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Arstorp, John Georgiopoulos, John Young

UP COMING EVENTS

SAVE THE DATES

September 2005

New York City Bar Legal Seminar & Luncheon

Association of the Bar, NYC
Thursday, September 22
See page 13 for more info

Pre-Regatta Dinner

Thursday, September 29
Sponsored by: Morgan Stanley
Polpo

554 Old Post Road, #3, Greenwich, CT
6:30pm - 7:30pm Open Bar
7:30pm Seating for Dinner

Speakers: Skip Strong & Ray Burke "In Peril"
Members & Guests: \$70 per person
Limited to 70 people
See pages 7 and 8 for more info

First Annual CMA Sailing Regatta

Friday, September 30
Presenting Sponsor: U.S.Trust

See page 7 & 8 for more info on the events taking place, venues and times

Racing crew spots: SOLD-OUT
Spectator Boat & Luncheon: \$100 per person
Post-Racing Reception & Dinner: \$150 per person

For a full calendar of upcoming CMA Events and more information on all of the above, please go to the Events page at <http://www.cmaconnect.com>

PRESIDENT'S NOTES

Sitting in Connecticut during a fine stretch of weather, it's hard to imagine what has happened in the Gulf. But the pictures show the complete devastation of the area, and the need for assistance is clear.

The maritime community was hard hit along with all of the rest. As you will read elsewhere in this Newsletter, the CMA will try to identify a particular maritime related project or group in need of assistance, and we will coordinate the giving of support by our members. We will post information on our website (<http://www.cmaconnect.com>) and send out notices in the weeks ahead. Please join us in this effort.

A different and less destructive hurricane off the coast of Florida in 1994 set in motion a series of events involving the 40,000 ton tanker CHERRY VALLEY, which responded

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• CMA INFORMATION •

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LETTERS TO THE EDITOR & NEWSLETTER

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to the calls for assistance by a tug and tow in distress, and then claimed salvage. The compelling story is the subject of the book, *In Peril*, by Capt. Skip Strong and Twain Braden.

Thanks to Beth Jordan-Wilson, the CMA will hold its first "Book Club Dinner" on September 29 at Polpo restaurant in Greenwich featuring "In Peril." Capt. Strong will present his book and discuss the decisions he took at the helm of the fully laden CHERRY VALLEY off the coast of Florida in November 1994, perilously close to the Bethel Shoal. We will also have our long time member Ray Burke, Jr., speak to discuss the largest salvage award in U.S. history. Ray Burke and his partner Bill Dougherty were counsel during the trial which was held in the United States District Court in New Orleans.

As a personal aside, I first heard about the book this past February when I met up with Ray Burke and Bill Dougherty at the hotel bar in Panama after a pleasant night out following a shipping conference. During the course of conversation the subject of the CHERRY VALLEY incident anonymously came up and Ray mentioned there is a book about it and that he happened to have a copy he would send to me. Given the late hour during which this discussion took place I naturally forgot all about it, but shortly after returning to Connecticut a brand new copy of "In Peril" arrived at my office. I quickly read the story and learned that Ray was in the book and very much a part of the story. It was another example of how respect is earned in many different ways.

I also then learned that the copy he sent to me was one, out of a box of presumably thousands, which were taking up room in a closet in his house. Although I was honored to receive my copy, he was just dumping ballast, as it were.

Hope to see you on September 29.

Best regards,
Peter G. Drakos

FROM THE EDITOR

Where did Summer go? The weather was certainly more traditional than some summers, but somehow the rapid unfolding of events and activities always foreshortens the season

Planning for Shipping 2006 is progressing. Finding a theme that will tie together the many interest areas has been a challenge. Personally, I have been thinking of a “Miltonian theme” but I cannot decide whether it is John Milton (author of “Paradise Lost” and the title’s relationship to a lower freight market) or Milton Berle.

As we have done each year, we are reaching out to industry players and observers from the many aspects of this global industry. Your thoughts and suggestions are also solicited. The best way to convey your ideas is to send them to me directly or via our events director, Lorraine Parsons, via e-mail. Keep in mind that while every aspect of the industry is important, some are more interesting than others and we do have the responsibility to you and our guests to “put fannies in the seats” (a quote from Bill Crawford, the father of our Conference and Trade Show). We also have the challenge to make each year’s Conference fresh and intellectually stimulating, so infomercials for a specific product or service has a very limited audience.

P.S. –

To our international members and friends we offer our heartfelt thanks for your prayers and aid to the victims of hurricane KATRINA. Your help has not received a lot of media attention so far but it is recognized and greatly appreciated by all of us. Thank you.

MARKET COMMENTARY

By Donald B. Frost

Last month I mentioned the shipping industry’s absence at the policy-making tables in Washington as well as every other capital. I find this all the more disconcerting as the politicians remind us that our ports and our ships are the life lines of global commerce, that we depend on them for our livelihoods and quality of life and that they are vulnerable to terrorist actions.

You may rightly ask, “Where does CMA fit into this discussion?” The answer is both flattering as well as disquieting. The fact is that we (all of us) are gradually being seen as an influential force. I know that may surprise you as it would many of our founding members who saw the shipping industry as a global brotherhood of commercial types with no interest in politics.

Well guess what? Politicians make policy and that is far more important to the shipping industry today than 20 odd years ago, when CMA’s first by-laws and constitution were drawn up. As you all have seen, we have moved from an almost totally unregulated industry to one that is increasingly regulated and/or administrated. The most recent manifestation of this is the European Commission’s moves to take away the anti-competition protections offered to the liner/container business by the Conference System, and they threaten the same mischief with the tramp business. (Haven’t heard about this? Just wait!)

So why has CMA garnered so much attention? I would like to offer a theory.

The 17th Century French philosopher and mathematician, Rene’ Descartes (often called “The Father of modern philosophy”), authored the celebrated dictum, “Cognito ergo sum” – Latin for “I think therefore I am”. May I suggest that because we (CMA and several other associations of maritime professionals) have become more visible and more willing to express opinions, we have earned the right to “BE”.

Through the centuries many philosophers have debated and discussed the meaning of “being”. However, in the

case of CMA, our visibility and credibility may have more in common with the late 20th Century thinker and comedian, Woody Allen, who restated Descartes as “Half of success in life is just showing up”.

I present this topic to you because the CMA Board of Governors is once again trying to answer some of life’s eternal questions – Who are we (CMA members), What is CMA and what do we want CMA to be? I do not think any one of us can articulate simple answers with out saying “It depends” at least a few times. Since this is an issue in which every member should have a say, may I ask you to please share your opinions, questions and probably misgivings about the whole idea to me addressed to editor@cmaconnect.com.

