and environmentally sustainable process for dredging in the eastern Long Island Sound for the next 30 years. (Ed: FYI- A small portion of the old ELDS was located in New York State waters. The new ELDS is located totally in Connecticut waters.)

However, after a lawsuit was filed by New York in federal court last month that stable future has been called into question. The lawsuit alleges that the ELDS established by the EPA will harm the ecosystems in Long Island Sound, even though New York has not objected to similar sites located in the central and western Long Island Sound. If
successful, this lawsuit would shut down the site and dis-proportionally harm eastern Connecticut and the industries and businesses that rely on access to the shoreline of Long Island Sound. (Ed: including the Port of New London, the submarine base at Groton and the manufacturing of submarines at Electric Boat).

The ELDS was created with the most stringent environmental regulations ever put in place for dredging disposal. Any material destined for open water disposal must pass a rigorous review process to make sure it does not contain any harmful toxins that could damage the fragile marine ecosystem. Moreover, in an effort to reduce the impact on the Sound, the new plan strictly prioritizes the use of land-based disposal options for dredging material such as beach nourishment. Finally, when the open water site is used for disposal, it will then be closely monitored afterward to ensure that there are no adverse changes occurring within the local ecosystem.

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**NAMEPA TO HONOR FOUNDING CHAIRMAN**

August 15, 2017 – NAMEPA (North American Marine Environment Protection Association) Chairman Joe Hughes announced today that Clay Maitland will receive NAMEPA’s Lifetime Achievement Award. Maitland, who is a Managing Partner of International Registries, Inc (Marshall Islands Ship Registry), is being recognized for his many industry accomplishments including being the co-founder, with Carleen Lyden Walker, of NAMEPA 10 years ago. The Award will be presented at NAMEPA’s Annual Awards Dinner being held aboard the Hornblower Infinity at Pier 40 on October 26th in New York. The dinner will celebrate NAMEPA’s 10th Year Anniversary, and recognize Award winners for other categories.

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**THE ONE MARITIME TECHNOLOGY EVENT YOU CAN’T AFFORD TO MISS**

**SHIPPINGInsight 2017**

6th Fleet Optimization Conference & Exhibition

October 10-12, 2017 at Stamford Marriott Spa & Hotel - Stamford, Connecticut

The 6th annual SHIPPINGInsight Fleet Optimization Conference & Exhibition will include more speakers, more roundtables, more exhibitors, more sponsorship opportunities, more shipowners and – most important – more networking opportunities. The overall theme is practical technology solutions to operate ships and fleet more efficiently.

**SHIPPINGInsight 2017 at a Glance:**

- 200+ registered delegates
- 35+ shipping company executives confirmed
- 2 ½ day conference
- 6+ keynote speakers
- 5 panel sessions
- 6 open roundtable sessions
- 19+ hours of scheduled networking events
- Presentation of SHIPPINGInsight Award

Contact: info@shippinginsight.com | Phone: +1 434-295-6642
Dear Friends,

Can I tempt you to sponsor Spinnaker Global’s team in the fourth OSCAR Dragon Boat Race? The money we are raising is supporting research (and significant breakthroughs) in the treatment of childhood cancer and immune diseases that is saving the lives of children around the world.

Brand new research saved the life of my son, Oscar, the inspiration for the OSCAR Campaign. Last week, Dr Paul Veys, head of Bone Marrow Transplants at Great Ormond Street Hospital, gave a talk to the OSCAR dragon boat teams on the incredible advances they’ve made in just the last couple of years thanks to external charitable funding. Transplanted cells can now be programmed to see and attack specific cancers but be made blind to the patient’s cells which means that the patient does not suffer the aggressive side-effects that Oscar and others in the past have endured.

The shipping industry and our friends have already raised £1.5m to fund developments and research at Great Ormond Street Hospital for Children and the Institute of Child Health. Government funding simply isn’t sufficient to finance this kind of work, which is breaking new ground virtually every month. That’s why the dragon boat race is an annual event allowing shipping to do its part to bring research to the bedside for children whose lives are at risk today.

