

**UP COMING EVENTS**

**SAVE THE DATES**

**APRIL 2005**

**CMA ANNUAL GENERAL MEETING & LUNCH**

**Thursday, April 21 - Noon**

Giovanni's II, Darien, CT

FREE FOR CMA MEMBERS

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

See Page 9 for more details

**SPRING GOLF OUTING**

**Thursday, April 28 -**

12:30pm for Lunch - 1:30pm for Shotgun Start

Sterling Farms Golf Course, Stamford, CT

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

\$175 per person

See Page 8 for more details

**MAY 2005**

**CMA MAY DINNER MEETING**

(replaces May Lunch)

**Tuesday, May 24, 2005 - 6:00pm**

Giovanni's II, Darien, CT

Speaker: Capt. James MacHardy

General Manager, SIGTTO

(Society of International Gas Tanker & Terminal Operators)

CMA Members - \$50 pp

Non-Members - \$60 pp

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

**FROM THE EDITOR**

As you all have heard, and will read elsewhere in this issue, Shipping 2005 was a complete success in almost every measurable way. The exhibits were better than ever and it would seem from my observations that they were well visited. The Conference sessions were well attended and delegate response was good and even spirited at times. Networking was in high gear throughout the 3+ days (see footnote #1 below) and the Commodore Gala Dinner, as well as those events linked to Shipping 2005, were all just plain good fun.

Yet, even though it is unfashionable for those close to planning any event to be candid, I felt there was something missing. Notwithstanding our industry's long historical reputation for being populated by colorful, larger than life characters as well as hard workers, with the exception of Johnny Kulukundis and Peter Georgiopoulos, we seem to have shed our description as "colorful". Are the better economic times edging us toward beige?

**CONTENTS**

From the Editor	—page 1
Shipping 2005 – Thank You for a Great Event	—page 3
Thank You Shipping 2005 Sponsors	—page 4
Reflections on Shipping 2005	—page 5
Johnny Kulukundis Reports	—page 6
Silver Bell Press Release	—page 7
CMA Spring Golf Outing	—page 8
Postcard from Baltimore	—page 9
CMA Annual General Meeting	—page 9
Press Release	—page 10
Job Mart	—page 11

# • CMA INFORMATION •

## OFFICERS

### PRESIDENT

Peter Drakos

P: (203) 354-1362

F: (203) 354-1363

Email: pdrakos@healy.com

### VICE PRESIDENT

Beth A. Wilson-Jordan

P: (203) 609-0803

F: (203) 609-0804

Email: bwilsonjordan@optonline.net

### SECRETARY

Chris Kenney

P: (203) 327-2900

F: (203) 705-0938

Email: ck@jfd.com

### TREASURER

Bob Pascarella

P: (203) 325-9771

F: (203) 323-6266

Email: robert@tpacpa.net

## GOVERNORS & COMMITTEE CHAIRS

### MEMBERSHIP

Evan Galanis

P: (203) 356-2000

F: (203) 356-2010

Email: egalanis@att.net

### PLANNING & ADMIN

Ramesh Bhat

P: (203) 938-3585

F: (203) 938-0385

Email: rbhat@indochinaship.com

### SOCIAL

Johnny Kulukundis

P: (203) 550-1720

F: (203) 629-9103

Email:

shippingbabes@hotmail.com

### COMMUNICATION

Chris Aversano

P: (203) 629-2300

F: (203) 629-9101

Email:

chris.aversano@crweber.com

### EDUCATION

Laura Mirabella

P: (203) 602-6819

F: To be announced

Email:

mirabella21@hotmail.com

### CHANGE OF ADDRESS

Faith Marr

P: (860) 354-1182

F: (860) 354-1666

Email:

membership@cmaconnect.com

**THE CMA HOME PAGE ADDRESS IS  
www.cmaconnect.com**

### LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost

P: (203) 406-0109 • F: (203) 406-0110

Email: Editor@cmaconnect.com

### JOB MART: Lorraine Parsons/Cari Kramer

Email: conferences@cmaconnect.com

**WEB:** Lorraine Parsons

Email: conferences@cmaconnect.com

As I contemplate 2006 I am wondering whether the good freight markets have made us just a little complacent and less willing to speak about the inevitability of markets returning to lower, if not more historic levels. Borrowing a comment from ExxonMobil's CEO Lee Raymond in the March 28th issue of Business Week "Oil (shipping) is a commodity and commodity prices rarely stay high for long." However, as we all know, the industry's newly found respectability on Wall Street now should demand a more distant planning horizon than we have been content with in the past.

In keeping with the Japanese practice of "continual improvement", CMA is continually concerned about how we might more actively engage speakers, delegates and our members in the industry's issues of the day and do something about them. The later was summarized in a comment that I heard at both our event and the Hellenic and Norwegian-American Chambers of Commerce Seminar in February. "We know what has to be done, but no one seems to be willing to put their words into action!" (see footnote #2)

If you have some ideas on what will engage and activate those who attend Shipping 2006, please let me know. I have been thinking of a theme for that Conference, or at least a session: "The Age of Contrarians!" What do you think?

The one part of Shipping 05 that I found a little awkward occurred at the opening of the Commodore's Gala Dinner. As the guests were getting settled in their places the Fort Schuyler Chorale sang two sea chanties. I had asked the

## STAMFORD

**Class A office space available near the  
Stamford/Greenwich border close to Long Island  
Sound. Convenient to I-95 and the train station.  
Units from 5,000-28,000 SF available immediately.**

**Contact Tim Rorick at GVA WILLIAMS 203-324-0800  
www.gvawilliams.com**



## SHIPPING 2005 – THANK YOU FOR A GREAT EVENT

Chorale to finish with the Navy Hymn in honor of those seafarers who had passed away during the prior year. I was specifically thinking of the 7 crew members of the M/S SELANDANG AYU who were killed in the process of being rescued, and whose employer did everything he could to protect the crew and the environment, was on the dais. I am told that the crowd meant no disrespect with their lack of silence. They did not know the Navy Hymn.

