UP COMING EVENTS

SAVE THE DATES

JANUARY 2017
Thursday, January 26, 2017
CMA Monthly Speaker Luncheon
Speaker TBA
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

FEBRUARY 2017
Thursday, February 23, 2017
CMA Monthly Speaker Luncheon
Speaker TBA
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

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

It is a little difficult to believe that the holiday season is already behind us, and we are already well through the first half of January, 2017. I would like to first thank everyone who attended our 2016 Holiday party at Sign of the Whale. We had 325 members in attendance, and the good folks at Toys for Tots seemed overwhelmed at the volume of toys they had to pick up from our event – it’s a great program to support, and thanks to all who participated, and thanks also to all of those that donated money to the CMA Education Foundation.

By now I am sure that our community is aware that Connecticut’s own Jack Noonan, CEO of Chembulk Tankers, is CMA’s 2017 Commodore. It has been quite a few years since one of our local luminaries has received
During the holiday break I usually read a lot. Since Shipping 2017 is largely about the future I started with the business sections of end of year mass media magazines, progressed to a text book on global marketing and capped the effort with a biography of Elon Musk. (See references below)
Comments by Michael Bloomberg and Jeff Immelt and Joel Stein in the December 26-January 2 Edition of TIME seem to me to leak into the world of shipping in some way. We in the shipping industry are so entangled in our own history, markets, operational and financial problems that we do not readily think about our world as viewed by others. We have been told so often that ours is a cyclical business that we easily shrug off the status of our business and look elsewhere or to others outside our world as the causation of our struggles. Lessons learned over the roller coaster years are often forgotten or were never really learned. We in shipping have been through markets like todays before - actually many times before. Yet, for us Joel Stein’s word of the year (“Unprecedented”) is what we tend to think.

Jeff Immelt’s (CEO of GE) TIME comments differentiated globalization from outsourcing (manufacturing overseas) by suggesting that the days of outsourcing are declining while reminding us that “global markets are vibrant and emerging economies are still growing more than twice as fast as developed countries like the U.S.”. If he is correct then shipping’s future as a transportation provider (not a ship provider) should do much better than in the last 8+- years. Superimpose Musk’s vision on Immelt’s, the future for people with imagination and a willingness to look at our business differently can only be positive.

The marketing text, BLUE OCEAN STRATEGY, describes how to make competition irrelevant and outlines principles and tools an organization can use to create their own markets. The ideas are heavy but the examples given force you to think differently. Unlike Musk’s path to success (technology), the strategy described is very oriented toward discovery of societal needs and responding to changes in our environment.

Aside from Elon Musk’s Tesla cars I knew very little about him. He was an early PayPal developer, founder of SPACEX, co-founder of Tesla Motors, and co-founder of SolarCity with some fellow South Africans. He is a very interesting and driven individual.

In his business battles he is usually fighting the complacency of the status quo, particularly SPACEX versus the entrenched aero-space giants like Boeing and Lockheed Martin, NASA and the US Dept of Defense. You have recently seen these differences surface in President-elect’s TWITTER feeds. An example of this adherence to what has been accepted as normal by shipping people was the announcement by ILA President Harold J. Daggett on January 5th in opposition to automated container terminals.
which he calls a Jobs Killer. Maybe it kills his union’s jobs. NY has 3,400 longshoremen BUT U.S. manufacturing jobs will grow probably much faster as the cost of handling freight allows our exports to compete and our imports are made more affordable. Another such maritime disrupter is the Jones Act Build American stricture. Change brings some pain but it benefits a much larger number of workers as well as to every consumer.

Shipping, like every other industry will change. It is up to us to make it work for everyone. I am sure there are many among us who have different opinions on how to achieve this goal. Tell us what you think.

Books:

Elon Musk, SPACEX and the Quest for a Fantastic Future, 2015, published by Harper Collins.

Don Frost

MARKET COMMENTARY

By Donald Frost

The Winter solstice has passed and it looks like this too may be a winter of our discontent but … fortunately likely to be made glorious by Shipping 2017 in March (A tip of the hat for that allusion to William Shakespeare’s RICHARD III Act 1 Scene 1).

