

UP COMING EVENTS

SAVE THE DATES

APRIL 2006

CMA Annual General Meeting & Luncheon

Thursday, April 27, 2006

Cash Bar: 12 Noon

Giovanni's II

2748 Post Road, Darien, CT 06820

Free to CMA Members in good standing
but reservations are required

Call Lorraine at +1.203.406.0109 Ext.3717 to reserve

MAY 2006

CMA Spring Golf Outing

Thursday afternoon, May 4, 2006

12 Noon

Sterling Farms Golf Course, Stamford, CT

NEW FORMAT THIS YEAR: "SIMPLE SCRAMBLE"

First Place Team to be presented with the:
"Graydon Michael Webster Cup"

See inside for full details of this popular CMA event.

Thursday evening, May 18, 2006

Beth Wilson-Jordan's Second Book Club Dinner
Venue: TBA

Speaker: Richard Zacks, author of *The Pirate Hunter* and *The Pirate Coast*, will regale us with stories during an evening focusing on his book *"The Pirate Hunter: The True Story of Captain Kidd"*.

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

PRESIDENT'S NOTES

Shipping 2006 was a tremendous success just measured by the overwhelming pre-registration for Shipping 2007. The Conference has clearly taken on a life of its own, with its own identity and distinctive characteristics.

The success of the 2006 Conference can be measured from so many different angles. For example, the quality of our speakers and moderators can be gauged by the number of attendees (1,736 badges - a record, and a few people may have slipped by during the peak cocktail time), and the number of delegates (361 - another record). The power and diversity of our attendees can be gauged by the number of exhibitors (110 - still another record). The social and entertainment value of our Gala Dinner can be measured by the cocktail and dinner attendance (640 - yes, another record).

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The statistics are revealing, but they do not address a different measure of success, which can be found in the number of thank you notes and congratulatory messages we received after the Conference. People say nice things about different aspects of the show, but the common thread in these messages is that we host a most efficient and well organized Conference and that is something which sets us apart.

I certainly can not claim credit for efficiency and organization, and I'm pretty sure Jim Lawrence and Don Frost will take a pass on that as well. Their considerable strengths lie elsewhere. The credit goes to Lorraine Parsons and to everyone else at IMS who work so well together and with dedication to producing the finest product.

On behalf of an appreciative organization, I say thank you to Lorraine, Cari Koellmer, Julia Filbert, Elysa Bybee, Mike Hanson, Nora Huvane, Faith Marr, Mary Kay Frost, Niel Carey, and to all of the volunteers who cheerfully coordinate three days of non-stop programming. We couldn't ask for a better team.

And that brings me to the Gala Dinner program. I doubt there is a more entertaining 15 minutes of shipping "commentary" than that delivered by Ole Skaarup and his set-up man, Rich duMoulin. Our enthusiastic applause and singing happy 90th birthday to Ole can only begin to

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express our thanks to Ole and Rich for the joy they bring into the room. Without them it would be just another night of filet and potatoes. We can't thank them enough.

Thank you to all for coming to Shipping 2006, and now onto the events for the rest of the year.

Best regards,
Peter G. Drakos

FROM THE EDITOR

Shipping '06 is over. What's next? The question is not meant rhetorically, nor is it a plea for ideas for a theme or hot topics for 2007, or even an acknowledgement that continuous improvement is imperative. Actually the question has been gnawing at me since the day after the show, which is unusual because the post show let down usually is so overwhelming that there is no capacity to think, never mind 12 months ahead.

What was different this year? It came to me as I was watching the last episodes of "The West Wing". When I first started writing these monthly notes to the members of CMA in 1988, I quoted former President John F. Kennedy "One man or woman can influence change and every man or woman should try" (I altered his quote for today's times). Early in the "West Wing" series, Aaron Sorkin, creator of the series, speaking through the character of Leo McGary (Presidential Chief of Staff) chides us all to take responsibility for our government.

There has been more publicity for things maritime in the last four months than at any time since the EXXON VALDEZ accident, and with less accuracy, I must add. Still, if we really want to raise the level of national discourse about trade and its child, marine transportation, in this country or anywhere, then we should be taking advantage of the public's all too brief curiosity. This is not the time for the shipping industry to go silent again.

Preceding Shipping 2006 Peter Drakos invited our Congressman, Christopher Shays, and 14 CMA members representing a wide range of experience in the shipping business to a dinner briefing. We touched on a number of topics but the focus was of course on the Dubai Ports World issue and on whether the US Jones Act should or

could be changed even a little. As Congressman Shays stated in his luncheon address Wednesday March 22, the exchange Sunday evening evoked some passion. We momentarily connected and were able to convey the depth of our concerns, not for shipping, but for our country which depends upon shipping.

The evening also proved to me that CMA, and our industry, has not learned from our last public Jones Act debate (a luncheon at the Landmark Club, in 1996 I think) that legislators do not respond well to groups that argue among themselves. The legislators only want to know what we want them to do. They do not want to be lectured or even educated (I am sorry to say).

The "image" of shipping, a well used phrase for years, got some updating earlier this year but the image we portrayed to our Congressman was the same as the one portrayed in the gone and not lamented House Merchant Marine and Fisheries Committee. No matter the validity of any arguments, conflicting messages from an industry marginalizes that industry. Disagreement without a "passable" plan for change will turn a legislator off.

So, what do we do for encore? What can we do to raise consciousness about our industry and get "respect"? My own notion is that we must continue to educate the media and the public first. Government will come along when the people speak. I guess the answer to my initial question is "keep trying", which is what John Kennedy and Leo McGary counseled. We could use your ideas and help though. Remember, "... and every man or woman should try".

P.S. –

Every non-CMA person that came to Shipping 2006 made some reference to the energy level, the "buzz", as they entered the WESTIN's lobby. They were first amazed at the numbers of people, then the efficiency and personal attention they got at the registration desk and finally, the serious issues addressed in the sessions. Among those who made such comments: someone from the Environmental Protection Agency; the newly appointed Acting Maritime Administrator; a person from New York City's Dept of Economic Development, but there were so many more who praised the "feel" of the event. It was a good thing.

Donald Frost

CMA ANNUAL GENERAL MEETING 2006

The 2006 CMA Annual General Meeting and Luncheon will take place on Thursday, April 27th at Giovanni's II in Darien. The luncheon is free to CMA Members in good standing, but reservations are required. Please call Lorraine at +1.203.406.0109 Ext 3717 to reserve.

The 2006 Elections Nominating Committee is headed by CMA Membership Chair, Evan Galanis, assisted by Don Frost, Claus Damerow and yours truly, Lorraine Parsons.

The slate for election is as follows:

Officers

President

Peter G. Drakos, Partner, Healy & Baillie, LLP (incumbent)

Treasurer

Robert R. Pascarella, CPA, The Professional Associates, P.C. (incumbent)

Committee Chairs

Planning & Administration Chair

Christopher A. Aversano, Broker, Charles R. Weber Company, Inc.

Communications Chair

Robert N. Kunkel, Vice President, Business Development, Seacoast Electronics, Inc.

We hope that you will join us at this year's AGM.

Thank you.

Lorraine Parsons, Event Director, CMA

THINK OF SPRING

Announcing the CMA Spring Golf Outing.....

Thursday afternoon, May 4, 2006

Sterling Farms Golf Course

349 Newfield Avenue

Stamford, CT 06905

Website: <http://www.sterlingfarmsgc.com>

Registration/Lunch commences at Noon

Shotgun start at approx 1:30 PM

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

Note that this year there will be a change in format (thank you to our golf advisors, Henrik Koch and Norm Webster!) and will be a "Simple Scramble" format. This means it will now become in essence a team event and should speed things up a little bit, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

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for our current live vacancies.

In addition, honoring Norm Webster's late son, we are proud to announce that the winning team will be presented with the:

"Graydon Michael Webster Cup"

which will become a permanent fixture of our Spring Golf Outing and which will stay with the winning 2006 team until our 2007 event.