As for 21st Century philosophers, I think I met a distant descendent of Rene’ Descartes in the French Quarter of New Orleans last year. Bubba Descartes, a coonass soul food chef, expressed his philosophy of life as “Cognito ergo tuber” – “I think therefore I yam.”

FACTOIDS & STUFF

By Don Frost

- In July Military Sealift Command (MSC) announced they were transferring the USNS SIRIUS (combat stores ship built for the Royal Navy and transferred to MSC January 1981) to the Texas Maritime Academy as its new training ship as of July 1, 2005. There are two sister ships that are still under MARAD control. Will the next one go to New York?
- A section of the 2005 Transportation Act called “roadability” will make container-shipping lines responsible for inspection and maintenance of trailer chassis that carry containers provided by equipment owners under leases.
- The Maritime Administration Enhancement Act of 2005 was reported out of Committee July 25, 2005. Among other things, subject to appropriations, it increases the payments to State and Regional Maritime Academies to \$500,000 by fiscal year 2008.
- The California Assembly and Senate of the State of California issued a joint resolution August 18th that would urge Congress to ratify Annex VI of MARPOL 73/78 that would allow the US to designate areas in the US as Sulfur Emission Control Areas or SECA. Although California and local governments in that state are seeking to reduce exhaust emissions from ships, once an area is designated a SECA by the US, a specified cap on sulfur levels in marine fuels for sale and combustion can also be stipulated for the SECA.
- The United Nation Convention on the Law of the Sea (UNCLOS) was adopted by the General Assembly December 1982 but only entered into force in 1994. On the first day on which it was opened for signature, 119 countries signed the convention. There are now 148 ratifications and now the EU as a Community covering 24 or their 25 member states deposited its instrument of ratification of UNCLOS April 1, 1998. The US Congress is still considering it.
- On September 12, 2005 US DOT’s Maritime Administration (MARAD) announced a public meeting of the Marine Transportation System (MTS) National Advisory Council in Memphis, TN on September 28, 2005. The cynic in me wonders at the timing of this meeting so close after KATRINA in so far as MTS deals with “maritime infrastructure.” Maybe KATRINA can do for MTS what common sense and real need for money has not been able to do.
- The September 5 issue of CIO Magazine has a piece by Nicholas Hoover and Eric Chabrow on Homeland Security. I quote from the article a statement by the former director of the Institute for Homeland Security retired US Air Force Lt. Colonel Randy Larsen. “Today, customers (US Government) don’t know what they want, and that’s the biggest problem in homeland security.” This has resulted in government funding projects that don’t afford the homeland much security. Larsen questions whether investments in technology to secure US ports is money well spent. Terrorists, capable of building a nuclear bomb, will be smart enough to by pass such systems.
- To put the biz news into perspective I noticed a piece in the Aug 8th Biz Week that reported aggressive price-cutting by major beer brewers. I’ll drink to that.

PAGE SIX

CMA SOCIAL AND ENTERTAINMENT
JOHNNY M. KULUKUNDIS REPORTS



Johnny M. Kulukundis
C/O The YMCA Greenwich
Greenwich, CT 06830

For the Attention of: Don Frost,
Editor-in-Chief, CMA Newsletter.

My Dearest Donald:

I trust this letter finds you well. Thank you for a wonderful dinner the other night. Who knew that boiled beef tongue made for such a palatable main course? Also, thank you so much for sharing your extensive collection of vintage steam engine postcards and ephemera with my date and I. Don't worry about the whole Polaroid incident, I guess they just got mixed up with the postcards. My date was quite impressed with your tattoos though; it's all she could talk about in the car on the way home. Personally, I'm not sure I have the self-confidence to have those areas tattooed in the first place, nor do I think I'm limber enough to get into the requisite positions for the tattooist. That yoga is really working out for you. Anyway, I digress, I have some thoughts on the upcoming sailing I need to share with you.

I'm not quite sure whose idea it was to have a regatta, but whomever is responsible should be severely reprimanded, perhaps a plank walking is in order after the sailing! The intricacies involved in this beano make the Liberty Ship reception in New London look like a visit to Stop and Shop, or "Arrête et Acheter" as we like to call it in Greenwich. What was the Board thinking in sanctioning this event? They must be off their trolley!

Firstly, who thought it would be a good idea to invite 70 CMA members and their guests to cocktails and dinner the night before the event, not to mention inviting a published author to speak, plus the head of the regatta race committee, schedule allowing, and set up full audio-visual for the event?

Secondly, has anyone thought about how exactly we are supposed to get 60 people onto five pre-assigned yachts out on moorings using one launch? While at the same time getting 12 race committee people onto three race boats, while at a totally different location marshalling 150 guests and a string quartet onto yet another yacht? Then provide lunch for all two hundred and twenty six people out on Long Island Sound. Oh and then have the three race boats mark and organize a race course for the five yachts to then race around, while keeping not only the spectator yacht, but all the other CMA members who are attending on their private yachts, out of the way. Then there's the press and media launch boat to organize, which will be captained by Joe Gross with CMA Board Member, Chris Aversano, as Chief Mate. We need to get the camera crew and photographers onto that and hope they don't hit anything as they speed around in search of the perfect shot.

Then, while the race is underway, attempt a ship-to-ship transfer of the camera crew, interviewer and photographers from the launch to the spectator boat, mid-Long Island Sound in order to get some interviews and candid party shots. Then, of course, there's the issue that the spectator yacht is coming back to Cos Cob, while the racing yachts and a number of private watercraft will be heading directly for the Indian Harbor Yacht Club in Greenwich, where the cocktail reception for over 200 commences at 5:30pm.

After the racing we shall need to ensure that all the yacht crews and guests are at the correct tables for the dinner and trophy presentations. That would be 48 engraved trophies we need by the way, Drake Sparkman is organizing and donating the 49th one. The 300 regatta hats with individually custom embroidered patches need to get here on time from China; the 71 custom embroidered and silk screened sponsor jackets in four colors and various sizes have to ship from Massachusetts and the 14 Outer Banks embroidered race committee shirts in both women's and men's multiple sizes need to get here from NYC on time. Then there's the 250 custom printed ASBA Tanker Broker Panel dark and stormy cups to get to the Yacht Club, plus the six 30"x 46" custom appliqué sponsor burgees to get out to the yachts prior to the race, provided they arrive from New Jersey in time.

Luckily our Vice President has volunteered to represent the CMA aboard the spectator yacht, while our erstwhile President shows off his sailing prowess aboard the Charles Weber sponsored "Weatherly" and goes head to head against his brother on VOC / Intrepid sponsored "Intrepid".

Buck Miller has very graciously volunteered to MC the après yachting dinner, which will relieve you of your usual responsibilities.

