

UP COMING EVENTS

SAVE THE DATES

DECEMBER 2006

Tuesday, December 12, 2006

CMA Annual Holiday Party

6pm - 10pm

The Royal Green at Sterling Farms

1349 Newfield Avenue, Stamford, CT

We invite our members and their guests to
Come Celebrate the Holidays at our Annual Party

Admission Charge: All we ask is that you bring an unwrapped toy for the
U.S. Marine Corps. sponsored "Toys for Tots" program - thank you!

Please call Lorraine at +1.203.406.0109 Ext. 3717 to Reserve

JANUARY 2007

Thursday, January 25, 2007

CMA Monthly Luncheon

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

Giovanni's II

2748 Post Road, Darien, CT 06820

Speaker: **Phil Rynn, Senior Vice President,**

American Bureau of Shipping (ABS)

**Phil will address the January 2007 changes in the
IBC and MARPOL regulations.**

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

Call Lorraine at +1.203.406.0109 Ext 3717 to reserve

For a full calendar of upcoming CMA Events and
more information, please go to the

Events page at <http://www.cmaconnect.com>

PRESIDENT'S NOTES

Holiday Greetings. It's a good time of year to think of good things.

This is not a shipping related story, at least not directly, but it's a good story.

Christian McEvoy is a 2004 graduate of Fairfield University in Fairfield, Connecticut. I have never met him. I know his mother, Jane Barrett. She's a good person, a talented maritime litigator, and a justifiably proud mother.

Five months ago Christian put on his running shoes in San Francisco and headed east across the United States bound for Narragansett, Rhode Island. He's somewhere in New Jersey and going strong. When he arrives in Narragansett on December 16, he will have run close to 3,500 miles for the benefit of millions of people he has never met: cancer survivors.

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LETTERS TO THE EDITOR & NEWSLETTER

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Christian is fulfilling a personal goal he set for himself in 2005 when he organized Coast to Coast: A Run for Survivorship. (<http://www.coasttocoastrun.org>). The name pretty much says it all. As of December 4, Christian's run has raised \$175,000 in contributions, along with the hopes and courage of the hundreds of cancer survivors who have come out to cheer him on along the way. There is still about 250 miles to go. If you want to get involved, have a look at the website. Events are planned for Darien, Westport and Fairfield as Christian comes through our part of Connecticut around December 10. A primary beneficiary of the donated funds will be the Yale Cancer Center Survivorship Clinic.

I get the feeling Christian is not the type of person to wear his spirit on his sleeve. My sense is that he's just a young guy with an inspiring idea and a dedicated group of supporters who decided to make a difference. The webpage says it best:

"Measurable change can be accomplished by ordinary people with extraordinary resolve."

My memory of what I was doing two years after college is a bit foggy, which I can only partially blame on the passage of time. I'm pretty sure I wasn't running across the country. Thank goodness for people like Christian.

Hope to see everyone at the CMA Holiday Party on December 12.

Best regards,
Peter G. Drakos

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FROM THE EDITOR

In keeping with Walmart, I would like to acknowledge Christmas as being among the many seasonal holidays we will celebrate this month. My best wishes for a Happy Chanukah, Merry Christmas, Happy Kwanza and a Happy and Healthy New Year to you all.

The November luncheon featured Capt. Peter Boynton, USCG, Captain of the Port, Long Island Sector who, together with LCDR. Alan Blume, USCG, presented the Waterway Suitability Report for the proposed Long Island Sound LNG terminal, Broadwater. The report is thorough and Capt Boynton went out of his way to keep his comments fairly balanced between those who are for and against the terminal. The same presentation has been made to CT and NY legislators. What had to be different was the depth of knowledge of LNG and the marine environment of our audience which kept the questions devoid of misinformation, hyperbole and fear that media (especially newspapers) delight in selling. I truly wish we had some of the legislators at our meeting. They would have learned a great deal. One of our guests who is opposed to the project complained that the terminal would industrialize and therefore endanger the Sound and those who use the Sound. One of our members from Japan responded that Tokyo Bay has received at least one LNG tanker EVERY DAY for about 40 years without incident and the marine traffic on Tokyo Bay is hundreds of times denser than Long Island Sound. No one seems to notice. Our sincere thanks to Capt. Boynton and LCDR Blume for their time.