The Navy Hymn was originally written as a poem in 1860 by William Whitney of Winchester, England for a student who was about to sail for the United States. The melody was published in 1861 by Episcopalian clergyman, and fellow Englishman, Rev. John Bacchus Dykes. The hymn was a favorite of former Naval Officers, Presidents Franklin Delano Roosevelt and John F. Kennedy. It was played at their funerals in 1945 and respectively in 1963.

To help you understand why I felt the Navy Hymn was appropriate for our event here is the first verse.

Eternal Father strong to save  
Whose arm hath bound the restless wave  
Who bids't the mighty ocean deep  
Its own appointed limits keep.  
Oh, hear us when we cry to Thee  
For those in peril on the sea

I hope to see you at the AGM luncheon April 21, or golf on the 28th. For those who can not get away at lunch time, please save the date – Tuesday May 24, 2005 – dinner at Giovanni's II with an enhanced reprise of Shipping 2005's LNG Briefing. The head of the Society of Gas Tanker and Terminal Operators (SIGTTO) will be on hand with Warren Bluestein (BGT) to tell you all about LNG and answer your questions.

#### Footnotes:

1. While we bill our annual event as 2.5 days, many of our exhibitors, speakers, and delegates arrive Sunday afternoon so things are already well underway when we convene the Monday afternoon Markets Session. The Monday evening cocktail hour now rivals the one before the Commodore's Dinner in numbers and enthusiasm.

2. Based on Sean Day's keynote address we know that Teekay IS doing something about the seafarer training issue. Bravo!

As the sun starts to shine and thoughts turn to our CMA Spring Golf Outing and as we wrap up Shipping 2005, there is finally time to take a breath and reflect on the show that was.

It goes without saying that without the support of our CMA Board of Governors, moderators and speakers, sponsors, exhibitors, conference delegates, members of the press and visitors we would be reflecting on very little – so thank you all for your great support of all that we do time and time again!

It was a good year, capped by a gracious Commodore, C. Sean Day, who was feted and entertained by past Commodores, Peter Georgiopoulos, Richard du Moulin, Gerhard Kurz and the incomparable Ole Skaarup at a wonderful Gala Dinner.

Networking opportunities were in abundance, from the packed conference cocktails, to special events such as the Speakers' and Sponsors' dinner, the private Teekay hosted dinner for Sean Day, ASBA & The Baltic's reception, Barwil's Mardi Gras celebration, the Connecticut Carnivore Club's special lunch in the clouds at Vuli and of course, Johnny's very own creation, the Greenwich Marine Club.

Great presentations were given throughout the two and a half-days. I heard it said of Tuesday morning's presentation by Stephen Van Dyck, Chairman of INTERTANKO, that it was one of the best presentations they had ever heard, anywhere! How lucky we are to welcome these world-class speakers to our own backyard and to hear them make comments that make news. To all who attended the conference, a set of CD-Rom's of all the presentations given at the show, along with audio recordings, is currently being compiled and will be sent out to you in a few weeks time. Look out for this lasting reminder of all that we discussed and learned at Shipping 2005!

Finally, a huge personal thank you to "Team CMA" that worked so hard to put on a great show for you, specifically:

Julia Filbert – Cari Kramer – Elisa Bybee – Faith Marr – Norm Webster – Mike Hanson - Neil Carey – Jill Lawrence – Mary Kay Frost – Lauren Marr – Alexa Lawrence – Alyson Young

Special thanks to an extremely supportive Board of Governors, who were there every step of the way, our special show advisor, Don Frost, and last but not least, Johnny Kulukundis, who goes above and beyond all the time in his support of me and in helping to make every event that we put on creative and fun and the best that we can be.

Thank you all and "Save the Date" for CMA Shipping 2006 – March 20-22, 2006, once again at the Westin Stamford Hotel – it's never too early to start planning!

Sincerely,  
Lorraine Parsons  
Event Director, CMA

## THANK YOU SHIPPING 2005 SPONSORS

We would like to extend our very special thanks to the following companies for their generous support and sponsorship of events at Shipping 2005, tables at the Commodore Gala Dinner and donations to the Seamen's Church Institute. Without you it would not be possible!

### EVENT SPONSORS

American Bureau of Shipping  
Anglo-Eastern Group  
Bertucci Industrial Services, LLC  
Blank Rome LLP  
Bureau Veritas  
Citigroup  
Det Norske Veritas  
Dibner Maritime Associates LLC  
Drew Marine - Ashland Specialty Chemical Co.  
DVB Bank AG  
Eurasia Group  
Fleetwood Global Ltd.  
Fowler, Rodriguez & Chalos, LLP  
Future Care, Inc.  
Healy & Baillie, LLP  
Holland & Knight LLP  
Inmarsat  
International Registries, Inc.  
Isle of Man Marine Administration  
Leeds & Leeds Company, Inc.  
Liberian Registry  
Marine Money International

Marine Oil Transportation Consultants, Inc.  
Marine Response Alliance LLC  
MTI Network (USA), Inc.  
National Response Corporation  
Norwegian-American Chamber of Commerce  
Panama Maritime Authority  
Resolve Marine Group  
Shell Marine Products US Company  
Society of Maritime Arbitrators, Inc.  
TradeWinds  
Troutman Sanders LLP  
Wallenius Wilhelmsen  
Wijsmuller Salvage

### GALA TABLE SPONSORS

American Bureau of Shipping  
Atlantic Marine, Inc.  
BGT Limited  
Blank Rome LLP  
Charles R. Weber Company, Inc.  
Citigroup Global Markets Inc.  
Compass Maritime Services, LLC  
Det Norske Veritas  
Dietze & Associates, LLC  
Drew Marine - Ashland Specialty Chemical Co.  
DVB Bank AG  
General Maritime Corporation  
Healy & Baillie, LLP  
Heidenreich Marine Inc.  
International Registries, Inc.  
Jacq. Pierot, Jr. & Sons, Inc.  
Liberian Registry  
Lloyd's Register Americas, Inc.  
Marsh USA Inc.  
MJLF & Associates, Inc.  
Moran Towing Corporation  
Navios Corporation  
Odin Marine, Inc.  
OMI Corporation  
OSG Ship Management, Inc.  
Poten & Partners, Inc.  
Seward & Kissel LLP  
TBS Shipping Services Inc.  
Teekay Shipping Corporation  
Thomas Miller (Americas) Inc.  
Troutman Sanders LLP  
United States Shipping Partners L.P.  
Watson, Farley & Williams

## REFLECTIONS ON SHIPPING 2005

By Nora Huvane, Managing Editor, Marine Money  
(Reprinted from *Freshly Minted* – March 24 issue)

The Connecticut Maritime Association this week hosted in Stamford, CT its most successful tradeshow yet. Over 1,500 shipping professionals from around the country and around the world signed up for the event; we can only imagine that even more attended. From exhibitor booths to panel discussions led by experts in a myriad of shipping fields to business meetings, luncheons and cocktail receptions, there was certainly something for everybody.