I have gathered some articles on the freight market outlook for 2017 and the challenges shared by all sectors in the coming year and onward.

On the cargo side there was a piece in WORKBOAT magazine June 2016 by Kevin Horn reviewing the impact of a strong US dollar on US agricultural exports. He summarized: “Augmented by soft ocean freight rates, the result has been that the delivered price of imported corn (into the US from South America) is cheaper than U.S. sourced corn shipped by rail from the Midwest.” Cheap currencies and soft ocean freight rates will likely negatively affect U.S. corn exports.

On the topic of fleet oversupply, and the consequences, there has been no shortage of comment. In the October 2016 issue of SHIPManagement International Sean Moloney (a visitor at past CMA Conferences) wrote “… shipping needs to evolve in order to make a profit…” The Organization of Economic Co-operation and Development (OECD) headquartered in Paris noted that “for a half century the organization’s international shipbuilding working group has been a diplomatic talking shop watching the industry (i.e. - yards AND owners) stumble from one crisis to the next.”

Perhaps the best explanation for our industry’s current status I have heard is taken from a speech at Marine Money NY Ship Finance Forum Nov.9, 2016 by Randee Day of business turn around experts Day and Partners. Here are some excerpts that might get you to thinking.

"Why do owners accept these rates? If they had looked at any sort of historical standards, they would have seen that the rates were too high, they couldn’t be supported and they were not sustainable – and owners would never have ordered those ships in the first place if they had not been backed up upon delivery by these charters.” “Owners and investors made a similar mistake by perennially buying vessels at unsustainably high prices, particularly during the 2006-2008 boom.” “There has been too little attention to the ability of assets to generate cashflow. If you look at other industries, such as real estate, you want to build a building knowing that you can lease it for ‘x’ years at a reasonable rate, and that there will be a certain return. Shipping has been so volatile that there has never been enough attention to what historical rates have been.” “There has been too much optimism in this business, which means a lot of people didn’t raise sufficient liquidity to sustain themselves though a long downturn in the market.”

Regarding publicly traded shipping companies Ms. Day noted that “There has been a huge destruction of capital and I think there will be a lot of discussion on whether shipping is suited for the public market because of its volatility.”

There is more to say about how we got into this mess, but too little about how we get out. To that end we are trying to structure Shipping 2017 to address both today’s operating challenges and financial survival. Join the conversation.
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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MEMBERSHIP NOTES

We are pleased to have received applications for membership in December from the following:

Ms. Lilian Lucero Cardenas, Broker, John F. Dillon, Stamford, CT

Mr. David Gilmartin, Ship Broker, John F. Dillon and Company, Stamford, CT

Mr. James Hoffman, Broker Trader, OceanConnect Marine, Stamford, CT

Mr. Christopher J Lane, Sales Engineer, Unimarine LLC, Red Bank, NJ

Mr. Paul Martinez, Sales Engineer, Unimarine Lubricants, Red Bank, NJ

Capt. Rajesh Mehrotra, Owner, Arkem Marine LLC, Shelton, CT

Mr. Martin Meyendorff, Senior Chartering Manager, Siva Bulk, New York, NY

Mr. Brian Poskaitis Sr. VP, Fleet Operations/IRI/The Marshall Islands Registry, Baltimore, MD

Dr. Sam Sarkar, PRINCIPAL, OCF, Stamford, CT

Mr. Jay Schulz, Director, PortLog, Dubai

Mr. James Shannon, Sr. Vice President, Willis Towers Watson, New York, NY

Mr. Frank Taubner, Managing Member, Law Firm of Frank Taubner, PLLC, White Plains, NY

Mr. James Kiehl Wade, Associate, Reed Smith LLP, New York, NY

Welcome aboard. We hope to meet you all soon.

Greg Kurantowicz, Membership Committee Chair

SPECIAL JOB OPENING

One of our members advised that the following opening is being advertised. The required background might fit some of our members who have Merchant Marine or Navy Damage Control experience.

The position is a civilian job at Coast Guard Headquarters as Salvage and Fire Fighting Program Manager and Vessel Response. You can find more info at: https://www.usajobs.gov/GetJob/ViewDetails/461055300

If you have some experience and are interested you can contact the following people for further info related to Salvage and Marine Firefighting and Vessel Response Plans.

