

UP COMING EVENTS

SAVE THE DATES

APRIL 2012

Thursday, April 26, 2012

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 2012

Thursday, May 3, 2012

CMA Spring Golf Outing

Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06905

See Inside for more information

Thursday, May 31, 2012

CMA Monthly Speaker Luncheon

Speaker: TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

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

PRESIDENT'S NOTES

Shipping 2012 was a huge success and another record breaker in terms of attendance. My sincere thanks extends to all those whose participation added to its overall success especially Jim Lawrence, Lorraine Parsons, Mike Hanson, Don Frost, and the IMS team, the speakers, sponsors, exhibitors, and delegates. At the conclusion of the conference a record number of returning Commodores witnessed Angeliki Frangou, Chairman & CEO of the Navios Group of Companies, pass the Commodore hat to Øivind Lorentzen, III, CEO, SEACOR Holdings, Inc. who graciously accepted. Øivind Lorentzen III is Commodore number 23 in a very fine succession line of influential maritime industry leaders

CONTENTS

President's Notes	—page 1
From the Editor	—page 3
Membership Notes	—page 4
CMA AGM Luncheon – Thursday, April 26, 2012	—page 5
Seafarers & International House	
Annual Awards Banquet	—page 5
Calling CMA Golfers - The CMA Spring Golf Outing.....	—page 6
Scenes from the CMA's February 29th	
Book Club Dinner	—page 7
Thank You CMA SHIPPING 2012 Sponsors	—page 8
CMA SHIPPING 2012	—page 9
Factoids & Stuff	—page 10
Job Mart	—page 12

• CMA INFORMATION •

OFFICERS

PRESIDENT

Beth Wilson-Jordan

P: (203) 249-7551

Email:

bwilsonjordan@optonline.net

VICE PRESIDENT

Molly McCafferty

P: (203) 406-3448

F: (203) 965-7850

Email: mgm@clipper-group.com

SECRETARY

Tony Backos

P: (646) 361-4061

Email:

abackos@wfw.com

TREASURER

Charlie Tammara

P: (203) 662-2604

F: (203) 662-2786

Email:

charlie.tammara@heidmar.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

John Kulukundis

P: (203) 550-1720

Email:

john.kulukundis@gmail.com

PLANNING & ADMIN

Ian Workman

P: (203) 863-0001

F: (203) 863-0055

Email: iworkman@wfscorp.com

SOCIAL

Len Faucher

P: (203) 629-2300

F: (203) 629-9101

Email: lf@crweber.com

COMMUNICATION

David Fillis

P: (203) 662-2668

F: (203) 662-6610

Email: david.fillis@heidmar.com

EDUCATION

Margaret Faucher

P: (360) 870-7105

Email:

margaretfoucher@gmail.com

MEMBERSHIP LIAISON

Kim Edwards

P: (203) 548-7444

F: (866) 548-7720

Email:

cmamembership@gmail.com

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

LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost

P: (203) 406-0109 • F: (203) 406-0110

Email: Editor@cmaconnect.com

JOB MART: Lorraine Parsons/Cari Koellmer

Email: conferences@cmaconnect.com

EVENTS & WEB: Lorraine Parsons

Email: conferences@cmaconnect.com

who have contributed to the growth and development of the maritime industry.

Another tradition of passing the hat (and the boxes) continues when on April 26, at our Annual General Meeting and elections I will pass on the Presidential hat. Over the next few weeks, I will pack up the papers and files accumulated over 4 years and add them to the CMA archives, the original CMA boxes given to me by Peter Drakos who received them from Don Frost and Brad Berman. For the preservation of the CMA history I replaced the ripped and moldy boxes with new ones but the contents and core of CMA remain in tact. This unique association, which began in 1984, remains a vibrant association representing all aspects and dedicated to the growth and development of the international maritime and trade industries.

During these past four years a team of fellow officers, board members and dedicated volunteers put together audit required policies, drafted a budget, established contracts key to running the association, drafted a preliminary master planning working paper, welcomed a new membership administrator, took CMA on the road to Washington DC and Houston, launched the non-profit CMA Education Foundation, established CMA on Facebook, continued the book dinners, created new social activities in bowling, darts, fencing, paintball and a joint YSP/CMA New York City cocktail event all in addition to our numerous regularly scheduled CMA events and luncheons. It was truly a team effort. It takes a cadre of professionals to run this unique association and CMA is fortunate to have the very best in Jim Lawrence, Lorraine Parsons and the IMS team, accountants Mary Grace and now Laura Damm at Compuledger, Kim Edwards, membership administrator, auditor David Zeiff at Friedberg & Associates, website administrator Johnny Kulukundis, and Don Frost, newsletter editor and CMA Ambassador. To the group listed above and my fellow officers, board members, past and current, for an extremely productive and incredibly fun four years hats off to you all! It has been a pleasure and a privilege.