The Westin Hotel in Stamford was definitely the place to be this week. Faithful exhibitors set up booths where one could learn about everything from ship registries to environmental consulting to high-speed, affordable offshore internet access. It certainly would have taken more than the three days' time available to get to each one.

But you wouldn't want to spend your whole time just wandering around and taking it all in – aside from developing new business contacts and meeting up with old friends, there were presentations and panel discussions running almost continuously that featured distinguished leaders of the global shipping industry and dealt with a variety of the important issues that are facing shippers today.

Not surprisingly, there was a great deal of speculation about the future in regards to how long the current market can last, if and how far it will have to come down off its highs, and how China, and eventually India, will impact the market as they continue to evolve. Some time was also spent taking in the current shipping environment. Dr. Arlie Sterling of Marsoft observed happily "This market has exploded, and it's done so with great style," while Gary Vogel of VOC Shipholding noted more cautiously "the more things change, the more they stay the same." Frederick Chavalit Tsao of IMC Holdings and INTERCARGO had a different take on the changing world, telling his audience that one must be proactive in managing change in order to achieve sustainability.

And the owners who spoke sounded up to the challenge. Rather than speculate on the future, a number of speakers,

including Giuseppe M. Rizzo of Bottiglieri di Navigazione SpA and Robert Bugbee of OMI, discussed strategies to sustain their companies, come what may in the markets. For three days, often in multiple sessions at once, shipping and other professionals discussed issues ranging from safety to crewing to currency and FFAs.

At night time, there were dinners, parties, and of course the Greenwich Marine Club. Three exhilarating days were capped off with CMA's annual Gala dinner, where Fort Schuyler cadets entertained with their songs and Ole Skaarup regaled the audience with tales of life, death and past commodores. Peter Georgiopoulos handed his commodore hat to Sean Day, and then Peter Drakos presented a donation on behalf of the CMA to the Seamen's Church, who returned graciously that the CMA would be presented with the Seamen's Church's own Silver Bell award in June.



World-Link Communications leads the way in offering innovative, reliable and secure maritime communication services.

**ShipMail** a secure messaging platform delivering internet email cost allocation and re-billing in both directions from and to the fleet. Up to 80% compression with virus and spam protection.

**Netfax** Sending messages to Ships is now as easy as email at the 1/3 of telex cost.

**ShipConnect** delivering competitive airtime rates and services with automated cost distribution.

**ShipPosition** A web based service that allows you to track your vessels 24 X 7.

**CrewVoice** a crew calling system that brings reasonable calling rates to the crew.

**E-Time** pre-paid service that delivers internet access and email on Inmarsat terminals for Ship to Shore communications.

World-Link Communications, serving a fleet of more than 600 vessels for ship owners, managers, and operators since 1989.

1101 Worcester Rd. Framingham, MA 01701  
Tel: +1 508 370 7778 Fax: +1 508 370 7791  
info@wlnet.com

## On the occasion of the Connecticut Maritime Association's 21st Year

A big thank you to all who came and supported Shipping 2005. Whether you attended the conference, passed by the multitude of exhibit booths, came to the gala, the night club or just for cocktails, Thank you!

I would also like to extend a big thank you to Lorraine and her team for their unceasing efforts to ensure that the show went off without a hitch, which it certainly did! Also thank you to Ivar Gram for his most excellent toast to Norway at the Gala.

In this month's newsletter, our esteemed editor, Don Frost, mentions that he felt things at Shipping 2005 were a little less colorful than usual. I think perhaps he's being a little broad with his beige brush.

On the face of it I would agree that things did seem a little more grown-up. But then Don was quite busy and possibly missed some of the more colorful goings on! Ivar Gram's stewardship of the Connecticut Carnivore Club lunch on the Tuesday was certainly vivid! The entire lunch, in a rotating restaurant 18 stories above Stamford, attended by over sixty international shipping professionals, the air thick with cigar smoke and cheap cologne was plenty multihued! The Gourdomichalis brothers, Basil Mavroleon, Anthony Cunningham, Tommy Leeds, George Chalos, Jamie Freeland, the OMI and Alliance boys, Michael Lavidas, Pat Hammerton, Forster Darling, Brad Berman with cigars for everyone, the Burmah Gas and ProNav posse, and countless colorful others. Not much beige to be found there!

Admittedly the snow on Wednesday put a bit of a damper on the après dinner festivities, but that's not to say that there weren't any....The 4' by 8' covered space at the fire exit of the Greenwich Marine Club looked like a very tightly packed who's who of shipping. Everyone trying to smoke without getting frostbite!

You need to start smoking again Don...

## Happy 21st Year, CMA! So what's next socially speaking?

I hope that this year will be even more entertaining and the social schedule is updated daily at [www.cmaconnect.com](http://www.cmaconnect.com) in the "events" section.

April 21st is the AGM lunch at Giovanni's II in Darien and I would encourage as many of our members as can make it to attend, it's a great opportunity for you, the membership, to share your ideas and thoughts about the Association and what you think we can do to make 2005 even better than previous years. It's also free for CMA members! So come on down! But please call Lorraine on 203.406.0109 ext 3717 to make your reservation.

April 28th is the CMA Annual Spring Golf Day at Sterling Farms in Stamford - if you haven't registered yet, give Lorraine a call and she'll hook you up.