That leaves Lorraine and I to handle the rest. But I guess if we didn't enjoy it we wouldn't volunteer. Anyway, in light of all of the above, unfortunately I shall be unable to pen my usual page six article for you this month. Hopefully next month things might have calmed down a little. But then we have to start writing the questions for the 2nd Annual CMA Maritime Trivia Quiz Night. Hey Ho.....

Thank you again for dinner and sharing your postcards. Again, don't worry about the mishap with the Polaroids, it could happen to anyone, and you really couldn't see that much in most of them.

See you on the Sound!

Best Wishes

Johnny

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CMA FIRST ANNUAL SAILING REGATTA

Featuring Five America's Cup Classic 12 Meters

"This yachting event will have to go down as probably the most memorable event in shipping at least in my recollection in the USA. You guys keep out-doing yourselves on each and every event, but I don't know how you can top this."

—Gerard T. Desmond
Louis-Dreyfus Corporation

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SCHEDULE OF EVENTS

On **Thursday, September 29th, 2005**, Morgan Stanley will sponsor a pre-Regatta dinner.

We will be treated to a fantastic speech by the co-author of *"In Peril: A Daring Decision, A Captain's Resolve, and the Salvage that Made History"*, Skip Strong and longtime CMA supporter Ray Burke of Burke & Parsons, launching the CMA Book Club event series.

Schedule allowing, the head of our race committee and, according to Don Bresnan, "the best Race Committee Manager on the East Coast", John Mendez, will say a few words about the following day's events.

For this special event we have secured space at one of the most lauded restaurants on the East Coast – Polpo, 554 Old Post Road, #3, Greenwich, CT. For more information on Polpo and directions, visit their website at <http://www.polporestaurant.com>. There will be a one-hour open bar cocktail reception from 6:30 pm and seating for dinner at 7:30 pm. This event is sure to sell-out fast and is strictly limited to 70 people, so reservations and pre-payments are required. The cost for this fabulous evening's

entertainment is \$70 per person for members and non-members. Call Lorraine to reserve and pre-pay by sending a check or giving credit card information.

On **Friday, September 30th, 2005** the Connecticut Maritime Association will hold its first ever Annual Regatta. The CMA has chartered five America's Cup Twelve Meter Yachts for the 2005 Regatta. *Weatherly* built 1958, *Columbia* built 1958, *Nefertiti* built 1962, *American Eagle* built 1964 and *Intrepid* built 1967.

Crew spaces on the yachts have been filled, but there is still limited space aboard the 117' luxury spectator yacht "Cayah Michele", where a smorgasbord lunch and cocktails will be served as a string quartet serenades guests. The spectator yacht will be departing from Fjord Catering & Charters, 143 River Road, Cos Cob promptly at 12 Noon and will return around 4:00 pm. There is plenty of parking at "Port Fjord" and nautical dress is encouraged (blue blazers, white slacks, binoculars and nautical hats for the men, hats for the ladies!). Otherwise, smart casual will be fine! Visit <http://www.fjordcatering.com> for directions.

Tickets for this event are \$100 per person and almost sold-out, so please call Lorraine to reserve and arrange payment.

Immediately following the racing, the Captains' Cocktails and Dinner will commence at the Indian Harbor Yacht Club, 710 Steamboat Road, Greenwich, CT. Cocktails will be followed by a seated dinner and the trophy presentations. Cocktails commence at 5:30 pm. Tickets for this event are \$150 per person and again, space is limited and selling fast, so please call Lorraine to reserve.

Dress code is smart casual.

Visit <http://www.indianharboryc.com> for directions.

We look forward to seeing you at one or all of the events and wish the five yacht crews the best of luck. Call today to secure your space, as these events will all be sold-out very soon!

For Reservations for all three events and to arrange pre-payment by check, American Express, Visa or MasterCard, please contact:

Lorraine Parsons
CMA Event Director
Email: conferences@cmaconnect.com
Tel: +1.203.406.0109 Ext 3717

Thank you for your support!

"IN PERIL"

Launching the CMA Book Club Event Series

Thursday, September 29
Polpo

554 Old Post Road, #3

Greenwich, CT 06830

Visit: <http://www.polporestaurant.com> for Directions

Open Bar 6:30 pm-7:30pm

Seating for Dinner at 7:30 pm

Members & Non-Members: \$70

Limited to 70 people

Reservations and Pre-payment required

Call Lorraine at +1.203.406.0109 Ext 3717

Here is a word which is used all too frequently these days, but the CMA is fortunate to be able to present a real one at the pre-Regatta dinner on September 29. Captain Prentice "Skip" Strong will speak about the events covered in his page-turner of a book, "In Peril."

The inside of the jacket cover describes the events: When Skip Strong, the thirty-two-year-old captain of the 688-foot oil tanker *Cherry Valley* received the call, all he knew was that an oceangoing tug with five men aboard was in distress off Florida's east coast. Caught in an unusually powerful storm, the tug's engines failed, and as the winds gusted to more than 60 miles an hour and the sea whipped into a frenzy, the tug and the barge it was pulling were in danger of being swept ashore.

Strong also knew without a doubt that he would follow the thousands-year-old tradition of the sea and come to the aid of the crew, the tug, and its cargo, despite the fact that he would have to maneuver his ship, laden with ten million gallons of oil, in extremely hazardous conditions. One mistake and Strong would be responsible for an ecological disaster on Florida's beaches that would surpass that of the *Exxon Valdez*.

What Strong didn't know as he began his nerve-wracking rescue was that the tug was carrying a 150-foot external fuel tank for the space shuttle worth upwards of fifty million dollars. And that in the instant he decided to rescue the tug and its crew he was opening the door on a dramatic and tense legal struggle that would pit him against the U.S. government for salvage rights

The *Cherry Valley* legal team was directed by long-time CMA supporter, Ray Burke of Burke & Parsons, and he will speak to us as well.

If his schedule allows, our CMA Regatta Race Committee Chairman, John Mendez, will also be present and will say a few words about our inaugural sailing event the following day.

If you have a copy of "In Peril", bring it along and the author will be pleased to sign it. There will also be opportunity to purchase signed copies of the book at the dinner.

It will be a night not to miss and we hope you will join us.



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* Limit \$100 per month for a maximum of two months and 2 vessels per company.

MEMBER NOTES

I like to write these monthly welcomes. I am impressed with the diversity of our members employment alone, but added to the widely spread geographic locations of our members reminds me of Coast Guard Commandant Admiral James Loy's (USCG-ret) compliment at Shipping 2000 when he referred to us as the Global or Galactic Maritime Association.

