UP COMING EVENTS

SAVE THE DATES

FEBRUARY 2017

Thursday, February 23, 2017
CMA Monthly Speaker Luncheon

Speaker: Robert N. Kunkel, President, Alternative Marine Technologies (Amtech)

Disruptive Sustainability - Shipping from the eyes of technical geeks
Update and view of what Amtech has been involved with over the past three years - Vessel Design, Eco-ships, LNG in the U.S., Hybrid Coastal Shipping to name just a few things – followed by their view of the current markets and the future.

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

MARCH 2017

Monday, March 20 – Wednesday, March 22, 2017
CMA SHIPPING 2017
Capitalizing on a Changing Industry

Hilton Hotel, Stamford, CT
http://www.cmashipping2017.com

APRIL 2017

Thursday, April 27, 2017
CMA Annual General Meeting Luncheon

Water’s Edge at Giovanni’s II
2748 Post Road, Darien, CT 06820
Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Free to CMA Members in good standing

For Reservations for all CMA Events please call Emilie at +1.203.406.0109 Ext 3725, Lorraine at Ext 3717 or email conferences@cmaconnect.com or eengh@marinemoney.com

PRESIDENT’S NOTES

Your CMA got off to an excellent start in 2017 with a very interesting presentation at our January luncheon by Stefanos Kazantzis, Senior Shipping & Finance Director at McQuilling Services. He brought great insight and perspective to the topic of Oil Market Trends and Directions for 2017. I have no doubt that all in attendance walked away having heard something new and interesting.

There is really no shortage of activity in and around the shipping industry at the moment. Elaine Chao took office as Secretary of Transportation on January 31st, while we still await Wilbur Ross’ confirmation as Secretary of Commerce. I know we are all keen to find out what having people so closely connected to international shipping might

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mean for our industry. President Trump is working to fast-track approval of the Keystone and Dakota Oil Pipelines, easing access to inland refineries and the US Gulf for shipment. The USCG will be holding its final El Faro hearing in early February.

The first legally imported cargo imported from Cuba to the United States arrived on a Crowley container ship last week. President Trump followed through on his promise to withdraw the United States from the TPP. I could go on...

What does all of this mean? It means that markets are moving and changing, and our industry will rise to meet all of the challenges that these changes present. Such disruption of the status quo will bring with it new challenges, opportunities, markets and technologies.

This brings me, seamlessly, to our February 23rd luncheon, where our speaker, Bob Kunkel, will present “Disruptive Sustainability, Shipping from the eyes of technical geeks.” I can promise you a fascinating presentation, as Bob, who seems to have limitless energy and exciting ideas, is quite literally moving shipping technology in new directions.

Finally, we are quickly approaching March, and CMA’s annual conference titled “Capitalizing on a Changing Industry.” This year’s focus, like that of Bob Kunkel’s presentation, is about change. Change is the one constant we have always faced in this industry, from ancient triremes, full rigged sailing ships, coal fired steam ships, and now, increasingly efficient motor vessels. We hope to see you all there.

Joe Gross

I am writing this on Groundhog Day and, not unlike those of us who try to forecast freight market movements, or for that matter, those of the Federal Reserve’s Open Market Committee, Punxsutawney Phil’s expectation for six or more weeks of winter differs from that of Staten Island Chuck’s. Balzac Billy (Balzac, Alberta, Canada) agrees with Phil but Nova Scotia’s Shubencadie Sam disagrees by predicting an early spring. I must add that Staten Island Chuck has been right 80% of the time.

So how does Groundhog Day’s prediction of when spring
will arrive relate to shipping, or when the Fed will raise interest rates? It doesn’t, but the forecasts have been just as accurate.

For the dry cargo people I’d like to cite BIMCO’s recent announcement that January tanker deliveries were at a record high. However, before gloating at the prospect of sharing your grief with tanker owners, may I remind you of Alphaliner’s (the worldwide reference in liner shipping) February 1, 2017 statement “100 plus Panamax Containerships Must be Scrapped to reach Break-Even Levels.” As the anti-globalization discussion moves along it seems to me that containerships move the goods and products that are manufactured from the raw materials carried by bulkers and with the energy carried by tankers. To me fewer box ships, especially Panamax size, in the short run implies less trade in all sectors of shipping. A possible trade war would make things still worse. Like Bill Murray it might be like reliving the run up to WWII but somehow Churchill’s “learn from history” wisdom carries little weight in shipping. (thank you Greg Miller for that thought)

Are you smiling or scowling? Surely this scenario is not the end of shipping, but what do you think? “Get with the program” and sign up for Shipping 2017. Remember, none of us is as smart as all of us!

So what else is happening? Anything outside the Washington scene seems to be quite popular. For example, while NAMEPA’s kindergarten through 12th grade art contest “Connecting Ships, Ports and People” (www.namepa.net/art-contest) doesn’t easily connect to CMA, it does respond to the fact that after centuries the shipping business is the least known global industry.

