

UP COMING EVENTS

SAVE THE DATES

APRIL 2011

Thursday, April 28, 2011

CMA Annual General Meeting Luncheon

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Free to CMA Members in good standing

MAY 2011

Monday, May 16, 2011

CMA Spring Golf Outing

Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06905

See Inside for more information

Thursday, May 19, 2011

(Note earlier Thursday for this one)

CMA Speaker Luncheon

Speaker: Dan Coleman, New Haven's Maritime Liaison
Agent on the Joint Terrorism Task Force

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Members: \$40 / Non-Members: \$45

**For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717**

Visit <http://www.cmaconnect.com> for more info.

PRESIDENT'S NOTES

March Madness

March brings the Oscars, the NCAA basketball tournaments and of course CMA's shipping conference. There were 33 sponsors, 67 speakers, 126 exhibitors, over 2,400 participants and 700 industry friends for the Gala dinner at CMA's Shipping 2011!

On behalf of the CMA Board, thank you to all the sponsors, exhibitors, speakers, presenters, delegates and dinner guests and our sincere thanks to the IMS team of organizers led by Jim Lawrence and Lorraine Parsons. This successful event would not be possible without you! Whichever role you played we appreciate the preparation,

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time and effort put forth to make the show successful and unique. For me, the three days flew by and while I attended sessions each day, with multiple tracks on Tuesday and Wednesday I was obviously not able to hear them all. I'll catch the ones that I missed when the web-link is available! While it is difficult to choose show highlights, some of my personal favorites, not in any particular order, included:

1. Capt. Graham Westgarth's video of a ship at sea, which closely resembled one of my cadet trips crossing the North Atlantic in winter.
2. The LNG panel especially the "LNG Properties" YouTube video shared by Giulio Tirelli.
3. DNV's Tor Svensen's energy and information shared during the future ship panel
4. Brett Kats, NYK Line, presenting, "The Ecoship Project and video"
5. James Rhodes, Magnuss LLC, presentation on wind propulsion.
6. Celebrating the inspirational story and accomplishments of Mr. Claus-Peter Offen,
7. Brian Ingpen's inspiring presentation on Lawhill Maritime Centre, South Africa and the accomplishments of recent graduates.
8. The once in a lifetime privilege of announcing the launch of CMA's charitable non-profit the CMA Education Foundation – Sea Your Future and the \$500,000 initial endowment from CMA.

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9. The special tribute to CMA founding member and first Commodore Ole Skarrup and the presence of his family.
10. The participation of returning Commodores Philippe Louis-Dreyfus, Sean Day, Gerhard Kurz, Morten Arntzen and Richard du Moulin and how lovely they looked in pearls!
11. The "Louie Louie" dancing dais.
12. Gerhard Kurz's endearing poem to Richard du Moulin
13. Philippe's French baguettes, beret and moustache.
14. The joy in celebrating Angeliki Frangou as our new Commodore. I'm glad she likes hats and she wore them well.
15. The anticipation of what Angeliki has planned for those gentlemen next year!

I close by inviting you to attend our Annual General Meeting luncheon on April 28, which is free to all members in good standing.

Best regards,
Beth Wilson-Jordan

FROM THE EDITOR

Shipping 2011 is but a memory now, but the effort leading up to what was quite possibly the best Conference and Trade Show that we have ever hosted was huge. You will find notes in this edition on the success of the event from several view points. Having seen how the program evolved from our first steps to final creation was quite amazing. The program, of which I'll say more, was perhaps the most diverse ever. I hope those who attended the sessions, especially the students, realize that while shipping as a mode of transport is very old, the business of shipping has been reformulated. The speakers were superb and we owe them all our gratitude for sharing themselves and their knowledge. We also owe thanks to the exhibitors and sponsors without which CMA's education functions could not be as robust.

