

UP COMING EVENTS

SAVE THE DATES

JUNE 2012

Thursday, June 14, 2012

(Note earlier Thursday in the month for this one)

CMA Education Awards Luncheon

Speaker: Peter Drakos, President, CMA Education Foundation and the Presentation of the 2012 CMA Education Awards.

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm

Members: \$45 per person / Non-Members: \$50 per person

JULY 2012

Thursday, July 19, 2012

CMA Annual Summer Picnic/Lobster Bake

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Members: \$75/ Non-Members: \$125 (includes a one year CMA Membership – sign up for the current membership fee!)

See Page 6 for more info.

Friday, July 27, 2012

8th Annual CMA Tennis Tournament

Play starts at 8:30 am

Venue: Sterling Farms, Stamford, CT

Player package: \$125 per person

Lunch only: \$60 per person

See Page 7 for more info.

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

PRESIDENT'S NOTES

According to dictionary.com, the word enthusiasm has three main definitions:

1. Absorbing or controlling possession of the mind by any interest or pursuit; lively interest
2. An occupation, activity, or pursuit in which such interest is shown.
3. Any of various forms of extreme religious devotion, usually associated with intense emotionalism and a break with orthodoxy.

Whilst the third definition is not relative, in the run-up preparations for the CMA softball season, I had the pleasure of attending a meeting of the various team captains at

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**THE CMA HOME PAGE ADDRESS IS
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Sterling Farms. Being originally from across the Pond, and only a recently accepted US Citizen, I knew my place and sat back and listened as all attendees expounded enthusiastically various points of game etiquette and how certain situations should be handled. Ably managed by the current Softball Commish, Chris Towne, Commish "to be" Ryan Jurewitz, and our own Social Chair Len Faucher, all items were addressed and consensually agreed.

The softball league draws members and teams from across our industry, the enthusiasm and competitiveness evinced at this meeting, was for a league and a game that was bringing different partners and competitors together, yes they would all like to win but it was just as important to enjoy playing whilst making friends and networking, this in a time which has been, and is, one of the most challenging for our industry.

I would lay a bet that most companies would also like to see the same enthusiastic participation in their own office discussions.

The CMA is part of the Maritime Family, its activities are open to all qualifying members and encompass all parts of this extended group, and I heartily recommend that all related companies encourage and support their employees to join and participate in our activities both serious and fun, the advantages are there for all to see.

This brings me to a more serious point, as has been mentioned earlier this year, the cost of membership of the CMA has been unchanged since 1994, the fact that it has been able to provide such an extended array of activities and events through all these years, is a fitting tribute to the those individuals who have voluntarily provided their time and expertise to make the CMA the world recognized association it now is.

But, we do not want to stand on our laurels. We are looking to continue to grow, improve, and widen our services so, effective July 1st, the cost of new or renewed membership is moving to \$75.00. BUT for those prevaricators amongst us, all is not lost. On July 19th we are having our annual CMA Picnic at the Stamford Yacht Club, and the Board has agreed to give a last opportunity for members to join at the old rate of \$50.00 or current members to renew at the same rate.

Ian Workman

FROM THE EDITOR

The May 31st luncheon speaker, John F. Imhof Jr.'s (Partner, Watson, Farley & Williams LLP) and Kevin Pearce's (Senior Vice President of Engineering & Development at Arcadia Windpower) discussion: "Navigating the Jones Act: Implications on the Development of Offshore Wind Energy Projects in the United States" generated a lot of interest and some impassioned statements and questions. The Jones Act was not on trial but it was condemned, especially the "build American" requirement. I think Mr. Imhof was surprised with the level of negative feeling. Mr. Pearce was not spared either.

He answered my question as to the estimated cost to build a Turbine Installation Vessel (TIV) in a US yard stating they had received a quote of \$150 million to which, please forgive me Mr. Pearce, I said "Never happen". Let me explain my unmodulated response. A modern TIV is about 500 ft LOA, 130 ft beam, with cranes able to lift many hundreds of tons, and equipped with the latest dynamic positioning systems and some technologies that are unknown in US shipyards.

The cost of a modern TIV in Europe now runs between 200 to 300 million Euros (\$165-240 million) mostly depending on the depth of water the wind turbines will be planted. EXXON MOBIL's 115,000 dwt tankers at AKER Philadelphia at a price of about \$225 million per unit. Everyone expects the delivered cost to be quite a bit higher.