I invite all CMA members to join me for a free lunch and parting drink at the AGM on April 26.

Best regards,

Beth Wilson-Jordan

FROM THE EDITOR

As Shipping 2012 slowly slips below the horizon, and the sun sets on this year's successful event, it is hard for someone like me and Jim Lawrence, who have been part of every previous event, not to feel a little self satisfied and yet in total awe of what it has become. What do we do for an encore? In partial answer to that rhetorical question, I assure you that the extended IMS-CMA team was already critiquing what we have done and how we might improve it the day after the show ended. The formula for the program has become seductively familiar, and while change may be warranted, it is hard not to ignore success. I'll report on this topic again in August-September as 2013 comes into better focus, but I assure you we will try hard to steer clear of the Gloom, Boom, Doom model of the 1980s.

As I note in my review of the show in this issue (Shipping 2012), the enlarged participation by students this year was heartening and an area we would like to continue in future Conferences. How to do that, and still not lose sight that

this is an industry event, will be tricky. To do that we might have to push CMA's educational mission beyond the scholarship, internships and the job fair. It will probably need help from the members. There will be more on this soon. In the meanwhile the idea of more member participation leads me to note that CMA VP, Molly McCafferty, has been working on an initiative. Your input will be solicited.

Thinking about CMA's future, I must warn that a dues rise is in the works. We last raised dues in 1994 – ten years after our founding. According to the on-line Inflation Calculator I found, 1994's \$50.00 is the equivalent to \$72.59 in 2010 dollars. Allowing for 2011 and 12 inflation data which has yet to be calculated, it is felt that the proposed new dues rate of \$75.00/year is spot on. The Board has not voted on this yet so if you have questions please communicate them to the Board. They have anticipated a few and are ready to explain.

See you at the AGM.
Donald Frost

Custom Performance, Consumption & Emissions Monitoring For Ship Owners, Fleet Managers & Pool Operators

FleetWeather's industry unique Shadow Monitoring PLUS™ service provides client-designed custom vessel performance reports and a whole lot more. Now track all aspects of vessel performance, engine performance, fuel consumption, emissions, eco-speed and slow-steaming performance. FleetWeather can monitor, analyze, report and model any and all details about your vessels that you require. Let us incorporate your in-house calculations directly into our reports so you can receive information you can use immediately. Our service continues to adapt and keep pace with you changing business model, fleet or pool relationships and market conditions.



Save Money • Make Better Decisions • Know More About Your Ships
Increase Operator Efficiency • Save Valuable Time

1969 - 2012

43

Years of Service

RELIABLE
DEPENDABLE
ACCURATE

Contact Us Today to Arrange for a Free Trial



Professional Weather Services
for Commercial Shipping

FleetWeather Ocean Services
New York +1 845-226-8400
Singapore +65 65497230
newbusiness@fleetweather.com
www.shiprouting.com

MEMBERSHIP NOTES

Please welcome the following new members.

Lisa Alejandra Uribe, Naves SA, Bogota, Colombia

Frank Angelacci, VP Operations, Patriot Contract Services LLC, Concord, CA

Todd Bice, Representative - USA, Cayman Registry, Fort Lauderdale, FL

Peter Bogutz, Attorney, Peter Bogutz Esq., Broomall, PA

David Bolduc, Executive Director, Green Marine, Quebec City, Canada

Joseph V. Breglia, V.P. & General Manager, Operations, Horizon Lines, LLC, Kenilworth, NJ

Aaron Bresnahan, Vice President, Wartsila Corporation, Chesapeake, VA

Tim Brownlow, Dir. Govt. Affairs & Bus. Development, Irving Shipbuilding Inc., Halifax, N.S.

Matthew Butler, Student, Massachusetts Maritime Academy, Guilford, CT

Chris Carpenter, Director, DC Energy, Arlington, VA

Andres Carvajal, Naves SA, Bogota, Colombia

Adamandios Catsambis, President, Catsambis Shipping Ltd., Piraeus, Greece

Alex Cavazos, ExxonMobil Marine Fuels, Coral Gables, FL

Scott Clapham, Senior Vice President, Aker Philadelphia Shipyard, Inc., Philadelphia, PA

Paul Cooper, Service Sales Manager-Marine, STX Service Americas, LLC, Houston, TX

Kurt D. Coutain, Associate, Mereil Partners, Seoul

Jefferey Culbertson, Director of Commercial Services, Penn Terminals, Inc., Eddystone, PA

Chris Dlugokecki, Country Manager USA, RINA USA Inc., Sunrise, FL

Thomas Engelhardt, Partner, Marks Paneth & Shron LLP, New York, NY

David J. Farrell, Jr., Admiralty Attorney, Sealaw.org, South Chatham, MA

Mary Galvin, Senior Account Manager, Shell Trading (US) Company, Houston, TX

Evelyn Garcia, Student, SUNY Maritime College, Bronx, NY

Dr. Jean-Pie Gauci-Maistre, Advocate, GM & Associates - Advocates, Valletta, Malta