As usual we will have elections at our Annual General Meeting April 27, 2017. Aside from a new Secretary (she is term limited) and our Communications Chair, who will be taking a job offshore this spring, most of the Board is eligible for re-election. The nominating committee is being formed and we will have more information for you next month.

Don’t miss the February 23 luncheon. Our speaker, a past Vice President, will have a lot to say and I assure you that you will learn and be entertained.

Donald Frost
Editor
From Data Chaos to Smooth Sailing – Accuritas Global Solutions

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

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www.accuritas.com • info@accuritas.com

See Accuritas at
Capital Link 8th Annual Greek Shipping Forum
February 15, 2017 – Athens, Greece

CMA Shipping 2017 Conference & Exposition
March 20-22, 2017 – Stamford, CT
New 2017 Booth Location: Booth #6

1st Annual Marine Money Cyprus Forum
April 26, 2017 – Limassol, Cyprus

SHIPPINGInsight 2016 Award
Presented to
Accuritas Global Solutions
For achievements in fleet optimization and ship operating efficiency
We are happy to welcome the following new members.

Mr. Doug Bennis, Sr Maritime Account Mgr, Network Innovations, Fort Lauderdale, FL

Mr. Luca Bruga, Staff Surveyor, Naval Architect, Braemar Inc The Salvage Association, NY

Ms. Sarah Cross, Maritime Sales Northeast, Victaulic Company, Easton, Pennsylvania

Mr. Cao Deambrosio, Managing Partner, Seamax Capital Management LLC, Stamford, CT

Ms. Nelly Elder, Marine Business Development, Intergulf Corporation, LaPorte, TX

Mr. Deepak Jadhav, Chief Mate/SDPO, Bourbon Offshore MMI, Dubai

Mr. Kyle Larkin, Weather Routing Inc. (WRI) / Assistant Ops Manager, Glens Falls, NY

Mr. Olav Nortun, Group CEO, Thome Ship Management Pte Ltd, Singapore

Mr. Ron Petrunoff, Managing Partner, Seamax Capital Management, Stamford, CT

Ms. Nina-Mercedes Rabin, Student, Thomas Jefferson School of Law, San Diego, CA

Mr. Colin David Rowe, Tulane Law School, New Orleans, LA

Mr. Jonathon Shull, Commercial Manager, Impala Terminals Burnside LLC, Darrow, LA

Mr. Gregory M. Simoneau, Account Manager, The Americas, TradeWinds, Stamford, CT

Mr. Shane Thomas Tierney, Third Officer, Bronx, New York

Mr. Barry P Watson, Dir. Nat’l/ Global Accounts, Yang Ming Am/ Kuang Ming Shipping, Chesapeake, VA

Mr. Peter S. Wiswell, Head of North American Marine Claims, Zurich NA, New York, NY

Ms. Cheryl Zimmerman, CEO / Far Sounder, Inc., Warwick, Rhode Island

Welcome aboard. We hope to meet you all soon. Greg Kurantowicz, Membership Committee Chair
The Connecticut Maritime Association Presents

SHIPPING 2017
North America’s Premier International Shipping and Trade Conference and Exposition

March 20, 21 & 22, 2017
Hilton Hotel
Stamford, Connecticut

3 tracks 14 sessions
2,500 people

Capitalizing on a Changing Industry

An Ocean of Experts

www.cmashipping2017.com

Produced by
International Marketing Strategies, Inc.
Tel: +1.203.406.0109 ext 3717
Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.cmashipping2017.com
The Connecticut Maritime Association presents

SHIPPING 2017
Capitalizing on a Changing Industry

INTRODUCTION

Today, the CMA is the largest commercial shipping association in the US, which means that leaders of the industry and government come to share their ideas, voice concerns, or explore answers to today’s new issues. The bottom line is to give you information to trade on, grow from, plan with and use today – from the people who are leading the way.

LOCATION

The tri-state area is home to over 225 ship owners and ship managers.

ATTENDEES

Industry representatives from 49 countries attended CMA Shipping 2016.

CMA Attendee Demographics Shipping 2014-2016

- Shipowners/Ship Managers: 19%
- Ship Supplies/Product Manufacturers/Ship Yard: 16%
- Class society/Ship Registries: 19%
- Finance/Equity Investor: 11%
- Emergency Response/Security/Salvage: 8%
- Lawyer/Insurance: 7%
- Government/Associations: 7%
- Consultant/Information Provider/Internet Group/Software Provider: 6%
- Port Authority/Pilots/Ship Agents: 5%
- Press/Communications: 4%
- Brokers/Charterers: 2%
- Consultant/Information Provider/Internet Group/Software Provider: 2%
- Consultant/Information Provider/Internet Group/Software Provider: 2%
- Consultant/Information Provider/Internet Group/Software Provider: 2%

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www.cmashipping2017.com
SPONSOR OPPORTUNITIES:

There are several sponsorship opportunities available at North America’s longest maritime conference and trade exhibition – 2,500 delegates, 140 exhibits, 14 seminar tracks – supported by industry, for the industry, that will provide a high level of brand exposure and significant marketing opportunities through the channels of the CMA to senior executives within the domestic and international shipping industry.