To participate in this year's Spring Golf Outing, the cost is \$175 per person (holding steady for the past three years!) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

The outing is always full, so please register early by calling to reserve your place and then sending your checks in ASAP to secure your spot. We are filling up fast!

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

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

Please make checks payable to "CMA" and send to:

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

Call Lorraine at: +1.203.406.0109 Ext 3717 if any questions at all.

SPONSORSHIP OPPORTUNITIES.....

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

So come on and sponsor a hole at this year's outing. You will receive a custom-made hole sign, huge praises at the dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors. Hole sponsorships are priced at \$250 each, and again make checks payable to "CMA" and send to our address noted above.

The "Hole in One" competition, with the prize of a car for the potential lucky winner, will once again be sponsored by William D. Ward, Senior Vice President of Investments of Montauk Financial Group. Thank you Bill!

Johnny Kulukundis will once again sponsor the beverage cart – thank you Johnny!

We hope that you will join us on May 4th for another great afternoon of golf.

Best wishes,

Lorraine Parsons
CMA Event Director

CMA SHIPPING 2006

BUSINESS CARD DRAWING

We are pleased to announce the following winners of our CMA Shipping 2006 Business Card Drawing:

Mr. Michael Dailey, Head Department, Sales & Marketing, BIMCO, Copenhagen, Denmark - Shipping 2007 Full Conference Delegate Registration

Mr. George Duffy, President/CEO, NSA Agencies Inc., LA - CMA 1-Year Membership (New or 1-year renewal if already a CMA member)

Mr. John C. Devine, Product Development & Sales, Hudson Marine Management Services, NJ - Complimentary CMA Events Pass for 2006, which includes 6 CMA Lunches during 2006, 1 CMA Dinner Meeting, 1 CMA Annual Summer Picnic at the Stamford Yacht Club and 1 Holiday Party in December 2006.

Mr. Ian Workman, VP, International Sales, Trans-Tec Services, Inc., CT - Complimentary Passes for 2 for the CMA Annual Summer Picnic at the Stamford Yacht Club

Ms. Helen A Brohl, Executive Director, United States Great Lakes Shipping Association, IN - Palm Pilot

Congratulations to you all!

What the Ethanol's Going on Here? I want my MTBE!

Johnny K's going for the "Everclear".....but don't tell Governor Rell

Last Friday, Connecticut Governor M. Jody Rell urged congress to support an effort to remove the import tariff on ethanol. At last! I thought, as I read through her press release, finally the Governor of Connecticut is doing something useful for the shipping industry, boldly taking steps to considerably lower the price of cocktails in Greenwich. Unfortunately, it would appear that our esteemed Governor was in fact pursuing tariff relief for fuel grade ethanol, denatured and therefore useless for lunchtime libations or after work cocktails. Don't mix your drinks at home with the denatured stuff, what you need is high-quality, all-natural, potable ethyl alcohol made from #2 yellow dent corn or sugarcane.

The reason for Governor Rell and others "ETHANOIA" is the oil industries somewhat sudden move to replace MTBE in gasoline prior to this year's summer driving season, a tight domestic ethanol market, an already tight gasoline market, limited transportation capability to move increased ethanol volumes to areas of demand, lack of dedicated ethanol storage and the loss of foreign import supply sources that can deliver MTBE-free or high-quality blendstock required to combine with ethanol.

Since 1990 under the federal Clean Air Act, ethanol and MTBE were the primary oxygenates added to reformulated gasoline, or RFG. However, last years Energy Policy Act removed the oxygen content requirement for RFG, thus removing the need for MTBE, no longer shielding producers from liability exposure for water contamination and carcinogens.

Though they have four years to phase out MTBE, in America the class action lawsuit is a great motivator for quick change. Believe me, I know. Now the nation, the ethanol industry and the oil industry have a premature need to ramp up ethanol supply, distribution, storage and blending in an already firm gasoline market.

Governor Rell is urging congress to remove the 54 cent a gallon import levy on ethanol in an attempt to stop a spike in gasoline prices for Connecticut housewives in their ridiculously oversized SUV's and their hedge fund husbands in their Bentley GT's during the summer driving season to the Cape.

The 54 cent import levy is designed to protect U.S. producers of ethanol from foreign, subsidized imports, and is in addition to an ad valorem tariff on imported ethanol, equaling 2.5% of the product value. These tariffs are also supposed to go some way to recouping U.S. taxpayer subsidies to domestic ethanol producers of 0.51 cents per gallon.

Governor Rell said "The U.S. imposes a 54-cent-per-gallon tariff on ethanol to discourage imports and protect domestic farmers." Of course, those domestic farmers include the likes of small mom and pop operations such as ADM. Archer Daniels Midland owns seven ethanol plants and produces 29% of U.S. domestic ethanol, with a production capacity of about 1,103,000,000 gallons per year. Their ethanol tax subsidy comes to about \$562,000,000 a year. Who says lobbying doesn't work. As an aside, ADM also make rather good frozen chicken pot pies. It's interesting to note that even Merrick/Coors has an ethanol refinery, producing 1,500,000 gallons of ethanol a year. Instead of running on corn, their refinery runs on what they described as "waste beer"! I'm not sure there is such as thing, nor am I sure how happy I am that my tax dollars are being used to subsidize turning perfectly good beer into denatured ethanol!

Governor Rell goes on to say: "As Governor, I am working to ease the pain these price hikes are causing our families and our state's economy." She then didn't add: "And I'd like to personally thank the maritime community in Connecticut for all their tax dollars and I'd like to give them a tax break."

There seems to be a number of differing opinions as to whether we will see a shortage of ethanol drive up gasoline prices this summer, or whether refinery turnarounds, re-gearing and gasoline demand will do it on it's own. While there are differing numbers being circulated by various interested industry parties there does seem to be a consensus that gas prices certainly won't be going down any time soon.

Considering that Connecticut removed MTBE from its gasoline blends in January 2004 one would think that

statewide ethanol infrastructure would be fairly well established. According to federal highway administration numbers issued for CT in October 2005, in 2004 Connecticut pumped 1,590,629,000 gallons (37,873,859 bbls) of ethanol blended fuel. Ranking the state 5th in ethanol blended gasoline of the 28 or so states offering it in 2004.

In March a Senate committee was reassured that the replacement of MTBE with ethanol would not result in significant shortages of fuel this summer. Guess Rell missed that one, (oh she's a Governor not a Senator). Despite this, Governor Rell maintains that "Ethanol usage is expected to surge as refineries phase out MTBE". She contends that "Analysts are fearful that domestic ethanol inventories will not be able to keep up with demand, thereby further aggravating price increases."

Bob Dineen, president of the Renewable Fuels Association contends that "Ethanol supplies will be available to meet this new demand," he adds, "Dramatically increased ethanol production capacity will satisfy much of the new demand. In addition ... several ethanol and gasoline marketers have been storing ethanol supplies at terminals in these new markets in anticipation of the transition from MTBE." Who? Where? How much they got? I'd like to know, can they blend in their tanks and send it straight to the racks? Are they storing it near good distribution centers? Let me know who's got it please.

Senator James Inhofe, R-Oklahoma, Chairman of the Senate Committee looking at the problem said that "The sudden elimination of MTBE and the current state of the ethanol industry means that significant volumes of ethanol must be imported. About 130,000 barrels per day of additional ethanol is needed to replace MTBE. In other words, the United States needs to come up with close to half of the ethanol currently being produced domestically."

The latest domestic fuel ethanol production numbers, for January 2006 from the U.S. International Trade Commission, state that January's production is up 8,000 barrels a day over December 2005, to 288,000 barrels a day against demand of 269,000 barrels a day. Fuel ethanol stocks were at 6,174,093 barrels with a 21.4 day reserve. Total ethanol production for the month was 8,943,268 barrels.