With so many things happening in shipping over the last few years, structuring the program was very difficult. I had the opportunity to watch as it evolved and salute Jim Lawrence's genius. However, having had responsibility for

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the employment of ships and their profit or loss, I am always concerned about the state of the freight markets and the immediate future. That issue seemed to be the 500 pound gorilla in the room of which no one spoke. Its near absence gave me a vague feeling of miasma that seemed to flow as an undercurrent in the hallways and even in many speeches... like Harry Potter's Lord Voldemort. Ultimately the issue of where the cash flow will come from is key to the future of some highly leveraged publicly traded shipping companies. Michele Wiese Bockmann's review of Shipping 2011 in the March 28 issue of Lloyd's List recognized this also.

Later in this issue you will find a piece on how marine transportation can be a major element in building an economic mega market right in our own back yard. Actually I wrote the basic premise for this piece more than ten years ago. Thanks to Clay Cook of Seward and Kissel's Washington, DC office I have since "discovered" the book "MEGALOPOLIS" (1961) by Jean Gottman in which he studied the population growth of the US north eastern states and introduces many of the ideas supporting the concept of Short Sea Shipping a.k.a. America's Marine Highway. However it was only my very recent skimming of Gottman's second book, "FROM MEGALOPOLIS to MEGAPOLITAN" (1987), that I found academic support for how marine transportation can transform both shores of Long Island Sound into an economic mega market.

The Introduction to "FROM MEGALOPOLIS to MEGAPOLITAN" reads as follows:

"... the Megapolitan concept seems to have popularized the idea that modern cities are better reviewed not in isolation, as centers of a restricted area only, but rather as parts of "city-systems" as participants in urban networks revolving in widening orbits."

I recommend you read some of this book and see if you agree with my ideas as to how Southern Connecticut and Eastern Long Island together can create a regional economic cluster that rivals New York City.

As CMA's official "ambassador" I will be in Washington in mid April for the spring meeting of NAMO. For those who are unfamiliar with NAMO, it is all about what is happening in the ports and the commercial interface with CBP/USACE/DHS-USCG etc. In many ways the meetings are out of my league, but I learn something important every time I meet with them. My interest, as I have previously stated, is based on a Washington saying that if you are not at the table you are on the menu.

At the end of April I will have a small part at a two day "International Symposium on the Ocean, Green Shipping and Sustainable Energy" at the Institut Oceanographique de Paris where I will attempt to explain that there is no dichotomy between commerce and Green Shipping. Wish me luck.

Donald Frost

MEMBERSHIP NOTES

New CMA Members February & March 2011

Welcome to the CMA!

Guy Smith, Sr. Gen. Mgr. North America, U-Sea Bulk (USA) Inc. Stamford CT

Anthony Iskandar, 3rd Mate Ocean Going, Westlake, OH

Jamal Johnson, Vessel Officer, Campbell Shipping Co. Ltd. Nassau, Bahamas

Jeremy Biggs, Partner, Ince & Co., London, United Kingdom

David Capps, Chairman, Capco Trust, St. Helier, Jersey, Channel Islands

Johanne Gauthier, Dir. Treasury & Corporate Finance, The CSL Group Inc., Montreal, Canada

R. Ford Barker, Tanker Broker, MJLF And Associates, Stamford, CT

Susan Stuban-Monks, Attorney/College Professor of Law, Western Connecticut State University, Danbury, CT

Joe Rella, President & CEO, Austal USA, Mobile, AL

Henrik Juhl Madsen, Maritime Advisor, Royal Danish Embassy, Washington DC

Ben Schwartz, Special Projects, Scuderi Group, West Springfield, MA

Charles Forner, Director, Technology Development, Scuderi Group, West Springfield, MA

Blake Powell, Vice President, JMS Naval Architects, Mystic, CT

Andrew Lennox, Mgr. Technical Operations, CSL International Inc., Beverly, MA

Nathalie Sykora, Director Technical Operations, CSL International Inc., Beverly, MA

Sylvia Masson, Dispatch Director, Laurentian Pilotage Authority, Montreal, QC, Canada