LCDR Kevin C. Boyd (Kevin.C.Boyd@uscg.mil) phone 202-372-1226 or MST1 Douglas J. Furman (Douglas.J.Furman@uscg.mil phone 202-372-1005

Please ensure all required documentation (current Federal employee SF-60) DD-214 (former military member) or Statement of Service (current military member) is included.

LLOYD’S LIST LAUNCHES SEARCH FOR THE AMERICAS’ BEST AND BRIGHTEST

Lloyd’s List – the world’s leading news, intelligence and analysis provider for the global shipping industry – will host the shipping industry’s elite on Thursday, May 25, 2017 at New York City’s glamorous Cipriani 25 Broadway, for the 2017 Lloyd’s List Americas Awards event.

The CMA is pleased to be a Supporting Organization for this event.

Visit lloydslistawards-northamerica.com for more, to view the award categories and make your nominations! The deadline for submissions is February 17th, 2017.
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.
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 http://www.cmashipping2017.com/sponsor2017.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, to be announced.
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 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
Tuesday, December 20, 2016 - Stamford, Connecticut – Mr. John D. “Jack” Noonan, CEO of Chembulk Tankers has been named as the Connecticut Maritime Association (CMA) Commodore for the year 2017.

Mr. Noonan follows a long succession of influential maritime industry leaders as Commodore. The 2017 Commodore Award will be presented on March 22, 2017 at the Gala Dinner marking the conclusion of the annual Connecticut Maritime Association conference and trade exposition, at the Hilton Hotel in Stamford, Connecticut, USA.

The Award is given each year to a person in the international maritime industry who has contributed to the growth and development of the industry.

Chembulk Tankers’ CEO Jack Noonan joined the company in April 2007, originally serving as COO. He was promoted to President after the acquisition of Chembulk by Berlian Laju Tanker (BLT) in December 2007 and subsequently to CEO of the BLT Chembulk Group in November 2010. He was actively involved in the restructuring of Chembulk Tanker parent BLT, spearheading the business-related initiatives of the process from January 2012 until its conclusion in November 2015.

Jack is a graduate of the US Merchant Marine Academy at Kings Point. Following graduation, he sailed for six years as a Deck Officer with the US Flag tanker fleet of Texaco ultimately advancing his USCG license to Chief Mate. He has 30+ years’ experience in the chemical tanker business, having served in operations and chartering positions with chemical tanker owner Stolt-Nielsen and ship brokerage firm Sound Tanker Chartering (now SPI Marine). He also served as Vice President of Clipper Group’s Copenhagen Tankers and subsequently President of Clipper Tankers USA, a position he held until he joined Chembulk. He is a member of the American Bureau of Shipping and of the North American Committees of DNV GL and ClassNK. With the exception of his years at sea, his entire maritime career has been spent in Connecticut, throughout which he has been a member of the CMA.

Joe Gross, President of the CMA, upon making the announcement, stated, “The CMA is honored to present Mr. Jack Noonan with the 2017 Commodore Award. As the current President and as a former Education Chair of the CMA and board member of the CMA Education Foundation, it has been my great pleasure and honor to have seen and benefited first hand from his generosity of spirit and substantive support of our community. We try to do all that we can to support the mission of the CMA, to broaden and support the reputation of the industry to communities as diverse as the next generation to soon enter the industry, those in business who could and should know more about the significance of the industry, and even to spread the word to the broader population. Education about what the industry contributes is paramount to all of us at CMA. And in the time I have had the chance to know Jack, I can honestly say that no one speaks more to the important core values of enthusiastically representing the business, whether it is in commercial dealing with his clients and customers, with his active support of the Maritime Academies, the growth and development of his company here in Connecticut, and his very clear enthusiasm for the people in the business.

