

UP COMING EVENTS

SAVE THE DATES

APRIL 2020

Thursday, April 30, 2020

CMA Annual General Meeting Luncheon

WILL NOW BE AN ON-LINE EVENT

See Page 3 for more information

MAY 2020

CMA Golf Outing

Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06905

THE GOLF OUTING WILL BE POSTPONED

AND

RESCHEDULED TO

MONDAY, SEPTEMBER 28, 2020

See Page 8 for more information

JUNE/JULY 2020

Monday, June 28-

Wednesday, July 1, 2020

CMA SHIPPING 2020

Hilton Hotel, Stamford, CT

www.cmashipping2020.com

**For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717,
or email LParsons@marinemoney.com**

PRESIDENT'S NOTES

After our 2019 Annual Meeting, I started to think from time to time about what I would write in my last remarks as CMA President. These remarks bear very little resemblance to what I generally thought I would be writing about.

Were it any other year, I would probably have focused quite a bit on the 2020 CMA Conference, which had been scheduled to take place just last week, long before people had ever heard of COVID-19. I would be fondly recounting the wonderful, productive sessions, the networking, and the many friends we get to reconnect with each year at our Conference. I would have talked about a sold-out Gala Dinner, where we were going to celebrate our 2020 Commodore, Lois Zabrocky. COVID-19 has, of course, changed all of this. Back in February, as the spread of the virus was gaining momentum, we made the decision to postpone the CMA Conference to June 29-July 1, 2020, and we continue to monitor the situation closely.

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• CMA INFORMATION •

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It occurred to me the other day, though, as I was feeling disappointed about postponing the CMA Conference, that it is really a luxury in this moment to be able to feel disappointed like this, and I turned instead to how much I have to be thankful for. It has been such an honor and pleasure to have been given such trust by the CMA membership to have been the steward of this august organization. Truth be told, I stand on the shoulders of those that preceded me, who established and set this organization on its course back in 1984. I have worked hard to surround myself with Board members who are smarter than I am, and who are not bashful about disagreeing with me. It hasn't always made my job easy, but I know that it has always led us to a better outcome for the organization.

The last four years as CMA President really have been a particular pleasure. I have had the opportunity to meet and become friends with so many people, across all sectors of the Maritime Industry. Ship Agents, Suppliers, Owners and Charterers, Service Providers of all sorts, from sales people up to CEO's. Surely, our industry must be among the most friendly of all, and that is one of the strengths of our organization. I also want to specifically thank and mention our friends at the US Coast Guard, great folks like Admiral Ray, Rear Admiral Nadeau, Rear Admiral Timme, Rear Admiral Thomas and so many others, who are all great supporters of the CMA. The commitment of these people and the USCG in general to the safety of our seafarers and our vessels is an inspiration. In addition to their responsibilities such as search and rescue, pollution response, PSC inspections, etc., they take their mandate to facilitate the movement of commerce with the utmost seriousness. Having interacted with them in different ways over the years, all I can say is that it has reinforced to me the importance of supporting the US Coast Guard as fully as I can, indeed as they support our industry. Make no mistake, when the going gets tough, these are the folks you want in your corner.

As you all know, our Annual Meeting had been scheduled for April 30th, 2020, when we would have elected new Board members, and I was to update the membership on the State of the CMA. Of course, given the circumstances, we have canceled the in-person meeting. However, considering the unique circumstances in which we find ourselves, we have made plans to vote on-line on April 30th, and the results of the election will be announced to the membership via email on the afternoon of April 30, 2020, along with the State of the CMA. Full details are in this month's newsletter, and in addition, we will send out reminders of the upcoming election over the next few weeks.