On May 24th, a special dinner with speaker at Giovanni's II replaces the lunch that month. Capt. James MacHardy, General Manager of the Society of International Gas Tanker & Terminal Operators (SIGTTO) will be our speaking guest. Our special thanks to Warren Bluestein of BGT for helping to put this together.

We are attempting to organize our first CMA Annual Tennis Tournament and Greek Taverna Lunch for late spring, which looks like it will have the format of a doubles round robin, with tented lunch. So have a think about your teams for that. We'll be looking for a sponsor for the cup for that event, so if anyone or company feels like immortalizing themselves and naming the cup in perpetuity, please call Lorraine

July 21st is the date for the Summer Picnic, once again at the Stamford Yacht Club.

The Quiz night will of course happen again this year, where the Berman Cup, which presently takes pride of place in the offices of Healy & Baillie, will be back in play for the team with the most maritime trivia knowledge or who play their joker in the smartest way! We will of course keep you posted on our plans, so you can get your team in order.

We are also in the planning stages with our friends from Panama, for a CMA cocktail party on the roof terrace of the lock house at Miraflores. While not as convenient as

Stamford, a very worthwhile undertaking and definitely worth the trip nonetheless. Possibly September for this one, we'll let you know.

Of course we will keep you posted on the usual ad-hoc events as they develop. As I write there are no plans for a twenty-first birthday party for the CMA, but that may change if the right idea comes up!

So mark your calendars – these are events that you don't want to miss!

Thank you all again for your support and look forward to seeing you at the AGM on April 21st.

Pip pip  
Johnny

## SILVER BELL PRESS RELEASE

**THE SEAMEN'S CHURCH INSTITUTE  
OF NEW YORK AND NEW JERSEY  
241 WATER STREET  
NEW YORK, NEW YORK 10038  
212/349-9090 FAX: 212/349-8342  
Website: [www.seamenschurch.org](http://www.seamenschurch.org)**

Media Contact: Debra Wagner, Director of Communications  
212-349-9090 Ext. 249, cell phone: 516-382-1920, [dwagner@seamenschurch.org](mailto:dwagner@seamenschurch.org)

SCI's 28th Annual Silver Bell Awards Dinner Set for June 9 at Chelsea Piers, New York City

The Connecticut Maritime Association to receive the Silver Bell Award

New York – February 25, 2005: The Connecticut Maritime Association (CMA) will be the recipient of the 2005 Silver Bell at the SCI's 28th Annual Silver Bell Awards Dinner on Thursday, June 9 at Chelsea Piers in New York City. Last year, close to 1,000 people attended.

"CMA, through its member services and first-rate conferences, has greatly advanced the timely, and important, consideration of issues affecting the worldwide maritime

industry. Its efforts have led to a greater understanding of how the shipping community, governments and the public can work together for the benefit of all," said the Rev. Dr. Jean R. Smith, Executive Director.

Founded in 1984, the Connecticut Maritime Association is a not-for-profit organization of individuals employed in the maritime industry. Starting with 35 members, the organization now numbers over 1,000 located in 30 states and 64 countries. CMA's mission is to provide an open forum for individuals to exchange ideas and information supporting the development and growth of the international maritime and trade industries. CMA administers the largest college internship program in the industry and awards scholarship at the nation's maritime schools and scholarships for area high school students.

For more information about attending the awards dinner, contact Director of Special Events, Jennifer Koenig, 212/349-9090 Ext 241, [jkoenig@seamenschurch.org](mailto:jkoenig@seamenschurch.org).

Founded in 1834 and affiliated with the Episcopal Church, the Seamen's Church Institute is the largest independent maritime-oriented non-profit in North America. Annually, its chaplains visit 3,400 vessels in the Port of New York and New Jersey and along 2,200 miles of America's inland waterways. SCI's Center for Maritime Education provides navigational training to nearly 1,500 mariners each year through simulator-based facilities located in New York City, Houston and Paducah, KY. The Institute's Center for Seafarers' Rights has received international acclaim as an advocate for the world's seafarers.

**CPA firm has professional office space to share  
in a great downtown Stamford location at  
84 West Park Place**

**Approx. 1600 sq ft area includes 5 offices  
and storage room.**

**Easy walking distance to train,  
area restaurants, TARGET.**

**Receptionist services available.**

**Please contact Bob Pascarella at  
203-325-9771 for more details.**

# CMA SPRING GOLF OUTING

## Date and Venue:

Thursday afternoon, April 28th, 2005

### Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06902

Website: [www.sterlingfarmsgc.com](http://www.sterlingfarmsgc.com)

Registration/Lunch commences at 12:30 PM

Shotgun start at approx 1:30 PM

Dinner in the tent directly following the afternoon of golf at around 6:00 PM until late.

The price is \$175 per person (same as in 2003 and 2004) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

The outing is always full, so please register early by calling to reserve and sending your checks in ASAP to secure your spot.

If you don't play golf, stop by for dinner and cocktails in the tent after work – Tickets for the Dinner only - \$50.

Each foursome must have at least one CMA Member in good standing. We also accept individual reservations and we will pair up individuals for play.

Make checks payable to "CMA" and send to:

Lorraine Parsons  
Event Director  
Connecticut Maritime Association  
One Stamford Landing, Suite 214  
62 Southfield Avenue  
Stamford, CT 06902

Tel: +1.203.406.0109 Ext 3717 if any questions at all.

## HOLE SPONSORSHIP OPPORTUNITIES

A great deal of our past success can be attributed to the generous "Hole Sponsorship" of our members. It provides for the great prizes that are presented at the dinner, which are numerous and always so popular.

So come on and sponsor a hole at this year's outing. You will receive a custom-made hole sign, huge praises at the

dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors.

Hole sponsorships are priced at \$250 each. The "Hole in One" competition, with the prize of a car for the potential lucky winner, is once again being sponsored by William Ward of Wachovia Securities.

We also want to find a sponsor for the Beverage Cart this year, which could be the most valuable sponsorship of all for our group! This sponsorship would be around \$500.

For Hole Sponsorships, again make checks payable to "CMA" and send to our address noted.