According to Bob Dinneen of the R.F.A.: "Increased attention lately has been given to the U.S. ethanol industry's ability to produce and supply ethanol to new markets along the East Coast and in Texas, our industry is adding capac-

ity at a phenomenal rate and will be able to adequately supply ethanol to the markets that need it."

Currently, 97 ethanol plants have a combined production capacity of nearly 4.5 billion gallons a year. There are 33 ethanol plants and nine expansions under construction with a combined annual capacity of more than 2 billion gallons. Though it is doubtful that enough of these expansions or new refineries will be online in time for me to drive to the Adirondacks every weekend over the summer.

Governor Rell maintains that: "Expanding purchases of cheaper ethanol from producers such as Brazil, Mexico* and Jamaica could curb gasoline prices, but due to the existing U.S. trade protection, those potential savings cannot be realized." *(see below re Mexico, which is not an ethanol exporter)

In 2005 under the Caribbean Basin Initiative, the U.S. imported 104 million gallons of ethanol from Caribbean and Central American nations, mainly Jamaica, Trinidad, Tobago, Costa Rica and El Salvador, according to the International Trade Commission.

The CBI allows ethanol to come in duty free from 24 nations, subject to a limit. This limit is up to 7 percent of the previous year's domestic ethanol production. According to published figures, the U.S. produced 101,528,473 barrels of ethanol, so under the CBI about 7,106,993 barrels or 298,479,992 gallons could come in duty free in 2006. Some additional quantities can come in from these countries duty free if they have some defined local sugarcane content. Brazilian and European wet ethanol can be processed at dehydration plants in CBI countries for duty-free shipment to the U.S, so a lot of Brazilian ethanol enters U.S. shores that way. Canadian ethanol is sent to the U.S. duty free under the North American Free Trade Agreement, while Mexico, a high-cost sugar producer, hasn't been an exporter. But don't tell Rell.

On top of supply issues, there are massive logistical issues in making the switch. Gasoline containing ethanol cannot be shipped by pipeline due to its tendency to attract water. Unlike MTBE, if ethanol-blended gasoline interfaces with water, of which there is plenty in the east coast distribution and storage system, the ethanol is pulled from the gasoline, rendering it useless. It requires its own clean, water free tanks and ideally needs to be blended at the rack for distribution by truck to gas stations that have thoroughly cleaned their tanks. Unlike MTBE blended gasoline,

ethanol must be stored separately from the base gasoline mixture to which it's added until the last step of the distribution chain. The blendstock for ethanol-blend also varies from that for MTBE due to ethanol's higher evaporative properties and to counter ethanol's higher toxic emissions and distillation characteristics.

Edward Murphy, downstream general manager of the American Petroleum Institute in Washington said: "Moving U.S. ethanol, produced in the heartlands, to population centers on the coasts, where demand is heaviest, is a logistical challenge. It must be trucked or moved by rail to consumption areas for final blending." He acknowledges that "More tanks are needed to store and blend ethanol on the East Coast, where it's difficult and expensive to construct them. Imports, however, have the advantage of arriving at major population centers."

Bill Douglass of the Society of Independent Gasoline Marketers of America observed that gasoline wholesalers were scrambling to hire more truckers as well as contractors to clean out and prepare tanks for ethanol storage. "Gasoline suppliers and marketers seeking to blend ethanol into gasoline this spring, assuming they can locate the ethanol at a reasonable price, will be forced to scramble to find storage for this ethanol at bulk terminals or will locate separate and at times distant ethanol storage facilities at which they will blend ethanol with gasoline," Douglass said. "These bulk storage infrastructure con-

straints will result in an added level of complexity in an already stressed gasoline supply distribution system."

According to Dave Juday, senior agricultural analyst with World Perspectives Inc., advisors in Washington, U.S. cane-based ethanol imports are expected to more than double in 2006 from 135 million gallons to around 270 million gallons. He maintains that the U.S. will need another 2 billion gallons of ethanol in 2006, on top of the renewable fuels standard (RFS) of 4 billion, with much of that coming from imports. "We'll need more foreign ethanol, especially in the short term, to replace MTBE, the U.S. corn industry can't provide all the extra ethanol that will be required this year. But we'll eventually have a domestic surplus, with more ethanol capacity expected to come on stream, reducing the need for imports later in the decade."


Guy Caruso, head of the federal Energy Information Administration has told the U.S. Senate Environment and Public Works Committee that gasoline prices should continue to rise this year.

And in Conclusion....

Gasoline is going up, so it's very lucky I ordered that snazzy new Toyota FJ Cruiser SUV which averages about 16 MPG on premium. Domestic ethanol supply in the short term could be a little tight, due to production constraints but also due to distribution and storage issues. Look for imported ethanol from Brazil and the 24 countries in the Caribbean Basin Initiative to fill the gap, discharging directly into dedicated storage close to consumers. Don't expect Governor Rell to be successful in getting congress to revoke the 54 cent import tariff, (against the Agriculture lobby. My money's on the farmers, but don't tell Rell), but also don't expect that to stop traders and oil co's bringing cargo from Brazil and paying the tariff, with gasoline well over \$3.00 a gallon in the short term.

So what does that mean for the maritime community? Your ships will need to have foam fire fighting capabilities, phenolic epoxy, regular epoxy, zinc or stainless steel coatings, be cleaned to the highest jet standard and be ready in all respects to load the equivalent of an IMO III, "water white chemical" cargo. Expect increased liftings out of the 24 CBI countries both to the East Coast and the Gulf. Trinidad has DWT restrictions so expect 10-12,000 ton slugs. Look for MR liftings out of Brazil to the U.S. and also WCCAM liftings to the West Coast. And finally, look for me riding my bicycle to work for the summer....but don't tell Rell.

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A GREAT BIG THANK YOU

By James R. Lawrence

Well, another CMA Shipping conference and trade show is behind us. And it would not be an April CMA newsletter if I did not say, once again, it was our biggest and most dynamic yet!

Before I get to the enormously well deserved thanks to all our speakers, sponsors, exhibitors, Award givers, and Commodore, I want to give a special thanks to the team at IMS. Lorraine Parsons is often our face, but without the enormous contributions of Julia Filbert, whose constancy, attention to detail, long hours and care for the program and all its moving parts; Cari Koellmer whose artistic skills turn our program into visual images which stimulate, inform and entertain; Jack Hanson who manages our website – really a model event site, one which benefits sponsors, sells and facilitates easy access and sign ups; Elisa Bybee who manages the books – an enormous job of large and small payments and payables each of which must be respectfully and accurately tracked; Faith Marr who takes news of the show to the far corners of the world in her sales and marketing efforts; Nora Huvane who created the Job Fair with the help and support of her fellow Board Members, but who managed the concept, so well received, to its successful conclusion; Mike Hanson who keeps his engineer's eye on the AV portion of the show and who, even as I write, is putting the finishing touches on the CD; Mary Kay Frost, who helped alphabetize the dizzying number of badges and greeted our guests at the desk; the marvelous staff at Isaac's Nationwide and their top shelf manager Steve Ewald, who has been doing the pipe and drape work for us for 15 years, and our reliable friends at Printech who produce every bit of paper for us under sometimes very tense deadlines --- nothing would have been possible. Thanks!

The program this year was fun to develop. Speakers got into it. The mass of preparatory emails and discussions show that if you ask the right people the right questions, there is no denying the final product will be good. Some special thanks to Carsten Melchior of BIMCO for his stewardship of the opening session and handling of the final one as well. We had heard he was in the running for the CBS news anchor position recently given to Katie Couric.

That is how good his MC work is. Carsten Thank you very much!!

And how about Ole Skaarup?! 90 on the evening of the Gala Dinner, he toasted our in coming Commodore and the audience with barely a breath for 15 minutes, received three standing ovations and generated about the loudest laugh ever at the CMA with his friendly ribbing of the ever-resilient Gerhard Kurz.

And Richard du Moulin comic leader, set up man, straight man and MC extraordinaire, he did it all including the introduction into the industry of most flattering likenesses of both Commodore Jensen and former Commodore Heidenreich.