We are pleased to welcome:

John Baker, Kirby Corporation, Houston, TX

Alan Blume, US Coast Guard, Sector Long Island Sound, New Haven, CT

Christine Civitano, Wilson, Elser, Moskowitz, Edelman & Dicke, Attorneys, NY, NY

David Clark, Boston Towing & Transportation, East Boston, MA

Ashley Dilorenzo, Oldendorff Carriers (NA), Stamford, CT

Jennifer Dilorenzo, Oldendorff Carriers (NA), Stamford, CT

Captain Grant Donley, McAllister Towing of New York, Satellite Beach, FL

Robert Goldbach, Jr., Prime Charter USA, Stamford, CT

Odessa Goodwon, CMA Joke Tester, Stamford, CT

Frederick Lovejoy, Lovejoy & Associates, Easton, CT

Jean-Claude Mazzola, Esq., Wilson, Elser, Moskowitz, Edelman & Dicke, White Plains, NY

Jeff Qualman, Oldendorff Carriers (NA), Stamford, CT

Christina Stevenson, Starwood Capital Group, Greenwich, CT

Ian Stevenson, Chief Mate, Keystone Shipping Co., Stamford, CT

Sanjay Sukhrami, OMI Marine Services, LLC, Stamford, CT

Evan Galanis, Chair, Membership Committee

PS- Can you find the bogus name? Pronounce it a few times with different inflections.

NEW MEMBER PROFILE

Constantinos G. Grigoriadis

Senior Vice President
U.S. Trust Company

Member Since March 2005

How did you hear about the CMA?

As President of the Alpha Finance USA Corp, the brokerage and investment management arm of Alpha Bank (one of the largest banking institutions in Southeastern Europe) I had the chance to be a global co-book runner in two NYSE listings of major Greek shipping families. In addition, friends in the shipping industry strongly recommended the Connecticut Maritime Association (CMA) to me.

Why did you decide to join the CMA and what are your first impressions?

A number of my shipping friends and families, US or Greece-based, were already members, so it was not a difficult decision for me. I believe CMA is an excellent and powerful open forum of successful business people who constantly exchange ideas and information supporting the development of the shipping industry. My first impressions about CMA? Well, just attend its Annual Conference and other events and you'll get my answer: simply...the best.



Tell us a little about your background and the services of U.S.Trust?

I was born and raised in Athens, Greece. I got my B.Sc. in Finance from The American College of Greece and my MBA in International Finance from the American University in Washington DC. My first job was with the International Finance Corporation (IFC), the private sector arm of The World Bank. After seven years with The World Bank and as a Greek risk-taker, I accepted the offer to move to New York to establish the brokerage and the investment banking arm of Alpha Bank. Five years later I joined U.S.Trust Co. as Senior Vice President.

For more than 150 years, U.S. Trust has cultivated the knowledge and resources to successfully help manage the wealth of affluent individuals and their families. We offer comprehensive, personalized wealth management services, including investments, trusts, planning, and banking capabilities. Our use of advanced planning techniques, matched with flawless execution capabilities, serves to structure and implement dynamic strategies to enable our clients to realize their goals.

As Presenting Sponsor of the CMA Regatta what are your hopes for the day?

On Friday, September 30th, 2005 the Connecticut Maritime Association will hold their first ever Annual Sailing Regatta. U.S.Trust is the Presenting Sponsor of this unique event. I don't have any doubts about the success of this Regatta. The CMA has chartered five America's Cup twelve meter yachts three of which, Weatherly, Intrepid and Columbia actually won the America's Cup. All my best wishes to our five teams.

Contact:

Constantinos G. Grigoriadis

Senior Vice President

U.S. Trust Company

114 West 47th Street

New York, NY 10036

Tel: 212-852-3924

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BALLAST WATER

Rules, Courts and Reality

By Donald Frost

On March 30, 2005, the US District for Northern California issued a decision in a suit between the Northwest Environmental Associates versus the EPA. It granted the plaintiffs' motion for summary judgment and orders the Environmental Protection Agency (EPA) to "repeal" its thirty-two year old regulation excluding "any...discharge incidental to the normal operation of a vessel" from the Clean Water Act's National Pollutant Discharge Elimination System (NPDES) permitting requirements (normal operation exclusion). All vessel discharges in U.S. waters, including ballast water discharges, are covered by this exclusion. Ballast water discharges are the focus of the plaintiffs' objections to the exclusion because of the potential of such discharges to introduce non-indigenous aquatic nuisance species (invasive species) into U.S. waters.

Acting Maritime Administrator, John Jamian, wrote a letter to the EPA August 10, 2005 listing MARAD's concerns with this ruling. To my mind the mere fact that someone in government has actually spoken out against a poorly thought out legal decision involving shipping is astounding. Here are a few excerpts from that letter.

"... MARAD strongly believes, as a matter of law and policy, that this goal (ed: controlling invasive species in ballast water) should not be achieved through the NPDES permitting process. As explained below, imposing NPDES permitting requirements in the manner ordered by the District Court will prevent vessels from operating safely in US waters and will have a significant adverse impact on the US economy. (emphasis added by your editor)

James Weakley, President of the Lake Carriers Association explained how ships work in his affidavit filed in support of the industry's motion to intervene in this case and made part of Jamian's letter reads as follows:

When empty of cargo, the lost weight must be replaced with ballast water ... or the ship would ride so high that it

would be unsafe to get underway. The propeller and rudder would not be submerged enough to provide sufficient propulsion and steerage. The stresses on the hull would be such that the vessel could break in half. There is no alternative to ballasting an empty vessel.

Jamian continues:

"MARAD's programmatic concerns with the District Court's decision go to the decision's impact on the safe and efficient operation of commercial vessels in U.S. waters."

He explains further:

"... a problem arises if the permitting scheme is based on numeric effluent standards because ballast water technologies that could meet such permit requirements are still being developed and the Coast Guard has not issued performance standards for such treatment technologies. (emphasis added by your editor)

"The second problem relates to the fact that most NPDES permitting programs are administered by the states. Under this approach, each state that administers such a program may set its own permitting standards that may be different from or more stringent than, federal standards."

"The third problem relates to actual implementation ... "Implementation would be so massive an undertaking as to raise serious questions as to whether such a regime could, in fact be implemented in a manner that would not significantly hamper commerce" (once-again, emphasis added by your editor)

This well written letter, its explanations perhaps a little tedious to shipping people, makes a great effort to explain why the NPDES scheme has not been thought out by the District Court for its wide ramifications. This is another case of the shipping industry possibly being saddled with rules that are out right stupid because as an industry we are invisible. I repeat something that I wrote last year – in government "If you are not at the (negotiating) table you are on the menu."