## DIRECTIONS TO STERLING FARMS

Sterling Farms Golf Course  
1349 Newfield Avenue, Stamford, CT 06902  
Tel: +1.203.461.9090  
Web: [www.sterlingfarmsgc.com](http://www.sterlingfarmsgc.com)

### From the North:

Take I-95 South to exit 8, Elm Street, Turn right onto Elm Street. Elm Street becomes Grove Street. Grove Street becomes Strawberry Hill Avenue, Strawberry Hill Avenue becomes Newfield Avenue

### From the South

Take I-95 North to Exit 8, Atlantic Street, Turn left onto Atlantic Street. Turn right onto Broad Street. Turn left onto Grove Street. Grove Street becomes Strawberry Hill Avenue. Strawberry Hill Avenue becomes Newfield Avenue.

For directions from the Merritt Parkway check the website above or run MapQuest.

We look forward to seeing you on April 28th, 2005 for a great afternoon of golf.

Sincerely,

Lorraine Parsons  
CMA Event Director

## POSTCARD FROM BALTIMORE

Shortly after Shipping 2005 my wife and I were on the way south for several family related events and stopped at the Maritime Institute of Technology and Graduate Studies (MITAGS) outside of Baltimore. Their Director of Training, Walt Megonigal, attended Shipping 2005 and had extended the invitation. I think he was surprised when I accepted so readily.

As I explained to Walt, besides the fact that we would be passing his location, I started my seagoing career out of Baltimore (MM&P Local 14). MM&P was closely involved in the founding of MITAGS in the late 1960s, and therefore had long been curious about MITAGS.

MITAGS is conveniently located alongside the Baltimore-Washington Parkway not very far from the Baltimore-Washington International Airport and its AMTRAK station. It has a standalone educational facility with a state of the art bridge simulator, engineering simulators, planetarium, medical and radio communication labs and several dozen class rooms with the latest teaching equipment and high speed internet connections. They certify about 4,000 seafarers a year, offering over 130 programs including vessel and port security awareness, shiphandling, LNG handling systems, navigation, container crane operations, medical first responder and crisis management. Clients include Military Sealift Command, US Coast Guard, American Pilot's Association, International Longshoremen's Association and many foreign flag ship owners and ship managers.

Adjacent to the educational facilities is a hotel with 232 private rooms, dining facilities with seating for 500, a health club, and 50 ft indoor swimming pool, as well as a large office building. The entire facility is self-supported from fees charged to students and profits generated from operating the co-located but separate conference center. You can read more about this facility and its dedicated teaching staff on their website: [www.mitags.org](http://www.mitags.org) or call Executive Director Glen Paine at 443-989-3233.

My wife and I spent over 3 hours with Walt Megonigal and Glen Paine touring the facilities and learning about the operations of the school. We were very impressed. Thank you Walt and Glen.

Don Frost

PS-

1. This school only trains people who already have sea time – usually in a licensed capacity. They provide refresher training, additional certifications to current ratings and licenses and training to upgrade licenses.

2. While the school has very close connections with US maritime unions, it is not run by or funded by the unions. In addition to the US Coast Guardsmen that take training here, MITAGS also trains MSC seagoing personnel. Needless to say, MITAGS would be happy to serve more ship owners' and seafarers' training needs.

## CMA ANNUAL GENERAL MEETING

With the Spring Golf event being the 28th we will hold the AGM and annual elections a week earlier than usual on April 21, 2005. Please join us at Giovanni's II in Darien for this special meeting. IT IS FREE TO MEMBERS!!! (How is that for a blatant bribe to get you involved in the mechanics of this wonderful organization?) Be there!

In addition to the election we will have as our special guest, Reverend Dr. Jean R. Smith, Executive Director of the Seamen's Church Institute (SCI). For those of you who may have missed it, SCI's prestigious annual award, The "Silver Bell" will be presented to CMA at their Gala Dinner June 9, 2005. We are humbled and honored.

As per the By Laws, Christopher Aversano, a non-officer member of the Board of Governors, is chairing the Nominating Committee. Members of the committee are Brad Berman, Don Frost and Lorraine Parsons. The slate for the election will be e-mailed to all shortly.

Most of the incumbents are eligible for re-election but your vote does mean something and we ask you to try to attend. Furthermore, there is a topic that has to be brought to your attention regarding CMA's support of other organizations that act as advocates for issues that affect all of our jobs.

In a classic case of unintended consequences, US Campaign Finance reform regulations are looking at not for profit 501 c (3) organizations that have funded so called 527 organizations (I do not know what they are but CMA has no such connections). CMA has never been involved in anything like lobbying, but we are asked by

other organizations what our members think about various issues and procedures that impact us all, and since we are now known in Washington, we do get asked for professional opinions from time to time. We do not know if the government's interest in 501 c (3)s impacts us or not, but we feel that the issue should be aired while we seek advice on what we can, and can not, do in the future. If any of our lawyer members have some expertise in this area we would like some advice on this.

## PRESS RELEASE



March 18, 2005

Mitch Tublin has been appointed as a Managing Partner for LMI, a Waco, TX based company; with 38 years experience in Strategic Planning, Organizational Development, Leadership and Management Training; in the Fairfield County, CT region.

His Business, Strategic Alliance Group, will concentrate on working with companies in the Fairfield County, CT and Westchester County, NY regions. Contact information may be obtained thru the website [www.strategic-ag.com](http://www.strategic-ag.com).

Tublin is a graduate of the United States Merchant Marine Academy at Kings Point, NY and has served as an Officer aboard U.S. Merchant Flag vessels for over ten years culminating in his position as Captain or Master Mariner of ocean going vessels. In addition, he has an MBA from Hofstra University at Uniondale, NY and has held Senior Executive positions at various oil trading and refining companies such as Phibro Energy, Goldman Sachs and Tosco Corporation.

Strategic Alliance Group under Tublin's direction will concentrate on the LMI areas of specialization as well as confidential work in Executive Coaching and Mentoring Programs.