John A. Gauci-Maistre, Chairman, GM International Services Ltd., Valletta, Malta

John Gazzola, Shipyard Port Manager, Rhoads Industries, Inc., Philadelphia, PA

Joseph C. Hare, Vice President Shipyard Operations, Rhoads Industries, Inc., Philadelphia, PA

Thomas A. King, Senior Business Development, Marine Ops.", Jeppesen, Alameda, CA

Dimitris Koukas, Managing Director, Optima Shipbrokers Ltd., Kavouri, Greece

Robert F. Lake, Sr. Advisor - Strategy & Resource, Bominflot Bunker Oil Corp., Houston, TX

Aage Karl Lambrechts, Ship Operator, Statoil, Stamford, CT

Moshe Landy, Senior Manager, Marks Paneth & Shron LLP, New York, NY

Capt. Jeremy Langdon, Jeppesen, Englewood, CO

Kirill Listov, Atlantic Wind Shipping, Stamford, CT

Klaus Luhta, Director - Government Relations, Masters, Mates & Pilots Union

Michael Mallinson, Marine Engineer, Rolls-Royce Naval Marine, Old Saybrook, CT

Philip Marro, Agent, GenOil, Port Chester, NY

Richard T. Megherby, COO, RTM Lines, New Canaan, CT

Richard A. Mueller, President & CEO, Netsco, Columbia Station, OH

Richard Naccara, President, Patriot Companies, Concord, CA

Gene S. Owen, President & CEO, Bominflot Bunker Oil Corporation, Houston, TX

Michael Porreca, International Sales Director, StormGEO AS, Kennett Square, PA

Beth Quitadamo, Marine S&E Manager, CSL International, Inc., Beverly, MA

Keith Richardson, Business Development, Noble Bunkers, Stamford, CT

Linda Roque Morales, Innophos Mexicana SA de CV, Veracruz, Mexico

Tiina Ruhlandt-Medel, President, EIMC LLC, Jersey City, NJ

Steven J. Smaracko, Vice President, Peabody & Lane Corporation, Peabody, MA

Siew Lian Soare, CEO, Teho International (USA), LLC, Pfaftown, NC

Soren C. Thomsen, Sr. Vice President, Head of Operations, Ultrabulk, Copenhagen, Denmark

Alexandros E. Valentis, Shipping Finance Officer, New Proton Bank S.A., Athens, Greece

Wilco Van Der Linden, Dir. Bus. Development, Wartsila Corporation, Drunen, Netherlands

Imran U. Vohra, Chief Commercial Mgr, DIABOS Global FZE, Dubai, United Arab Emirates

Justin F. Walker, Chartering, International Materials Inc., Boca Raton, FL

J.D. Willcox, Director, DC Energy, Vienna, VA

Capt. Michael Wilson, President, Laurin Maritime (America), Inc., Houston, TX

George M. Zoukee, U.S. Department of Transportation, Washington, DC

We hope to meet you all in due course. If you can think of a service, or if there is an aspect of the industry that we are not addressing, please reach out to anyone on the Board or address your interests/concerns to the Newsletter editor, Don Frost.

Once again- Welcome!

John Kulukundis, Membership Chair

CMA AGM LUNCHEON – THURSDAY, APRIL 26, 2012

It's that time of year again when we offer a free lunch to CMA Members in good standing and in return you just have to come and listen to a "State of the CMA" address and vote on new CMA Board Members. We hope you will join us.

Thursday, April 26th, 2012

Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Free of charge to CMA Members in good standing.
Our annual elections will be held and the Nominating Committee unanimously approved the following slate.

President – Ian Workman of World Fuel Services Corp. Ian has served as the Chair of the Planning and Administration Committee for the last few years where he has been helping us shape the inner-workings of CMA.

Treasurer – Charlie Tammara – Charlie is an incumbent and serves as Treasurer, CFO & Interim CEO of Heidmar.

Membership Committee – Brian Robinson of ST Shipping will be new to the Board

Social Committee – Len Faucher – Len is an incumbent and serves as Operations Manager at Charles R. Weber Company.

Communications Committee – Nora Huvane of Marine Money has been nominated for this position. You may recall Nora previously served as Education Committee Chair and comes back to us after three years in Singapore with Marine Money.

Other moves to report but not requiring a vote: President Beth Wilson-Jordan has appointed David Fillis, who has served as Communications Committee Chair for the last few years, to fill the unexpired term of Ian Workman as Chair of the Planning and Administration Committee.

Call Lorraine at +1.203.406.0109 Ext 3717 for reservations or email conferences@cmaconnect.com

We hope to see you there.