I know there are lots of requests for sponsorship nowadays and many of you have already generously donated. This one is personal and I hope you will consider supporting us if you can, but please rest assured if you have already done so and cannot again, it is greatly appreciated and I hope you don’t mind receiving this email.

Our Just Giving page is at
https://www.justgiving.com/fundraising/oscardragonboat2017

Thank you so much and all the very best,
Phil

Phil Parry
Chair, The OSCAR Campaign
JOB MART

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

To become part of the Job Mart please call (203) 406-0109 ext. 3717 or email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering
Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience. Masters student at Texas A&M University.

On-Campus work experience (1.5 yrs)
• Currently employed as Graduate Assistant in TAMUG Information Services
• Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
• Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)
Deck Navigating Officer: Nov 2008- July 2014
• Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship’s fire systems’ maintenance
• In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

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

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

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

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

Work Experience
REGIONAL MARKETING MANAGER – AEGERAN MARINE PETROLEUM SA(NEW YORK USA) (3 Years)
International Marketing and Marine Fuels Trading.
Developing Supplier and Client Relations in a range of selected geographical areas.
Further Development of current client platform, retain and develop business.
DIRECTOR – ICS PETROLEUM LTD (VANCOUVER & MONTREAL CANADA) (5 Years)
Successfully in charge of maintaining the barge operations in Port Metro Vancouver Harbor.
Developing Supplier and Client Relations in a range of selected geographical areas.
Overall development of the office towards new sales goals.
Oversee Staff and supporting Development.
MARINE FUELS TRADER – AEGERAN MARINE PETROLEUM SA (PIRAEUS GREECE) (3 Years)
International marketing and marine fuels trading and brokerage negotiations with customers and third parties.
Handling negotiations and disputes that arise as a result of short-deliveries, off-specification fuel, or de-bunkering, in cooperation with the quality department
MARINE FUELS/MARINE LUBRICANTS TRADER – BALUCO SA (PIRAEUS GREECE) (5 Years)
Bunkers and Lubricants trader
Contact: George Tzanakis
Cell: +1 347 291 62 94
E-Mail: g_tzanakis@yahoo.com

Candidate 4: Upcoming Graduate looking for entry-level position.

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

Candidate 5: Recent Graduate looking for entry level position

I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate’s license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.
Contact: Eric Peterson
Email : e182588@gmail.com
**Candidate 6: Licensed attorney with vessel operations and insurance defense experience**
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com  
(S16-11)

**Candidate 7: Upcoming Graduate looking for Entry-Level Position**
Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine insurance. I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company’s portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa  
Cell: 914-479-7254  
E-Mail: rajimos.16@sunymaritime.edu  
Notes: Resume available upon request.  
(S17-02)

**Candidate 8: Maritime Executive with over 20 years Drybulk Experience**
Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

**Experience includes:**
- 8 years as Chartering Manager for Owner Operators (Handy/Handymax)  
- 7 years as Chartering Manager For pure Operator (Handy/Handymax)  
- 8 years as a Broker. (all Drybulk sizes)  
2 years seagoing experience as deck officer  
Created own Chartering and Operations team. Coordinated closely with Technical, and participated in repair and routine inspections.  
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler Captain Class C from Merchant Marine Academy Hydra, Greece. Dual Citizen (USA/EU)  
Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas  
Cell: 203 808 5088  
E-Mail: vmaschas@gmail.com  
Notes: For further information kindly contact  
(S17-03)

**Candidate 9: Maritime Executive with over 10 years experience**
After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry. Experience includes:
- 10 years with international trading house  
- 10 years as in-house owners broker  
- 10 years as competitive broker  
Currently located in Greenwich, Ct.
Holding dual Citizenship (Canada/Norway) and Green Card for the USA.  
Contact: David C. Wold  
Cell: +1 203-274 1433  
E-Mail: dcwold@gmail.com  
(S17-04)