## UP COMING EVENTS

### SAVE THE DATES

#### APRIL 2005

#### CMA ANNUAL GENERAL MEETING & LUNCH

**Thursday, April 21 - Noon**

Giovanni's II, Darien, CT

FREE FOR CMA MEMBERS

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

See Page 9 for more details

#### SPRING GOLF OUTING

**Thursday, April 28 -**

12:30pm for Lunch - 1:30pm for Shotgun Start

Sterling Farms Golf Course, Stamford, CT

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

\$175 per person

See Page 8 for more details

#### MAY 2005

#### CMA MAY DINNER MEETING

(replaces May Lunch)

**Tuesday, May 24, 2005 - 6:00pm**

Giovanni's II, Darien, CT

Speaker: Capt. James MacHardy

General Manager, SIGTTO

(Society of International Gas Tanker & Terminal Operators)

CMA Members - \$50 pp

Non-Members - \$60 pp

Call Lorraine to Reserve

+1.203.406.0109 ext 3717

# JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$100.

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

To become part of the Job Mart please call (203) 406-0109 or

email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com).

The Job Mart is also accessible on the CMA Home Page at: <http://www.cmaconnect.com>

## SITUATIONS WANTED

**Candidate 1:** Uniquely-qualified maritime specialist with over 20 years' experience in the marine industry searching for position in shipping company's technical/operations department.

Operated and maintained SafeNet and ShipNet, supporting individual program requirements while ensuring that interface protocols functioned properly; oversaw maintenance, outfitting and cost control for vessel navigation, communication and information systems; set up and maintained office network. Port engineer for company operating commercial tankers and government-owned vessels under contract; responsible for all aspects of vessel maintenance and regulatory requirements; managed company's network and website. Plan-review for construction of 35,000 and 60,000 DWT bulk carriers to be built in Japan.

Field surveyor for a ship classification society.

Resume furnished on request.

Telephone: 212-706-2554, Cell: 646-675-0015

eMail: [crnixon@rcn.com](mailto:crnixon@rcn.com) (S5-4)

**Candidate 2:** A goal oriented, multi-faceted maritime professional with a unique combination of experience in finance, business development, sales, project management and corporate administration. Seeking a management position in a dynamic maritime company where my cross-functional skills can add to your bottom line. A culturally savvy innovator experienced at establishing and managing international operations. Strong communica-

tion, leadership, analytical and problem solving skills with a results driven attitude. MBA in Finance.

Contact: [scolallied@yahoo.com](mailto:scolallied@yahoo.com), tel: (203) 849-8341. (S4-9)

**Candidate 3:** Experienced boater interested in junior level/trainee position in a ship brokerage firm. Young, smart, energetic and eager to work in any facet of the ship brokerage industry. Experience includes working in all aspects of a successful local marina. Duties range from office work/billing, fuel dock management, yard work to boat maintenance. Other work experience was as a deckhand on a passenger ferry and a sales clerk in a marine supply warehouse. Education is a Bachelor of Arts degree. Very knowledgeable in all computer functions, especially any Microsoft Operating System, the world wide web and Microsoft office. Great communication skills, both oral and written. Excellent interpersonal skills, which allows for great success in sales.

Contact: [GPM352@aol.com](mailto:GPM352@aol.com) or 203 442-3069 (S4-11)

**Candidate 4:** Maritime professional with over twenty years of increasing responsibility with a major petroleum company specializing in marine tanker transportation and marketing of marine fuels and lubricants. Expertise includes commercial, operational, financial, vetting, budgeting, planning and project development. Organized, analytical and dependable, with the ability to work effectively as part of a team. Contact [dauscgc@aol.com](mailto:dauscgc@aol.com) or 203-748-0441.

**Candidate 5:** 34-year-old maritime lawyer with a master's degree in Marine Affairs and three years as a tanker fleet operations officer seeks position with shipping firm, preferably on shipowning side, since that is where candidates' experience is. Managed a fleet of nine 30,000 DWT product tankers from Singapore 1995-1998. Experience as a Chartering Assistant - very familiar with commercial operations as well as ship operations, having visited or sailed on all nine tankers. Also provided daily position reports for fleet of 21 vessels, half drybulk, for 3 years. Vetted all charter parties, involved with bunkering the fleet, giving masters their voyage orders, and collecting over \$12 million in demurrage. USCG license Master since 1995 but on small tonnage (mostly yachts). Command experience since age 23 (yachts, trans-ocean). 18 years' experience moving mostly

sail yachts over blue water, as well as founding and running a successful yacht delivery firm. Five universities in 3 countries, including Oxford and Lisbon. Citizen of EEC (Sweden) and USA. Fluent English, verbal Spanish, very basic Swedish, French, German. Extensively travelled and well presented/connected. Adaptable to any environment. Analytical, personable, and a proven leader and consensus-builder. Available to interview. Thank you. Eric T. Wiberg, Tel: 617 242 6477, Cell: 401 338 6957, E-Mail: ericwiberg@att.net, Website: www.echoyachtdelivery.com (S4-12)

**Candidate 6:** Captain for 30 years, twenty four with Greenpeace, and last four (as mate) with MM&P. Excellent team player. Experienced with project management in an international setting. Returning to Norwalk as a single parent. Interested in any marine oriented situation. Available in August. Email: phwillcox@juno.com. Cell 203 919 1800. Messages: 203 838 5706 (S5-4)

**Candidate 8:** Experienced and proven professional in the maritime industry with a set of core competencies that include analytical problem solving, logistical coordination, leadership, client relations and negotiation skills supplemented with a state-of-the-art MBA in finance. Experienced in vessel management and operations, chartering and sales, financial modeling, risk assessment, project management, team leadership and executive-level presentation. Seeking to leverage prior experience into new challenges and opportunities in project/structured finance and business development. Resume and references will be furnished upon request. Phone: 203-536-4425, Email: sm92mma@optonline.net (S5-2)

## HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$100 - and it has proven to be THE place to be seen and answered.

### **Position B:** Shipping Market Analyst

Leading maritime consulting firm based in Boston, MA is seeking to expand its team of shipping market analysts by adding someone with experience in either energy, oil, or steel market analysis.