Finally, we were most honored by Commodore Torben Jensen, his wonderful family and his community of companies. Torben gracefully and modestly fulfilled the role giving us all much to appreciate.

And then there were the other awards this year that added so much to the event. The American Salvage Association whose award for bravery at sea was delivered in a packed conference hall so quiet one could have heard a pin drop. The Plimsoll Awards delivered by Professional Mariner again to such worthy recipients it added substance to the entire event. And then the technological marvel of Marsoft's Jacobsen Award, presented with Mrs. Jacobsen in attendance and the recipient beamed in from Luasanne. We thank you all for coming and adding to the event. And we congratulate all those who so deserved the accolades.

The Job Fair deserves its own mention too. Literally hundreds of candidates from the Academies and colleges around the US came to speak to ten wonderful companies who stepped up big time for this, our first effort to bring candidates and maritime businesses together. Well done to Nora and Chris and Beth for their vision, and extending the job creation efforts of the Association in this dynamic way.

To all of you who hosted meetings at the hotel, in your offices, during the evenings and before and after the event, thanks to you too. The show is after all about doing business and about our dynamic community. We hope the days worked well for you.

And finally, thanks to the maritime and business media who

turned out in force to cover the speeches, companies and the event itself. From the splendid Fairplay special – Did everyone see this? To the daily coverage of Lloyds List and Tradewinds, and the follow on coverage from American Shipper, Maritime Reporter, Marine Money, Professional Mariner, Marine Log, Stamford papers, MGM and others, we again say thanks for carrying the many important messages far and wide.

Once more our wonderful sponsors listed below. Thank you again.

THANK YOU SHIPPING 2006 SPONSORS

CMA Shipping 2006 was a record-breaking event, with over 1,700 guests attending over the course of the three days of non-stop activity.

Thank you to all who participated as conference delegates, exhibitors, speakers, exhibit visitors, sponsors, supporting organizations, job fair attendees, members of the press and those who came in for the Commodore Gala Dinner on the Wednesday evening, concluding a superb three days of prime networking opportunities.

We would like to extend our very special thanks to the following companies for their generous support and sponsorship of events at Shipping 2006, tables at the Commodore Gala Dinner and donations to the Seamen's Church Institute. Without you it would not be possible!

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SHIPPING 2006 – A POST SCRIPT

By Donald B. Frost

As often happens, we get questions during the annual conference about how we come up with themes and topics around which we knit the fabric of the Conference and Show. It is something of a black art – half just being involved in many aspects of the business, half inspiration, and another half being part showmen. We always try to look at the world of shipping as it could or should be. The tag line to Shipping 2006 was “What’s Next?” It should have read “Shipping 2006 – Changing What If’s to What’s Next” I salute Conoco Phillips for their current use of the phrase.

You undoubtedly noted that we changed the pattern of presentations this year to allow more time to examine “markets”. This is both an acknowledgment of the growing number of publicly traded shipping companies, but also of the concern by shareholders, analysts and bankers about future earnings. Also, by moving the introductions and the big picture views of our distinguished commodores and VIP guests to Monday, we were able to lend more gravitas to them, and use their observations to better set up some of the topics for the following two days.

We also did something a bit less obvious. We inserted one or two hot topics into almost every session in the hopes that the different speakers would bring new viewpoints to a common issue. One of those issues was “Attracting, training and retaining the next generation of shore side management.” Our efforts were so subtle that no one seems to have notice what we did, yet we hope some of you got the message.

Mr. Ian Davis, Managing Director of the internationally respected management consultant, McKinsey & Co., mentioned this competition for talent in a Financial Times editorial January 13, 2006, which itself was a shortened version of an article in the McKinsey Quarterly of January 06.

I wrote of a similar list by GE’s Jeff Immelt here last Fall (and also in a futuristic piece I wrote for the December issue of “MarNews” – the only Spanish-English Shipping Magazine published in Latin America). You will see that the lists are similar. I write of Mr. Davis’ now for several important reasons. In light of the DP W debacle in the US Congress, his spot light on the changing global economy suggests a world less focused on the US, and to remind everyone that the competition for talented people is a serious issue faced by all businesses worldwide. Also, the public’s suspicion of big business’ environmental policies (see number five below) is already well known to shipping

Ian Davis’ list:

“First, centres of economic activity will shift profoundly, not just globally but regionally.” “... the world has embarked on a massive realignment of economic activity.”

“Second, the consumer landscape will change and expand significantly.” “Shifts within consumer segments in developed countries will also be profound. Populations are aging, but changing in other ways.”

“Third, technological connectivity will transform how we live. The technology revolution is at an early stage.”

“Fourth, the battlefield for talent will shift. Changes in the nature of labor and talent will be far more profound than the widely observed movement of jobs to low-wage countries. The shift of knowledge-intensive industries highlights the importance and scarcity of well trained talent.”

Fifth, “the role and behaviour of businesses will come under increasing scrutiny. As businesses expand their global reach, and as the economic demands on the environment intensify, the level of societal suspicion about big business is likely to increase.”

Mr. Davis’ article ends with the advice: “Time spent reflecting on the trends will be well spent.” Plan to be with us in March 2007 and see how we do.

EIGHT BELLS – EDWARD I. DU MOULIN PASSES AWAY

By James R. Lawrence

The widely known and well-respected father of CMA Commodore Richard du Moulin passed away March 28.

The entire Association expresses its deepest condolences to the entire du Moulin family.

The Long Island newspaper Newsday wrote the following, which captures much of the man.

“Edward du Moulin a committed yachtsman who managed four America's Cup contenders and was involved in America's Cup campaigns longer than anyone in the history of the competition, died yesterday at his Sands Point home after a long battle with leukemia. He was 91.

His abiding interest in the international sport began in 1937 when he witnessed the victory of the American contender Ranger over the British Endeavor II. Some 40 years later he took over management of the Enterprise, which was defeated in the trials by Ted Turner, who went on to successfully defend the cup.

In 1980 du Moulin guided Freedom's triumph over Australia. This began his long partnership with the winning skipper, Dennis Conner. Though the cup was lost in 1983, Conner, with du Moulin serving as adviser, brought the cup back to the United States with Stars & Stripes in 1987.

Never losing his enthusiasm for the sport, du Moulin continued as an adviser to America's Cup contenders until the mid-1990s. He also continued to sail his 42-foot cutter Lady Del almost daily through last summer. With family and friends, he sailed his series of Lady Dels to Bermuda Class wins and a collection of trophies.

To those who knew him well, du Moulin was more than a successful yachtsman.

After a long career on Wall Street, he retired as vice chairman of Bache & Co. at age 60 in 1974, to devote full time to yacht racing and family. "He didn't want to make money anymore. In the 30 years of his involvement in the America's Cup, he never got paid a dollar," his son said.

The elder du Moulin was a member of the Knickerbocker Yacht Club in Port Washington, the New York Yacht Club in Manhattan and the Storm Trysail Club. He was a founder and first chairman of the America's Cup Hall of Fame in Bristol, R.I., and was himself inducted into the hall in 2000. He wrote a book, "America's Cup and Me," and was completing a second book "on his life other than sailing," his son said.

Born in Manhattan in 1914, he knew hard times after his father died in the flu epidemic following World War I. He graduated from Far Rockaway High School and went to work on Wall Street for \$5 a week. He joined the Coast Guard during World War II and commanded a converted motor sailor in the North Atlantic. Later he graduated as an officer from the Coast Guard Academy although he had not gone to college, his son said.

A standing room only celebration of his life was held at 10 a.m. Saturday at the Knickerbocker Yacht Club. Shared anecdotes among his many many friends throughout the CMA community let us know that there went a man of remarkable distinction.

The family has asked that contributions in lieu of flowers may be sent in the name of Edward I. du Moulin to:
Seamen's Church Institute
241 Water Street, New York, NY 10038

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A POST CARD FROM BALTIMORE

By Don Frost

Every time I set out for one of these semi-annual meetings of the National Association of Maritime Organizations (NAMO) I question how I can make what I learn relevant to CMA members.