Best regards, Lorraine

SEAFARERS & INTERNATIONAL HOUSE ANNUAL BANQUET

THURSDAY, APRIL 26, 2012

Following just a month after the CMA's own Gala, one of New York's most important evenings this year takes place at the New York Athletic Club located at 180 Central Park South. The evening whose proceeds go to the vitally important mission of the Seafarers & International House will honor two outstanding individuals – Thomas E. Murphy, Maritime Labor Relations Consultant for Crowley Maritime Corporation and Augie Tellez, Executive Vice President of the Seafarers International Union.

The dinner honors them for their achievements in the business and they in turn are worthy of support at the dinner for their support of the Seafarers & International House mission. It is a great fun evening and we wish the effort every success.

For information call 212-677-4800 (ext 1203) or email cvr@sihnyc.org

CALLING CMA GOLFERS –

The CMA Spring Golf Outing.....

Thursday afternoon, May 3, 2012

Sterling Farms Golf Course

349 Newfield Avenue

Stamford, CT 06905

Website: www.sterlingfarmsgc.com

Mark this date in your calendar for our CMA Spring Golf Outing – **Thursday afternoon, May 3.**

Registration/Lunch commences at Noon

Shotgun start at 1:30 PM

Dinner in The Royal Green directly following the afternoon of golf at around 6:00 PM until late. (last year we moved into the restaurant for the dinner and prize-giving as the weather was so bad, but we liked it better than the tent, so we are heading inside for the after golf festivities this year too).

We will stay with our latest format which is the “Simple Scramble” format. This means it is 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”, and our 2011 Champion team led by James Parker and Jason Andrews will return to defend their trophy.

To participate in this year’s Spring Golf Outing, the cost is \$175 per person (holding steady for the past nine 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 after work – the cost for the Dinner only is \$50 per person.



‘Embracing Change – Harnessing Opportunities’

Hotel Riu Plaza Panama

21 – 25 May 2012

Maritime Week Americas 2012 will be held in Panama, one of the greatest maritime centres in the world and right at the heart of some of the most exciting changes impacting the global shipping, port and bunkering industries today.

Featuring:

- ◆ *MWA Bunkers* (the largest annual bunker conference in the Americas)
- ◆ *MWA Ports – Intermodal* (a major conference on port logistics, investment and developments)
- ◆ IBIA one and two-day bunker training courses
- ◆ Technical and commercial workshops
- ◆ Port-related seminars
- ◆ A prestigious maritime exhibition
- ◆ Field trips to the Panama Canal and the canal expansion site

For more information

Petrospot UK

Tel: +44 1295 81 44 55

Louise McKee
(MWA Bunkers and Training Courses)

Luci Llewellyn-Jones
(Speaker Opportunities)

Esther Ramos
(Supporting Organisations and Media Partnerships)

Email: events@petrospot.com

Petrospot South America

Tel: +57 317 501 6944

Christophe Cahen
(MWA Ports – Intermodal and MWA Shipping)

Email: christophe@petrospot.com

Official Website:
www.maritimeweekamericas.com



SCENES FROM CMA'S FEB 29TH BOOK CLUB DINNER

featuring Matt McCleery, author of
"The Shipping Man"

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 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!

New for this year, KPI Bridge Oil will sponsor golf towels – thank you KPI!

We hope that you will join us on May 3 for another great afternoon of golf.

Best wishes,
Lorraine Parsons
CMA Event Director



Photos courtesy of Gail Karlshoej

THANK YOU SHIPPING 2012 SPONSORS!

CMA Shipping 2012 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 Øivind Lorentzen, III, CEO of SEACOR Holdings Inc., 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 2012 and tables at the Commodore Gala Dinner. Without you it would not be possible!

EVENT SPONSORS

ABS
Admiralty
Bahamas Maritime Authority
BIS Services
Blank Rome Maritime
Blohm + Voss Repair
Bureau Veritas
Chalos & Co., International Law Firm
China Rongsheng Heavy Industries Group
Detyens Shipyards, Inc.
DNV
DVB Bank
Germanischer Lloyd
Handy Chart Ltd.
Hill, Betts & Nash LLP
Holland & Knight LLP
IHS Fairplay
Inmarsat
International Registries, Inc./The Marshall Islands Registry
Jeppesen
K&L Gates LLP
Korean Register of Shipping
KPI Bridge Oil
Liberian Registry
Lloyd's Register

Marine Exhaust Solutions (MES)
Monjasa
National Maritime Services
Nippon Kaiji Kyokai / ClassNK
Northern Shipping Funds
Reed Smith LLP
Seward & Kissel LLP
Society of Maritime Arbitrators (SMA)
Starr Companies
Starr Marine, A Member of Starr Companies
T&T Bisso
TradeWinds
Troutman Sanders LLP
V.Ships
Van-Oil