Now that FERC has issued its preliminary Environmental Impact Study (EIS) which concludes that there is no material reason to stop the project – yet anyway, I expect more huff and puff from nay sayers and media as we approach their final report. To accommodate those who might wish to hear facts about LNG, LNG ships and LNG markets, we have invited a person who is familiar with all to speak at Shipping 07.

This month I wrote a piece about the christening of the OVERSEAS HOUSTON and the shipyard in which it was built. As most of you know the Aker yard was the Philadelphia Naval Ship Yard. It was the first Naval Shipyard in the nation. Congress authorized \$522,678 for the purchase of the land in 1799. I believe the first ship delivered in 1809. As Philadelphia grew the yard was moved from its original site so it is hard to nail down exact

dates. Among the famous ships built there was the battleship USS WISCONSIN. (BB-64) commissioned April 1944. The last salvo was fired from her 16 inch guns February 28, 1991. (I have been aboard her sister the IOWA (BB-61). Awesome ships.)

As we go to press with this edition I read that APL will adopt a cleaner burning fuel to be burned when their ships are in California ports. I also heard a rumor that a major bunker supplier has agreed to remove all trans-fats from MDO sold in LA/LB. See my Post Card from Houston for more enviro news.

Lastly, most of you have noticed that I try to follow what is going on in Washington, and to report the highlights in this Newsletter. I ran across a quote from Plato today who counseled “The punishment of wise men who refuse to take part in the affairs of government is to live under the government of unwise men.”

Once again, our best wishes for a happy holiday season from the CMA Board and all its helpers.

—Don Frost

FACTOIDS & STUFF

By Donald B. Frost

DP World update - In 2003 Carlyle Group bought CSX World Terminals for about \$300 million. In 2004 they sold it to Dubai Ports World (now DP World) for \$1.15 billion. In 2006 they are reported to be vying to buy DP World's U.S. assets that came from its purchase of P & O Ports.

Orient Overseas International (parent of OOCL) announced plans to sell its Terminals Division to a Canadian teachers pension fund for \$2.4 Billion. It covers Deltaport and Vanterm in Vancouver, BC and New York Container Terminal and Global Terminal both in the Port of NY/NJ.

A body of the United Nations ruled in mid November that the 56,000 baggage screeners in the U.S. Transportation Security Administration have the right to bargain collectively. The unenforceable opinion, released by the UN's International Labor Office, came in response to a complaint by the American Federation of Government Employees, the largest federal employee union. In 2003 TSA Administrator James Joy issued a directive which prohibited TSA screeners from collective bargaining rights under the 2001 Aviation and Transportation Security Act.

The Dept. of Homeland Security is deciding whether or not to allow, or what standards they should use, in choosing foreign providers of IT. The inquiry started with an inquiry from an Australian.

Congress has earmarked \$1 million for continued restoration and protection of Long Island Sound in fiscal year 07. The Long Island Sound Study is seeking \$800,000 more (\$1.8 million) to insure the clean water aspects of “commercial and recreational fishing, swimming, beach-going and birding.”

2006 Port of Houston traffic: Break-bulk 26%; Containerships 12.2 %; Chemical carriers 22.6%; LNG carriers 4.1 %; Car and Ro/Ro carriers 2.2%; Crude and product tankers 32.6%

A Federal price fixing lawsuit was filed in Texas Nov 13th against CITGO Petroleum Incorporated on behalf of a class of plaintiffs who purchase gasoline and other refined products directly from CITGO. The complaint arises out of CITGO's “willing and conspiratorial participation in the anti-competitive conduct of OPEC, the world's most notorious and successful price fixing cartel.” The complaint brought under the Sherman Act and sections 4 and 16 of the Clayton Act, alleges CITGO actively participated in OPEC's illegal price fixing conspiracy.