NAMO is oriented toward the doings and challenges that take place every day in the nation's ports. These are the people who handle your ships and cargoes day in and day out, with a mission to make the ports work better and, in so doing, to assist ship owners and operators in earning a profit. Of course the owners and operators get billed for the agency fees and direct services, but none of the time spent dealing with agencies and policy people is billed. Altruism does exist in this age of cynicism.

Five years ago I published the agenda items of a NAMO meeting. None of you were especially impressed. This time I have only listed a few of the more contentious topics covered, the people who spoke to us, and/or my reactions to the presentations or issues. Check your blood pressure before reading.

- Electronic Notices of Arrival and Departure (eNOA/D) – Making a system designed for airplanes work for tramp shipping. A USCG officer, a civilian working for General Dynamics under contract to the Coast Guard re IT solutions, and two senior CBP people. Government does listen and changes do happen, but slowly.
- Physical Oceanographic Real-Time System (PORTS), National Water Level Observing bouys - a critical program to safe and efficient port operations whose budget was cut in half and the money given to scientific research. Deputy Director, Center for Operational Oceanographic Products and Services, NOAA. He has no input on budgets.
- USDA Regulations on Wood Packing Materials (Int'l Standard of Phytosanitary Measures Rules – i.e. dunnage etc. that might be infested with bugs). If the stamp that indicates the origin is smeared the dunnage must stay on the ship.
- Census Bureau's Export Regulations (electronic filing of export docs and the impact on carriers). DHS and CBP want the Automatic Export System (AES) to declare the exact tonnage of the outbound cargo 24 hours prior to loading just as in imports, and to eliminate the post-departure filing of corrections to actual cargo loaded. Bulk cargo presents some challenges.
- FBI Maritime Security Program - the program has been around since 2004 but a new office is being established trying to learn more about our business – don't be surprised if they show up at Shipping 2007.
- Transportation Workers Identity Cards (TWIC) – A once dormant program energized by the DP W debate. After two trials with about 5000 cards being issued, the Feds fiddle while Florida has its own system working. The required background check will cost about \$125.
- CBP - APIS Carriers Bond – Carriers must have a bond now even if they use the agents'.
- US Army Corps of Engineers – The Corps budget is down even after KATRINA. To save money they are consolidating districts making it still more difficult to get anything done. If a port generates less than one million tons of cargo a year it no longer exists on the CORPS list of priorities. More oversight of its smaller budget while Congress controls the "ear marks".
- US Army Corps of Engineers' hopper dredge fleet - Some of the best and biggest dredgers built lay idle while the ports silt in.
- Congress continues to dither over a Water Resources (WRDA) Bill (was to be updated in 2004 - now slated for fiscal 2007). This is the law that gave us the Harbor Maintenance Tax and some other goodies that we are paying for and receiving nothing in return.
- Short and Long Range AIS -- While Coast Guard talks about a system, a civilian organization has one that is operating now and at perhaps a tenth of the cost the government expects to pay. Everyone likes the product, but since Congress, who agreed to contribute ear marked funds toward its development (pilot program) in fiscal 2005, has not been "briefed" (insert another word if you like) the system awaits implementation.

- Center for Disease Control (CDC) issued a proposed rule in the Nov. '05 Federal Register that they would like to implement electronic reporting of sick seafarers on ships bound for the US. With the threat of bird flu they now want a report 24 hours before the seafarer gets sick. (just kidding)

I apologize for my cynical remarks, but without this background you really can't understand how the DP W issue became a cause celebre. As one of my NAMO colleagues explained to CNN regarding "port" vs. terminal" and "control" vs. "manage", "You really should know the facts before you distort them."

FYI - The attendees at the meeting came from: Alaska, British Columbia, Seattle, Portland (Oregon), San Francisco, LA/Long Beach, Houston and the West Gulf, New Orleans, Jacksonville, Hampton Roads, Philadelphia, New York- New Jersey, Connecticut and the Great Lakes.

TANKER SIZE CATEGORIES

Our piece on gas carriers last month was well received as a handy reference for those who are not employed in the gas business. We read a lot about different tanker categories, particularly MR and LR's, classification names that were not common when your editor was in the tanker business.

Brian Huvane, of the Projects Department at MJLF Tanker Brokers in Stamford, was nice enough to explain the whole thing to me and prepared the following for all of us to use as a ready reference. Editor.

By Brian Huvane
MJLF Tanker Brokers

AFRA is an acronym for **Average Freight Rate Assessment**. In short, it is a system used by oil companies to compute intercompany and/or intracompany ocean freight charges. It has been evaluated and monitored by the U.S. Internal Revenue Service since 1976. The IRS has established rules under which AFRA may be applied. The IRS periodically reviews AFRA to determine if it continues to be an acceptable means to determine freight charges.

AFRA rates are supplied monthly by the London Tanker Brokers Panel (LTBP) and are expressed as a percentage of Worldscale. They are published on the 1st of each month. Rates are calculated using data for the month ending on the 15th day of the previous month. The methodology used is the responsibility of the LTBP. The LTBP has agreed to advise the IRS when making any changes to the procedure prior to their implementation. When AFRA was originally established in 1974, BP and Royal Dutch Shell established the guidelines under which it would operate and provided the necessary financial support. In February 1983 this was taken over by the LTBP supported by subscriptions primarily from oil companies.

To more accurately reflect shipping costs, AFRA established a number of vessel size categories. These are:

| Category | Size |
|-----------------------------------|---------------------|
| Medium Range Vessels (MR) | 25,000–44,999 dwt |
| Large Range 1 Vessels (LR-1) | 45,000–79,999 dwt |
| Large Range 2 Vessels (LR-2) | 80,000–159,000 dwt |
| Very Large Crude Carriers (VLCC) | 160,000–319,999 dwt |
| Ultra Large Crude Carriers (ULCC) | 320,000–549,999 dwt |

These categories have remained the same under AFRA. However, some of the category names have crept into common usage and their meanings evolved into something entirely different. Tanker people originally used the term AFRAMAX to refer to the maximum sized vessel within the LR-1 category. i.e. 79,999 dwt, which even then were frequently vessels of more than 80,000 tons scantling deadweight, but had been re-measured down to 79,999. Recently, the term has come to apply to vessels up to 120,000 tons, which has nothing to do with AFRA. Similarly, what is referred to as MR includes vessels of up to 55,000 tons and more.

The following is an example of how a freight charge under AFRA would be determined as set forth by the IRS:

Example:

- If the company's loading date falls on June 30, the AFRA rates published for June 1 will apply to the full cargo even though loading is not completed until July 1, or later.
- Determine the appropriate AFRA assessment to be used based on the category size and the loading date.

- C. Determine the Worldscale nominal freight rate for the voyage from the loading port to the discharge port applicable at the loading date.
- D. Determine the AFRA rate per ton of cargo by multiplying the Worldscale nominal freight rate [step (d) above] by the AFRA index [step (c) above].
If the route includes transit of the Suez or Panama Canals, transit fees must be added to the AFRA rate per ton.
- E. Determine the gross tons of cargo loaded on board the ship
- F. The total freight charge to be allowed on the cargo is determined by multiplying the gross tons of cargo [Step (f) above] by the AFRA rate per ton of cargo [Step (e) above]. Exhibit 4.41.1-27 in the below referenced manual shows an example of the computation under AFRA.

For a more detailed explanation of AFRA, please refer to the Oil and Gas Handbook of the IRS 4.41.1 (<http://www.irs.gov/irm/part4/ch36s05.html>).