Former CMA Commodores include: Ole Skaarup, Jacob Stolt-Nielsen, George Livanos, Phil Loree, Thomas Moran, Gregory Hadjiieftheriadis, Helmut Sohmen, Gerhard Kurz, William O’Neil, Richard du Moulin, Per Heidenreich, Marc Saverys, Frank Tsao, Stelios Haji-Ioannou, Peter Georgiopoulos, C. Sean Day, Torben Jensen, Morten

About Chembulk Tankers
Chembulk Tankers operates a fleet of twenty-seven fully stainless steel petrochemical tankers and four LPG carriers. Headquartered in Southport CT USA, Chembulk has offices in Houston, Sao Paolo, Copenhagen, Korea and Singapore. It once again became an independent entity on December 1, 2015 after having been a subsidiary of the Indonesian based Berlian Laju Tanker Group (BLT) for the prior eight years. Backed by the financial strength and shipping investment experience of its major shareholders, Kohlberg, Kravis, Roberts & Co and York Capital Management, Chembulk Tankers is one of the world’s leading deep-sea chemical shipping companies operating on deep-sea trade routes globally.

About the CMA
The Connecticut Maritime Association is a non-profit organization built by its members for its members. It is an Association made of individuals representing every aspect of shipping and international trade. The CMA Education Foundation is one of the largest providers of scholarships, academic prizes and internship supports in the USA.

About CMA Shipping 2017
For the past 32 years the Connecticut Maritime Association has convened a trade show and conference in Stamford, Connecticut that has dealt with the commanding issues of the day, provided a dynamic commercial market place for products and services and brought together the international leaders of the shipping industry to seriously address opportunities and challenges from environmental regulations to major commercial developments. Proceeds from the Show support the CMA Education Foundation.

For Press Inquiries please contact:
Jim Lawrence: +1.203.550.2621

For more information on CMA Shipping 2017 please contact: Lorraine Parsons, Event Director,
Connecticut Maritime Association Tel: +1.203.406.0109 Ext 3717 Email: conferences@cmaconnect.com
Web: www.cmashipping2017.com

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Voyage management at your fingertips.
North America’s pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 20, 21 & 22, 2017. Don’t miss the chance to visit this great event right here in Stamford – what could be better or more convenient!

Once again we are almost fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you!

Many of our familiar event sponsors have already confirmed their commitment as sponsors and we are also pleased to welcome some brand new sponsors for 2017. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the March 22 Gala Dinner where we will honor our 2017 Commodore, Jack Noonan, CEO of Chembulk Tankers.

CMA Shipping has reinforced its reputation as a “must attend event” and many do not leave the show without booking ahead for the next year. We are off to a great start and on track for another big event in March, which is incredibly encouraging.

To conference program has been launched and as always, it will be a topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience.

Click here to view the program and check back often for all the updates.

Also visit our show website www.cmashipping2017.com for information on all aspects of the event. The website is a great place to check regularly for new updates on the show and all its moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2017 as a conference delegate, sponsor, advertiser or simply to visit the exhibits or Job Fair, please don’t hesitate to contact us.

We look forward to your support and to another great event.
Lorraine Parsons, Event Director, CMA Shipping 2017
Tel: +1.203.406.0109 Ext.3717
Email: conferences@cmaconnect.com

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. Click here to learn more and review the initial conference agenda:

From this point on the agenda will be 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.

CMA Flag Football

The CMA flag football team entered the post season as the #1 seed from the AFC with a 6-2 record and a six game win streak. The season came to an unfortunate conclusion on December 4, 2016 in a highly contested 6-0 loss against "Indeed". In a game that was an offensive struggle for both teams, the CMA roster had one last shot at tying the game with a Hail Mary that fell just short as time expired. We thank the CMA and all sponsors for their support in what was an exciting and successful year on the gridiron. If you are interested in participating next fall, please contact James Nguyen MJLF & Associates at Jnguyen@mjlf.com or phone 203.326.2800.
A big THANK YOU from the CMA to everyone who attended our holiday party on December 13th at Sign of the Whale in Stamford. The venue was a big hit and we have already secured again for this December’s Holiday Party! We thank all attendees for the numerous donations for both the “Toys for Tots” program and the CMA Education Foundation. Many people had a much happier holiday because of you – thank you for your generosity and support of all that we do!