Sadly there was no time to debate whether there is the political will in Washington and/or the states, to socialize the cost of renewable / alternative energy now when virtually the same environmental effect can be enjoyed by shifting from oil or coal to natural gas at say 6-7 cents per kwh compared to 15-30 cents per kwh (*) for offshore wind energy delivered ashore to the grid. (* Mr. Pearce stated one of his projects would charge 10.2 cents per kwh plus an adjustment. I think this might be added on top of the present cost using non-renewable energy sources.)

The June luncheon will be held earlier than usual (June 14th) to accommodate the Marine Money Week - New York events of the following week and the proximity of the July 4th weekend if we held it June 28th. This will be our Education Luncheon and contrary to what you might think, we will not teach you to eat or drink. We expect you have that down pretty well. It is all about students.

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The focus is those students at the maritime schools who have been awarded scholarship money and those high school students who plan to pursue studies in college that interface with the shipping industry or international trade. The license track maritime school students at the state schools receive their checks at their graduation. The US Merchant Marine Academy cadets graduate latter, and they and graduate and high school students receive their checks at the luncheon.

We encourage the students to bring their parents. Over the years we have found they are very appreciative --- not just for the checks but also the introduction to our industry. Parents are often surprised by how far reaching our industry is and therefore are very supportive of their sons and daughters choice of career track. I urge members who attend to try to engage our visitors in conversation. They will appreciate your time.

More on education:

As part of Shipping 2012 we started an annual Student Research Presentations competition. We wrote about this in detail and announced the winners in the March Newsletter just before the Show. We now understand that as a result of his presentation the winner, Jacob ("Jake") Wisniewski, who just graduated with an MBA in International Trade and Transportation from the State University of New York Maritime College, was offered a job with a long time CMA supporter.

We could not be happier with this news and want to congratulate the local business and the winner. The Connecticut Maritime Association is committed to its education mandate and we were delighted to work with the maritime schools (next year there will be more of them invited to participate) in starting this program. It not only generated excitement at the Show, but also generated some interesting papers. We and the academic people who organized the call for papers, evaluated the papers and coached the students in preparing their presentations wish

them both a long and successful relationship. A well done (Bravo Zulu!) also to those CMA members who helped evaluate the papers and selected the winners.

Still more on education:

The owners of the Seastreak Ferries (www.seastreak.com), a sister company of Moran Towing Co., hosted a day long sightseeing cruise of the working part of New York Harbor on Saturday April 21 for the students and staff of the Global Business and Transportation (GBAT) program at the State University of New York Maritime College (Fort Schuyler).

The guests boarded at the World's Fair Marina in Queens, proceeded past Hell Gate, Roosevelt Island, the United Nations and midtown Manhattan and Governor's Island into the harbor. We got a good look at the Brooklyn Navy Yard area but our delayed start did not allow us to get over to Red Hook, the Erie Basin and the South Brooklyn waterfront. Therefore the business side of the trip started as we passed Bayonne (MOTB) and made our way past the oil terminals along Kill Van Kull and up Newark Bay to the container terminals at Port Elizabeth and Port Newark where there were five large containerships working (Saturday mind you). Unfortunately we didn't get to take a look at the New York Container Terminal at Howland Hook.

Throughout the cruise there was a running commentary over the vessel's public address system by personnel from the Port Authority of New York and New Jersey, the NY tug-barge community, container terminals, and New York Harbor history commentators on what we were seeing.

After viewing the business points of interest we went up the Hudson to the USS INTREPID Sea, Air and Space Museum all the while admiring the Statue of Liberty, Ellis Island and the skyline of the lower Manhattan. The stu-



Photos courtesy of Gail Karshoej

dents had to catch their bus back to the Fort so on the way back to the World's Fair Marina the captain opened the throttles. The water-jet propelled catamaran accelerated smoothly. No noise or vibration just speed. We made better time than the cars on the lightly trafficked East River Drive. I was impressed.

I'd like to publicly thank Jim Barker, President of Seastreak for the donation of his boat and his crew. Everyone had a great time and learned so much more than just hearing lectures or watching videos and slides. The last time I made such a tour was on a Moran tug when I was a cadet. We all know the harbor has changed, but until you see it first-hand the magnitude of the changes are lost. And the boat... it was an experience by itself. Thanks again.