Ghulam Shamulzai, Student, SUNY Maritime College, Throggs Neck, NY

Mark Novakorich, Student, SUNY Maritime College, Throggs Neck, NY

Andrew Belz, Graduate Student, SUNY Maritime College, Throggs Neck, NY

Hector Mella, Director, E&M International Consulting, S.A., Santo Domingo, Dominican Republic

Lludelis Espinal, President, E&M International Consulting, S.A., Santo Domingo, Dominican Republic

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Nick Iltsoopoulos, Logistics/Compliance, Trident Group, Virginia Beach, VA

Bill Bernard, Vice President - Claims Management, Hudson Marine Management, Camden, NJ

Kevin Hillesland, Vice President & Managing Director, GATX Corporation, San Francisco, CA

Wendy Kwan, Director, GATX Corporation, San Francisco, CA

Althea Rollins, Client Services Director, Health Systems International (HSI), Indianapolis, IN

David Dubrof, Vice President of Sales, Health Systems International (HSI), Indianapolis, IN

Alex Parkman, President, Texas Mooring, Channelview, TX

Michael Obar, Head of Ship Acquisition Management, BMT Designers & Planners, Inc., Arlington, VA

Kevin Alameda, Vice President, Clipper Oil, San Diego, CA

Tony Maude, International Sales, Clipper Oil, San Diego, CA

Laurie Craighead, Relationship Manager, Credit Suisse Securities, LLC, Greenwich, CT

Don White, Account Manager - Shipboard VSAT, Melbourne, FL

Aaron Baines, Regional Sales Consulting Director (Softmar), Triple Point Technology, Westport CT

Richard Lawrence, Chief Mate/Senior DPO, Helix Energy Services Group, Houston, TX

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membership questions?
call Kim +1 203 548 7444

The CMA Board is very pleased to welcome Kim Edwards to our team. To enable the CMA to better serve our members, Kim will be responsible for all membership administration. So if you have any questions regarding your membership, wish to renew or wish to join the CMA feel free to contact Kim and she will be happy to help.

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CMA ELECTIONS 2011

Our annual elections will be held on the occasion of the Annual General Meeting April 28th. The Nomination Committee unanimously approved the following slate.

Vice President: Molly McCafferty - Molly is an incumbent and works as an attorney at Clipper Bulk in Stamford

Secretary: Antonios Backos – Tony has been a member for several years but is new to the Board. He joined Watson Farley & Williams (NY) from the New York office of Orrick, Herrington & Sutcliffe LLP where he was Partner in the Corporate Department. His focus of work includes U.S. securities law, private equity, M&A and other general corporate representation. He was admitted to the New York bar in 1998 and has worked in New York and London.

Planning and Administration Committee: Ian Workman – Ian is an incumbent and works at World Fuel Services in Greenwich

Education Committee: Margaret Faucher – Margaret is an incumbent and works at American Bureau of Shipping in New York

CALLING CMA GOLFERS -

Announcing the CMA Spring Golf Outing.....

Monday afternoon, May 16, 2011
Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905
Website: <http://www.sterlingfarmsgc.com>

Spring is officially here and we look forward to our CMA spring Golf Outing, one of the first golf outings of the season. This year we have decided to go a little later than the end of April to take advantage of a warmer May day (hopefully) and it's a Monday this year, so a pleasant way to start the week!

Registration/Lunch commences at Noon

Shotgun start at 1:30 PM

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

We will stay with our latest format which is the “Simple Scramble” format. This means it is now in essence a team event, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

The First Place Team will be presented with the “Graydon Michael Webster Cup”, which for the third year has stayed with Paul Slater of First International in Florida and Ed Waryas of Lloyd's Register in Connecticut. They will be back to defend the title!

To participate in this year's Spring Golf Outing, the cost is \$175 per person (holding steady for the past eight 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.

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
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Call Lorraine at: +1.203.406.0109 Ext 3717 if any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express).

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 or call for credit card payments.