The general benefits for all levels of sponsorship include:

• Name and corporate logo printed in all Shipping 2017 conference brochures and promotional materials, used for both mail and email promotional campaigns.
• Signs throughout the hotel identifying your sponsorship during the event.
• Company Name on event website (www.cmashipping2017.com) and a direct link to your company website.
• Company banner/flag hung from the mezzanine level at the Stamford Hilton for the duration of the event.
• Acknowledgement and Thanks from the Dais during Shipping 2017.
• Access to the full style delegate list in advance and after the conference.
• Emailable VIP Pass to the Exposition for clients and guests.
• The opportunity to be recognized as an active supporter of the CMA and Shipping 2017 and gain valuable exposure to a highly targeted audience of maritime professionals.
• Your company name listed in the “Sponsor Thank You” advertisement in the April issue of the Connecticut Maritime Association newsletter.

Sponsorships can be tailored to meet your specific objectives and depending on the sponsorship investment value, might also include any of the following conference specific benefits:

• Speaking opportunity on the conference agenda with speakers’ dinner invite for the speaker; complimentary delegate pass(es); complimentary Official Event Guide ad

We are flexible in accommodating any sponsorship requests and are happy to work with you. For any questions or to see available sponsorship opportunities, please visit the Event Sponsorships page of our website https://www.cmashipping2017.com/event/tevent.html

ADVERTISING IN OUR SHIPPING 2017
OFFICIAL EVENT GUIDE

This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2016 numbered 2,500 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company’s products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. Ad prices range from $595 to $1,795 depending on the type and size of ad.

The guide is the only official publication for Shipping 2017. It serves as a good way to maximize your marketing or congratulate our 2017 Commodore, Jack Noonan, CEO of Chembulk Tankers.
HANGING A COMPANY FLAG OR BANNER AT CMA SHIPPING 2017

Another popular marketing opportunity at CMA is for companies to have a company flag or banner hung from the mezzanine balcony at the hotel. We recommend a flag/banner 6ft x 4ft ideally. The cost to have this displayed for the duration of the show is $375. The cost is waived if you are an Event Sponsor at the show and of course for our past Commodore Companies, who have their own special rail for company flags at the event. We need to have the flag or banner with us one week prior to the event start to organize.

PRIVATE LABEL SEMINARS

We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high-speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 20th from 3-5pm; Tuesday, March 21st from 10am-5pm and Wednesday, March 22nd from 10am-5pm. The cost of booking the special seminar room for one hour is $1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).

ATTEND AS A DELEGATE

Experts from around the world speak on the many issues that will shape the future of the maritime industry. We represent all aspects of the international shipping industry. We have worked to create conference sessions that have direct relevance to the shipping and trade markets.

These sessions are best associated with the goal of delivering immediate commercial, technical, regulatory or strategic value to the industry and its international participants.

Click here to register for the full or partial conference online.

VISIT THE EXHIBITS

VIP invitation to SHIPPING 2017 includes COMPLIMENTARY admission to the exhibition during specified hours. SAVE TIME! PRE-REGISTER! To pre-register and to have a name badge waiting for you, please email your contact info to: conferences@cmaconnect.com and say that you will be visiting the exhibits! Please bring your business card.

Monday, March 20 – 2:00 pm - 4:00 pm
Tuesday, March 21 – 10:00 am - 4:00 pm
Wednesday, March 22 – 10:00 am - 4:00 pm
The Connecticut Maritime Association (CMA) is pleased to present a powerful program for **CMA Shipping 2017 – Capitalizing on a Changing Industry**

The shipping industry is in the midst of transformational change - causing nearly every ship owner, cargo owner, investor, trader, lawyer, shipbroker, trade association, flag state, insurance underwriter, shipyard and other service provider to adapt the way it does business.

- Vessel supply, shipyard capacity and ton mile demand are slowly rebalancing.
- The world’s largest economies are shifting from monetary policy to fiscal stimulus, creating potentially massive demand for all forms of ocean freight.
- The use of big data and technology are creating a competitive advantage for those companies able to generate the data - and profit from it.
- There is a limited supply of inexpensive capital - giving competitive advantage to those companies able to access it.
- Critical new regulations like emissions and ballast water are changing market calculus.
- Led by the liner industry, consolidation is accelerating in nearly every sector of shipping.

This CMA is dedicated to providing the shipping community with **insight** into what is happening, **access** to the people and tools that are transforming the industry and the **confidence** to take action. There is current business intelligence from subject matter experts for every part of the industry.