—Donald Frost

MEMBERSHIP NOTES

Please welcome our new members:

Scott Divona, Vice President, RBS Citizens Asset Finance, Warwick, Rhode Island

Richard Falcinelli, Exec. VP, Kirby Offshore Marine, East Brunswick, New Jersey

Richard Farrell, Ops Mgr, Eagle Shipping International (USA) LLC, New York, New York

David J Friedlander, Commodities Analyst, Freepoint Commodities, Greenwich, Connecticut

Evan Goldschlag, Student, SUNY Maritime, Merrick, New York

Thomas M. Grasso, Owner, Law Offices of Thomas M. Grasso, LLC, Cranford, New Jersey

Bjorn Paul Landoy, GM - Head of Ops USA, Nordic Tankers (USA), Stamford, Connecticut

Jens Lorens Poulsen, Director, Marcura Equities, Vedbak, Denmark

TJ Rosseland, Partner, Simpson Spence & Young, Stamford, Connecticut

Robin A.F. Squires, Attorney-At-Law, Borden Ladner Gervais (BLG), Ontario, Canada

Joseph D. Turano, Principal, Joseph D. Turano, Esq., Brooklyn, New York

Andre Zibrov, Vessel Manager, TK, Houston, TX

Brian Robinson
Membership Chair

MARITIME EDUCATION

By Donald Frost

An Editorial in the April 12, 2012 issue of *Fairplay* magazine asked why has it taken so long for shipping to go back to school. The Editor noted that shipping has partly caught up with other businesses in Information Technologies (IT), management theory and financial engineering. He praised a recently announced partnering of Lloyd's Register and England's Southampton Marine and Maritime Institute.

Tom Boardley, Marine Director of Lloyd's Register, explained what he hopes the partnering will accomplish. "When you combine the strengths of business and academia for research purposes you stimulate the kind of practical innovation that supports sustainable industry." That is, he sees a cross-fertilization of experienced and educated professionals from several disciplines within our industry that will bring much more than just years at sea plus some in the office to the Board Room.

Fairplay's editor put it this way. "This will stop shipping from being endlessly viewed, apologetically, as a 'conservative' industry, which means it is slow to pick up and use new ideas. The briefest analysis of the state of the bulker, tanker and box carrier segments reveals that too many newbuildings were ordered on the strength of over-optimistic market forecasts, as if intuition were superior to economics."

I think *Fairplay's* Editor, Richard Clayton, properly describes the perception of shipping as a "mature" industry. However, the idea that shipping decisions are made on intuition not economics is entirely wrong. The industry leaders DID RECOGNIZE they were over building.

They were concerned with escalating ship building prices continuing to climb and the prices of raw materials suggested that would continue. Perhaps more compelling was the belief that the effects of over-building in a rapidly expanding globalized world lead by the BRIC nations would be relatively benign. This conclusion appears to have been based on the "leveling effects" of the law of large numbers, in this case the high but uneven growth rates forecast for the BRIC countries. The supporting data was there, albeit greatly hyped by the financial media including cable TV's discovery of business news. It was the global banking meltdown that abruptly stopped, and then slowed trade that

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE –

THURSDAY EVENING, JULY 19TH, 2012

caught shipping. There was no way to turn off the ship building spigot. Picture Disney's Fantasia version of "The Sorcerer's Apprentice" and Mickey Mouse's attempt to stop or even keep up with the marching buckets of water.

Actually one of the fundamental changes in shipping over the last 15 years, as an industry, not simply a commodity or a service, that stands out is the level of education, experience and sophistication of the executives of the newly minted IPOs. Most of them had maritime backgrounds or deep family connections to the industry and they did their homework.

To my opening point and Lloyd's wish to support broadening the education of shipping people: does today's shipping market indicate that the education of today's decision makers was wasted? Clearly critical thinking was sacrificed on the altar of hubris and irrational exuberance. However, there was a plan and it worked – for a while. Perhaps if the decision makers had lived through the deep down cycle in the 80s they might not have been as easily directed by Wall Street's siren song.

Has the industry learned a lesson? As a certified cynic that has worked in this industry through at least five down cycles, I doubt anything has really been learned. Keep in mind that ship owners/operators never before in recorded history had as much pricing power in the markets as they did from late 2006 through early 2009. If it worked once, I expect all the players -- the shipping people, commodity traders and the ship finance community -- to try again.

As a warning though, most of those in academia that I dealt with during this period did not quite buy into the proposition that global trade would continuously expand thus increasing the demand for ships and shipping. They acknowledged the effects of globalization, but saw its discontents as a likely interruption. They also gave far more weight to the externalities of changes in shipping's governance and associated issues like environmental regulation of ships. The one wild card that they allowed could tilt the commodities and freight market upward again was what economists call the resource race. The only thing that seems clear to me is that as populations grow, climate changes and political structures evolve, ships and shipping will still be needed.

My mother told me I should pay attention to my teachers.

The always popular CMA Annual Summer Picnic will take place Thursday evening, July 19th, 2012 once again at the Stamford Yacht Club. As the lobster bake proved so popular the past few years we are planning on repeating it this year also. We will also be holding our third CMA Dart Tournament at this year's picnic and details will follow on this fun activity. The Dart Tournament will once again be sponsored by ABS Americas. Thank you ABS!