Johnny Kulukundis will once again sponsor the beverage cart – thank you Johnny! Kurt Erlandson and Randive will once again sponsor the golf balls – thank you Kurt!

We hope that you will join us on May 16 for another great afternoon of golf.

Best wishes,
Lorraine Parsons, CMA Event Director

THANK YOU SHIPPING 2011 SPONSORS!

CMA Shipping 2011 was a record-breaking, blockbuster event, with over 2,400 guests attending over the course of the three days of non-stop activity.

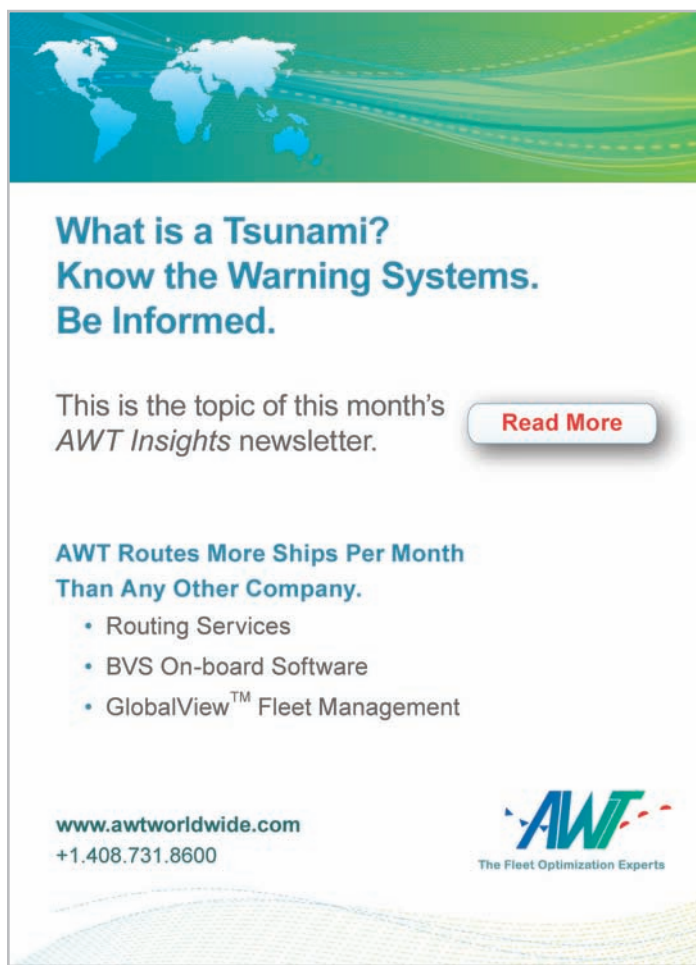
Thank you to all who participated as conference delegates, exhibitors, speakers, exhibit visitors, sponsors, supporting organizations, job fair attendees, members of the press, advertisers, seminar presenters and those who came in for the Commodore Gala Dinner on the Wednesday evening to honor Angeliki Frangou, Chairman & CEO of the Navios Group of Companies, 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 2011 and tables at the Commodore Gala Dinner. Without you it would not be possible!

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**What is a Tsunami?
Know the Warning Systems.
Be Informed.**

This is the topic of this month's *AWT Insights* newsletter. [Read More](#)

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We will hope to see you back at CMA Shipping 2012,
March 19-21, 2012, once again at The Hilton Stamford!

By James R. Lawrence

I know that Lorraine and Beth have thanked many people for their wonderful contributions and I can only echo those words of appreciation. But I could not resist adding a few remarks on aspects of the program and the days that struck me as especially meaningful, especially as I recall the first conferences as if they were yesterday.