At the CMA, we are enormously fortunate to have the best input from our industry’s most thoughtful and successful leaders. Visit [www.cmashipping2017.com](http://www.cmashipping2017.com) to learn more and review the developing conference agenda.

The agenda is being fine-tuned almost every day, adding new sponsors, new speakers, new topics, new breakouts, so if you are interested in participating in this year’s event, please do contact us to discuss your ideas and available opportunities.

Some of the most important industry leaders will tackle the issues we all face right now: so whether you want to discuss markets, finance or want to share ideas on what...
exactly needs to be done on any regulatory front, or exchange ideas on bunkers, big data, leadership or the human element, it is all available to you March 20, 21 & 22, 2017 at the Hilton Hotel in Stamford, Connecticut.

While we have worked hard to create a valuable conference event, we are also pleased to acknowledge that the trade exhibits, special events put on by INTERTANKO, WISTA and others, along with a full slate of ‘private label’ working seminars ensure that the business networking opportunities will be non-stop.

The event concludes with the 2017 Commodore Award, which will be presented to John D. "Jack" Noonan, CEO of Chembulk Tankers. It promises to be a grand finale to a spectacular event.

We take delivering a useful, commercially valuable and busy three days for you very seriously. If there is any aspect of the event we can elaborate on for you, please do not hesitate to contact us. We want your stay to deliver meaningful value and whether you are attending the conference or just visiting the exhibits, we are committed to your success.

Along with our sponsors, exhibitors and speakers, we look forward to welcoming you to CMA Shipping 2017. Again, please visit www.cmashipping2017.com to view more on all aspects of the event and to register.

The Connecticut Maritime Association
Tel: +1.203.406.0109, Ext. 3717
Email:conferences@cmaconnect.com
Website: www.cmashipping2017.com

CMA SHIPPING 2017

NETWORKING OPPORTUNITIES GALORE…….

One of the great things about CMA Shipping 2017, March 20-22, 2017 at The Hilton Stamford Hotel is the abundance of networking opportunities and a profusion of social activities, over and beyond the conference and exposition.

To help you make the very most of your time visiting CMA Shipping 2017 if you are already registered; or if you have not yet signed up as a conference delegate as only have time to attend a cocktail reception here and there, here is a list of events taking place, to which all are invited and which can only help to enhance your trip:

Monday, March 20-Wednesday, March 22, 2017

Exhibit Visits - complimentary at the following times
Monday – 2:00pm-4:00pm
Tuesday – 10:00am-4:00pm (CMA Job Fair takes place 5:30pm-7:30pm)
Wednesday – 10:00am-4:00pm

For a VIP Pass to visit the exhibits and to pre-register for a name badge, simply e-mail us at conferences@cmaconnect.com

Private Label Seminars – Charter Oak Boardroom – free of charge to anyone attending CMA Shipping 2017 in any form
The Charter Oak Boardroom Seminar space is hosting a full schedule of private label seminars. A full schedule will be available at the show. We will release a schedule of seminars in the March newsletter and will be very diverse and interesting group of companies with worthwhile stories to tell.

Monday, March 20, 2017

WISTA USA Luncheon
Women’s International Shipping & Trading Association USA’s Twelfth Annual Luncheon at the CMA Shipping 2017 Conference. 11:30am-1:45pm - Hilton Stamford Hotel, Ballroom II. All are welcome to attend. Rod Jones, President & CEO of CSL Group will be the keynote speaker. Last year’s event was sold out, so register early. Click here for more and to register.
WISTA Members $70 Non-Members $80 – this registration is separate from CMA Shipping 2017.

CMA Shipping 2017 Opening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press etc. – those visiting the Exhibits Only need to purchase tickets to gain entry.

Tuesday, March 21, 2017

The Twelfth Annual CMA Shipping Job Fair
Where: Hilton Stamford Hotel, First Stamford Place, Stamford, Connecticut
When: Tuesday, March 21, 2017 – 5:30pm-7:30pm
Who: Maritime-oriented students, companies, and professionals seeking growth.
What: A venue for maritime companies to meet, mingle and discuss with prospective employees ranging from students to experienced professionals in conjunction with a prestigious international industry event.

Companies: We will welcome around 10 companies looking to hire and each will be represented with table-top displays. YSP of New York (Young Shipping Professionals) has also generously agreed to mentor and give advice to young people looking for opportunities in the maritime industry.

We anticipate well in excess of a hundred or so undergraduate and graduate students drawn largely from tri-state area and New England maritime academies, in addition to a contingent of the thousands of industry professionals in attendance at Shipping 2017 that wish to explore opportunities for personal growth. Light refreshments will also be available.