GALA TABLE SPONSORS

ABS
AON
Blank Rome Maritime
Burke & Parsons
Castalia Advisors LLC
Charles R. Weber Company, Inc.
Compass Maritime Services, LLC
Diamond S. Shipping
DNV
Donjon-SMIT, LLC
Dorian (Hellas) S.A.
Drew Marine
DVB Bank
Eagle Ocean Transport, Inc.
Genco Shipping & Trading Limited
Heidmar Inc.
International Registries, Inc./The Marshall Islands Registry
Jacq. Pierot, Jr. & Sons, Inc.
Liberian Registry
Lloyd's Register North America, Inc.
Marsh USA Inc.
MJLF & Associates, Inc.
MTI Network
Navigistics Consulting
Navios Group of Companies
Northern Shipping Funds
Odin Marine, Inc.
Poten & Partners, Inc.
Principal Maritime Management
Scorpio Tankers
Seabulk Towing, Inc.
SEACOR Holdings Inc.

Seward & Kissel LLP
Thomas Miller (Americas) Inc.
UK Club
Vedder Price P.C.
Virginia's House of Hope
Wärtsilä North America, Inc.
Watson, Farley & Williams

We will hope to see you back at CMA Shipping 2013, March 18-20, 2013, once again at The Hilton Stamford!

SHIPPING 2012

By Donald B. Frost

To appreciate the importance of the Connecticut Maritime Association's (CMA) annual Conference and Trade Show (Stamford Hilton March 19-20-21) you have to start with the fact that more than 95% of the world's commerce moves by water at one or more stages of manufacturing, harvesting or distribution. Without ships more than half the world would go cold in less than a week and the other half would go hungry.

Most people, Americans especially, fail to realize how their life, life style and jobs are enabled by ships and shipping. According to the U.S. Geological Survey (Dept of Commerce) in 2010 the US was totally dependent on imports of 18 non-fuel minerals needed to run our factories. The U.S. is 90% dependent on imports of 6 more critical minerals and more than 50% dependent on imports of still another 20 critical minerals. While we export huge tonnages of feed grains each year, we also import very large tonnages of oats, soy beans and other agricultural products so that we can even out seasonal harvests from sources from around the world and keep prices low.

We are used to thinking about ships and shipping in terms of sea-container loads of consumer goods. Container ships, passenger ships and naval vessels represent only about 20% of the calls at U.S. ports each year. The other 80% are made by those non-scheduled ships that are referred to as Tramp Ships. These are the giant tankers that bring us crude oil. These are the smaller tankers that take our chemicals to the far reaches of the globe, or bring us gasoline and take our heating oil (also known as diesel motor fuel) to Europe. These are the bulk carriers that bring us iron ore and those minerals that we must have to keep

our factories operating, and take our farm products to the rest of the world. These are the Car/Truck carriers bringing us motor vehicles from Europe and Asia, and take our heavy construction equipment and farm machinery to the developing world. We import huge volumes of Brazilian orange juice and these ships then take our over-supply of ethanol back to Brazil. Examples of how we use shipping would fill a book or two.

It is therefore significant that more than 2,500 shipping professionals made their way to Stamford to discuss the state of the world's economy, its immediate and long term growth prospects and how those who own and operate ships can improve their efficiency and better protect the environment. These people represent professions that design and build ships, finance ships, operate, crew, fuel and supply equipment for ships and make sure that the ships do not injure the world's oceans. Lawyers, policy makers and regulators also came to encourage and criticize. The tanker sector, especially, has developed a culture of safety and is well aware that there is zero tolerance for error in today's society.

The Conference and Show also has ramifications for the State of Connecticut. The speakers, sponsors, exhibitors and delegates together contributed about \$4+ million to the local economy - hotels, restaurants, taxis, and entertainment. However, that is just the start. First, by bringing so many decision makers together from a globalized industry, many other organizations held meetings, briefings, and dinners surrounding the core event. What for CMA is a 2-1/2 day event has now become a 4-5 day succession of events starting the weekend before the CMA program. Also, by showing off Connecticut as a place business is done, we see foreign companies setting up small offices here in the state. In this context it is useful to note the truth in the saying that shipping and trading people are tribal. They talk the same language even if they handle different commodities, and they like to be together.

The Shipping 2012 Trade Show had over 130 booths displaying the latest products and services from ship classifications societies from six countries, marine engineering firms, ship builders, engine manufacturers, weather routing services, third party ship managers, fuel ("bunkers" in the trade) suppliers and brokers, flag states, maritime colleges and training schools, salvage engineers and divers, insurance brokers, ... the list goes on and on. One defining aspect of the CMA event is that exhibitors are often represented as part of the debates. The Connecticut Maritime Coalition had a booth and shared the fruits of Connecticut's

waters (oysters) and Connecticut's wines with those who stopped by the booth to chat. Thank you CMC!