Duties include:

- Evaluating Market Developments and Key Risk Factors in the Tanker and/or Dry Bulk Markets
- Producing Forecasts Of Freight Rates and Vessel Values
- Writing Market Reports
- Making Presentations To Clients
- Statistical Modeling & Analysis

The ideal candidate will be detail-oriented, have excellent writing and communication skills, and be able to meet deadlines.

Proficiency with statistics and econometric modeling is also a plus.

If interested, please send a resume to Kevin Hazel

(khazel@marsoft.com)

(HW03-05)

### **Position D:** Assistant to the Line Manager

Gearbulk, Inc., an international shipping and transport company located in Tampa, Florida, is seeking a highly motivated individual to join our Commercial Department in this full time entry level position. Initial responsibilities will include assisting the Line Manager, providing customer service, booking of freight, billings, tracing cargo and scheduling. The successful candidate must possess excellent communication skills, be a team player and be willing to grow and develop with us. Computer literacy in Microsoft Office is required. Experience within the forest products sector is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to sve@gearbulk.com or Fax to 813-830-6204. All applications and information will be treated with the strictest confidence. (HW04-05)

### **Position F:** Vessel Operator

Gearbulk, Inc., an international shipping and transport company located in Tampa, Florida, is seeking a suitable candidate to join our Operations Department in the capacity of vessel operator. This is a full time position reporting to the Operations Manager, and is responsible for all aspects of day to day ship operations. This includes instructing Masters, agents, stevedores and port operators and monitoring/controlling supplier performance, as well as all costs associated with the various port operations. The successful candidate must be computer literate and will be required to become proficient in the use of vessel loading programs. Although not essential, sea-going experience would be a distinct advantage. Alternatively, experience in marine port operations or ship agency work will be beneficial. The right candidate will be offered a competitive salary and benefits, commensurate

with experience. Qualified candidates for the above position should send a cover letter and resume to ges@gearbulk.com or Fax 813-830-6205. All applications and information will be treated with the strictest confidence. (HW04-05)

**Position G:** Highly Motivated Self Starter for Fuel Brokerage Company

Position: Fuel Broker

Location: Palm Beach Gardens, FL

Glander International Inc. seeking a highly motivated individual willing to learn and develop within our fuel brokerage company. The position will include working with shipping companies and oil suppliers from all over the world. Must be a self starter and be able to work within a team concept. Must have computer skills and knowledge of Microsoft Office. Multiple languages are a plus. Salary commensurate with experience. An attractive benefits package is available. We are looking for an individual with a maritime background. Requirements: 4 year maritime education or suitable experience in the maritime industry. Please send resume to: resume@glander.net (HW03-05)

**Position H:** Purchasing Agent

**JOB DESCRIPTION**

Growing international dry cargo carrier based in Westchester, NY, seeking experienced maritime industry professional for Purchasing Agent position whose duties will be office based. Experience in marine purchasing preferred. Looking for highly motivated, self-starting candidates who are very organized and computer literate. Send salary requirements with resume to zrm@nyc.tbsship.com or fax (914) 961-6425. (HW03-05)

**Position I:** TBS Shipping Services Inc.

Position opening: Assistant to the Controller

Major international ocean transportation and logistics company in lower westchester has a newly created opening in its finance department.

Position will report to the controller with significant exposure to and interaction with the executive vice president finance as well as the executive management team.

Primary responsibility will be the implementation of Sarbanes Oxley Section 404 via interaction and coordination with an outside consultant. Post implementation compliance, updating and testing will be required.

Additionally sec reporting will be the responsibility of the person filling this position. Quarterly and annual compliance as well as

interim information filings will be required.

Preparation and implementation of complete policy and procedures including flow charting the functions of the finance group will be the responsibility of this individual as well.

The position will also be responsible for managing and coordinating the financial reporting for the company's 12 foreign affiliates. This includes the annual budget process, monthly actual reporting and quarterly forecasting.

This individual will have a bachelors degree in accounting cpa preferred as well as public accounting experience in a firm which audits public companies in an sec environment. Sarbanes Oxley compliance experience would be a plus.

Fax or email resume and salary req. to 914-961-6425, zrm@nyc.tbsship.com (HW03-05)

**Position J:** Dry cargo Ship Owner/ Operator located in Lower Westchester, New York seeks a maritime industry professional for laytime position. Solid working knowledge of charter parties required and a demonstrated competency in handling complex laytime from calculation through settlement. Must have strong negotiation skills and be computer literate. Full-time position with benefits. Qualified candidates please send resume and salary requirement to quality@nyc.tbsship.com or send via fax to (914) 961-6425. (HW03-05)

**Position K:** PORT ENGINEER Growing International dry cargo carrier based in Westchester, NY seeking experienced marine engineer for Port Engineer position. Responsible for vessel performance supervision worldwide, including drydocking & repairs. Must be willing to travel extensively. Qualified candidate must possess hands-on experience & at least 5 years as Port Engineer. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading PORT ENGINEER on all transmissions. (HW03-05)

**Position L:** Maritime Insurance Claims Assistant

Dry cargo shipping co. in N. Yonkers seeks administrative assistant for Marine Insurance/Claims Dept. Candidate must possess 3+ years experience administrative support. College degree preferred, with focus on transportation studies. Very strong organization skills. Ability to follow directions and support claims department systems. Perform various clerical duties such as documentation, filing, invoice processing, copying, mailing, claim file compilation, and the collection of receivables due in from

insurance companies. Other requirements include: maintain and update spreadsheets & database records, maintain office equipment, supplies and general department housekeeping. Candidate must have strong written and verbal skills as well as the ability to take initiative. Spanish a plus. Opportunity for advancement. Experience with Strategic, ShipNet or related software a plus. Benefits incl. Please include salary range by email- zrm@nyc.tbsship.com or fax- (914) 961-6425 Subj RESUME-Ins/Clms. (HW03-05)

**Position M:** Small, busy, flexible ocean transportation and logistics office in Stamford is looking for responsible, flexible part-time/full time assistant M/F with ingrained sense of customer service. Multi-tasking, including accounts P/R and phone. Could involve light travel. Experience in industry preferred. Must be well-organized self-starter. Growth potential if desired. Strict confidentiality. Please send resume with requirements to HRD@GreenLineNavigation.com or to P.O.Box 16831, Stamford, CT 06902 (HW03-05)