I still retain the image and paternalistic fears as Bill Crawford and I stood outside the small Glen room area where 25 or 30 people were crammed into a session. We were too nervous to actually look inside. Bill and I, smoking a cigarette (you could do such things in hotels then), were asking each other if it was too warm or too cold. Once we decided it was too warm and we watched as a hotel staffer climbed into the roof over the delegates to bang the HVAC equipment. We were convinced he would crash through the sound proofing (yeah right) tiles and land on the lap of Martin Stopford, who had just introduced Jan "Copper-Niki" Shell's US boss at the time, who would again this year be on our minds for his retirement as top man at Shell after a great career...and how lucky were we then to have such renown supporters and how lucky still that Martin Stopford was once again with us....I swear no one has changed a bit in photos from that year or any other.

But other aspects have changed. Exhibits find themselves all over the Hotel, which itself is on its third management company since we started there. Commodore Flags cram the ceiling and house flags create an excitement of color and international excitement around the lobby. Energetic and inspired companies, use the small conference room not used for the general sessions for sessions of their own to full houses – piracy, social media new products, new ideas and energy abound.

One must acknowledge the masterful job done by our industry's trade press. Lloyd's List with their daily report in everyones hands, TradeWinds with their electronic media center, Professional Mariner with their Plimsoll Awards, Fairplay with their Commodore celebration, the Journal of Commerce, Marine Log, Seatrade all adding so much to the excitement and news from the show.

DVB Bank, who take such good advantage of the show, bringing in their teams from around the world for client meetings, business development and general strategic discussions, Dagfinn Lunde and Riaz Kahn, in the opening session showing just a bit of the internal discussions which must take place at the bank and account for so much of their success...V.Ships who do much the same thing hosting the Speakers' Dinner (this year Roberto Giorgi sounding just the right tone for Japan, hostage seafarers and freedom fighters in his welcoming remarks)...Nicky Pappadakis, Robert Lorenz-Meyer, Spyros Polemis, Graham Westgarth, Alastair Evitt and Noboru Ueda opening the event with the stature of leaders of the industry's Trade Associations, giving the crowd pause to consider just for a moment how fortunate we are that they were with us and so engaged. Coco Vroon adding a touch of reality to our dreaming vision of a new and expansive offshore wind industry with experienced comments on just how complicated the business of wind farms really is...Brian Ingpen inspiring us with the success of his South African maritime school – not once but twice because his was a message of hope and accomplishment delivered with enthusiasm and passion...Coast Guard Commandant Papp shaking the hands of Baltimore's maritime charter school students leaving them wide eyed and pumped for their possible future in our industry...The amazing Job Fair turn out in a tough year, THANK YOU!...Marshall Islands for their support and friendship at a crucial bend in the exhibit hall, a friendly voice of encouragement each and every time we pass them...The VOICE, Don Sheetz, whose "if you can hear my voice you are not in the important session..."

And so many more that it is hard to know where to turn next: Fred Cheng, friend of Commodores, Claus-Peter Offen whose 40 year run with Liberia is inspiring, Angeliki Frangou, whose Commodore acceptance speech should be mandatory reading, Richard du Moulin, who honors us all with his commodore introductions, Gerhard Kurz who supports us tirelessly with humor and serious input, David Rider who with the power of the Seamen's Church behind him controls a room and gives ceaselessly to the seafarer, young cadets who remind us again and again of the hope we all should have for the future, our Board, those supporting the Education Foundation, Virginia's House of Hope's espresso machine, Schulte Group's top of the escalator haven, Randive's marketplace, The UK Clubs patience with photos...

To the offices and companies in the area who opened their doors or hosted dinners and meetings, to our friends among the exhibits – and you know who you are – who have supported us forever, to the Hotel's behind the scenes staff, Pino, Ali, Rich, Pierre, Angela and the fabulous door-men team...

To all of you and so many more, our thanks.
Jim

LONG ISLAND SOUND – BARRIER OR LINK?

By Donald Frost

Geologically Long Island is more like coastal Connecticut than New York. The connection seems to end there, but should it? A macro economist would look at the Sound as two huge retail and housing markets separated by a watery highway, a source of protein and a recreational asset. The vision should be to create a mutually supporting regional mega market that brings jobs, culture and a superior quality of life that values environmental stewardship on both sides that could rival the megalopolis known as New York City. All the elements are present except perhaps the vision and the links.