The recently formed Global Shippers' Forum founders include the European Shippers' Council, US National Industrial Transportation League (NIT League), Japan Shippers' Council, Asian Shippers' Council and Canadian Industrial Transportation Association. Their recent meeting is reported in the November issue of AMERICAN SHIPPER. Some statements by Peter Gatti, NIT League's executive vice president deserve wider circulation (my opinion). Regarding the Ocean Shipping Reform Act (OSRA) of 1998 he said “There are inane costs for filing service contracts with the FMC. What does it accomplish? He went on “What value is there for continuing antitrust immunity in the United States (ed: for shipping conferences) since confidential contracting has all but eliminated its force and effect?” He continued, “It simply makes the current requirements a government make-work project whose value has long passed it by.”

Radar and the magnetron – What is heralded as the “most revolutionary innovation in marine navigation” was unveiled by Kelvin Hughes at this year's SMM Expo in Hamburg. SharpEye is a solid state radar system does away with the need for a magnetron (the device that creates the pulsed

emissions) and its associated need for high voltage. You can find the announcement and details in many marine magazines. It indeed appears to be revolutionary.

Small world dept – I see that Dana Goward, USCG retired, is now in charge of the Coast Guard's Maritime Domain Awareness' long range identification and tracking system. This is the system pushed by Congress that will allow the Coast Guard (and other agencies) to keep track of every SOLAS vessel that volunteers to participate passing within 1,000 nautical miles of the United States. Eventually that range will be pushed to 2,000 miles. Captain Goward was the author of the USNI article on branding (in reference to the Coast Guard efforts to get more money from Congress) that I “borrowed” in writing my piece on “Branding Shipping” about five or six years ago. I never met the man but he thanked me via e-mail for acknowledging his article. It would be interesting to hear him defend his system versus the commercial version (<http://www.asvts.com/misna.htm>) which costs a lot less (perhaps 1/2) and the commercial version comes with some data that Coast Guard probably will have to buy.

Every month we run this column there seems to be more to report. We try to avoid information and issues that are well covered in the press and professional journals. We try not to comment on even the most intellectually offensive news, as difficult as that often is. Your comments on this column or suggestions for the future are welcomed. I have already received one suggestion to replace it with a crossword puzzle so that one is taken.

NEW YORK CITY HOTELS – CORPORATE RATE

We were recently contacted by Oldendorff to see if the CMA would be interested in investigating a reduced corporate rate at a New York City hotel, as rates are now so high and as local companies welcome many visitors to the tri-state area and NYC in particular.

If you (and your company) would be interested in us pursuing this, please let me know and also any favorite hotel suggestions (we will probably have a better chance at a larger chain hotel).

Marina Critides of Oldendorff has some travel industry experience and has kindly offered to assist us.

Many thanks, Lorraine (Tel: +1.203.406.0109 ext 3717 or email: conferences@cmaconnect.com)

THANK YOU

The active participation and generosity of our members is what makes our education program successful throughout the year. It's now the season of giving, and that spirit has not been lost on our members who once again have impressed us with their generosity.

That said, we would like to thank the following members for their gifts over the past month: Peter Cassidy of Peraco Chartering, Frederick London of OMI Corporation, Barbara and Larry Brown of Lawrence I. Brown & Associates, Philip Lambert of Sea Island Trading Corp., Øivind Lorentzen, III of Northern Navigation America, Inc., Carsten Luckman, Peter Rackett of the US Merchant Marine Academy Alumni Foundation and Martin Crawford-Brunt of Det Norske Veritas.

In the future, we will strive to keep you more up to date with the thank-you notes and other stories sent by the students and interns who are the beneficiaries of your contributions. The stories of the hard-working, talented men and women who endeavor to launch maritime careers each year are truly inspiring.

CMA SHIPPING 2007

**March 19-21, 2007 –
Westin Stamford Hotel**

North America's pre-eminent Conference and Exposition will take place once again at The Westin Stamford, March 19, 20 & 21, 2007. Don't miss the chance to visit this great event that just happens to be right in your own backyard – what could be better or more convenient!