Typically schools hold job fairs to try to draw prospective hirers into meeting students preparing to graduate. By holding the fair in conjunction with Shipping 2017, the CMA seeks to reverse that, inviting students to the venue where the hirers are congregating. Registration for students is FREE. But an RSVP is a must! Please contact Emile Engh by email at EEngh@marinemoney.com - Access is complimentary for those attending the Job Fair.

If you are at Shipping 2017 please feel free to stop by the event during Tuesday’s cocktail reception. For companies looking to hire, the cost of a table-top display at the Job Fair is $250 and is complimentary if you are already exhibiting at the show.

CMA Shipping 2017 Tuesday Evening Cocktail Reception – 5:30pm-7:30pm - $50 for members, $75 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. **Included for those signed up for the conference as delegates, exhibitors, speakers, sponsors, press etc. – those visiting the Exhibits Only need to purchase tickets to gain entry.**

Wednesday, March 22, 2017

CMA Shipping 2017 Gala Cocktail Reception – 5:30pm-7:30pm - $75 for members, $100 for non-members – Call Lorraine at +1.203.406.0109 Ext 3717, e-mail us or sign up at the venue for this. **Included for those signed up for**
the conference as delegates, exhibitors, speakers, sponsors, press and Gala Dinner guests - those visiting the Exhibits Only need to purchase tickets to gain entry.

We look forward to seeing you at one or all of these auxiliary events and, of course, at CMA Shipping 2017.

Lorraine Parsons
Event Director, CMA
Website: www.cmashipping2017.com

17TH ANNUAL SETTING THE COURSE AWARDS BANQUET – APRIL 27, NYC

Seafarers International House will hold its 17th annual Setting the Course awards banquet on Thursday evening, April 27, 2017 at the New York Athletic Club to honor Jack Buono, Paul Doell and CMA Member and longtime CMA show supporter, Larry Rutkowski as the 2017 Outstanding Friends of Seafarers.

• Jack Buono is the Retired President & CEO of SeaRiver Maritime
• Paul Doell is President of American Maritime Officers
• Larry Rutkowski is a Partner of Seward & Kissel LLP

Seafarers International House is a Lutheran mission to seafarers and immigrants of all faiths and nationalities, seeking to nurture the human spirit and foster human dignity through pastoral care, hospitality, social assistance, advocacy and prayer.

The Setting the Course Annual Awards Banquet supports Seafarers International House’s port mission to seafarers and honors those in the maritime industry whose achievements have earned them the Outstanding Friend of Seafarers Award.

Further information about reservations and program journal ads can be found in http://sihnc.org/setting-the-course-gala/

SOCIETY OF MARITIME ARBITRATORS, INC.

The SMA will again offer its popular, comprehensive two day seminar:
Maritime Arbitration Under SMA Rules
Dates: Thursday, February 23 and Friday, February 24, 2017

Location: "3 West Club" at 3 West 51st Street, New York, NY 10019 (Formerly Women's National Republican Club across from St. Patrick's Cathedral in mid-town Manhattan).
www.3westclub.com
(212) 582-5454

PURPOSE
To help further and promote the fair, just, ethical and cost effective resolution of charter-party and other maritime contract disputes by arbitration in New York.

INSTRUCTOR
Jeffrey Weiss, Esq., Professor of Maritime Law at New York Maritime College, with over 30 years of college and graduate-level teaching

WHO SHOULD ATTEND
Business professionals who are users of the arbitration process from issues arising under their company's contracts and charter parties. Attendees from shipowners, charterers, vessel operators, maritime claims adjusters, salvors, ship brokers, oil and chemical companies, insurers, traders and export/import companies should find the course an efficient way to gain an understanding of the current practices in New York maritime arbitration proceedings.

Attorneys: The complete Program will qualify for up to 12 CLE credits (12 sessions) in "Areas of Professional Practice".

KEY INFORMATION:
Cost: $1,075.00 - Responses and payment due by 2/9/17
Patricia Leahy, SMA Office Manager, pleahy@smany.org
Society of Maritime Arbitrators, Inc.157 New Hyde Park Road, Franklin Square, NY 11010  Phone: 212-786-7404
Web: www.smany.org
By Leah Burns

The first CMA luncheon speaker of the New Year focused on the dynamic and pertinent topic of the oil industry. Stefanos Kazantzis, a Senior Shipping Advisor with McQuilling Services out of New York, was the speaker and master of this slick topic. He was enthusiastically introduced by Jonathan Koren, Chair of the Communications Committee, as all of the guests were enjoying lunch and eager to listen. Mr. Kazantzis jumped up, rearing to go. In a matter of thirty-some-odd minutes, he presented a five-year forecast of oil demand in the tanker industry. He dissected some of the major concepts and overviews of the 20th edition of McQuilling Services annual tanker market forecast, which provides an outlook for spot rates and TCE revenues for 19 major trades across 8 vessel segments.