MEMBERSHIP NOTES

CMA did not have a Board meeting in March so those new members who signed up in February were only approved in April along with those who came on board in March. The following list is simply mind-boggling. We are especially pleased to see so many new members from outside our immediate geographic area. Welcome to you all and we hope to see you at an event soon:

John Erik Ames, Clipper Wonsild Tankers, Inc.,
Norwalk, CT

Pietro Puigi Amighetti, CSA Spa – Agencia Maritime,
Milan, Italy

Frank Atcheson, Clark, Atcheson & Reisert,
North Bergen, NJ

Grace Bae, Hanjin Shipping Co., Ltd., Paramus, NJ

Costas Bardjis, Marsoft, Inc., Boston, Massachusetts

David Barry, Gallagher Marine Systems, Inc.,
Mount Laurel, NJ

Isabel Baumgarten, Healy & Baillie, LLP, New York, NY

Cliff Benson, Adam Maritime Corporation, Stamford, CT

Michael Bergmann, Jeppesen GmbH,
Neu-Isenburg, Germany

Peter Boynton, US Coast Guard, New Haven, CT

Peter Brady, Jamaica Ship Registry, Kingston, Jamaica

Adam Brown, Caterpillar Financial Services Corp.,
Nashville, Tennessee

Dennis Bryant, Holland & Knight, Washington, DC

Charles Burns, Construction & Marine Equipment Co.,
Elizabeth, NJ

Michael Chalos, Esq., Fowler, Rodriguez & Chalos LLP,
Port Washington, NY

Alex Ciaputa, Eagle Ocean Transport, Inc., Stamford, CT

Evanthia Coffee, Trimar Defense Services, Inc.,
New York, NY

Robert Cowen, Venable, LLP, New York, NY

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Kenny D'Silva, Dumont, NJ

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Franklin, Massachusetts

Jimmy Eduljee, Glastonbury, CT

Ed Ellis, San Juan Navigation, LLC,
Bainbridge Island, Washington

Johan Esbensen, Clipper Wonsild Tankers, Inc.,
Norwalk, CT

Scott Esposito, Clipper Wonsild Tankers, Inc.,
Norwalk, CT

A.J. Evans, Jr., Maritime Law Society Roger Williams Law
School, Newport, RI

J.Aag (Jan) Fransen, Green Award Foundation,
Rotterdam, The Netherlands

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Minneapolis, Minnesota

Victor Garcia, Bank of America, Boston, MA

Alexander Georgiadis, SUNY Maritime College Graduate
Division, New York, NY

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Mexico City, Mexico

Richard Hext, Pacific Basin Shipping Ltd.,
Hong Kong, China

Roger Holt, Intercargo, London, UK

John Homer, Jeppesen Marine (A Boeing Company),
Portland, Oregon

Christopher Jacko, New England Shipping Company, Inc.,
New Haven, CT

John Jansen, Clipper Wonsild Tankers, Inc., Norwalk, CT

Jeanette Jensen, Clipper Wonsild Tankers, Inc.,
Norwalk, CT

Kimberly Jones, Marsoft, Inc., Boston, MA

Saunder Jones, Armada Companies, LLC,
Petaluma., California

Vasilios Kavakoglou, SUNY Maritime College, Graduate
Student, New York, NY

Sophie Kaykov, Healy & Baillie, LLP, New York, NY

Edward Keane, Esq., Mahoney & Keane, New York, NY

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Ken Olsen, US Coast Guard, Washington, DC

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London, England

Emmanuel Papanickolas, Papanickolas Law Office,
Peabody, MA

James Parker, Great White Fleet, Ltd.,
Hamilton, Bermuda

Kirk Phillips, AIG CommerCIAL Equipment Financxe, Inc.,
Plano, TX

Angela Poulakidas, SUNY Maritime College,
New York, NY

Peter Sandler, Louis Dreyfus Corporation, Wilton, CT

Jessica Ringenberg, Caterpillar Financial Services Corp.,
Nashville, TN

Brad Rosello, Engineering Systems Inc., Aurora, Illinois

Stein Wahl Sande, GARD, Bergen, Norway

Lance Savaria, Seagull America, Inc., New York, NY

Jeffrey Serphy, Moran Towing Corporation,
New Canaan, CT

Frank Shinneman, NY Waterway, Weehawken, NJ

Balwinder Singh Duggal, Sanko Kisen (USA) Corp.,
Cos Cob, CT

Paul Slater, Maritime Industry Foundation, Naples, Florida

Detlev Spethmann, Ultramar Network, Santiago, Chile

Charles Strahley, Clipper Wonsild Tankers, Inc.,
Norwalk, CT

Benjamin Strong, US Coast Guard/AMVER,
New York, NY

Tim Sukie, Jeppesen, Englewood, Colorado

Robert Thompson, Industrial Shipping Enterprises Corp.,
Stamford, CT

Jeanne-Maries Van Hemmen, Betancourt, Van Hemmen,
Greco & Keny, Red Bank, NJ

Rik van Hemmen, Maritin, Ottaway, van Hemmen &
Dolan, Red Bank, NJ

Richard Varnot, Fairfield, CT

Rajesh Verma, Everest Consultants, Kenner, Louisiana

Nick Waaler, Clipper Wonsild Tankers, Inc., Norwalk, CT

Stewart Wade, ABS Americas, Houston, Texas

Solon Webb, Transpac Maritime Inc.,
Mendocino, California

Graham Westgarth, Teekay Marine Services,
Vancouver, British Columbia

Joseph Wiendl, Raymond James, St. Petersburg, Florida

George Woodworth, Jersey Chartering Inc., New York, NY

Hugh Wright, TD Collaborative LLC,
Woburn, Massachusetts

Stephanie Wright, Harley Marine Services,
Seattle, Washington

Robert York, Germanischer Lloyd, Tarrytown, NY

Lois Zabrocky, OSG Ship Management, New York

Joe Zacharzuk, Exxon Mobil Marine Lubricants,
Stafford, Virginia

Jon Zinke, Keesal, Young & Logan, LLP,
Hong Kong, China

Impressive list, isn't it? One again, welcome!
Evan Galanis
Membership Chair

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.

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email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: SEEKING CONSULTING POSITION

Maritime executive with expertise in sandp, chartering - tanker and dry, legal, and new business & project development. Seeking consulting position. Part time (full time considered). Willing to travel.

Highly developed negotiating skills and extensive experience with corporate and entrepreneurial operations. Analytical, possess excellent communication skills; maintains a global network of professional and personal contacts; and demonstrates ability to work effectively as team player. Contact: Hycliff@aol.com (S6-01)

Candidate 2: SEEKING MANAGEMENT TEAM POSITION

Seeking position as part of a Company's Management Team, where background and experience can contribute to improving operational performance.

Maritime Shipping Executive with 36 years experience with Tank Vessel operations. Managed and provided oversight of all vessel operations with specific focus on day to day performance, Scheduling, Engineering, Labor Relations, Security, and Emergency Response. Experienced in developing, and implementing Quality Management Systems – ISM, ISO, SQE, and Vessel Security. Developed a performance base culture with specific annual targets for HSE performance for both shore and sea staff. Additionally, performance targets for 'quality' and 'value' areas were set based on the company's operation. Provided leadership that resulted in three years of vessel operation without a Lost Time Injury (LTI); spilling less than 5 gallons to sea across the entire operation and achieving 100% of ATC's Performance Contract targets for the past two years.

Effective team player with good interpersonal and communication skills. Have a proven leadership style incorporating honesty and integrity for problem resolutions.

Relocation and reasonable travel are issues for consideration. Other employment terms would also be considered.

Contact information:

John A. Ripperger

Phone: 203-438-6607, Cell: 203-313-7803

Email: jripperger@comcast.net

(S6-02)

Candidate 3: Accomplished Naval Officer of 6 years, seeking a position with a Chartering Firm. Is also open to other areas within the Maritime Industry that requires similar experience and knowledge. Candidate has a successful background in management, training development and execution, problem solving, team building, sales and public relations. An excellent communicator and quick learner. A proven performer, capable of long range planning leading to consistent, positive results. Credentials include:

- BS Business Administration
- ASBA Certificate Course (ADG 11/2005)
- MS International Transportation Management (ADG 9/2006)

Contact: T. Nicholas Kozma

Email: nkozma@gmail.com, Mobile: (401) 580-5433

Will furnish resume upon request.