Historically Long Island Sound (LIS) was a vital link between New England, the mid-Atlantic States and the rest of the country. When the North East was still largely an agrarian economy, LIS connected the farming communities to their markets in Boston, Providence and New York. In return for food the cities sent manufactured goods like farming equipment to the surrounding communities. In a world before highways the only viable transportation mode was the rivers, streams, and tributaries that connected to the lifeline of New England --- LIS.

The economic ties between the North Coast of Long Island, coastal Connecticut, New York City and Boston were a network of short-haul routes that crisscrossed Long Island Sound both east-west and north-south. Commercial traffic, recreational and commercial fishing and boating of all kinds co-existed to the benefit of everyone. This picture lasted until about 1960 when the national infrastructure focus changed from railroads and waterways to a national web of Interstate highways enabled by the National Highway Trust Fund (1956).

The Oxford English dictionary defines “ferry” as a craft used to convey passengers AND goods across water. By common usage the concept of “ferry” implies a fixed route with fairly short transit times that is further defined by geography and possibly by competition from alternative transport modes. Transporting passengers, a fixation it would seem, of various political jurisdictions, is expensive primarily because the flows and volumes are focused in two time periods with long periods of little activity and idle equipment and labor between. The large capital expenditures and high operating costs are only recoverable from a relatively small population during short periods.

Vessels that can also transport goods (usually wheeled vehicles) can spread their costs over a larger user base and be productively employed throughout the day. Some very good examples of these vessels are already engaged in cross Sound operations. The new RO/PAX models found in the North, Baltic and Mediterranean Seas of Europe are too big for LIS but they can be a model for future designs for the Sound. The lesson however from all of them is that they make money, create new jobs ashore and afloat, and no government subsidies are needed.

Resistance to such services/vessels seems to start among those who live near the terminal points who fear road congestion and unknown disruptions to their lives. This was made apparent from the workshop sessions held at locations around the Sound during the 2002 Long Island Sound Waterborne Transportation Study. Unfortunately those workshop hearings did not convey how quickly the vessels would turn around, how quickly the trucks would disperse and how fairly small infrastructure improvements ashore can virtually eliminate local traffic disruptions. Furthermore, users of main highways serving both LI and CT would see greatly reduced traffic especially during the high truck traffic periods preceding weekend shopping.

Perhaps the biggest winner from a linked LIS economic community would be home owners whose property values would increase as access to their communities expanded. Also, more jobs would migrate to the area to take advantage of the well educated work force already located on both sides of the Sound. No longer would those finance experts on LI be shut out of the jobs in Stamford, or technical people in CT shut out of jobs on eastern LI.

The watery highway is ready to provide the links that bind.

It's Time For an Alternative!

Welcome To:

THE HOUSTON MARITIME ARBITRATORS ASSOCIATION

Serving the Maritime Industry since 1998

We Are Here To Serve The Maritime, Transportation And Offshore Energy Industries!

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You can also contact us at (281) 293-9275 or info@hmaatexas.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: Massachusetts Maritime Academy has excellent graduates and interns who need your support.

If your organization is interested in a job candidate or student intern, the International Maritime Business Program at Massachusetts Maritime Academy has graduates and students that might suit your needs very well. These students understand the intricacies of international maritime business and are proud representatives of a disciplined, regimented maritime education.

They take courses in Finance, Accounting, marketing, Economics, Admiralty Law, Chartering & Brokerage, E-Commerce, Logistics/Supply Chain Management, Marine Insurance, to name a few. The internship periods are July-August and January-February.