SAVE THE DATE

23RD ANNUAL HELLENIC/NORWEGIAN-AMERICAN CHAMBERS’ SHIPPING CONFERENCE

February 9th, 2017 at The Waldorf-Astoria Hotel in New York City

TOPIC

Shipping’s Survivors: Strategies for Success in a New Era

LUNCHEON SPEAKER

Mr. Gary Vogel, CEO, Eagle Bulk Shipping

CONFERENCE CO-CHAIRMEN

John Stratakis (Poles, Tublin, Stratakis & Gonzalez LLP), Ole Chr. Schrøder (Scorpio Group), Clay Maitland (International Registries)

SPECIAL EARLY BIRD REGISTRATION DISCOUNTS

Registration received by Jan. 20 – Member $700 per person/$800 Non-Member

Regular pricing: HACC/NACC Members: $795 per person; additional delegates from member firm $725 per person. Non-Members: $895 per person; additional delegates from non-member firms: $825 per person.

CONFERENCE SPONSORSHIP available at $2,250. This includes participation for two delegates, to be listed as conference sponsor in future email invitations and prominent ad recognition in the printed conference program

Click Here to Register!

MY LIFE IN THE ROYAL NAVY - 1899-1947

A SAILOR’S STORY - PART 41

By Commodore Hugh Turnour England

Western Europe after the War

We left Hamburg after a few days during which we inspected the enormous bunker near Bremen where the Germans had been assembling one “U” boat per day. Parts were floated down the Weser River. It was protected by 12 feet of concrete and practically bomb proof. Further, without our knowing at that time, the Germans were producing peroxide fuel, reported to give “U” boats a speed of over 20 knots. It made one think that might have happened if we had lost the Battle of the Atlantic.

Our journey this time was to Paris where we had been invited to stay with Captain Richard Shelley, who was then our Naval Attaché there, and it was the first time I met his wife, Eve, who later became our greatest friend. I will not repeat the kindness we received at the Hague or the interesting visit we paid to Amsterdam and nothing of any account happened during our night stop at Brussels, but I think our arrival in Paris is worth writing about.

Paris

We approached Paris through a black thundercloud and blinding rain and I had not the remotest idea how to find the Shelley’s house, but when passing close to another car I hailed the driver in my very poor French, asking him to direct me to the address. He like a good man replied “Suivez Moi”, and led us the whole way to the address. We were indeed very lucky and all was well.

As things turned out our Paris visit proved a bit of a flop for me and I am afraid I gave Maysie, and probably Eve come worries as my leg played up and I had to go into the British-American hospital. Penicillin soon cleared up the trouble, but Maysie and Zoe had to go home leaving me there.

Before this happened the Shelleys introduced us to many of their friends and I remember one lady, a Mrs. Hennessy coming to dinner covered with diamonds, indicating that she might not have had such a bad time during the occupation, but she probably had hidden them.
In due course I was pronounced fit to travel after having been very well looked after in the hospital and the R.A.F. I returned to Hamburg in an aeroplane. It was very stormy weather and we had what I can only call a frightening start after the little Anson aircraft was thrown about in tremendous gusts of wind. The Sergeant Pilot decided after a short time it was not good enough and proceeded to try and find Le Bourget aerodrome again. It took him some time flying over the rooftops of Paris but eventually he was successful, but I found myself back in the hospital for a couple of days again. I had to go easy for a week or two on my return to Hamburg until I was fit for duty again.

General Smuts
By far the most outstanding person I had the privilege of meeting during my time in Germany was General Smuts (Jan Smuts, Prime Minister of South Africa 1919-1924), who I was fortunate to meet at a luncheon given for him by Military Government in Hamburg. I have always regarded him as a world statesman who had tremendous influence in both wars and, on this occasion, he was in wonderful form. The first question he asked me, when I was sitting next to him at the luncheon, was whether I had ever been to South Africa? When I replied “Yes, Sir, as a midshipman when we were fighting you in the Boer War”. Putting his hand on my shoulder, he said “Well, England that was a very good start to your career”. This remark endeared him to everyone present and during the whole of the luncheon they dwelt on his words.