Thursday, July 19th, 2012

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West

Stamford, CT

<http://www.stamfordyc.com> (for directions)

The Lobster Bake obviously costs us a lot more, but the CMA will once again subsidize the event and we are able to hold the price at \$75 per person for CMA Members.

For Non-Members the cost will be \$125 per person, which will include a one-year membership to the CMA (the membership officially increases to \$75 effective July 1, but we are holding the current rate for those who sign up with picnic attendance or renew their membership there!)

The fee includes - 3.5 hours of open bar of Heineken, domestic draft beer, house wine, juice and soda

and a Picnic Menu of:

Domestic Cheeses & Grapes w/Assorted Crackers - Fresh Crudite with Dips - Chips & Salsa – New England Clam Chowder – Steamers w/Drawn Butter - Fresh Garden Salad w/Assorted Dressings - Cole Slaw - Potato Salad - Pasta Salad - Grilled Vegetable Platter - 1.25lb Lobster per guest - Fried Chicken - BBQ Ribs - Corn on the Cob - Steamed Red Potatoes – Cookies - Brownies - Fresh Fruit Platter - Iced Tea - Pink Lemonade – Coffee & Tea

Reservations are required and pre-payments are appreciated - please call Lorraine at +1.203.406.0109 Ext 3717 to reserve.

Checks payable to: "CMA" and mailed to:

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

We also accept payments by Visa, MasterCard or American Express – please call to pre-pay by credit card.

Whether you decide to arrive by car or by boat, we hope that you will join us for another fun evening by the Sound on July 19th.

ANYONE FOR TENNIS? –

THE 8TH ANNUAL CMA TENNIS TOURNAMENT.....

Once again it's time to think of tennis, as we reprise our very successful CMA Tennis Tournament.

The eighth annual CMA Tennis Tournament will take place on Friday, July 27th, 2012 at Sterling Farms in Stamford (1349 Newfield Avenue).

As in the past, teams will be doubles teams, mixed doubles teams if you like. Past Champions are planning on returning, so should once again be a day of fun, camaraderie and great tennis.

The cost for the player package remains at \$125 per person and includes a light breakfast and our famous Greek Taverna lunch and much more. Play will commence at 8:30 am

Advance team registration is required and pre-payment appreciated, although also accepted on the day, so please let me know if you would like to sign-up for this year's event by calling me at +1.203.406.0109 Ext 3717 or by email by reply or to: conferences@cmaconnect.com

We also welcome guests for the fabulous lunch only and to spectate. Cost for the lunch only is \$60 per person and reservations are required.

For payments: Make checks payable to "CMA" and mail to:

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

For payment by Visa, MasterCard or American Express, please call me with card details.

We hope to see you on July 27th for another great day of tennis. Let the games begin.....

Best wishes, Lorraine

Lorraine Parsons
Event Director, CMA

FACTOIDS & STUFF

A collection of odds and ends that relate to shipping that you may have missed.

By Donald Frost

Twenty nine new members of the MTS National Advisory Council (MTSNAC) were appointed by the Secretary of Transportation on August 26, 2011. The focus of the council was to advise the Secretary on Marine Transportation issues including the effective use and "expansion" of America's Marine Highway (a.k.a. - short sea shipping or coastwise trades). The first meeting of this Council has been set for October 12-13, 2012 (14 months after being named). This new Council will report to the Maritime Administrator. (The word "expansion" was taken from the Council's website. Question: How can you "expand" something that does not yet exist?)

In a hearing before a U.S. House of Representatives subcommittee the World Shipping Council estimated that the cost of installing ballast water treatment systems on ships calling at U.S. ports would to run between \$2.1 to 2.8 Billion for just the Liner sector. The fact that the US standard is the same as the IMO's and therefore ALL ships regardless of where they load or discharge will have to meet the same standard appears to be selective use of statistics by the WSC.

SOFTBALL ALLSTARS

The over-supply of ships continues to plague the industry despite the forecast that 2012 will be a record year for scrapping. According to EBM Shipbroking about 397 vessels of 19.64 million dwt were sold for demolition during the first four months of 2012. Assuming this rate is maintained that would remove almost 20 million dwt this year. More recent reports suggest that figure will be exceeded. Keep in mind though that new ships are still being ordered.

According to a TradeWinds editorial of May 4, 2012 Menon Business Economics of Oslo, Norway (research funded by Nor-Shipping and the Oslo Maritime Network) has declared the five most active maritime business centers as Singapore, Oslo, London, Hamburg and Hong Kong among 12 that also include Copenhagen, New York, Piraeus/Athens, Rio de Janeiro, Rotterdam, Shanghai and Tokyo.