If you have an opening or an interest in obtaining additional information on this program, please contact the Department Chair, Dr. Bani Ghosh at bghosh@maritime.edu at your convenience

(S9-04)

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)

Wanted: Host Companies

Interns are looking for positions.
If interested in reviewing RESUMES,
Please contact Margaret Faucher
(mfaucher@eagle.org)

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-dimensional 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: Experienced Maritime Industry Finance Professional

Finance professional with extensive exposure to maritime operations with a Global 500 shipping group relocating to Connecticut. My comfort zone is wide where I fit financial and strategic functions but also have an interest in expanding my commercial knowledge by moving into chartering and operations roles.

Background Qualifications

- Exposure to Liner, Spot (dry cargo, projects and tanker), and US Government (MSC) markets
- Responsible for all vessel purchase and charter analyses
- Two years experience in Dubai monitoring liner performance for the Middle East and Central Asia
- Familiar with US tonnage tax and have corporate training in admiralty law (COGSA, Hague/Visby, etc.)
- US Citizen with active DoD Secret Clearance
- Japanese language ability and academic background in Quantitative Finance

Resume and references are available upon request.

Contact: Charlie Aleman

Telephone: 757-472-5120

E-Mail: HCAleman@gmail.com

(S11-04)

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: Operations Manager, New York

A shipping company operating Capesize vessels is currently looking to recruit an Operations Manager for their office located in New York.

Reporting to the senior management, you will have responsibility for day to day operations of the fleet including liaison with, among others, the marine and technical superintendents, communicating with customers, masters, ship managers, agents, other authorities concerned and lube/bunker/store suppliers, etc.

To apply for this position you must have a minimum of 5 years shore based dry cargo shipping operations experience with Panamax or Capesize vessels. You must also have experience of operating vessels on time charter.

All applicants must have existing working entitlement for the USA.

Contact: Amy Travell

Company: Spinnaker Global Shipping Recruitment

Telephone: + 44 (0) 1702 481 640

E-Mail: atravell@shippingjobs.com

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

Notes: Please send applications or call or apply online at

<http://www.shippingjobs.com>

(HW03-11)

Position B: Technical Manager

We are seeking an experienced Technical Manager to form part of our management team in Connecticut. Primary responsibilities would be to handle the technical management of two vessels, and act as back up for other company owned vessels.

Main job requirements are:

- * Valid Marine Chief Engineer's License (Motor) or a degree in Marine Engineering.
- * Willingness to travel extensively.
- * Thorough experience with dry dock management.
- * Demonstrates analytical problem solving, time/project management, and decision making skills.
- * Work within budgets
- * Familiarity with ISM/ISPS regulations.
- * Work with Flag State and Classification Societies
- * Past work experience in vessel technical management, including dry docking, maintenance and repair.
- * Willingness to handle purchasing.
- * Strong communication skills, both written and verbal. Ability to communicate with vessel crew, U.S. Coast Guard, Class and other departments within the company.

The candidate will report directly to senior management.

E-Mail: paulgrant123@gmail.com

Notes: Interested candidates are asked to submit resumes with cover letters by e-mail

(HW04-11)

Position C: Assistant Manager Chartering and Capacity Management, USA

A global shipping company is looking for an Assistant Manager Chartering and Capacity Management to join their team based in North America.

Within this position you will be responsible for developing new business for the company and continue to maintain excellent existing client relationships. To achieve maximised short and long-term P&L results you will ensure maximum cargo profitability. You will also be tasked with drafting charter parties and CoAs as required.

To be considered for this position you will have at least 3 years experience of chartering or cargo booking or ship broking with project cargoes, break bulk or dry cargo. With proven negotiation abilities, you will have a well developed network of contacts within the region. You will also be a team player, able to work under pressure while able to meet targets.

All applicants must have existing US working entitlement.

Contact: Amy Travell

Company: Spinnaker Global Shipping Recruitment

Telephone: + 44 (0) 1702 481 640

E-Mail: atravell@shippingjobs.com

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

Notes: Please send applications or call or apply online at

<http://www.shippingjobs.com>

(HW03-11)

Position D: Secretary/Office-Assistant

A global shipping company is looking for an Assistant Manager Chartering Well established shipbroker in Stamford Ct. seeking to hire a part time secretary/office manager assistant.