CMA – UPDATE

ON 2020 ANNUAL MEETING AND ELECTIONS

Finally, I have a whole lot of folks I want to thank. Past CMA Presidents – what is there to say? Especially in these past few months, I have reached out to them, and really appreciated their input as I have had to make decisions about how to deal with the COVID-19 situation, and I cannot thank them enough. All of the CMA Board members that I have served with since I first began as the Education Chair through my two terms as President have been great, all inspiring in their own way. All of these volunteer Board members do such a great job of managing their different CMA responsibilities, on top of their day jobs and family responsibilities. I cannot thank them enough for the commitment that they show day in, day out, to keep the CMA moving forward. Any success that I have had as CMA President over the past four years I surely owe to them, as they give so much of themselves to our organization. I have been so lucky to have received counsel from Jim Lawrence and Lorraine Parsons over the years, any time I have asked, and really, where would we be today without all of the great folks over at IMS, who have been the backbone of our events year after year. Kim Edwards, Compuledger and Informa – thanks to you all. I also need to thank the d'Amico family, whose support of me as CMA President, and of the CMA in general, I can only describe as enthusiastic. Thanks especially to my wife, Gerri, and our son, James, whom many of you know, for embracing my choice to work this second job over these past years – thanks so much for all of your patience and support.

Thanks, most of all, to our membership. You are all among a special breed, to be sure, a small and tightly knit group of very smart and hard working women and men who keep 90% of all goods moving around our planet, and working hard every day to do it more efficiently and economically, while presently accounting for less than 3% of global greenhouse gas emissions. You are the thought leaders of our industry, implementing the agenda that has brought us cleaner oceans, ballast water treatment, significant reductions in sulphur emissions, and in the coming years, moving our industry to zero emissions. Shipping is at the tip of the spear regarding global environmental initiatives. We should all be so proud of this fact and tell everyone that we know about all of the work that we are doing to achieve these worthy goals. It has truly been an honor and a privilege to have worked for you all as President these past four years. The support that you have shown me, and the feedback that you have provided to me, have been meaningful to me in ways that I cannot even express. Thank you.

Joe Gross

Due to COVID-19 and actions urged by the government (Federal, State and local) to remain in our homes and practice social distancing from others, we have had to come up with an alternative method to holding the upcoming Annual General Meeting and the election of new CMA Board members. To comply with these new government restrictions, and most importantly, to keep our membership safe and healthy, we will use a new procedure.

As you may recall, the slate of candidates was first presented in the March, 2020 CMA Newsletter, and it is presented again in this edition. To be clear, the Board recognizes that there are provisions in the By-Laws allowing CMA members to propose additional candidates after notice of the Annual Meeting (Section 4.1(d)) and from the floor of the Annual Meeting (Section 4.1(e)). However, considering that there have been no additional nominations from the CMA membership since the March 2020 Newsletter was released, and the extraordinary situation that we are in, the CMA Board has agreed to suspend these provisions in this case, in order to keep an already difficult situation as simple and reasonable as possible.

Since there will be no "in person" Annual Meeting, we will be conducting the vote on-line. Our E-Chair, Cameron Amigo, is setting up a website with the slate of candidates that will permit our members to submit their vote. We will be providing the membership with the link to click on, which will bring you directly to the voting page. Voting will take place on April 30, 2020, the day that the Annual Meeting was originally scheduled to take place in person.

Voting will be open from 0700 hours until 1400 hours New York time on April 30, 2020, because by this time of the day we would normally have conducted the election and have the results. Within the afternoon of April 30, 2020, we will release the results of the election, along with my final State of the CMA report to the membership, as required in the By-Laws. We do ask that you take a moment to cast your vote, as a record of the election results is important. According to the By-Laws, the Annual Meeting requires a quorum be present, "of at least fifty (50) members plus five (5) Governors, two of who shall be Officers", and so we feel that it is very important that we have at least this number of members participate in the voting process - in other words, **YOUR VOTE IS IMPORTANT**, so please take a moment to participate on April 30th.