(S5-10)

Candidate 4: Seeking a career in the maritime industry. Recent graduate in international transportation management from SUNY Maritime College, New York. Young, energetic and a team player; highly detail oriented and able to meet deadlines. Willing to take on any role at entry level. Willing to travel and relocate if necessary. Additional information available upon request.

Amjad Parvez Email: amjad79p@yahoo.com

Contact: 646-281-5795 (cell) 347-341-5200 (home)

(S6-02)

Candidate 5: Seeking Management Position

Maritime Executive with expertise in liner service management, marketing and operations. Skilled negotiator with proven results. Team builder and leader with excellent communications skills and a strong network of professional and personal contacts. Experienced in streamlining operations to achieve improved service levels at lower costs.

William Knowlton

phone: 732 345 1701, cell: 732 539 9916,

email: w.knowlton@comcast.net

(S6-4)

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: Assistant Operations Manager

Expanding international shipping company, based in Westchester, seeks detail oriented maritime graduate for entry level position in dry bulk trades. Ideal candidate will have 2-5 years sea experience (bulk carriers ideal) and is now looking to come ashore. Competitive salary/bonus/benefits. Fax or email resume and salary req. to 914-961-6425, zrm@nyc.tbs-ship.com (HW03-06)

Position B: Port Engineer

Marine Transport Corporation, a Crowley Company

LOCATION: Charleston, South Carolina

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.

**Crowley offers a competitive salary and benefits package.

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) <http://www.crowley.com/careers/voluntary-information.asp>
(HW01-06)

Position C: Vessel Operator

We are the USA office of Cargill Ocean Transportation, based in Bridgewater New Jersey.

We are looking for a highly motivated , energetic and creative chartered vessel operator, who will be looking after the detailed post fixture requirements of the 20-30 vessels our freight traders fix in every month to cover Cargill's grain, ferts and salt trades between the USA and Latin America. The candidate should have a good knowledge of vessels, be able to prepare stow plans, do laytime calculations, work closely and effectively with masters and agents and have a detailed understanding of c/p's and all vessel documents.

Please apply on-line at www.cargill.com using Keyword: new00100
(HW02-06)

Position D: Shipboarding agent needed for NJ Steamship Agency. Car required. Candidate must be willing to work some nights and weekends. We offer salary plus overtime, benefits and 401K. If interested, please fax

resume with salary requirements to (732) 404-9808 or email sreilert@biehco.com.
(HW02-06)

Position E: Nautical Surveyor – North Eastern USA

BMT Salvage Limited (The SA) has an immediate vacancy for a Master Mariner.

The successful candidate should ideally have previous experience as a marine surveyor. A Merchant Marine Unlimited Master's Licence will be the minimum and additional qualifications are preferred.

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

All applications will be treated in the strictest confidence.

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

(HW02-06)

Position F: Sales Manager

JOB QUALIFICATIONS

World-Link Communications is seeking experienced sales managers with a proven track record of generating revenue and closing sales. The Company is expanding its market coverage and requires sales managers for the US, Northern Europe, Middle East, Singapore and Hong Kong. The successful candidate should be independent, self motivated, possesses strong interpersonal skills and ability to articulate feature and benefits of products. Most importantly be passionate about prospecting and developing new business. Experience in Satellite Communication or the marine industry is preferred, but not required.

JOB DESCRIPTION

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

To apply, send resume and salary history/requirement to info@wlnet.com. Please visit www.wlnet.com to learn about the company.

(HW02-06)

Position G: 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. (HW02-06)

Position H: Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 31 vessels. We are seeking candidates for the rewarding position of Technical Coordinator. The ideal candidate will be a graduate of marine engineering with strong computer skills. The position involves assisting, coordinating & contributing to technical/operations tasks. General aspects of the position are, maintaining and monitoring records of surveys, repairs and maintenance for our fleet of vessels. Specific aspects of the position are, ordering services and maintaining our Job Order system, monitoring ship's performance, maintaining plans, drawings, and instruction manuals for the vessels, and performing special technical projects as assigned. Excellent pay and benefits w/full potential of personal development & promotion. Please send resume to zrm@nyc.tbsship.com or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions. (HW02-06)

Position I: Chartering Manager

Armada Shipping, Inc. part of an international shipping group seeks chartering manager in Stamford, CT to carry out negotiations and chartering of ships on behalf of the group's clients.

Requires significant chartering experience in senior managerial position with any cargo Panamax, Handymax and Hansize chartering.

Requires ability to negotiate contracts independently and knowledge of maritime law.

Send Resume to: Michael Beresford

1010 Washington Blvd., Stamford, CT 06901 (HW04-06)

Position J: Chartering Broker

Armada Shipping, Inc. part of an international shipping group seeks Chartering Broker in Stamford, CT to carry out negotiations and chartering of ships on behalf of the group's clients.

Requires experience in job or managerial chartering experience in shipping industry. Requires experience with Caribbean/South American drycargo market.

Send Resume to: Michael Beresford

1010 Washington Blvd., Stamford, CT 06901 (HW04-06)

Position K: Programmer-Analyst - Heidenreich Innovations, Darien, CT

Write/analyze code for n-tier software. Requirements include 5+ years expertise in ASP.NET, C# and SQL Server programming. Energy business knowledge preferred. Must have excellent communication skills and proven ability to build IT solutions to meet business needs. Additional requirements include ability to work within the US and be in commuting distance to Darien, CT. Please contact: marion.pace@heidmar.com

(HW02-06)

Position L: Website (Q88.com) Administrator - Heidenreich Innovations, Darien, CT

Accountable for maintenance, support and troubleshooting daily program problems and to assist users in accessing and manipulating data. Main responsibility will be preparing questionnaires used by over 260 ship owners and assisting in help desk support. An ideal candidate must be detail oriented, have excellent communication skills and can function in a group as well as independently. Strong knowledge of Microsoft Office products and Internet Explorer are necessary. Requirements: College degree with major in transportation or information systems. 3+ years similar work experience. Maritime degree and sailing experience a plus. Please contact: marion.pace@heidmar.com (HW02-06)

Position P: Manager, Fleet Petroleum Services

Maersk Broker America Inc. are seeking dynamic and enthusiastic candidates for the expansion of our Dry Bulk Team and Tanker Team (Chartering - Newbuildings - Sale & Purchase) in our New Jersey office. A high energy level, personal drive, strong work discipline, loyalty, adaptability, self-motivation and initiative are required. Commercial flair and good communication skills are absolute necessities for the job as is a commercial background within the dry bulk or tanker sector. Proficiency in English as well as Spanish and/or Portuguese language would be preferred.

To apply for the position and learn more about Maersk Broker and our vacant positions please visit our website www.maerskbroker.com.

Maersk Broker are one of the world's largest international shipbroking companies with activities within chartering, contracting of newbuildings, sale and purchase of second-hand tonnage, project broking, research, e-business as well as ship agency. Approx. 250 brokers and staff are employed with the Maersk Broker offices in Copenhagen, London, Athens, New Jersey, Tokyo, Seoul, Beijing, Shanghai, Taipei, Hong Kong and Singapore. (HW04-06)

Position Q: Manager, Fleet Petroleum Services

Location: Charleston, SC

Duties: Supervises engineering and operations functions for assigned fleet of vessels. Develops and tracks operating budgets. Supervises the planning of vessel overhauls and repairs including the processing, negotiating and finalization of shipyard contracts. Oversees and ensures regulatory and statutory compliance. Participates in the preparation and litigation of insurance surveys and claims. Implements and manages ISM and quality programs. May attend dry-dockings, conversions and repairs to oversee vendors. Develops and maintains relationships with customers, regulatory bodies and vendors.

Education: Bachelors degree in marine engineering preferred.

Work Experience: 5-10 years in marine engineering with 5 years superintendent engineer experience. Proficiency in Microsoft Office applications. Excellent organizational and communication skills.