STCW 2010 (effective January 1, 2012) introduces two changes to STCW 1995 regarding hours of rest that will cause some consternation on many ships. The first is a minimum rest period for seafarers of 77 hours (was 70) in any 7 day period. Secondly, seafarers must have 10 hours rest in any 24 hour period with the only exception being emergencies. The new rules are designed to reduce fatigue and the accidents that result from tired watch standers. Of course the burden of documenting rest periods adds several hours per month to the paperwork load.

As noted last month the European Commission announced its preliminary intention not to renew its maritime sector guidelines on the application of EU competition rules. Those guidelines were promulgated in 2008 and the five-year review period is up next year. According to the Commission, the main purpose of the Maritime Guidelines "was to facilitate the operators' transition and self-assessment in the liner shipping sector." That said, the Commission has subjected the maritime transport sector to relatively little scrutiny since the removal of the liner shipping block exemption to certain Rules of competition outlined in the Treaty of Rome. The question remains: did the Commission actually need to set new Guide Lines and will their value (whatever that might be) fade over time? Expect this issue to emerge again when rates start upward again. The US Coast Guard Navigation Center advises a "leap second" will be added to the Global Positioning System at the end of June.

The IMO has designated June 25, 2012 the Day of the Seafarer. Take a sailor to lunch. I'm available.

Len Faucher
CMA Social Chair

The CMA is proud to announce its first Softball All Star game to be played on Monday, July 2nd at 1800 at Trinity Catholic Field in Stamford, CT. The CMA All Star team will be squaring off against fellow industry colleagues, the Tradin' Dirty group out of New York. The Softball Commish, Chris Towne, and the Assistant Commissioner, Ryan Jurewicz, will be working with the coaches of each team to put together the all stars. We expect this to be a fun and exciting game, as well as a great industry social event. Fans are welcome (field is in the back, go to the left of the school to enter fields and field is down the hill).

Current standings:

Odin-Fairfield	3-1
Glencore	2-0
Trafigura	2-1
Gemini-Diamond	1-1
Nordic	0-0 – Rain Champions
Moran Towing	0-1
All Marine SP-Tradewinds	1-3
Stolt-Weber	1-3



Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES. Please contact Margaret Faucher (mfaucher@cma-edu.org)

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 \$200.

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: Experienced HR Manager

Experienced HR. Manager looking for job in shipping company at USA.

- Eleven years experience in Marine recruitment
- MBA / Marine Engineer Dpl.
- Goal oriented and Team player
- Strong communication and strategic planning skills
- Advanced user of Fleet Manager PC program

(Ref: www.dbmagic.com)

Name: Sergiy Bilyy

Email: sergiybilyy@yahoo.com

(S12-05)

Candidate 2: Seeking an opportunity in Finance in the Maritime or Energy sector.

Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.

Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT-Sloan School of Management.

I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers--seeking to add value in any way possible.

I would welcome any opportunity to discuss my experience and qualifications.

Cell: 267.446.9628, E-Mail: 89targa@gmail.com

(S11-02)

Candidate 3: Experienced Senior Financial Data Analyst

Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimen-

sional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.

- 13 years as a Financial and Senior Financial Analyst for IBM
- * A fundamental understanding of data acquisition, interpretation and modeling
- Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach
- A unique ability to spot trends and patterns that other analysts might not see
- Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments

Contact: Marilyn Wentworth-Hanson

Telephone: 914 669 4614

E-Mail: mwentworthhanson@gmail.com

(S11-03)

Candidate 4: Strategic and Motivated Technical Manager

Strategic and Motivated Technical Manager having Marine Engineering background with strong Interpersonal, Project Management and Problem Solving skills. Proven ability in commercial operations and management in Maritime Industry and delivered results by leading cross-functional teams. Active Technical Superintendent on tanker ships for 15 years.

OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:

Strategic and Operation Analysis.

Emergency and Crisis Management / Emergency Response Systems.

Ship Construction

Risk Analysis - Ship's Structural Integrity.

Risk Analysis - Ship's Operation and Maintenance.

Marine Quality Assurance & Regulation Compliance

Marine Incident Investigation.

Project Management.

Technical Management of ships & Technical Performance Analysis.

Full resume and references available upon request.