This is CMA's 27th Conference and Trade Show—the 22nd in the Stamford Hilton (previously operated as the Westin and the Sheraton). This was the year of the student. Cadets from the US Merchant Marine Academy, the State University of New York Maritime College, Massachusetts Maritime Academy and a few from Maine Maritime came to listen learn and network with possible future employers. Last year ten cadets from the U.S. Coast Guard Academy came to find out what was on the minds of those they would soon monitor. Graduates from the California and Texas Maritime Academies attended. Ten Junior ROTC cadets from the Maritime Magnet High School in Baltimore made the trip to Connecticut to see what the industry they aspire to be part of was all about. Last year we had a similar number from the New York school on Governor's Island.

It was with great pride we welcomed Bjorn Kjerfve, the President of the World Maritime University of Malmo, Sweden, Rear Admiral Wendi Carpenter, USN (ret) the new President of the State University of New York Maritime College, and again welcomed Rear Admiral Richard Gurnon, President of the Massachusetts Maritime Academy.

The first annual CMA Student Research Paper and Presentation contest was held. The newly formed CMA Education Foundation awarded checks to two students at SUNY Maritime College. The contest will be expanded to all the maritime schools in 2013.

The program for the Conference is still available at www.shipping2012.com. Of the many sessions that left an impression there was the final one that featured the 2012 CMA Commodore, Øivind Lorentzen of Greenwich, as well as seven previous Commodores. Billed as the Commodores Debate, it was not so much of a panel discussion as it was an intensive education. There were two moderators – Lori Ann LaRocco, CNBC's Senior Talent Producer (SQUAWK BOX) and Dagfinn Lunde of DVB Bank, perhaps the largest shipping financier these days. There were dozens of quotable sound bites that resonated with the business crowd.

The seriousness of the Conference evaporated at the Commodore's Gala Dinner. The Master of Ceremonies, a former Commodore and principal of a shipping company

run from Stamford, roasted our newest Commodore. The insider jokes were only slightly more hilarious than the visuals and the laughter carried over into the After Glow.

If the measure of a place to do business is the ability to network and share best practices while competing, Connecticut is sure to draw more shipping related companies.

FACTOIDS & STUFF

By Don Frost

A random collection of information about our industry (or that impact it) from published sources.

The U.S. Congress enacted into law a statute to protect the United States and punish the crime of piracy. Among other things the law holds that any person convicted of piracy as defined by the law of nations was to be punished with death. 3 Stat. 510 – March 3, 1819.

Clarkson's Martin Stopford was quoted in an October 27, 2011 **Fairplay** article that three themes will dominate the coming decade: shipyard overcapacity; energy costs; and the environment. "All are correlated and will lead to a renewed focus on costs. This is a cost decade not a revenue one."

The most recent McKinsey (often described as the world's most quoted management consultants) Quarterly (March) features an article, "The executive's guide to better listening" which concludes that strong listening skills can make a critical difference in the performance of a senior executive. (Huh?)

The North American ECA (Emission Control Area) comes into force August 1, 2012. For some reason that I cannot fathom, few if any US shipping people have paid much attention to the effects of this regulation. A few weeks ago Carnival Corp, estimated that the 1% sulphur rule would increase its fuel bill of \$35-45 million/year and the 0.1% rule's effect would cost \$175-195 million/year.

Dredging was mentioned several times during Shipping 2012 in context of the opening of the Third Lane of the Panama Canal in late 2014. It seems discharge ports will need to have at least 15.2 M draft to accommodate the

UP COMING EVENTS

SAVE THE DATES

APRIL 2012

Thursday, April 26, 2012

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 2012

Thursday, May 3, 2012

CMA Spring Golf Outing

Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06905

See Inside for more information

Thursday, May 31, 2012

CMA Monthly Speaker Luncheon

Speaker: TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

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

larger containerships that will use the Third Lane. A study done on behalf of the Big River Coalition (shippers, vessel operators and pilots) concluded that the U.S. stands to lose 5.87 million tons of imports and 12.38 million tons of imports if the draft levels in the lower section of the Mississippi River fall to 11.6 M (about 38 feet which is not unusual at certain times). Just three U.S. East Coast ports are currently deep enough to take the next-generation 10,000 TEU plus vessels regardless of tides: New York –New Jersey, Baltimore and Norfolk. The Port of Miami is authorized to 15.2 M and is in process of raising the funds while environmentalists rally against the idea. Charleston, Savannah, Jacksonville and Houston are years away from this draft. While New York has the draft, it will be many years before it can accommodate the largest ships because of a low bridge over the channel.

The Stamford Advocate ran a Bloomberg News Service article April 3rd on the impact of over supply of tankers and decreased demand for crude (sounds like it was written by Michelle Bockmann after our Conference). It mentions the heavy weights among the world's top tanker charterers, like Shell and BP. Nothing was said of the activities of Glencore and its shipping subsidiary, ST Shipping which has an office in Stamford. It is said that Glencore is the fifth largest charterer of clean tankers and the third largest of clean handymax tankers after Shell and Vitol.