FROM THE EDITOR

As I write this, I feel compelled to mention the date is April 1 – April Fool’s Day – thus leaving me to wonder if the COVID-19 pandemic is a terrible joke or retribution for our sins as purveyors of the world’s commerce. My shelter in place partner (my wife) warned me not to mention the coronavirus, much the way the characters in *FAULTY TOWERS* admonished their hotel staff who spoke to their Continental visitors: “Don’t Mention the War”. Of course, this is like ignoring an elephant at the dinner table. The virus simply over whelms us with its reality and consequences.

Years ago, I spoke at a conference on sustainability of shipping at the Institut Oceanographique de Paris. As a market player at the time my definition of sustainability was limited to the economic side. My hosts continue to send me their newsletters. Last week’s edition lead with an article that demanded my attention. Its title “A shock that shakes certainties about the resilience of our societies.” The shock of course is COVID-19. The word resilience got me to think about “sustainability” in a different way.

So how about the prices of crude oil, the consequent impact on bunker prices and the great Scubbers v VLSFO (very low-sulphur fuel oil) debate? No one thinks the current price spreads (VLSFO v HFO) can continue indefinitely, but for now the TCEs (“Time Charter Equivalents”) favor HFO. As I read the many articles about this issue I have to wonder if there is a different story to be told maybe a year from now. As the virus recedes from our daily conversation, and the Russia vs OPEC crude production disagreement cools, will we see another global event that impacts the consumption of oil other than for ships’ bunkers. Hint LNG and renewables. Most of Shell Oil’s bi-annual scenarios discuss aspects of this issue. Take a look. Google “Shell Scenarios”. I think you will look at the energy market a bit differently

Dry cargo shipping rates and time charter equivalents haven’t been stellar in quite a while. The tariff wars have quieted, probably only awaiting secondary or tertiary demand responses to the global pandemic. Future supply v demand was the focal point of the article I wrote for the June 2019 Newsletter (“Globalization in Transition – A Commentary”). Read it again and tell me what you think. (*)

Of course, we recognize fully that we are presenting the membership with an extraordinary process, necessitated by the extraordinary challenge that we face, not only as a community or even as a nation, but as a species. We hope and trust that the membership will understand what has led us to this unusual process, and considering that the voting will be taking place on-line instead of in person, we hope that all of CMA’s membership will take the opportunity to participate and submit their vote this year. We will be sending out reminders to the membership about this voting process including the link to the voting web page periodically during the month of April, 2020. We deeply appreciate your understanding at this time.

Joe Gross

CMA ELECTIONS

The nominating committee formed under Article 4, Section 4.1.a the Committee consists of:

Kit Møller of d’Amico Shipping, Andrea Bähr of Overseas Marine Services, Bill Osmer of McAllister Towing, Robert Ryke of Moran Shipping Agencies and Chaired by Patrick Bähr of UPT United Product Tankers and the CMA Board Planning & Admin Chair.

This year we have to elect almost all positions. Four of the positions, President, Vice President, Membership and Education, need to be filled because the incumbents have served the maximum period in their respective positions as per the By-Laws. The three remaining positions, Treasurer, Social and E-Media are to be elected either due to the incumbent not seeking re-election or because the position was vacated prior to the end of their term. As a result of all these changes this year your vote is especially important.

The Nominating Committee has proposed the following slate:

President	Chris Aversano, Q88
Vice President	Sandi Ennor, Transparensea Fuels
Treasurer	Ann Felch, Dorian LPG
Membership	Paul Mazzarulli, The Baltic Exchange, US Representative
Education	Lorraine Parsons, Marine Money
Social Chair	Joyce Wang, Eagle Bulk
E-Media Chair	Cameron Amigo, SPI Marine

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Let me end with something a bit lighter. The two US Navy hospital ships that have taken up station in Los Angeles and New York were converted from 100,000 + dwt tankers. The hospital ship on the west coast replaced a WWII ship of the same name - MERCY. It too was converted from a commercial hull. The earlier MERCY, a C-1 B hull, became the Training Ship EMPIRE STATE III. Her psychiatric ward became a berthing space where I lived during a 2-1/2 month summer at sea with my classmates. Time has erased all memories other than the strange ones. Don't ask.