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>
(HW04-06)

Position R: Dry Cargo Chartering Manager

Company: Leading dry cargo operating company

Market: Handysize and Handymax bulk carriers

Location: Connecticut

The Job: Service existing clients/contracts. Charter out controlled tonnage. Perform marketing to develop new clients and increase market share. Explore new market opportunities.

Take positions in the market both on tonnage and cargoes

The person: Minimum 3 years chartering experience. Show initiative and able to work independently. Innovative with a trader mentality. Good communicator and a Team player

Remuneration: Competitive salary commensurate with experience, bonus and benefits.

Email: hr@mtmaritime.com (HW04-06)

Position S: Head Bookkeeper / Accountant

Fast growing, International Marine Parts Dealer has an open position for Head Bookkeeper / Accountant. Looking for highly motivated individual to grow with us. Position deals with Customers, Suppliers and manufacturers from around the world.

Experience: Must have 3-5 years QUICKBOOKS experience. Must have 5 • 10 Years accounting experience.

Responsibilities include:

- Dealing with Quickbooks daily; A/P, A/R, Invoicing customers, Tracking receivables, paying bills, Internal Financial Reports
- Maintains general ledger accounts by reconciling accounts receivable detail and control accounts; adjusting entries for amortizations prepaid; analyzing and reconciling retainage and accounts payable ledgers; preparing fixed asset depreciation and accruals.
- Pays invoices by verifying transaction information; scheduling and preparing disbursements; obtaining authorization of payment.
- Obtains revenue by verifying transaction information; computing charges and refunds; preparing and mailing invoices; identifying delinquent accounts and insufficient payments.
- Collects revenue by reminding delinquent accounts; notifying customers of insufficient payments.
- Prepares financial reports by collecting, analyzing, and summarizing account information and trends.
- Maintains accounting ledgers by posting account transactions.
- Resolves account discrepancies by investigating documentation; issuing stop payments, payments, or adjustments.
- Develops and implements accounting procedures by analyzing current procedures; recommending changes.
- Answers accounting and financial questions by researching and interpreting data.

- Protects organization's value by keeping information confidential.
- Accomplishes accounting and organization mission by completing related results as needed.

Skills/Qualifications:

Accounting, Reporting Skills, Deadline-Oriented, Time Management, Attention to Detail, Confidentiality, PC Proficiency, Productivity, Verbal Communication, Thoroughness, Quality Focus

Salary and benefits commensurate with experience.

Please E-Mail Resume to: ted@allmarinespares.com (HW02-06)

Position T: Receptionist / Data Entry

Fast growing, International Marine Parts Dealer has an open position for a Receptionist / Data Entry person. Looking for highly motivated individual to grow with us. Position deals with Customers, Suppliers and manufacturers from around the world.

Experience: Phone Skills a must. Courteous and friendly. Must be able to type 60 WPM at the least. Must have 5-10 years experience using Microsoft Word / Excel / Access. Experience completing Airway bills and entering data for shipments on UPS / Fed Ex / DHL / Yellow Freight and other Various shipping websites is a plus.

Responsibilities include:

- Answering and maintaining a 6 line phone system.
- Presents a welcoming environment by keeping reception area neat and clean.
- Welcomes visitors and customers by greeting and referring them to the appropriate person; notifies company personnel of visitor arrival
- Forwards sales information by answering the telephone, receiving faxes; recording and delivering messages; date-stamping documents; Opening and sorting mail; Pickup, receiving, preparing, and delivering mail and packages.
- Verifies entered customer and account data by reviewing, correcting, deleting, or reentering data; combining data from both systems when account information is incomplete; purging files to eliminate duplication of data.
- Produces information by preparing letters to potential customers; transcribing, formatting, inputting, editing, retrieving, copying, and transmitting text.
- Will be completing Airway bills and entering data for shipments on UPS / Fed Ex / DHL / Yellow Freight and other Various shipping websites
- Supports sales operations by maintaining files and forms; obtaining and forwarding information.
- Provides office supplies and services by maintaining inventory; placing orders; arranging for equipment repairs; servicing equipment.
- Accomplishes sales and organization mission by completing related results as needed.
- Protects organization's value by keeping information confidential.
- Develops and implements procedures by analyzing current procedures; recommending changes.

Skills/Qualifications:

Telephone Skills, Written Communication, Verbal Communication, People Skills, Professionalism, Self-Confidence, Multi-tasking, Customer Service, Administrative Writing Skills, Data Entry Skills, Typing, Confidentiality, Attention to Detail, Thoroughness, Independence, Documentation Skills, Problem Solving, Dependability, Results Driven, Organization, Handles Pressure, Attention to Detail, Deadline-Oriented, Time Management
Salary and benefits commensurate with experience.

Please E-Mail Resume to: ted@allmarinespares.com (HW02-06)

Position U: Ship Operator-Brokerage Operations trainee

Seeking a Ship Operator-Brokerage Operations trainee for Schuyler Line Navigation Co./Dome Chartering & Trading Corp, a small but growing ship operator/brokerage firm based in Annapolis, Maryland. We have an opening for a trainee in our operations department; for the right candidate, there is the possibility of advancing to the brokering-chartering department. A degree from a maritime college and/or related experience in shipping is preferred. Desired qualities: course completion in chartering, admiralty, laytime course with a known maritime institution. Spanish or other foreign language a plus but not required. Candidate will likely be asked to travel. We want to add to our team and desire a dedicated, creative team player.

Resumes to be sent to fix@domechartering.com att - Christopher Hughes
(HW04-06)

Position V: Product Consultant/Project Manager

Locations:

- 1) Washington, DC and Houston, Texas

Responsibilities:

- 1) Manage software implementation projects at client sites
- 2) Perform data migrations and development of databases
- 3) Perform training with clients in all areas of the software functionality
- 4) Provide consulting and project management services to clients
- 5) Provide software support - in person, via phone and e-mail

Skills:

- 1) Maritime or I.T. degree
- 2) 3 or more years of Maritime and I.T. experience
- 3) Experience with computerized shipboard management systems
- 4) Proven people skills to work closely with clients and with geographical-ly diverse teams
- 5) Experience with I.T. systems and tools (MS Office, SQL, db administration, data manipulation, interfaces)
- 6) Experience with Government Contracts and Projects a plus

Company Overview:

ABS Nautical Systems is the leading provider of fleet management software for the marine and offshore industries. Marketed as a suite of products called ABS NS 5, the software modules can function on a "stand-alone" basis, or as a fully integrated business management system sharing data between different operating departments. ABS Nautical Systems

is headquartered in Houston, Texas, USA and has regional offices in Washington DC, London, Piraeus, Hamburg, Singapore, Kuala Lumpur, Valparaiso, and Rio de Janeiro.

Contact:

Gerry Nielsen, Director of Operations,

Email: gnielsen@abs-ns.com

(HW04-06)

Position W:

Experienced Dispatcher / Operations Assistant

Northeast based Dry Cargo Tug/Barge operator has an immediate opening for an experienced dispatcher / operations assistant. Responsibilities will include but not be limited to, vessel dispatching, scheduling/planning of load/discharge operations, invoicing, personnel and assisting the Marine Operations Manager in the day to day operations of the Company's six (6) coastwise/harbor tugs and nine (9) dry cargo deck and hopper barges. Salary is commensurate with experience.

Mail resume to: P.O. Box 9731, New Haven, CT 06536 OR

Email: mring@gatewayt.com

(HW04-06)

Position X: Experienced Port Engineer

Northeast based Dry Cargo Tug/Barge Operator has an immediate opening for an experienced Port Engineer. Responsibilities include overseeing mechanical and shipyard repairs, vessel maintenance, new construction, ordering and maintaining vessel spares, conducting ABS Surveys. Salary is commensurate with experience.

Mail resume to: P.O. Box 9731, New Haven, CT 06536 OR

Email: mring@gatewayt.com

(HW04-06)