Once again we are fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you, as there are plenty of opportunities for marketing in the form of sponsorships or advertising.

Familiar event sponsors such as V.Ships, Liberian Registry, International Registries, Holland & Knight, Citigroup, Society of Maritime Arbitrators, TradeWinds, ABS, Det Norske Veritas, Bureau Veritas, Blank Rome, Fairplay, Lloyd's Register and Bertucci have already confirmed their commitment as sponsors and we will be confirming more sponsors in the coming weeks; major international associations have confirmed their support as Supporting



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SAVE THE DATE!!

March 19, 20 & 21, 2007

Westin Stamford Hotel, Stamford, Connecticut

For more information contact:
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Email. conferences@cmaconnect.com OR
visit us at www.shipping2007.com

Organizations for 2007 and a large number of tables for the Commodore Gala Dinner have already been reserved. We are off to a great start and on track for another record-breaking event in 2007.

The conference program is under development and will be released shortly. It will be topical, dynamic and a diverse and relevant program to appeal to many.

The announcement of our Commodore for 2007, which is always exciting, will be coming very soon, so watch out for that news!

Our event website for 2007 – <http://www.shipping2007.com> is now live, with more information being added as we move forward. The website will be a good place to check regularly for new updates on the show and all the moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2007 as a conference delegate, sponsor or advertiser, please don't hesitate to contact me for additional information and to make sure that you are kept informed as planning for the show develops.

We look forward to your support and to another great event next March.

Lorraine Parsons, Event Director, CMA Shipping 2007
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CMA'S JANUARY LUNCH PRESENTATION

Thursday, January 25th, 2007

Phil Rynn, Senior Vice President, American Bureau of Shipping (ABS) will address the CMA Luncheon on January 25th, 2007 on the January 2007 changes in the IBC and MARPOL regulations.

Guidance on revisions to MARPOL Annex II and the IBC Code

Effective 1 January 2007, all vessels, including OSVs that carry chemicals and oil like substances including vegetable oils in bulk will be subject to substantive revisions of MARPOL 73/78 Annex II and the IBC Code. ABS has prepared comprehensive guidance for owners to assist them in meeting the new regulations including an easy to follow

template for the required Procedures and Arrangements Manual. ABS engineering offices around the world are also available to assist owners in understanding and applying the new standards and, where authorized by the relevant flag Administration, are able to review and approve the new P&A Manuals.

Come listen to Phil Rynn speak at the CMA Lunch on Thursday, January 25th, 2007 at Giovanni's II in Darien.

POST CARDS

By Don Frost

Hi From Houston (Nov 9-10th)

This year's fall meeting of the National Association of Maritime Organizations (NAMO) was held practically across the street from Houston's Hobby Airport which is a lot more convenient to the harbor than Bush Airport. Fortunately JetBlue just started serving Hobby from JFK a few weeks before our meeting so the introductory airfare made the trip a bargain.

Our agenda started with a conference call with the new Executive Director of the Secretariat to the Committee on Marine Transportation System (CMTS) in Washington. For those who are not familiar with the organization, it is a cabinet level committee established in August 2005 to serve as an inter-agency coordinator to follow up on the original MTS report to Congress of September 1999 (see: www.cmts.gov). Hearing exactly how the committee works was interesting but later I heard that there is an inter-agency report that has just been sent to "stakeholders" for comments. Since CMA's members represent such a large portion of the industry I am hoping those of you who see this report and will comment on it.

After a short update on funding for NOAA's Ocean Services (hydrographic work, charting and mapping including electronic charts) we had a guest from US Customs and Border Protection (CBP) National Advanced Passenger (and crew) Information System (APIS) dealing with the latest rules on giving electronic notices of arrival and departure (separate from those given to the Coast Guard). We heard some new things that will not please ship owners. Our speaker was very open and we will invite him to Shipping 2007 so you can understand why these things are the way they are here in the US, and to allow you to ask some questions.