**Position N: KENT LINE INTERNATIONAL**

Is an equal opportunity employer  
Kent Line International is presently looking for a Master Mariner within the Break Bulk division for our vessel the MV Kent Voyageur. The ideal candidate should have experience in Forest Products and Dry Cargo and should have sailed in the rank of foreign going master for a minimum of 5 years.  
Interested candidates should forward their resumes to:  
Kent Line International, P. O. Box 66, 300 Union Street  
Saint John, NB, E2L 3X1  
Email: careers@kentline.com  
Attention: Human Resources  
As an equal opportunity employer Kent Line International encourages all members of the designated minority groups to apply. (HW04-05)

**Position O:** Connecticut Department of Transportation

**JOB OPPORTUNITY – Open to the Public**

**Transportation Maritime Manager**

(Salary: MP-67 \$78,634 - \$100,864 annually)

The Connecticut Department of Transportation has a Transportation Maritime Manager position opportunity in the Bureau of Aviation and Ports, State Maritime Office. This position will be based in Newington, Connecticut. The applicant selected for this position will be accountable for directing mar-

itime operations and maritime development programs, coordinating the State's maritime policy activities and homeland security, and providing professional support to the Connecticut Maritime Commission.

Duties include: Plans and manages the activities of the State Maritime Office and directs the staff and operations of the Office; serves as liaison to the Connecticut Maritime Commission; develops, evaluates, recommends and implements maritime policies for the State; prepares Office budget; serves as liaison between the State and federal, local, and private entities involved in maritime policy activities and homeland security; coordinates implementation of port development and federal and State dredging programs; develops and administers federal grant applications; administers grants to municipalities; coordinates and conducts studies concerning maritime issues; oversees licensure and regulation of marine pilots; oversees the operation of State-owned port and ferry services and facilities; coordinates maritime activities with federal and State agencies and commissions; promotes year-round use of water related industries; coordinates with other State agencies and local and private entities to maximize the economic potential of Connecticut's ports and other maritime resources; testifies in public forums; conducts research and planning activities; performs contract administration; assesses and recommends potential State investments in ports and other maritime facilities; performs related duties as required.

**MINIMUM QUALIFICATIONS REQUIRED KNOWLEDGE, SKILL AND ABILITY:** Considerable knowledge of and ability to apply management principles and techniques; considerable knowledge of State and Federal maritime laws, statutes and regulations; considerable knowledge of port planning, development, management and operations; considerable knowledge of intergovernmental relationships, financing and contract administration; knowledge of national and international maritime trade policies; knowledge of marketing, research, and planning and policy development techniques; considerable interpersonal and negotiating skills; considerable oral and written communication skills; considerable managerial skills.

In order to be considered for this position, candidates must meet the following Experience and Training Requirements:

**General Experience:**

Nine (9) years of professional experience in the management or supervision of planning activities, intermodal operations, port development and/or environmental permitting operations at a maritime/harbor facility or an at-sea cargo operation.

Substitution Allowed:

1. College training may be substituted for the General Experience on the basis of fifteen (15) semester hours equaling one-half (1/2) year of experience to a maximum of four (4) years for a Bachelor's Degree.

2. A Master's degree in public or business administration or closely related field may be substituted for one (1) additional year of the General Experience.

SPECIAL REQUIREMENT: Incumbents in this class may be required to travel.

There are 2 steps to the application process:

1. Apply for the Civil Service Examination:

In order to be considered for the position, you must apply for, take and pass the Transportation Maritime Manager examination that will be administered by the State of Connecticut, Department of Administrative Services. The examination announcement is on the web at: [www.das.state.ct.us/exam](http://www.das.state.ct.us/exam). Please follow the instructions on the announcement. The exam closing date is April 29, 2005.

2. Apply for the position

Interested applicants who meet the above experience and training requirements are invited to submit a resume and application (Form PLD-1) no later than Friday, April 29, 2005 to Jackie Ouellette, Personnel Officer, Connecticut Department of Transportation, Office of Human Resources, P.O. Box 317546, Newington, CT 06131-7546. Interviews will be limited to candidates who have passed the Civil Service Examination and may be limited to candidates whose experience and training most closely meet the requirements of this position.

Applications forms are available at:

[http://www.das.state.ct.us/exam/default.asp#APPLICATION\\_FO](http://www.das.state.ct.us/exam/default.asp#APPLICATION_FO)  
RMS.

An Affirmative Action/Equal Opportunity Employer (HW04-05)

**Position Q: Administrative Assistant**

Downtown New York shipping company seeks an Administrative Assistant. Diverse duties include file organization, filing, excellent phone manners, must be computer literate (MS Word, Excel), some typing. Person must be capable, self-starter and motivated. Salary is commensurate with experience. Returnees will be seriously considered. A High School diploma or higher degree required. E-mail resumes to [tjames@eagleships.com](mailto:tjames@eagleships.com) or [tjames@eagleships.com](mailto:tjames@eagleships.com) or [cthouret@eagleships.com](mailto:cthouret@eagleships.com).

(HW04-05)

**Position R: Marine-Shore Side Operations**

Vessel Operator Negotiable

Heidenreich Marine Inc. Darien, CT

Rqrmnts: BS Deck or Engine; 3rd mate/engine Minimum 3 years sea going experience on tankers /2nd officers license or higher preferred. Shore based experience desired but not required. 3 years shore based preferred.

Job: Position will require the managing of 6-8 tankers trading in the spot market. Responsibilities include reviewing charter parties and voyage orders, corresponding with the Master, port agents, local authorities, vessel owners, handling of day to day operational issues, etc. Must have excellent communication and good computer skills. Some travel, but not extensive.

Benefits: Medical, dental, life, & 401(k) matching plan

Forward Resume to: Marion Pace, HR Department

Heidenreich Marine Inc.; 320 Post Road; Darien, CT 06820

203/662-2600 Fax: 203/662-2788 E-mail: [marion.pace@heid-](mailto:marion.pace@heid-mar.com)

[mar.com](mailto:marion.pace@heid-mar.com)

(HW04-05)