As we heard at Shipping 2012, there are different views on whether the EEDI (Energy Efficiency Design Index) will stimulate building newer and more fuel efficient ships while we still have an over-supply of new, but not so energy efficient ships. A Lloyds List article by Irene Ang and Adam Corbett of early last month reported "The latest generation of low-fuel consumption ships will not only be close to half the price of those ordered during the boom, but also have significantly lower operating costs that potentially add up to more than \$5,000/day even for a handymax bulker."

This debate reminds me of a very old U.S. TV situation comedy skit where a frugal housewife goes shopping for a new washing machine. The clerk announces that it was her lucky day – the machine is on sale at 25% off. The house wife is happy. The clerk advises he also has a sale price on a matching dryer at 30% off. He then proceeds to offer her a new range at 30% off and a refrigerator at 35% off. The house wife was delighted and asked the clerk to tell her when she had saved enough to pay for it all.

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

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

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

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

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

Cell: 267.446.9628, E-Mail: 89targa@gmail.com (S11-02)

Candidate 3: Experienced Senior Financial Data Analyst

Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-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 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry

As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective communication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

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

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

Bar Admission: New York State bar exam results pending

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

Language Skills: English and Mandarin Chinese

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

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com (S11-05)

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

Education:

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

Qualification:

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

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

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

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

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

Contact: Mr.Ognyan Denchev Kostadinov,MICS

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

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: Vessel Operations

Founded in 1996 Fairfield Chemical Carriers controls a fleet of more than 20 modern and fully stainless steel vessels trading worldwide in the chemical, clean petroleum, vegetable oil, lubricating oil, acid, and molasses trades. Fairfield provides our customers with a creative approach to trading and an unsurpassed level of customer service thru the commitment of dedicated employees.

Job Description:The vessel operator will be involved in all stages of the voyage, from pre-fixture negotiations to passing of voyage instructions, day to day operations and finally to post fixture claims. On a daily basis the operator will be in contact with the chartering and accounting departments, the ship's master, brokerage house operations staff, port agents, various other parties. As our business spans the globe the operator will need to be available after office hours, including weekends, to address issues or concerns our customers or vessels may have.

Key Qualifications / Requirements:

- Maritime College Degree with Third Officer's license
- An engaged, continuously improving approach to job responsibilities
- Strong communication and analytical skills required
- Proficiency with Microsoft office
- Must possess and demonstrate ability to work collaboratively within the team environment
- Detail oriented
- Ideally have 1 to 2 years sailing time aboard tankers
- Ideally have 1 to 2 years Office experience

Benefits: Fairfield Chemical fosters a supportive and dynamic work environment. We offer a comprehensive benefits package, including health /medical coverage, 401K with employer matching and paid vacation/holidays.

Company: Fairfield Chemical Carriers

E-Mail: TJF@fairfieldchemical.com

Notes: Interested candidates should submit resume with cover letter by e-mail. (HW03-12)

Position B: Operations Manager

Nordic Tankers (USA) Inc. is offering a position for a knowledgeable and experienced person to handle vessel operations in our Stamford, Connecticut office. This position involves the day to day operating of 4-6 chemical tankers.

Background: Nordic Tankers (USA) Inc., is a division of the Nordic Tankers A/S, and is located in Stamford, CT. The Stamford office operates a fleet of approximately 30 chemical tankers ranging from 8-20,000 MT deadweight.

Nordic Tankers is a Danish shipping company listed on the OMX Nordic Exchange and headquartered in Copenhagen. Nordic Tankers owns, wholly or in part, 15 tankers and operates about 80 chemical tankers. The chemical tankers are in the range of 3,500-25,000 dwt.

As Operations Manager your main tasks will be:

- Communicate with Masters, head owners, charterer's, port agents etc.
- Propose and follow up on stowage to/with the Master
- Minimize voyage operating costs against voyage estimates to maximize profit
- Ensure vessel operations are in compliance with all charter party terms as well as local and international regulations.
- Order and co-ordinate bunker deliveries to the vessels in a cost effective manner
- Appoint agents and approve port disbursements through DA Desk
- Create and distribute freight invoices and monitor payments.
- Review and approve bills of lading.
- Calculate preliminary demurrage.
- Check and approve 3rd party invoices

Reporting: You will report to the Senior Operations Manager

Key Qualifications:

- Maritime College Degree
- USCG Third Officer license or higher
- Minimum three years sailing and/or office experience on chemical or Oil tankers
- Experience working in a team environment
- Good knowledge of tanker charter parties and applicable maritime laws.
- Strong communication, analytical and computer (Excel) skills required.
- Good at multitasking
- Must be a U.S. citizen or hold a Green card.

What we offer

An inspiring environment with a strong culture and good opportunities for professional and personal development. In addition, we offer a highly attractive remuneration package, 401K plan with generous employer contributions and excellent health and dental plans.

Contact: Bjorn Landoy or Rich Varnot

Company: Nordic Tankers (USA) Inc.