Telephone: 832 275-6956

E-Mail: andrezb@hotmail.com

(S12-06)

Candidate 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry

As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective com-

munication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

Education: LL.M. in Admiralty and Maritime Law, Tulane University Law School, New Orleans

LL.B. in Commercial Law, Dalian University Law School, Dalian, China

Bar Admission: New York State bar exam results pending

Experience: Assisted in different aspects of court proceeding and pretrial conferences

Language Skills: English and Mandarin Chinese

English-Chinese and Chinese-English Interpreter for various international business meetings.

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com

(S11-05)

Candidate 6: 100% Shipping Man is seeking an opportunity to represent a US Maritime Company in Bulgaria and on East European Market

Education:

- Navigation-5 years Master Degree course at N.Vaptzarov Naval Academy-Varna, Bulgaria 1977-1982
- Navigation-4 years course at Secondary Maritime College-Varna, Bulgaria 1973-1977
- Ship Chartering, Ship Management and Port Agency courses at The Institute of Chartered Shipbrokers-London 2002-2004

Qualification:

- 3rd Grade Navigational Officer as per STSW 95/98
- Certified Shipbroker-MICS

Experience: total 30 years both at sea and on the shore

- Navigational Officer, Hopper Barges and Port Tugboat Master - 5 years
- Dry Cargo Chartering Shipbroker, Ship Commercial Operator, Port Agent, Ship Chandler, CEO of Sea Port Terminal and Manager at Ro-Ro Company - 25 years

Could be very helpful as Chartering Shipbroker and representative to US Ship owners operating general and bulk cargo vessels, also to Maritime Company seeking to establish business in Bulgaria in Shipping sector. Also can be consultant to companies interested to invest or develop business on Bulgarian shipping market.

I will be very pleased to consider any other job proposal including to move to US in order to work for Shipowners or Dry Cargo Chartering Ship Brokers or Charterers.

Contact: Mr.Ognyan Denchev Kostadinov,MICS

Cell: +359 877 533503, E-Mail: 533503@gmail.com

(S11-06)

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$200 - and it has proven to be THE place to be seen and answered.

Position A: Chartering Executive – Dry Cargo Department

MT Maritime Management (USA) LLC is headquartered in Southport, CT and are operators of a fleet of modern Chemical Tankers and Bulk Carriers, with offices in Singapore, The Netherlands and Hong Kong. The company has been expanding through acquisitions of modern tankers and a recent newbuilding program for super economical bulk carriers.

The drycargo department is looking for experienced personnel to strengthen the chartering desk.

The applicant must have several years experience as an owner/operator and a thorough knowledge of the dry cargo sector.

He/She should be a team player and have a good sense of commercial opportunities.

Benefits: MTM offers competitive remuneration package including matching 401K, Health and Dental care benefits.

E-Mail: hr@mtmaritime.com

Notes: Please send resume

(HW06-12)

Position D: Ship Chartering Broker

Local, Stamford based ship brokerage (dry cargo) office seeking Ship Chartering Broker- prefer experienced but willing to consider an enthusiastic inexperienced candidate.

Start Date: as soon as possible

Compensation: base salary + bonus plan

E-Mail: fm@moranship.com

Notes: Please email resume

(HW06-12)

Position F: Commercial Operations Manager

Med Brokerage & Management Corp is a commercial manager for ship owning company presently has opening in following position: Commercial Operations Manager. Full time position in Glen Cove, Long Island, NY.

Company is looking for a candidate with extensive and practical knowledge of all aspects of commercial management of the owned and chartered dry bulkships. Thorough knowledge and experience is required in time charter, voyage, agency, port and bunkering operations.

Candidate must have at least 3 years shore experience in operations in dry bulk ship owning or shipoperating company. Seagoing experience is a plus.

Company: Med Brokerage & Management Corp

Please send CV and salary requirements to hr@medbrokerage-ny.com

CV will be treated in strict confidence.

(HW05-12)

Position G: Post Fixture Executive

The Houston Post Fixture Group handles about 90 voyages per month. This volume is shared amongst three Post Fixture Analysts. (30% voyages and 70% lightering). The Houston Post Fixture Group generates about 30 demurrage claims per month and 30 other types of claims per month. About 120 Port Disbursement Accounts are approved by the Post Fixture Group.