See you all at the summer picnic...in July? Or maybe the Christmas party?

Don Frost

(*) Coincidentally the morning of March 26, 2020 CNBC's Andrew Ross Sorkin (SQUAWK BOX) interviewed Kevin Sneader, Global Managing Partner, McKinsey & Co who spoke of the new normal in trade and transportation - issues discussed in the June 2019 article - emphasizing "Efficiency of the supply chain"; "Highly resilient supply chains"; "Fundamental shifts that result in shorter supply chains"; and other changes that will impact ports, port efficiency and uses of smaller ports. He sees a shift in importance from the efficiency of the supply chain to its resilience --- a fundamental shift that will result in shorter supply chains and impact ports. (Think short sea shipping.)

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Capt. Patrick Broderick, Ship Pilot, St. Lawrence Seaway Pilots Association, Cape Vincent, New York

Mr. Tyler Marshburn, Kings Point Graduate, Virginia Beach, Virginia

Aravindh Rangamani, Surveyor-In-Charge, Indian Register of Shipping, Kingwood, Texas

Christopher Rodilosso, Scheduler, PBF Energy, Parsippany, New Jersey

We look forward to meeting you as soon as the COVID-19 emergency has passed.

Greg Kurantowicz, Chairman, Membership Committee



35 YEARS

A celebration of North America's
largest Shipping event



Commemorative Book

To celebrate the 35th anniversary of CMA Shipping, a special commemorative book has been commissioned to share stories and the growth over the last 35 years.

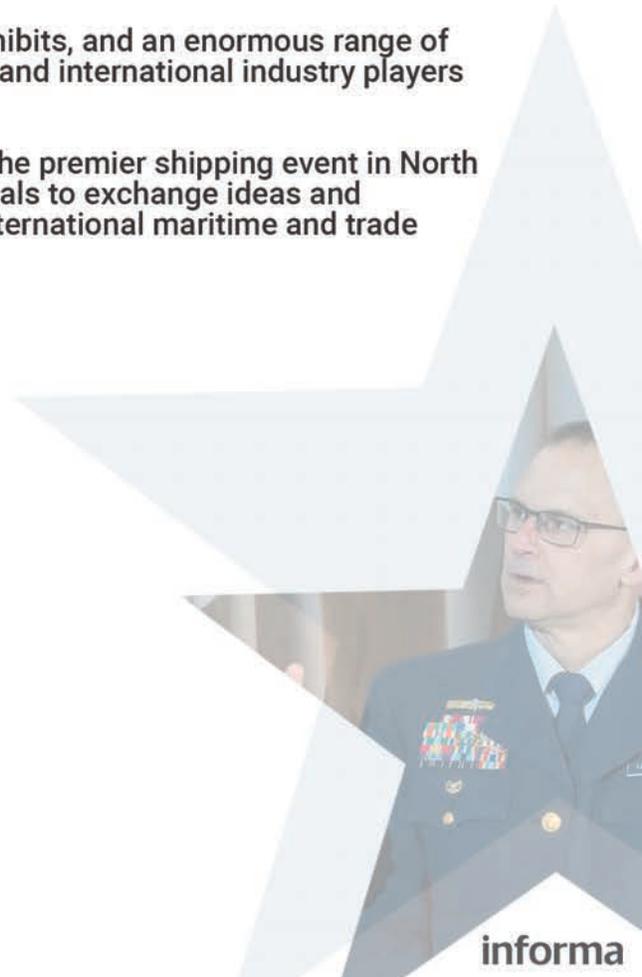
From humble beginnings in 1985, CMA Shipping has become a "must-attend" event on the business calendar.

A dynamic and topical program, combined with innovative exhibits, and an enormous range of networking opportunities attracts over 2,500 major domestic and international industry players each year.