Later on he talked to us on various subjects mostly connected with the war, but the one which interested me most, concerned our sending our forces to Greece in 1941. He told us he had just examined the German General Staff files and it was clear that Hitler had to divert some of his forces to deal with the situation when we went to help the Greeks, and in consequence had to postpone his attack on Russia for about six weeks thus causing the German armies to be defeated by the winter’s very hard weather and they just failed to take Moscow but it was a near thing. He implied that we were fully justified in going to Greece and I was so glad to hear this great man’s opinion, especially as Andrew Cunningham had always maintained we were right despite the desperate losses among our forces.

General Smuts also told us an amusing story about himself mentioning that when he was young he only thought of becoming a successful attorney and never dreamt of being Prime Minister of South Africa. Continuing his story, he said that when crossing America by air he used to meet another attorney at Kansas City, who, at that time, was working for a man named Hughey Long, who did him well getting him elected to Congress and establishing him in an office in Washington. Later on however, Hughey Long proved to be a gangster and went to prison where he died, and the only person of noted to attend his funeral was an old friend, Harry Truman.

I have always regarded it as a great privilege to have met General Smuts at close quarters and have little doubt that everyone at that luncheon party felt the same as me.

**Upcoming Events**

**January 2017**
Thursday, January 26, 2017
CMA Monthly Speaker Luncheon
Speaker TBA
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

**February 2017**
Thursday, February 23, 2017
CMA Monthly Speaker Luncheon
Speaker TBA
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

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
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

JO B M A R T

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-presen-
tations

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 – 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.
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.
Overseeing Staff and supporting Development.
MARINE FUELS TRADER – AEHEAN 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
(S17-01)

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
(S16-09)

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
(S16-05)

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 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
(S15-10)

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: migel.pritchard@gmail.com, robertpri.14@sunymaritime.edu
Cellphone: 646-378- 8446
(S15-04)

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 A: Chartering Manager
The Woodlands, Texas or Rotterdam, the Netherlands
Summary
Oxbow Energy Solutions LLC is a subsidiary of Oxbow Carbon LLC and is one of the world’s largest recyclers of refinery and natural gas byproducts. Oxbow upgrades, handles, transports and sells petroleum coke and sulphur into markets where they can be used to produce aluminum, steel, electric power, fertilizer, cement and other critical products for the world economy.
Essential Job Duties
• Manages transportation services to facilitate the movement of dry bulk products to customers around the globe.
• Oversees day to day chartering activities including running voyage calculations, negotiating voyage charters, time charters, and COAs.
• Works with operations team to maximize voyage results.
• Prepares freight market reports and analysis.
Position B: Freight Trader
Louis Dreyfus Company, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Trader to join the Freight Department in the Wilton, Connecticut office. This position will enhance the Wilton freight team by participating in the Global Panamax Team covering spot forward freight pricing, freight chartering and arbitrage. The role involves active contribution to analysis of market flows/fundamentals in team discussions/trading strategy. The responsibilities include participating in internal flows to development of external markets (COA), softmar entry and record of fixtures, close liaison with internal platform re logistic requirements, price designated business for internal trade, and updating of SharePoint files.

Knowledge, Skills, and Abilities
- Communicates clearly and concisely in a variety of communication settings and styles. Effectively tailors the message to the needs of the audience. Fluent in English and preferably another language.
- Establishes goals and objectives which are specific, measurable, achievable and relevant.
- Lays out work in a well-planned and organized manner, proven ability to work effectively within a multi-national team.

Education and Experience
- Bachelor degree in maritime, trade, or related discipline, or similar status through experience.
- 1-3 years chartering experience with demonstrated success.
- Permitted to work in USA or EU.
- Familiarity with oil majors operating policies and in-refinery services.
- Independent judgment and decision making ability.
- Knowledge of port operations, barging, documentation, and inland logistics for bulk materials.

Physical Requirements
- Typically sits or stands for extended amount of time in front of a computer.
- May be required to move about to coordinate work.
- Ability to communicate or exchange ideas by means of verbal or written word to impart information to clients or to the public and to convey detailed instructions to other workers.
- Work may require occasional weekend and/or evening work.
- Must be able to travel as needed.

NOTE: This job description reflects the company's assignment of essential functions; it does not prescribe or restrict the tasks that may be assigned. Assigned tasks are subject to change at any time due to company discretion, job requirements, reasonable accommodation or other reasons.