E-Mail: bpl@nordictankers.com, rjv@nordictankers.com

Website: www.nordictankers.com

Notes: For more information, interested candidates should contact us.

(HW04-12)

Position C: Port Captain

Liberty Maritime Corporation is a New York-based commercial shipping company which operates U.S. and foreign flag vessels. Since its inception in 1988, the American and international maritime community has looked to Liberty for its unrelenting commitment to quality, innovation and reliable service.

DEPARTMENT: Liberty Global Logistics (LGL)

REPORTS TO: Director of Vessel Planning

Position Summary: The Port Captain is responsible for the overall cargo handling, including planning and stowing of cargo as efficiently as possible. This includes oversight of equipment, relationships and the cargo process to maximize cargo opportunities for LGL. The position also provides technical assistance with cargo and related activities.

Duties and Responsibilities:

- Oversee all aspects of safe, efficient, and damage free cargo handling.
- Coordinate Stevedores and manage port relationships, while providing assistance with price negotiations.
- Forecast vessel requirements based on cargo bookings.
- Plan booked cargo, coordinate with vessel schedules.
- Monitor & maintain vessel capacity and capabilities.
- Plan and stow cargo, while always looking to maximize and improve cargo efficiency.
- Analyze technical aspects of cargo opportunities.
- Oversee general port operations:
 - o receipt of cargo
 - o terminal handling
 - o coordination with customer, agent, terminal, stevedore
 - o port storage of cargo
- Assist with manifesting and LOB.
- Manage handling equipment (mafi's / forklifts / tug/cargo gear/lashings/containers).
- Provide a timely response to inquiries and technical analysis and capabilities/requirements.
- Assist with vessel/voyage planning and scheduling; including deviations/delays (and assist with inquiry/offer response).
- Track and report cargo damage and provide claims assistance.
- Manage HAZMAT stowage and documentation.
- Provide crew training.
- Coordinate pre load cargo surveys and cargo measurement and on-hire and off-hire surveys of containers and container equipment.
- Review and determine a response to various vessel security requirements/issues.
- Travel to attend to vessels is between 7-15 days per month, including occasional overseas travel.
- Perform other duties as assigned.

Education, Training & Experience

The ideal candidate will be skilled with all types of cargo stowage, cargo stowage principles, and cargo handling gear on all vessels including roll on-roll off vessels, general cargo ships, and bulk carriers. A 4 year degree is required, preferably from a Maritime Academy. Experience in planning, loading, and the securing of ammunition and rolling stock for ocean transport in compliance with IMDG/CFR regulations is essential. Also required:

- 3-5 years experience in a similar role or 10 years maritime sailing experience
- RORO/BB
- Terminal Ops and stevedoring
- HAZMAT Cert
- TWIC

Security clearance and experience with computerized stow plans and unique handling/stowage options is preferred.

Company: Liberty Maritime Corporation

E-Mail: careers@libertymar.com

Notes: To apply, please email your resume. (HW04-12)

Position D: Technical Assistant/Superintendent

Technical position open in Connecticut office of commercial managers operating a fleet of modern product tankers (trading globally in the spot market). Assist Chief Superintendent as needed with day-to-day activities. Included but, not limited to daily fleet monitoring of vessels ensuring opti-

imum fleet performance. Scheduled vessel visits per company procedures/calendar (visits may also include riding vessels). Assist Chief Superintendent with both scheduled/unscheduled yard periods as needed.

Qualifications:

- Maritime engineering degree or equivalent (minimum 2AE/motor).
- Sailing experience a plus.
- Computer proficiency required specifically demonstrating ability to work with planned maintenance systems (e.g. AMOS2).
- Able to work in a team environment whose sole goal to ensure vessels optimum performance.

Office location: Stamford, CT

Full employer paid medical benefits.

Company matching 401k plan

Compensation BOE

E-Mail: Pres.admanthos@gmail.com

Notes: Please respond with your resume by email (HW04-12)

Position E: Port Captain

Location: Houston or US Gulf region, but Houston area is preferred

Travel required: yes

Salary: negotiable

Start date: as soon as available

Requirements: Prefer individuals with Chief Mate / Master license with strong background in bulk cargo handling / stowage. Breakbulk / project cargo experience also preferred but not required.

Job description: Attend Oldendorff owned and or chartered in vessels to maximize cargo intake and ensure smooth despatch during time in port. Develop and maintain good working relationships with local agents, stevedores, service providers, etc. Additional duties include coordinating hold cleaning, attending hold inspections, reports to operations / chartering, port restriction / information gathering for operations / chartering, etc.

Company information can be found at www.oldendorff.com

Contact: Jennifer Bechtel

Company: Oldendorff

Telephone: +12035704772

E-Mail: jennifer.bechtel@oldendorff.com

Website: www.oldendorff.com

Notes: If interested please contact (HW04-12)



**Wanted:
Host Companies**

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