He covered all aspects of the industry, including the short-term future of both the dirty petroleum products (DPP) and clean petroleum products (CPP). He also predicted the individual demands for all classes of tankers, such as Panamax, Suezmax, MR, LR, and VLCCs vessels. He estimated an overall increase of U.S. crude oil exports in 2017, with OPEC compliance rising up to 50%. He stated that crude oil prices will hover at around $50 per barrel, reaching no higher than $60 at any point in the next five years due to large scale production and less need for imports in the United States. Crude oil demand will have an overall decrease around the globe, due to shale oil production increases. The attached images include his predictions for the annual net fleet tanker growth and the refined products total transport demand up until 2021. More information regarding this can be found in the “2017-2021 Tanker Market Outlook” publication from McQuilling Services.

Once finished with the presentation, Mr. Kazantzis answered some questions and closed out the presentation with a roaring round of applause. Another wonderful and informative session provided by the CMA.

ED: Leah is a Mass Maritime student interning with Marine Money/MTI Network

FOCUS OF NEW YORK SHIPPING
23RD ANNUAL JOINT EVENT TO FEATURE NEW AND FAMILIAR FACES

The Annual Joint Shipping Conference of the Hellenic-American and Norwegian-American Chambers of Commerce, often called the New York Shipping Conference, has announced the topics and lineup for the event.

Entitled “Shipping’s Survivors: Strategies for Success in a New Era”, the conference will feature luminaries including Jonathan Chappell of Evercore Group, George Los of CR Weber, Robert Burke of Ridgebury Tankers, Ted Petrone of Navios Corp., Angela Chao of Foremost Group, Jeffrey Lantz of the United States Coast Guard, Olivier Cadet of Kongsberg Marine, George Belesis of Poten & Partners, Jeanne Grasso of Blank Rome, Sean
Durkin of Northern Shipping Funds, Tor Ivar Hansen of DNB Markets, Larry Rutkowski of Seward & Kissel, Paul Leand of AMA Capital Partners and others.

The event will be held on Thursday, February 9th at the Waldorf-Astoria starting at 0815 with conference registration and continental breakfast sponsored by DNB Bank ASA.

Gary Vogel, CEO of Eagle Bulk Shipping, is the luncheon keynote speaker. The luncheon is being sponsored by The Marshall Islands Ship and Corporate Registry.

The final panel of the day offers the Shipowners Perspective, moderated by Norton Rose Fulbright’s Harry Theochari, includes Robert Bugbee of Scorpio Tankers and Bulkers, Jack Noonan of Chembulk Tankers, and the CEO of the newly formed International Seaways, Lois Zabrocky.

The New York Shipping Conference is being co-chaired by Ole Chr. Schroder of Scorpio Group, Clay Maitland, a Managing Partner at The Marshall Islands Ship & Corporate Registries, and John Stratakis of Poles, Tublin, Stratakis & Gonzalez LLP. “Today’s shipping market continues to be survival of the fittest,” stated Ole Chr. Schroder. “This conference brings together the best thinking of the survivors who will share their strategies for navigating these difficult times.”


The cost for HACC/NACC members is $795 (additional members from the same company $725) and non-members is $895 (additional delegates from non-member firms $825). Contact for either Chamber (NACC +212 885 9737 or HACC +212 629 6380) or info@naccusa.org. Sponsorships are still available by calling Inger Tallaksen at +212 885 9737.
CMA SHIPPING 2017
MOBILE APP TO COME!

Coming soon to the app store: CMA Shipping 2017’s Mobile App! Following the success of last year’s app, we are pleased to once again enhance your networking abilities at CMA Shipping. Maximize your time by creating a personalized schedule; keep track of the exhibitors you wish to visit; participate in audience polls; and so much more. Thanks to sponsor World Fuel Services for making the return of the app possible. Keep an eye on your emails for more information!

ASAILOR’S STORY - PART 42

By Commodore Hugh Turnour England

The Nuremberg Trials
It so happened that Commodore Hovedenack, after escaping from Norway, served in Scotland in a Norwegian Unit of the Royal Navy and became friend of Lord Chief Justice Scott who was appointed British Senior Prosecuting Judge at the Nuremberg War Criminal Trials. He invited Hovedenack to come to the trials and the latter suggested we should fly there in an aeroplane kindly provided by my friend Air-Vice Marshall Paxton, A.O.C. Hamburg, so the stage was set for a very interesting experience.

We were there three days and it was fascinating watching the proceedings including the sentencing of the German Leaders, so called defendants, who were mostly cowed from the time they were marched into the court. The exception was Goering who, looking very smart in his Luftwaffe uniform, appeared to treat the whole proceedings with contempt. This was interesting and I could not help admiring him, yet when I suggested to the American Commandant of the prison in which they were incarcerated, the possibility of Goering committing suicide, he laughed at the thought, saying that is my job to prevent it. But Goering managed it, some people saying that his wife passed in a pellet of poison through the grille of his cell when allowed five minutes talk with him. I have often wondered what sort of language the Commandant used after boasting to me that this could not happen!