Well done Mr. John Jamian! I hope you come to visit us again in March 2006.

LNG TERMINAL SAFETY

Respecting Community Perceptions

By Gordon Milne, Head of Risk Assessment Services, Lloyd's Register EMEA, and Ed Waryas, Vice President Marine Business, Lloyd's Register North America, Inc.

In recent years the US has seen a significant upsurge in the demand for clean, low-cost energy. Imported liquefied natural gas (LNG) meets these criteria, and subsequently there has been a significant rise in the demand for LNG as an energy source. There are currently four import terminals on the US mainland, with a further import system in place offshore in the Gulf of Mexico. However, there are currently proposals for a further 50 onshore and offshore terminals, each at varying stages of the approval process required by the regulatory authorities. It is expected that of the 50 proposed, just over 10 will actually be built, which means that a number of communities around the US are currently faced with the potential prospect of a major energy facility being built in their area.

Local communities are reacting to the proposed terminals in a variety of ways. While in some locations the prospect of a new source of jobs has been welcomed, in others the reaction has been predominantly negative. Those communities protesting about LNG terminals are often dismissed as suffering from an irrational 'not in my back yard' attitude, an implication that they wish for the benefits of LNG, but are not prepared to sacrifice the quality of their lives to achieve it. However, such opinions are valid and have developed for a reason. It is important to understand these reasons so that they can be duly considered and respected for what they are.

Complex Answers to Questions

The prospect of an LNG terminal raises a number of questions for local communities to consider. Will the terminal be safe? Will the environment be protected? Will the local neighborhood be changed into an industrial site, with the prospect of further development in addition to the LNG terminal? The answers to such questions are often complex and difficult to relate to for those with no experience of heavy industry or shipping. These unknowns and what it will mean for the community's future are the main reasons why many people object so strongly to the presence of a

terminal. When in doubt, a continuation of the status quo represents a known and comfortable lifestyle option.

Unless the LNG terminal operators can put forward a reasonable and understandable case to meet these questions then it can only be expected that communities will shy away from the change. The onus is on LNG companies to deal with these fears, not for the local communities to be dismissed as being irrational and standing in the way of progress. LNG companies recognise this and are trying to involve communities in the decision-making process, but evidence in recent years show that they are facing a lot of antagonism.

Much of this reflects how the industry is perceived. Since September 11th there have been a number of competing reports each discussing whether LNG was safe for local communities or not. Individual companies, consultants and lobbyists have all come forward with opinions arguing both sides. However, to the public this very discussion has made it appear that the industry is fractured and that it does not actually know the consequences of a major accident. This is not necessarily true. There has been an ongoing analysis of LNG incidents for the last 40 years, and most of the reports produced are re-releases of existing knowledge.

A significant part of the problem is that LNG operators have to play by the rules. They cannot make accusations or be sensational in their arguments lest they lose their credibility and get labelled as big business trying to steamroller its way through by any means, fair or foul. This is not the same for those arguing against the project. Those lobbyists against the siting of LNG terminals are free to make a range of claims without the commercial incentive to be accurate, realistic or credible. Yet to a member of the public this lack of commercial incentive makes these lobbyists appear unbiased and their arguments untainted by the desire for personal gain. As such, lobbyist's views are seen as credible, not by their scientific rigour or accuracy, but by their position as champions for a local community unable to meet powerful industry on its own terms.

To date, the scientific arguments put forward by the LNG industry have been poorly made with an over-reliance on cold numbers and facts. Even if numbers demonstrate that an accident is unlikely or the consequences negligible, if a link between LNG and a major accident can be imagined, then often this belief can carry a lot more weight than the scientific 'facts'. For the general public, plausibility usually

beats absence of scientific evidence. This is even more relevant when those providing the facts are generally not trusted, even to the extent that if too good an argument is made there is a suspicion that this is being done to cover up the truth.

Much of the problem lies in that the local community's exposure to change is involuntary, the benefits of the new terminal are perceived as being mainly to the good of the LNG industry, not the community, and that should anything go wrong with safety, the environment, or an increasingly industrialised neighborhood, then the local community has little ability to escape or change things for the better.

Both sides need to work together to communicate the risks and fears rather than just analyze them. Overall, the concerns a community has for their way of life needs to be respected and met, rather than immediately dismissed as irrational "not in my back yard" opinions.

Bios:

Gordon Milne is the Head of Risk Assessment Services for Lloyd's Register EMEA's Consultancy Services Group and has dedicated the majority of his career to the LNG industry. His work covers all aspects of risk evaluation and management as applied to LNG ships and terminals, and most recently has involved the detailed assessments of LNG facilities being subject to attack from third parties. In 2001, Gordon headed the project supporting the successful entrance of the LNG ship *Matthew* into Boston following a ban on entry due to terrorist concerns. He has since managed numerous cutting-edge studies on the risks associated with LNG import to North America, and continues to provide worldwide risk-based support to all segments and stakeholders in the marine industry.

Ed Waryas is Vice President, Marine Business for Lloyd's Register North America, Inc. He has over 35 years of experience in the marine industry and is project co-ordination leader in the field of risk and consequence analysis within the US. His projects have involved LNG importation into the Gulf of Mexico and the US west and east coasts, specifically addressing the subject of a terrorist attack. Ed was also project leader in a joint LNG training course that Lloyd's Register conducted with the US Coast Guard in the port of Boston.

THANK YOU

The CMA would like to graciously acknowledge the generous support provided to our education program over the last month by Patrick Adamson of MTI Network, Jens Alers of Atlantic Marine Limited Partnership, Joel Constantino of New England Steamship Agents, Per Tetzlaff of Odin Marine, and Brian Bittner and Verner Unger, both of Fairfield Bulk Carriers.

Your support is vital as we continue to expand our scholarship program and see a record number of summer interns back off to school this September. Thank you!

EXAMINING DUE DILIGENCE IN SHIPPING

With the recent spate of IPO's in the shipping industry, the NY legal community is presenting a timely conference featuring the importance of due diligence and its relationship to current shipping issues. Sponsored by the New York City Bar's Admiralty Committee, the conference, entitled "Due Diligence in Shipping: Hot issues for the Savvy Investor", will be held on September 22nd at the Bar Building at 42 West 44th Street starting at 0900, concluding with a luncheon.

The conference features an industry discussion of Freight Forwarding Agreements, changes in US taxation of shipping income, an overview of the exploding US capital market for shipping IPO's, environmental compliance factors, and Office of Foreign Asset Control (OFAC) issues. The luncheon keynote speaker will be Charles L. Fabrikant, Esq., CEO of Seacor who will address structuring a US marine finance transaction.