Over 35 years, the CMA Shipping has grown in reputation as the premier shipping event in North America, with a mission to provide an open forum for individuals to exchange ideas and information supporting the development and growth of the international maritime and trade industries.



* for illustration purposes



informa

Be a part of history...

This once-off commemorative book will be richly illustrated with numerous photographs and will also tell of the unique experiences of the some of the people who have attended and made CMA Shipping a place *Where shipping business gets done!*

Intended Content

- Foreward
- Comment & interviews from dignitaries
- Timeline of the CMA
- History of CMA Shipping & the Commodore Award
- Note from the United States Coast Guard
- Admirals perspectives
- TimeTree of CMA Presidents
- TimeTree of Commodores
- Best memories at the CMA – photos and fond memories from regular attendees

Advertising/ Sponsorship opportunities

- ¼ Page advert - \$995
- ½ Page advert - \$1195
- Full Page advert - \$1295

- ¼ Page advertorial - \$1195
- ½ Page advertorial - \$1395
- Full Page advertorial - \$1495
- Double Page advertorial - \$2500

- Inside front cover - \$3250
- Inside back cover - \$3250
- Back cover - \$4000

**** For existing sponsors and exhibitors please contact Thomas or Robin for more information on special rates**

To get involved contact:

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E: Robin.Rudolph@KNect365.com
T: +44 (0) 20 337 73236

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T: +44 (20) 701 76547

CMA SHIPPING

35
YEARS

A celebration of North America's
largest Shipping event



CMA EDUCATION FOUNDATION

MUSTER! ROLL CALL! CALLING ALL STUDENTS!

SCHOLARSHIP PROGRAM

YOU STILL HAVE TIME! STAY HOME & APPLY! YOU CAN DO THIS!

Application Deadline: Monday, April 13, 2020

Awards Luncheon: Tentative Date Thursday, June 25, 2020

The Scholarship Program provides financial support to students who are excelling in maritime studies in college or graduate school and to high school seniors who are interested in pursuing such studies. The Program allows CMA members to connect with those embarking on maritime studies and careers.

Top one-time Scholarship Awards of \$10,000 are paid directly to schools as tuition reimbursement Scholarships. Each year multiple one-time Scholarship Awards ranging from \$1,500 - \$5,000 are also awarded and made payable directly to the student. All applications are reviewed by the CMA Education Foundation Board of Directors. Winners will be based on academic achievement, quality of essay and those who best demonstrate their interest in a career in the maritime industry.

Eligible Students:

- Undergraduate and graduate school students in the United States at maritime academies (including deck, engine, and non-regimental students) or at colleges and universities that have maritime related degree programs.
- High school students enrolled in schools in the United States with maritime related programs.
- Maritime professionals who are continuing their education while working in the maritime industry.
- Students in their final year of high school or college if they are pursuing a maritime related education or career upon completion of their current program.

Process:

- Applications must include: the application form and website/press release form, a short essay, 1 reference letter from a faculty member, copy of transcript and picture of the applicant.
- Completed applications should be submitted to Christeen Bernard Dür at Christeen@cma-edu.org any time before Monday, April 13, 2020.
- Awards will be announced at the CMA Education Foundation lunch on Thursday, June 25, 2020.

Information and Application Forms Available at www.cma-edu.org/

Donations: Financial support is appreciated all year round. To donate: www.cma-edu.org/donate/

For additional information, please contact: Christeen Bernard Dür, Christeen@cma-edu.org

SEA YOUR FUTURE
To foster future maritime professionals by promoting and supporting maritime related education.

CALLING CMA GOLFERS

OUR SPRING GOLF OUTING WILL NOW BECOME A FALL GOLF OUTING

Greetings from the CMA Event Team! First and foremost hoping that you are staying healthy and safe during these unprecedented world times. Uncharted waters for us all for sure.

As you are aware, due to COVID-19, the State of Connecticut currently has a ban on gatherings of more than five people and golf course and restaurant services are limited.