Among the most interesting people I met were the Russian representatives on the Bench, called the Judge and Alternative Judge, both very nice, they asked me to stay with them if I ever came to Moscow. The whole of the proceedings were intensely interesting and, as far as I could see, they were conducted in a scrupulously fair way. I even remember an occasion when Lord Justice Scott disallowed a question asked by his comrade on the Bench, who I think was Maxwell Fyffe, forgetting for the moment calling him by his Christian name. It was a morbid business, but a just retribution for their sins.

Recollections of my time in Germany
Perhaps it would be interesting to complete my story of the time I spent in Germany by remarking on the mentality of the Germans I had to deal with. I have already given an example of how they did not understand kindness. This applied equally to Germans I had to deal with in Hamburg of all classes, but not those in Southern Germany of which I had practically no experience. They did not appreciate being asked to do anything and liked to be ordered to do it, however difficult, often I thought to prove that they could do it better than one expected. Call it a superiority complex or what you like I believe this is inborn in the German nature, and, from all I hear from my British Army friends, they are just the same at the present time. But this does not explain the ghastly cruelty I witnessed at Belsen, or in the other concentration camps, which the whole population must have known what was going on.

There was also the cowardly propensity by some of the Leading Nazis of committing suicide to avoid just retribution. This was brought home to us early on, just after we had moved in to our headquarters in Hamburg. My Chief of Staff reported that Ribbentrop had committed suicide by swallowing a pellet of poison stuck between his teeth. The security men made the mistake of searching him from the feet up instead of the other way round. I bet they never made the same mistake again. It was an evil introduction to the Nazi Regime and made us all very angry that he had escaped. The house where they caught him was close to my office so we were well in the picture and I think made some of us realize what we were up against. Another thing that worried me was that after loosing two wars, causing so much misery, they might easily follow a new leader and I wondered if there had been any real change in the German Character. Certainly their endurance under the Nazis had been remarkable and despite the Russian menace, the
division of Germany into something like what it was before Bismarck created the German Empire may be a safeguard against them doing it again.

The Curtain Falls
This is the end of my rather longwinded story of my life in the Royal Navy, and, needless to say, I loved every moment of it, with all its ups and downs and would never have chosen any other profession. My last memory is joining the Cunninghams in their flat at the Admiralty with my family, and watching the celebrations of the crowds on “V.J.” day from the top of the Admiralty Arch. It was a wonderful moment and it was then that I must have realized the value of Andrew’s friendship and his example. Nor could I every forget my good fortune in being chosen by Philip Vian to join him in the assault on Sicily and Normandy. The Times in his obituary describes Philip as having the most distinguished record of service at sea of any British Naval Officer during WW2. It also mentions that in his memoirs his natural modesty prevented him from giving an uninhibited account of his war services. This, as I have said previously, is absolutely true, and incidentally it may be interesting to relate that Philip thought that a bust in Trafalgar Square was not a good enough memorial for Andrew Cunningham, and wanted to have a full sized statue on a plinth which happened to be vacant in the square. But beyond all I have written about my good fortune in serving under Philip Vian in the war and the value of my life long friendship with Andrew Cunningham, it is to my dearest Wife that I owe most of all. Without her influence and great courage, especially in the war years, there is little doubt I should have a different story to tell. I have also been blessed by two wonderful daughters to whom I owe more than I can say.

EIGHT BELLS

It is with great sadness that we read that long time CMA Member Mr. Bill McDonald, President, E.N. BISSO, New Orleans passed away peacefully in his sleep at home in Mandeville, Louisiana on Wednesday night January 18, 2017. Bill worked for BISSO for over 20 years and a total of 45 years in the harbor tug business on the U.S. Gulf Coast. Most of that time was spent working in an executive sales capacity where his responsibilities and travels brought him into contact with many of us. He will be sorely missed but long and fondly remembered by those who knew him. Bill is survived by his wife Debby, daughter Jennifer Ditson of Dickinson, Texas and son Jordan McDonald of Houston, Texas.
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 or email: conferences@cmaconnect.com

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

**SITUATIONS WANTED**

**Candidate 1: 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
- Cargo
- Inspection of Fishing Vessels
- Commercial ABS

Swiss Re Academy:

- Marine Intermediate Certificate

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

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

**On-Campus work experience (1.5 yrs)**

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

**At-sea work experience (6 Years)**

Deck Navigating Officer: Nov 2008- July 2014

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

**Certifications:**

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

**Additional Information:**

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

Contact: Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy1@tamu.edu

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

Work Experience

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

International Marketing and Marine Fuels Trading.

Developing Supplier and Client Relations in a range of selected geographical areas.
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: jjnappi22@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

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.
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request.