Other faculty members include Antonios C. Backos of Healy & Baillie; Matt McCleery of Marine Money International; Donald Kennedy of Carter, Ledyard & Milburn; Gilbert Landy of Pasternak, Baum Co., Inc; Derrick Betts and Gary Wolfe of Seward & Kissel; Richard Udell of the US Department of Justice; John Greenwood of Heidenreich Marine; FFA broker Timothy Daly of ICAP Energy LLC and Joseph Raia of the New York Mercantile Exchange.

Registration for the conference is limited, and available to both members and non-members of the NYCB. For more information, go to <http://www.abcny.org> and click on CLE Calendar (the course is worth 4 CLE credits). To register, call +212 382 6663 or +212 869 4451 or through the website.

UP COMING EVENTS

October 2005

CMA Monthly Luncheon

Speaker: Bob Kunkel, VP - Operations, Apex Marine

"A Connecticut Yankee in Tiananmen Square -
Drydocking in China"

Giovanni's II, Darien, CT

Thursday, October 20

Noon - Cash Bar

1:00 pm Seating for luncheon

Members: \$35 per person

Non-Members: \$40 per person

NY Bunker Convention 2005

Supported by the CMA

Training Courses, Conference & Gala Dinner

Monday, October 24-Thursday, October 27

For a full calendar of upcoming CMA Events and more information on all of the above, please go to the Events page at

<http://www.cmaconnect.com>

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 or \$25 per year for students.

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

email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: 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

(S5-4)

Candidate 2: LAWYER / FLEET MANAGER AVAILABLE

Licensed attorney with experience operating a fleet of tankers for three years seeks position with ship owner or related company. Any location considered, though Stamford/NY area preferred. Focussed on Maritime law, ship casualties, oil pollution mitigation. Master in Marine Affairs with environmental focus. Fleet operations officer for 9 tankers in Singapore, responsible for charter parties, following claims including demurrage, tracking 21 vessels daily worldwide, appointing agents, arranging bunkers, etc. USCG-licensed Master, 100 ton, since 1995. 75,000 nautical miles sea-going experience. Citizen of US and Sweden/EU. Good team worker. Strong verbal Spanish, basic Scandinavian, fluent typist. Excellent references. Available to interview and work immediately.

Contact: Eric T. Wiberg, Tel (617) 242 6477, Cell (401) 338 6957

email: ericwiberg@att.net

(S5-9)

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 7: Vessel operator, Chartering broker, Port Agent with over 6 years experience is looking for a vacancy in a maritime company.

So far I have been focused on:

- Handling the operations of the Owners fleet (5200 mt DWCC heavy-lift, 4200 mt DWCC bulk carrier, 3200 mt DWCC general cargo lady) responsible for the most aspects of day to day ship operations, giving orders to the Master according to the Owners instructions, ordering bunker, appointing, keeping in touch with and controlling the agents in the relevant ports on the Owners behalf , as well as controlling all costs associated with vessels calls
- Voyage estimation, laytime calculations
- Responsible for the connection between the Owners and the State Administration of the St. Vincent & The Grenadines / The Commissioner of Maritime Affairs, Geneva, Switzerland and Monaco offices as well as the authorities of Cyprus and the Slovak Republic, establishing maritime offshore companies.
- Offering, negotiating and concluding chartering fixtures, preparing shipping market analysis, writing market reports, special focused on project & dry cargo chartering, broker of Hyundai Heavy Industries, Bulgaria.
- Rendering agency services (for more than 100 vessels).
- Preparing freight invoices, pro-forma and final disbursement accounts
- Concluding the S&P deals for the companys fleet
- Office based duties - invoicing, secretarial, database and accounting work

I have great trading experience with the biggest companies in the fertilizers branch: Transammonia, Ameropa, Indagro, Unifert, Common Market Fertilizers, Evertrade, Mekatrade. I am a reliable team player, self-starter and loyal. Languages: English, Russian, Bulgarian. Excellent computer skills in Windows, Word, Excel, Access, Powerpoint, Photoshop.

web: <http://www.stefanov.5u.com> (resume available here)

email: ivansspro@yahoo.com

cell. +1 347 217 8343

(S5-05)

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 A: Accounts Payable person to join financial department team of 3 in a professional Ship Management Agency located in Stamford, CT. Minimum 2 years related experience required. Experience in a multiple company environment a plus. Functions center on AP and general ledger input with PC based accounting systems. Must be proficient in Excel and generally capable with other popular PC office applications. Numerical typing skills and a natural inclination for thoroughness and accuracy is essential. Good opportunity for exposure to a broad range of financial department functions. Congenial atmosphere. Competitive compensation includes excellent benefits. Email your resume and salary requirements to: jobs_ship_managers@yahoo.com, or fax to 203-358-2375 Attn Treasurer. EOE (HW08-05)

Position C: POSITION: Port Engineers CLS - PR/CB

LOCATIONS: Jacksonville – Talleyrand AND Baltimore, MD

DUTIES: Management position responsible for the repair, maintenance and modifications of vessels and equipment or facilities assigned to a specific region or operating company which may be allocated in support of a specific project. Responsible for the oversight of large land or vessel based construction / repair projects. This includes the development of budgets and schedules, contractor selection, contract management, interfacing with regulatory agencies. Assists in the development and adherence of the maintenance and repair budgets, as well as controls expenditures within limitations of a designated project's budget. May prepare and present status reports to customer, project team and management. Supervises the timely and cost-effective maintenance, repair, modification, and refurbishment projects of the existing fleet or facilities. Develops specifications and vendor bid packages and evaluates bid packages. Monitors the contractors and /or shipyards during projects. Conducts on-site surveys to determine maintenance and repair needs. Ensures all vessel engineers are properly trained, qualified and comply with regulatory training and / or certification requirements.

EDUCATION: Bachelors degree in engineering or at least 10 years in an engineering related field. MBA and /or APICS / PMP certification preferable. Licensed engineer.

WORK EXPERIENCE: Minimum 5 years experience in marine engineering, with sailing as a chief engineer in the tug and barge industry preferred. Minimum 3 years project management experience required.

CONTACT US: Human Resources, Email: resumes@crowley.com

Crowley is an Equal Opportunity Employer. For details please go to Crowley.com, <http://www.crowley.com/careers/voluntary-information.asp>

(HW09-05)

Position E: Sales Manager

JOB QUALIFICATIONS

We are looking for a talented and experienced sales manager who will assist us in growing our business in the US market. The sales manager should be self motivated, have strong interpersonal skills and ability to

articulate features & benefits of products. Most importantly be passionate about prospecting and developing new business. Experience in Telecommunication or the Marine industry is preferred but not required.