Position Summary

- Department: Commercial Operations
- Location: Singapore, London, Houston

- Performs efficient processing and invoicing of demurrage and rebilling of charterer's expenses in line with governing Charter Party terms
- Ensures collection of all receivables within targeted time frame to improve AET cash flow
- Verifies and processes port disbursements accounts, through DA desk, vendor invoices and broker commissions

Responsibilities:

1. Produce monthly Vessel Performance Reports from IMOS (US only)
2. Accurate demurrage/countering and invoicing in accordance with harter Party terms maximizing AET's position (US & London)
3. TCO, TCI hire calculations and billing (US only)
4. Maintain accurate aging list for all vessels traded in the region/sector and comprehensive description on actions being taken in pursuing the debtor's list
5. Ensure all cost expended on behalf of charterers are recovered fully within specified time frame to avoid AET covering inappropriate expenses
6. Maintain good customer relations with charterers, brokers, agents, legal department and ship staff to facilitate timely settlement of account receivables
7. Efficient verification and processing of broker commissions to maintain good standing with service providers (US, Singapore & London)
8. Efficient verification and processing of port disbursement accounts and vendor invoices to maintain good standing with vendors and service providers (US & London)
9. Advise Masters of C/P requirements and port information that would positively affect demurrage calculation and help minimize port expenses (US & London)
10. Maintain all billing records within AET operations systems
11. Maintain updated C/P interpretation records for future reference. Scrutinize the CP and escalate to higher management on possibilities of non-compliances and misunderstanding of legal / insurance terms and relevant clauses with respect to the voyage undertaken that could result in disputes and claims leading to unnecessary costs and/or unfavourable reputation in the industry.

Requirements

- Education: College degree or equivalent work experience/ A level
Ideal: Maritime degree
- Qualifications: Marine Industry Experience.
Ideal: Deck Officers License
- Experience Required: 2 years experience in the Maritime Industry
Ideal: 2 years as post fixture or demurrage analyst
- Knowledge: General knowledge of Ocean Charter Party terms. General knowledge of tanker operations.
Ideal: Shellvoy, ExxonMobilvoy, ABSAtankvoy charter party terms. Knowledge of tanker operations and tanker design.
- Skills: MS Office (intermediate level)
Negotiating
Time Management
Ability to communicate effectively both written and verbal.
Ideal: In addition to minimums, knowledge or Oracle or other financial accounting systems.

Personal Attributes: Attention to detail

- Reliability
- Willingness to go beyond what is required
- Customer focused
- Resilient
- Quick learner

Replies in confidence to: asublet@aet-tankers.com (HW05-12)

Position H: Operations Manager

Oldendorff Carriers USA, Inc is looking for to fill an Operations Manager position in our Stamford, CT office to handle day to day operations of our owned and time chartered vessels.

Responsibilities:

- Operating our owned and time chartered drybulk vessels
- Optimize voyage results in close cooperation with the chartering department
- Voyage planning including bunker and cargo intake calculations
- Issuing voyage instructions to the masters
- Agency appointments
- Check / approval of Bills of Lading
- Ensure compliance with charter party terms
- Person in charge for all operational and post fixture matters for the respective vessel
- Contact person for key clients
- Occasional domestic and international travel

Requirements

- Minimum 2 years work experience in the maritime industry, preferably in the drybulk sector
- Familiar with standard industry contracts such as time - and voyage charter parties, common B/L forms
- Aptitude to negotiate
- Driven and open to new challenges
- Enjoy working in a team environment

Location: Connecticut-Stamford

Category: Marine - Operations

Salary: Negotiable

Contact Information

Contact Name: Lutz Lange
Oldendorff Carriers USA Inc.
1 Landmark Square, 17th Floor, Stamford, CT 06901
Phone: 203 487 7313
Fax: 203 487 7310
Email: lutz.lange@oldendorff.com
Website: www.oldendorff.com

To Apply: Please send your resume and cover letter to lutz.lange@oldendorff.com (HW05-12)

Position I: Ethanol Tanker Trader

LDCommodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for an Ethanol Tanker Trader to join our Ethanol desk in our North American headquarters in Wilton, Connecticut. In this role, you will be responsible for freight pricing and chartering of ethanol for the US Ethanol Group. In addition, this position will assist the Geneva tanker group (veg oils, biodiesel, and liquid fertilizers) with in-house cargoes, and all third party cargoes that freight trading may require.

Responsibilities:

- Monitors the freight market and physical ships availability
- Prices "in house" business in order to stimulate volume growth and enhance third party freight sale
- Charters vessels assuming the responsibility for the negotiated terms. Confirms the business and/or checks confirmations received from brokers and/or third parties
- Communicates freight market views and market fixings in coordination with the commercial and research teams to clarify lineups and prospects
- Gathers and reports on the liquid freight exposure
- Assists in developing business plans surrounding the tanker chartering activities

- Monitors chartering strategies, tanker operations, and post fixture issues
- Liaises with other global offices in the company's network