Type charter parties/ light accounting, some filing.

We can be flexible on hours.

Must have valid work papers for USA.

Please send your resume in confidence to detlefjoerss@msn.com or mail to

Detlef Joerss

LB Chartering LLC

27 Signal Road, Stamford Ct 06902

(HW04-11)

Position F: Entry level Vessel Operations with opportunity for advancement

International Ship Brokerage firm is currently looking to recruit an entry level Ship (Tanker) Operator for their office located in Stamford , Connecticut.

After an initial training period you will have 24/7 responsibility for day to day operations of a number of vessels on Charter. This includes communications/liaison with, among others, Ship Owners/Managers, Charterers, Agents etc.

This position requires a highly motivated / organized individual with excellent communication skills and carries with it a very good opportunity for advancement in the Ship Brokerage industry.

U.S. Citizen or Green card holder.

Contact: Bob Lubbers

Company: Odin Marine Group LLC

Address: 66 Gate House Road, Stamford , Ct. 06902

Telephone: 203-969-3300

E-Mail: rl@odingroup.com

Notes: To apply for this position please send resume (HW04-11)

Position G: Marketing Manager - North America

A well established shipping, logistics and marine services group is looking for a Shipping Marketing Manager to be based in Houston. The core purpose of this role is to maximise profitability through effective sales, plus client support, for the global ship agency and supporting services offered by the group. The sales territory encompasses the whole of the USA, Canada and the Caribbean. The position calls for significant travel.

Reporting to the Group Sales Director, you will explore and develop new business opportunities through internal leads and resources as well as market research and external networks, building effective relationships with both current and prospective clients. You will also regularly visit clients and maintain accurate customer profiles and client data.

You must have a broad understanding of the shipping industry and international trade, specifically within ship or port operations. You must have front line sales experience and excellent organisational and time management skills, coupled with good Customer Relationship Management and communication skills. Fluency in English both written and spoken is essential.

Contact: Amy Travell

Company: Spinnaker Global Shipping Recruitment

Telephone: + 44 (0) 1702 481 640

E-Mail: atravell@shippingjobs.com

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

Notes: Please send applications or call or apply online at

<http://www.shippingjobs.com>

(HW03-11)

Position H: Fleet Operator (Montreal, Canada)

The Fednav Group is the largest ocean-going ship owning and chartering group in Canada engaged in the transportation of mainly bulk cargoes on a worldwide basis. With over 60 years of experience and expertise, it is a driven, innovative, respected, and reputable organisation committed to its employees and customers.

Fednav is currently seeking an experienced Fleet Operator to join its dynamic and international team at its Montreal headquarters (<http://www.montreal.com>).

Being an integral part of the organisation, you will be responsible for efficiently handling the day-to-day operations of a number of time-chartered vessels.

Ideally, you will be a candidate with three to five years of vessel fleet operation experience, a self-motivated individual seeking advancement, and one who thrives on accepting new challenges. Sea-going experience would be an asset.

This is an excellent opportunity to join a well-respected company within a strong and driven team.

Contact: Rachel Bowen

Company: Spinnaker Global Shipping Recruitment

Telephone: + 44 (0) 1702 481 640

E-Mail: rbowen@shippingjobs.com

Website: www.shippingjobs.com

Notes: Please apply by contacting the recruitment agency, Spinnaker Consulting, and sending your resume and cover letter (HW04-11)

Position I: Vessel Master

Job Location: U.S. East Coast to Mediterranean

TransAtlantic Lines is seeking a Master for a small containership that operates between the U.S. East Coast and the Mediterranean.

Job Qualifications:

Unlimited Ocean Master

USA citizen

VSO

TWIC

TPIC a plus

Salary Range: Competitive salary and benefits

Contact: Captain Cliff Ruggles

Company: TransAtlantic Lines

Telephone: 1-419-654-2758

E-Mail: cliff@transatlanticlines.com.

(HW04-11)