JOB DESCRIPTION

- Market & sell World-Link Communications services to Ship owners, managers & operators in your designated territory.
- Prospect & develop new business
- Maintain a relationship with our current and potential customers.
- Provide our customers with support as needed.
- Advice World-Link Communications management on new opportunities in the market/demand for new services.
- Marketing intelligence: competitors rates, competitors service, new services in the market, new market entrants.

On the web at www.wlnet.com. To apply send resume and salary history/requirement to info@wlnet.com. (HW08-05)

Position G: Department Head Ship Registry, Virginia

The world's second largest ship registry, with over 2100 ships (and growing) is presently seeking a Department Head for their Seafarers Certification and Documentation department.

This is an excellent opportunity to join a major international organisation with great career potential.

Your key objectives will be to guide the planning, implementation and direction of the department. This will include budgetary responsibilities, evaluation of seafarers applications, management of a team of up to 20 staff and identifying opportunities for new products and services to the maritime industry.

You will be a Master Mariner or Chief Engineer, educated to degree level with management experience and education or experience in business administration. You must have excellent organisation, planning, process management skills and a high standard of IT skills.

Please forward your resume with a covering letter stating your salary requirements and notice period, quoting reference CMA13961, to atravell@shippingjobs.com.

All applicants must have existing entitlement to work in the USA. No agencies or direct applications please. All enquiries will be forwarded to Spinnaker Consulting Ltd. (HW08-05)

Position H: Tanker Operations Assistant, Connecticut

The Connecticut office of a well respected foreign based ship-owner seeks a tanker marine operations assistant.

Duties will include all aspects of T/C and V/C tanker operations including pre/post fixture and freight and laytime calculations. The successful candidate will work closely with the tanker manager in addition to the marine and engineering managers.

Some experience aboard tankers is a plus, but not a requirement.

Candidates must possess a current USCG unlimited tonnage ocean third mate or third engineers license and have a bachelors degree in either nautical science, engineering or marine logistics.

To apply please send a resume together with a covering letter to:

TankerOps@Apply-Direct.com (HW08-05)

Position K: Marine Surveyor/Consultant - New Orleans, LA

Technical Maritime Associates, Inc., a top marine survey/consultancy firm in New Orleans since 1984, has an immediate position open for a marine surveyor.

Job duties and functions include, but are not limited to the following:

Cargo damage surveys.

Hull/machinery damage surveys.

Draft/Deadweight surveys.

On-Hire/Off-Hire surveys.

Bunker surveys.

Cargo loading surveys.

Cargo discharge surveys.

Container damage surveys.

Vessel pre-purchase surveys.

P&I Club condition surveys.

Expert witness testimony.

The successful candidate should have 2 to 5 years experience in the marine surveying/shipping field and/or related experience on board oceangoing vessels. A Bachelors degree from a recognized maritime academy and/or nautical school and a 2nd Mate/2nd Engineer (or higher) merchant mariner license is preferred.

Competitive salary, with attractive benefits package, including health insurance, dental insurance, car allowance, mileage allowance and 401K. Candidate must live in and/or be willing to relocate to the New Orleans, Louisiana area. Applicants must be either US Citizens or green card holder. All applications will be treated with strict confidence.

Contact particulars:

Captain Bobby Surendra, Technical Maritime Associates
2908 Hessmer Avenue, Suite 1, Metairie, LA 70002

Tel: (504) 454 2323, Fax: (504) 454 2544

E.Mail: bstechmar@bellsouth.net (HW08-05)

Position M: TECHNICAL COORDINATOR

Growing International dry cargo carrier based in Westchester, NY seeking Graduate of marine engineering with strong computer skills. Position involves assisting, coordinating & contributing to technical/operations tasks w/full potential of personal development & promotion. Maintaining/monitoring records of surveys, repairs and maintenance of the ships. Ordering services and maintaining Job Order system. Complete the implementation then administer the company and vessels' AMOS for windows (M&P) maintenance and purchasing software and AMOS Mail systems. Monitor ship's performance. Performing special technical projects as assigned. Maintaining plans, drawings, and instruction manuals of all vessels. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions. (HW08-05)

Position N: VESSEL MAINTENANCE COORDINATOR

JOB DESCRIPTION: Growing international dry cargo carrier based in Westchester, NY, seeking recent graduate in marine engineering or marine transportation with strong computer and organizational skills. Position involves the management of the fleet's AMOS maintenance/purchasing and mail systems. Ideal candidate must be

computer literate and will have strong knowledge and experience with AMOS or similar software systems or is willing to be trained. Looking for highly motivated, self-starting candidates. Send salary requirements with resume to zrm@nyc.tbsship.com or fax (914) 961-6425. (HW08-05)

Position O: PORT ENGINEER

Growing International dry cargo carrier based in Westchester, NY seeking 2-3 experienced marine engineers 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. (HW08-05)

Position P: Operations Assistant

Heidenreich Marine Inc. has an opening in its Darien, CT headquarters for a web site operations assistant. Candidate must be a maritime graduate with BS in Marine Business or Marine Transportation and/or 2+ years experience either at sea or shore side. Strong knowledge of Microsoft Office products and Internet Explorer is necessary.

Main responsibilities will be the preparing questionnaires for use on www.Q88.com used by over 230 ship owners and assist in help desk support. An ideal candidate must be detail oriented, have good communication skills and can function in a group as well as independently. Must be eligible to work in US.

Competitive salary and benefits offered to applicants meeting these qualifications. No relocation is being offered with this opportunity. Please send resume along with cover letter and salary expectations to hr@heidmar.com. Visit our websites at www.Q88.com and www.heidmar.com. (HW09-05)

Position Q: Operations Assistant

Shoreside tug operations opportunity.

Operations department for local tug company is seeking an individual to assist with daily vessel operations and administration. Responsibilities will include; recruiting and interviewing vessel personnel, scheduling vessel crews, ensuring payroll accuracy and processing payroll, relief tug dispatching, and vessel safety management compliance and record keeping. A successful applicant will have strong verbal and written communications skills and strong analytical skills. The ability to handle multiple tasks and prioritize workload is required. Knowledge of tug operations and previous vessel experience a plus.

Qualifications

Bachelor degree in Marine Transportation, Maritime Administration or similar field preferred. Applicable vessel operations experience or prior shore-side administration experience will be considered in lieu of degree. Experienced yeoman applicants will be considered.

Send resumes to;

Moran Towing of Virginia

1901 Brown Ave, Norfolk, VA 23504

Or email; acook@morantug.com

(HW08-05)

Positions R & S: New York based dry bulk operator is looking for a Purchasing Manager and Quality Assurance/ISM Coordinator.

Purchasing Manager: must have 5+ years in marine purchasing.