**Position D: HSQE Manager (DPA/CSO)**
TBS Ship Management Inc., based in Scarsdale, NY, manages a growing fleet of 13 bulk carriers and is seeking candidates for the rewarding senior position of HSQE Manager (DPA/CSO). The successful candidate will be responsible directly to the President to provide direction, support and manage TBS’s Ship Management’s Quality, Safety and Environmental Management and TBS Shipping Services’ Quality Management systems. Must be willing to travel frequently worldwide.
Qualifications –  
- Maritime school graduate with seagoing experience as a licensed Master or Chief Engineer and/or minimum of 5 years shore side HSQE experience in the maritime sector.  
- Must have passed an IRCA or RAB approved 5-day ISO 9001 Lead Auditor Training Course.  
- Familiar with ISM Code, SOLAS, MARPOL, ISPS, MLC, PSC Matters and other international and US maritime regulations.  
- Must have ISO 9001 & 14001 auditing experience, be an experienced trainer, with good verbal and written communication/interpersonal skills.  
- Team oriented and able to multi-task.  
- Familiar with computer based applications.  
- Special projects as assigned  
- Qualified candidates must be eligible to work in the USA.
We offer competitive compensation and benefits including, medical, dental, life, paid vacation and personal days, and 401k.
Company: TBS Ship Management Inc  
E-Mail: recruiting@nyc.tbsship.com  
Notes: Please send resumes with the subject HSQE Manager (DPA/CSO) on all transmissions.  
(HW08-17)

**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.
d’Amico’s corporate culture is founded on three pillars:

• the modern technology of the fleet,
• the professional excellence of its people,
• the concrete commitment to social responsibility.

d’Amico Shipping Group is strongly dedicated to the development of its assets and resources, thus strengthening its competitive position in the shipping industry. A continuous effort is made to support the professional growth of its people and to finance a flexible, modern and eco-friendly fleet.

ROLE: Vessel Operations
LOCATION: Stamford (USA)
DEPARTMENT: Dry Cargo Chartering & Operations

JOB DESCRIPTION

• Attentive review and interpretation of relevant charter party terms for further planning of the intended voyage.
• Efficient voyage plan, liaising with Master, Agents, Chartering desk, Bunker suppliers etc.
• Prepare and ensure compliance with voyage orders for safe and efficient voyages.
• Ensure vessel’s complying with Charter Party warranties.
• Appoint agents negotiate and approve port pro-forma disbursements, and third party invoices.
• Plan, purchase, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
• Minimize voyage operating costs against voyage estimates.
• Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
• Shipnet (integrated data system) updating and following up of the internal general procedures.

EXPERIENCE AND RELEVANT SKILLS

• Recent graduate of a Maritime academy or other university
• Experience as a ship officer preferred, or cadet observer experience preferred
• Proactive, results-oriented and well-organized problem solver able to work independently and under pressure
• Team player, equipped with good interpersonal and communication skills
• Fluent in English, confident knowledge of Spanish a plus
• Proficient in the use of Microsoft Office (word, excel, power point)
• Confident user of Integrated Data Systems tailored on the shipping industry (Knowledge of ShipNet a plus)
• Willingness to travel abroad
• Must have permanent legal working status in the US

Company: d’Amico Shipping Group
E-Mail: gross.j@damicoship.com
Notes: Applicants should respond to gross.j@damicoship.com and include the word resume in the subject line (important - thank you!) (HW08-17)

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

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

Key Responsibilities include:

• Building TradeWinds’ circulation in the Americas
• Generating new accounts and leads though the maritime community
• Representing TradeWinds at industry exhibitions, conferences and events

The ideal candidate will:

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

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

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

All enquiries will be handled with utmost confidentiality.