Requirements

- Bachelor's degree in Economics, Business Administration or other business discipline
- 2-5 years' experience in product tanker chartering with experience preferably in the chemicals, ethanol, and, or vegoil sectors
- Ability to originate 3rd party business in addition to the company's own requirements.
- Ability to fix company business on both a time charter and voyage charter basis
- Ability to follow the actual execution and settlement with owners
- Solid commercial mindset including the ability to price full and part cargos as well as parcels
- Extensive knowledge of freight markets.
- Fair and straight forward thinker able to take evaluated risks in order to promote physical business.
- Knowledge of economic principles, accounting practices and financial markets.
- Knowledge of raw materials, production processes, costs and techniques, all of which enable understanding of and insight into distribution of goods for maximum effectiveness.
- Solid understanding of technical and legal terminology used in the shipping business.
- Proficiency with MS Excel.
- Fluency in English
- Experience effectively communicating with colleagues and business associates both verbally and in writing
- Experience performing advanced mathematical calculations, including statistical calculations and analysis
- Experience using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems
- Proficiency with Softmar preferred

Interested candidates can apply directly on our website:

http://hostedjobs.openhire.com/epostings/submit.cfm?fuseaction=app.jobinfo&jobid=301873&company_id=15601&version=1&source=ONLINE&JobOwner=1005314&startflag=1

Note: Placement agencies are not authorized to list LDCommodities' salary ranges in Web postings or print ads when our company name is identified or when the position is readily identifiable as a LDCommodities position. (HW05-12)

Position J: Demurrage Analyst

Stolt-Tankers, a major division of Stolt-Nielsen Ltd., a diversified global business providing integrated transportation solutions for bulk liquid specialty products, is currently seeking a DEMURRAGE ANALYST in our Norwalk, CT office.

Responsibilities:

- Evaluate and establish, for each cargo and every assigned voyage whether demurrage incurred as per charter party or contract of affreightment (COA) terms and corresponding port documents, relevant technical documentation and legal precedents.
- Document and present to charterers an invoice for each incurred demurrage situation as determined. Record laytime used at all load and discharge ports for each cargo fixture into the IMOS system.
- Maintain post invoice follow-up. Respond to charterer's contentions and actively pursue a timely settlement.

Requirements

- Prior demurrage experience preferred
- College degree or equivalent experience

- Degree in Marine Transportation and tanker industry experience are pluses
- Leadership skills as demonstrated in academic or social involvements (e.g., sports, clubs, community)
- Positive, professional demeanor; ability to thrive in a team environment
- Computer proficiency; ability to learn and apply required software programs

Competitive salary and health benefits including 401(k), pension plan, life insurance.

Visit our website at www.stoltnielsen.com for more information. Submit resume and cover letter to s.adams@stolt.com, indicating "Demurrage Analyst – Norwalk" in the subject line.

Only qualified applicants will be contacted. We are an equal opportunity employer. M/F/D/V are encouraged to apply. (HW05-12)

Position K: Cargo Claims Administrator

MOL (America) Inc., a global leader in the containerized shipping industry, is seeking qualified candidates for the position of Cargo Claims Administrator in our Edison, New Jersey office.

Job Description:

Administration of claims for cargo loss and damage. Involves considerable written and verbal communication with customers, insurance companies, surveyors, and others. Experience in the transportation industry is preferred, but we are also willing to train the right candidate.

Duties Include:

1. Monitoring of seventeen overseas agent offices. Compile and maintain claim activity reports for Brazil, Chile, Panama, Mexico, and Canada regions.
2. Train and assist agents on Global Claims system as well as trouble shooting system problems.
3. Give guidance to agents for claims handling, and ensure indemnity claims are timely filed to liable third parties. Work with overseas offices to obtain records necessary for fact-finding to complete investigation of claims.
4. Work closely with agents to monitor "suit time interruptions" and lawsuits.
5. Prepare quarterly reports and grade performance of agents.
6. Assist with container longstay issues and prepare reports.

Candidate Requirements:

- 1) Bachelor's degree or equivalent work experience required.
- 2) Excellent verbal and written communication skills.
- 3) Fluency in Spanish and/or Portuguese preferred.
- 4) Proficient in the use of office automation software and tools, including Microsoft Office applications (Word and Excel).
- 5) Must possess critical and analytical thinking, self-motivation, the ability to work under time constraints, and to work collaboratively within the team environment.

We offer a competitive salary, and a benefit package which includes medical, dental and vision insurance, 401(k) plan with Company matching and pension, life insurance, and more.

Applicants should advise of their eligibility to work in the USA and their salary requirements.

Company: MOL (America) Inc

E-Mail: Robert.Colombo@mol-liner.com

Notes: Applicants should e-mail their resumes. No phone calls. No agencies (principals ONLY). Only qualified candidates will receive a response. Equal Opportunity Employer. (HW06-12)