Required competencies:

- Experience with foreign vendors & in negotiation of supply contracts
- Understand ships requirements and usage, logistics and freight planning
- MS Outlook, Word, Excel, ABS Safenet and ShipNet

Quality Assurance/ISM Coordinator: entry-level position for the maintenance of Safety Management System, Vessel Operating Database and general admin duties.

Qualifications/experience:

- 2+ years in shipping industry or entry level from a Maritime Academy
- Fluent in oral and written English
- Strong computer literacy in ShipNet, SafeNet, MS Office

Competitive salary and benefits offered to applicants meeting these qualifications. Please send resume and cover letter to Apex Marine Ship Management Company, LLC, attention of Bob Kunkel - via email to alackowitz@argointl.com or fax to 212 966-9574

(HW08-05)

Position T: Bunker Broker/trader.

Merlin Petroleum is a small but growing bunker broker and trader based in Westport, CT. Due to the rapid expansion of our business we are looking for a dynamic person to join our team as a bunker broker and trader.

Prior oil industry experience will be a plus but all applicants with chartering, agency or broking experience, together with a solid academic background, are invited to apply. Email resume to merlin.bunkers@snet.net or fax to 203-227-3910

(HW08-05)

Position U: International shipping company has an opening in its NY headquarters for an assistant analyst to join its chartering team.

Candidate must be a maritime graduate with BS in Marine Business or Marine Transportation. One to two years experience either at sea or shore side is a plus. Strong maritime background and basic knowledge of Microsoft Office products is necessary. Main responsibilities will be the preparing of statistical reports and presentations. We are particularly looking for someone who has an aptitude for figures and is comfortable working with large quantities of numerical data. An ideal candidate must be detail oriented, have good communication skills, work well with tight deadlines and can function in a group as well as independently.

Company: OSG Ship Management, Inc.

Address: Midtown Manhattan, Fax: 212-578-1960

E-Mail: smisuraca@osg.com

Notes: Please include salary range

(HW08-05)

Position V: Claims/Insurance Manager wanted for dry bulk shipping firm located in lower Westchester County, NY. Candidate should have experience in H&M, P&I, cargo, logistics, agency insurance and hands-on handling of all types of ship/cargo/crew claims. We are looking for a candidate who is well organized, computer literate and preferably with Spanish speaking capacity. Please send resume and salary requirements via email to zrm@nyc.tbsship.com or via fax to (914) 961-6425 please reference Claims Manager on all correspondence. (HW08-05)

Position W: Position Title: Chartering Manager

Reports to: VP Chartering

Location/Dept: New York - Manhattan

Completed By: Arianna Long

General Position Summary: Negotiates and executes charter parties and contracts of affreightment. Handles post fixture work in collaboration with SSI's Traffic Department

Essential Functions:

1. Charter vessels for the export cargoes from the Baltic of 15,000 metric tons and larger, which number about 30 – 35 cargoes per year.
2. Communicate voyage instructions to the masters of the above vessels, as well as the agents at ports of loading and discharge.
3. Oversee the chartering activity of the Cologne office's chartering of about 90 cargoes per year, ranging in quantities between 3,000 to 15,000 metric tons.
4. Oversee the settlement of laytime on all cargoes from the Baltic.

Qualifications: Bachelor's Degree in Maritime Transportation or Business Administration; 2 -5 years experience in dry bulk chartering and/or operations, preferably in handy and/or handymax sizes; knowledge of laytime and demurrage and despatch.

Strong analytical and verbal communication skills; ability to handle multiple tasks and prioritize workload. Must be able to understand, speak and write English; solid computer competency including Microsoft Office.

If you are interested in the above listed position, please apply one of the following ways:

- Call (503) 299-2251 to receive application materials
- Apply in person at 3200 N.W. Yeon in Portland
- E-Mail resume to job2066@schm.com
- Fax resume to (503) 471-4429

Equal Opportunity Employer

(HW09-05)

Position X: DNV, a premier ship classification society with the objective of safeguarding life, property, and the environment and a leading international provider of services for managing risk was established in 1864. DNV employs about 6,400 people in about 300 offices in more than 100 different countries. Our prime assets are the creativity, knowledge, and expertise of our highly qualified engineers, surveyors, technical and managerial staff. DNV currently classes more than 5,100 ships totaling more than 104 million grt, or more than 17% of the world's fleet in tonnage terms.

DNV is now looking for qualified and experienced ship classification surveyors, primarily for ships in operation and, secondarily, for ship newbuilding projects.

Ship Classification entails verification against a set of requirements, such as DNV Rules and statutory requirements, during the design, construction and operation of ships. DNV Rules are based on the accumulated experience from DNV's large classed fleet, research and development and more than 140 years of experience.

Main functional responsibilities include the survey of ships and preparation of reports based upon compliance with DNV Rules and other requirements, such as statutory conventions for Safety of Life at Sea, Loadline, Cargo Gear and Pollution Prevention certificates.

Ship in Operation surveyors conduct periodic surveys of ships to assess the vessel structure and soundness and to recommend repairs or maintenance required to ensure the safety of life and property.

Ship Newbuilding surveyors attend ships under construction to observe and supervise the building to verify that approved plans are followed, approved material and components are properly installed, good workmanship practices and compliance with DNV Rules and other requirements.

Ship in Operation or Newbuilding surveyors may be required to attend manufacturing plants to witness testing of materials and components and determine compliance with specifications and DNV Rules.

Minimum five years experience and a Bachelor's Degree in marine engineering or naval architecture required. A Chief Engineer or First Assistant Engineer license is highly desired. Must be willing to travel and relocation within the United States may be required.

If interested in advancing your career with a leading ship classification society, please submit your full CV and cover letter, in confidence, to:

Ms. Carol Stampfel, Human Resources Administrator

Det Norske Veritas, Crossroads Corporate Center, One International Blvd., Suite 1200, Mahwah, NJ 07495 or email:Carol.Stampfel@dnv.com

(HW09-05)

Position Y: Marine Engineer Surveyor – Eastern United States of America

BMT Salvage Limited (The SA) has an immediate vacancy for a Marine Engineer Surveyor.

The successful candidate should have previous experience in marine surveying and the operation of various types of marine machinery. A Merchant Marine Chief Engineer's Licence will be minimum and additional qualifications as preferred.

The attractive salary and employment package will take account of previous experience and qualifications. The candidate must live and/or be willing to relocate into a convenient location in the corridor extending from Virginia to New York.

All applications will be treated in the strictest confidence.

Interested candidates should send their resume to William Palmer, Principle Surveyor – American Operations, BMT Salvage Limited, 40 Fulton Street, 8th Floor, New York, NY10038.

(HW09-05)