Company: TradeWinds
E-Mail: stamford@tradewindsnews.com
Notes: Please email a cover letter and CV with the subject line “Stamford Content Sales Manager”.

Position G: Commercial and Insurance Risk Manager - NY
The ideal candidate will be a maritime claims/risk/insurance professional with a background in Admiralty and Commercial law along with some operations or commercial experience.

Responsibilities will include:

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

Desired skills and qualifications:

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

The Company offers competitive salary and benefits.

E-Mail: comminsurmgr@gmail.com
Notes: Please send qualified resume in confidence.
Position H: Trading Support Group Specialist  
Wilton, CT

Background:
Founded in 1996, Fairfield Chemical Carriers controls a fleet of more than 28 modern 20,000MT and 25,000MT deadweight chemical tanker vessels. These fully stainless steel tankers, trading worldwide, carry a wide range of bulk liquid commodities such as palm oil, ethanol, sulphuric acid, acrylates and solvents. Fairfield’s mission is to provide our customers with a creative approach to their ocean transportation needs and an unsurpassed level of customer service thru the commitment of dedicated employees.

Job Description:
The Trading Support Group Specialist will support various stages of a vessel’s voyage. From pre-fixture evaluation of charter party terms, voyage data management, and post-fixture review including demurrage support. A Trading Support Group Specialist will have exposure to nearly all facets of the chemical tanker trade and will interact with chartering, operations, accounting, and administrative department.

Responsibilities Include:
• Communicate with the chartering and operations group to proactively avoid potential issues related to charter party terms
• Generate fixture notes and maintain charter party databases
• Work closely with accounting department to ensure efficient processing of demurrage billing and collection
• Assist in the oversight of voyage management software

Key Attributes Desired:
• Ability to handle numerous tasks simultaneously and perform under pressure
• Strong analytical and problem solving skills
• Highly motivated and detail oriented
• Excellent verbal and written communication skills
• A team first mentality

Requirements:
• Bachelor’s degree or higher or minimum 5 years' experience in marine logistics
• 2+ years of experience in a fast-paced, professional environment
• Proficient in Microsoft Office

Preferred Experience / Exposure:
• Marine logistics or shipping/trading experience
• Charter Party Agreements
• Demurrage calculation and claim support
• Vessel Management software
• DA Processing software
• Marine Insurance
• Contract interpretation
• Advanced skills in Microsoft Excel and PowerPoint

Benefits:
Fairfield Chemical fosters a supportive and dynamic work environment. We offer a comprehensive benefits package, including excellent medical/dental coverage, 401K with employer matching and paid vacation/holidays.

Contact: Rosie Dillon  
Company: Fairfield Chemical Carriers  
Address: Wilton, CT  
E-Mail: RAD@fairfieldchemical.com

(UW09-17)

Up Coming Events

SAVE THE DATES

SEPTEMBER 2017
Thursday, September 21, 2017
CMA Education Awards Luncheon
Presentation of the Annual CMA Education Awards
Panel of CMA Commodores sharing their wisdom!
  Peter Evensen – CMA Commodore 2013
  Jack Noonan – CMA Commodore 2017
Moderated by Per Heidenreich – CMA Commodore 2000

STOP THE PRESS – DUE TO SOME LAST MINUTE TRAVEL PLANS THERE WILL BE SOME CHANGES TO SPEAKERS AT THIS LUNCH – WATCH YOUR EMAIL FOR NEWS!

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

OCTOBER 2017
Thursday, October 19, 2017
CMA Speaker Luncheon
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 / Non-Members $60

Thursday, October 26, 2017
CMA Halloween Happy Hour
From 6:00 pm-9:00 pm
Sign of the Whale
6 Harbor Point Road, Stamford, CT 06902

Sponsored by the CMA with the first drinks on us up to $1,000 total and appetizers too!
Get in the spirit and dress for Halloween – there will be a Costume Contest and prizes! If not wearing a costume we ask for a $5 cash donation (for the CMA Education Foundation!)

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

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