Oxbow Carbon LLC is an EOE/ADA employer
Company: Oxbow Energy Solutions LLC
E-Mail: Jennifer.Schmidt@oxbow.com
Notes: Qualified candidates: Email resume and cover letter.

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.

The following are the required qualifications:
- Bachelor's Degree in Business or Related Field
- 2-3 years chartering experience
- Good knowledge of operations including stow plan/bunker economics.
- Knowledge of economic principles, accounting practices and financial markets.
- Knowledge of transportation and documentation procedures, including import/export and chartering party documentation.
- Proficient with MS Excel
- Effectively communicates with colleagues and business associates both verbally and in writing.
- Performs advanced mathematical calculations, including statistical calculations and analysis.
- Uses logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Prioritizes multiple tasks in order to meet deadlines.
- Analyzes data in order to solve problems and/or make decisions.

The following are the preferred qualifications:
- Proficient with Softmar computer program
- Fluent in Spanish or other 2nd language

Physical Requirements
- Fast Paced Trading Floor Environment

For consideration, please upload resume here
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@chembulk tankers.com

Position E: Tanker Operator Opening
Norient (USA) LLC is looking for a new colleague to join the operations team in our Annapolis office.
The job
As Operator your job will be to independently operate a group of vessels. This includes monitoring, measuring and optimizing the performance of vessels, agents and ports as well as daily contact and coordination with vessels, agents and owners to ensure a smooth operation. We have a strong focus on costs and aim to increase productivity and reduce voyage expenses in order to improve P&L.
You will become part of a strong team with an ambition to be number one in our business. We strive to render best-in-class customer service in all given conditions in order to be the preferred owners to our clients. We aim to build strong relationships with our clients and spending time visiting with our clients in North, South and Central America is therefore one of our top priorities.
Your profile
You are a U.S Citizen or a U.S. Green Card Holder. You have minimum 2 years of experience with tanker operations ashore. Any experience with operation of chemical vessels is an advantage. It's preferable but not a requirement that you have sailing experience onboard tanker vessels.
You thrive in a business driven environment and have a competitive mindset. You enjoy taking responsibility and getting the chance to demonstrate your ability to optimize voyages and deliver service to our clients.
You are steady even under pressure and great at multi-tasking - never losing your attentiveness to details.
You have strong IT skills - as well as a good understanding of IT systems and the processes behind. It is an advantage if you have experience with the shipping system IMOS. And most importantly, you are meticulous when it comes to data entry.
Furthermore, it is important that you can find your way around in a changing environment within a challenging industry and consequently a fast paced environment at times. We are constantly striving to improve the way we do business and that often includes changing processes and mindset.
As part of a small team you must be a strong team player but at the same time be able to work independently and take ownership of the vessels you operate.
Our core values are: Flexibility, Reliability, Empathy, and Ambition and it is important that you can identify yourself with these.
Further information
Norient Product Pool ApS is a limited owned 50/50 by the founding partners; Interorient Navigation Company Ltd and Dampskibsselskabet NORDEN A/S. It is operated from its head office in Denmark and its offices in Singapore, USA and Cyprus. Norient Product Pool ApS currently manages 88 product tankers.
Visit us at our website www.norientpool.com to learn more about us. You are also welcome to contact Phil Curran for further information.
Contact: Phil Curran
Company: Norient Product Pool (USA)
Address: Annapolis, MD
Telephone: 443-994-5654
E-Mail: pcu@norientpool.com
Website: www.norientpool.com
Notes: You are also welcome to contact Phil Curran for further information.

Notes: If interested in this position, please e-mail your resume and salary requirements.

Company: American Roll-on Roll-off Carrier Group Inc. (ARC)
E-Mail: job-0001@ams group.com.
Website: www.ARCshipping.com.
About our business please visit www.ARCshipping.com.
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.
E-Mail: job-0001@ams group.com.
Contact: Donna Madden
VP Human Resources & Corporate Administration
Company: American Roll-on Roll-off Carrier Group Inc. (ARC)
E-Mail: job-0001@ams group.com.
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