Candidate 8: Recent Graduate looking for entry-level position
Recent Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking a entry level position in ship brokerage, market research or marine Insurance.
In the summer of 2014 I Interned at MJLF & Associates where I rotated between the clean & spot ship brokerage departments. I hope to continue this career path and I am eager to learn more about the industry.
Resume available upon request.
Cell: 914 552 0072
E-Mail: Timothykaz.11@sunymaritime.edu

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 Panourigas 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: migel.pritchard@gmail.com, robertpri.14@sunymaritime.edu
Cellphone: 646-378-8446
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 C: Port Engineer
American Roll-on Roll-off Carrier Group Inc. (ARC) is the largest U.S. Flag Ro-Ro carrier operating liner services in international trades. ARC provides port-to-port and end-to-end transport of heavy vehicles, helicopters and other equipment for the U.S. government and its various agencies. We also carry U.S. Flag preference cargoes and other commercial break-bulk and Ro-Ro business.
ARC Group is soliciting candidates for the position of Port Engineer to assist in the management of our 7 vessel US flag fleet out of its Woodcliff Lake, NJ office. The job entails managing administrative and operational requirements necessary to ensure the safe, efficient operation of 3 - 4 vessels in the ARC fleet, under the guidance of a Senior Port Engineer.

Job Requirements:
• USCG 3 A/E or 2 A/E License
• Valid US Passport

Specific duties include:
• Assisting in the development and management of vessel operating budgets and tracking vessel expenses.
• Oversight of computer based efficiency programs, planned maintenance systems and job planning/tracking programs.
• Work with software vendors to develop and implement customized reports to assist in the cost management of the fleet.
• Analyze data from efficiency programs to ensure optimal vessel performance.
• Assist vessel engineers in the day-to-day upkeep and mechanical maintenance of the vessels.
• Assist vessels in troubleshooting and repair of equipment and systems as/when required.
• Review & Approval of requisitions, both engine and deck.
• Routinely visit vessels to Assess material condition of the vessels as well as working with vessel crew in developing a remediation plans when/where required.
• Maintain Budget integrity and expense tracking.
• Responsible for establishing and maintaining progressive efficiency programs and analysis of efficiency data.

In addition to the day-to-day duties listed above, the position may also be assigned various project tasks as necessary to support fleet requirements. The job requires travel away from the office for up to 50% of the year, to both domestic and international locations as necessary.
ARC is headquartered in Woodcliff Lake, NJ (northern Bergen County) and offers an attractive and competitive total compensation package, a challenging and rewarding work environment, and opportunities for continued growth and development in the Group. For more information about our business please visit www.ARCshipping.com.
Company: American Roll-on Roll-off Carrier Group Inc. (ARC)
E-Mail: job-0001@amslgroup.com.
Website: www.ARCshipping.com
Notes: If interested in this position, please e-mail your resume and salary requirements

Position D: Strategic & Trading Analyst
DIRECT MANAGER: Manager Strategic & Trading Analysis
DEPARTMENT/LOCATION: Strategic Planning/Southport, CT USA

POSITION DESCRIPTION:
Provide analytical support to Manager of Strategic & Trading Analysis as well as Commercial team. Includes analyzing of Company fleet trading metrics, tracking market research, and supporting fleet strategic planning initiatives.

KEY RESPONSIBILITIES:
1. Track & Analyze the trading of the Company’s fleet - volumes moved by customer, cargo types, changing trading patterns, revenue & time charter equivalent (TCE) metrics, etc.
2. Perform fleet trading analysis for strategic planning purposes
3. Assist Tanker Trading team in budget/forecast coordination
4. Assist in tracking & modeling industry supply and demand dynamics

REQUIREMENTS:
1. General knowledge of tanker market dynamics, tanker chartering & commercial operations, economics & statistics.
2. Strong Excel & Powerpoint abilities, with solid command of building professionally formatted, detailed spreadsheets.
3. Strong written & verbal communication skills
4. Prior experience in shipping and/or energy industry preferred
5. Strong organizational skills
6. Flexibility to adapt to changing schedules and priorities

EDUCATION/EXPERIENCE:
1. BS required - prefer Maritime Academy degree
2. MS preferred (quantitative/analytical degree) or equivalent analytical experience
3. 2-3 years of experience

Contact: Donna Madden
VP Human Resources & Corporate Administration
Company: Chembulk Tankers
Telephone: +1 203-682-1707
E-Mail: dmadden@chembulktankers.com (HW01-17)

Position F: Boarding Agent / Operations Assistant
New England Shipping has a position open for an entry level or experienced Boarding Agent / Operations Assistant based out of their Milford Connecticut office. This position requires day travel within New England and New York. Use of company vehicle and excellent salary and benefits.
Company: New England Shipping
E-Mail: hr@newenglandshipping.com
Notes: Send resume. (HW02-17)