Based on current conditions we will be unable to hold our Golf Outing on Monday, May 11 and so the Spring Golf Outing will become a Fall Golf Outing, and we have rescheduled, all being well, for Monday, September 28, 2020 also at Sterling Farms in Stamford.

We appreciate that you may not know for quite a while whether you and your golfers will be available on this alternate date, so I will reach out to all those currently signed-up over the coming days to advise you of the plan and to see if you would like to keep your reservation for September, or whether you would like to wait to sign-up until we start promoting it again as the summer closes. I will also be asking those who have already paid, whether they would like to roll-it over to the September Outing, or whether they would prefer to be refunded for now.

Here's hoping that we will get back to "normal" sooner rather than later, whatever that may look like.

Thank you for your understanding and be well, Lorraine

Lorraine Parsons
Event Director, CMA

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or email LParsons@marinemoney.com

JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$300.

Candidates seeking employment must be a CMA member at a rate of \$100 per year or \$40 per year for students.

To become part of the Job Mart please call (203) 406-0109 ext. 3717 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: Entry Level Maritime Operations/Chartering Employment

- Northeast Mid-Atlantic Region

Merchant Mariner 3rd Mate Deck Officer License, Oceans Unlimited, January 2020

Fort Schuyler January 2020 Graduate - GPA: 3.01

Marine Transportation, Bachelor of Science and Unlimited Deck License

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Maritime Security □□International Safety Management

Certifications:

- GMDSS Radio Operator's License (FCC)
- Assistant Tankerman
- Vessel Security Officer
- Merchant Mariner Credential
- CargoMax software

Internship:

Norden/Norient

- Collaboration for maximization of vessel efficiency and minimization of operating costs
- Coordination of ship operations: voyage planning, bunker scheduling, and operating efficiency
- Securing contracts between the charterer and ship owner

Experience:

First Class Cadet Watch Officer 2019 - TS Empire State VI, 2017-2019

Two Bar Rank □□Safety and Supply Officer □□Training – Second/Third Class Cadets

- Ensured navigation and vessel operations were in compliance with US Coast Guard regulations
- Trained Second/Third Class cadets in terrestrial navigation, celestial navigation, and safety management

Research:

- Off Shore Windmill Energy
- Autonomous Shipping
- Green Passport

Letters of Recommendation Available

Contact: Brendan Pezzulo

Phone: 973-229-0373

Email: bpezzulo1@gmail.com

(S01-20)

Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping

Experienced NYC metro area shipping industry executive is seeking a new management role directing technology, transformation, innovation, automation, etc. in the maritime industry. I have worked with over 100+ ship owners globally over the last 15 years and am well known and very visible in the industry. Let me help your company become more competitive, develop strategy, save money, gain traction, raise new capital, identify new revenue streams, and be better prepared for the massive changes affecting shipping today and coming in the near future. Let's start discussing and executing your plans for artificial intelligence (AI), digital token strategies, cryptoassets, blockchain, automation, IoT, cybersecurity, analytics, machine learning, platforms/ecosystems, and other emerging trends. Ready to discover new ways to model your business, increase efficiencies, and connect with others in the global supply chain? Let's discuss your future plans today and see how I can help get you on the road to the future before it is too late...

E-Mail: transformation@dx9.io

(S19-07)

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$300 - and it has proven to be THE place to be seen and answered.

Position C: Junior Financial Analyst

A well-established Stamford, CT-alternative capital provider to the maritime industry seeks a Junior Financial Analyst to perform credit monitoring, reporting and analysis on portfolio investments. Requires financial modeling and analysis. Credit training, knowledge of maritime and offshore industries, asset-based financing and financial services industry are pluses. A strong foundation in Excel is required.

Northern Shipping Funds is an equal opportunity employer.

Contact: Cesar Capio, Jr

Company: Northern Shipping Funds

E-Mail: ccapio@norsf.com

Notes: Send resume and cover letter

(HW03-20)