Security issues were handled by the Captain of the Port Houston/Galveston Sector (Capt. William Diehl, USCG). You read about most of these issues every day, but they assume a far greater sensitivity in this port simply because it is so busy with bulk, tanker and container traffic. We heard about the new SAFE Port Act, an update on TWIC and some active legislation that will impact shipping.

Various members of NAMO spoke about the latest developments in dredging, the Harbor Maintenance Fund, workforce development (the ports are hurting for people to handle all the cargo), NYMAR and the Maritime Cluster issue, the new National Maritime Security Advisory Committee and the government's heightened interest in Maritime Domain Awareness. Pity they weren't interested before the shameful DP W hearings.

The evening of the first day we embarked on the Port's tour boat "SAM HOUSTON" together with some dignitaries from the port community including Ed Roland (Ex Bona, AMOCO, CONOCO, etc). I have not spent any time on the Houston Ship Channel in decades. The traffic is amazing and made all the more dramatic by the narrowness of the waterway, the fact that all these ships are moving at night and the flaring refineries. A Dante image to be sure.

To close our meeting the next morning we heard about Environmental Issues (air and water quality issues) from Thomas Jelenic, from the Planning Dept, Port of Long Beach. Most of us have read of the "cold iron" program and other initiatives designed to minimize air pollution in the crowded Los Angeles Harbor Basin. After hearing of the draconian plans and insisting among ourselves that they would never be accepted by ship owners and harbor users, we gradually got the idea that LA/LB has no choice but to implement these plans. They are almost literally choking to death. They must do something.

I think we should try to get someone to talk about the whole west coast environmental movement as it impacts shipping for Shipping 07. It seems to me that the European Community often follows programs started on the USWC so we may as well hear the news from the source.

Hi From Philadelphia (Nov. 11th)

When the opportunity came to attend the christening of the first of 10 Aker Philadelphia built 46,000 dwt product tankers (OVERSEAS HOUSTON) I had no second thoughts about heading to Philly right after returning from Houston. I wanted to see the ship and the yard.

One or two of you may recall a comment I made in the December 2001 Newsletter questioning whether the Matson containerhips would get built. My admittedly cynical comments at the time were based on the then current Project America/Pascagoula debacle, the closing of the Quincy shipyard without building anything and on the labor experience that Sea Train Lines Shipbuilding had at the privatized Brooklyn Naval Shipyard 25 years earlier. Little did I realize that the president of Kvaerner (now AKER) Philadelphia Ship Yard was a CMA member. You may recall he wrote a letter to the editor extolling the yard's reincarnation in early 2002.

Fast forward to October 2002. The fall NAMO meeting was in Philadelphia and our CMA member had arranged for a private tour of the yard for me. I wrote of that experience and reported that the first of the Matson container ships would be delivered on time or close, and that she looked good. I thought the new management was turning the tide on productivity. I did not report that of the 900 plus workers hired from the Navy Yard labor force, more than 80 % had been fired in the first month or two. No lack of skill, just bad working habits and nil productivity ... two problems that Sea Train faced.

Today, while all the guests (mostly bankers and financial analysts) interacted with OSG and officials from the City, the State of Philadelphia and MARAD, I noticed that many of the yard workers were invited and most brought their families. I struck up conversations with the children and their mothers, asking them how they liked their husbands' or dads' job. I was looking for something that would indicate hidden labor problems. I heard nothing along those lines. Instead I heard lots of enthusiasm and even pride. After the ceremony I noticed the yard president and chief executive speaking to knots of yard workers. Smiles and pride seemed to be the order of the day. To my mind that was a very good sign.

We could not see much of the OVERSEAS HOUSTON except her hull. She was high and dry in the dock nearest the confluence of the Schuylkill and Delaware Rivers. The second ship, OVERSEAS LONG BEACH, was in the second dry dock. The hull, perhaps 50-60 percent complete, was awaiting a bow and stern, both of which are already painted and await mating to the completed cargo section. These missing parts gave me a good view of the ship's internals. She looks staunch, strong and likely to be a good performer.

I wish OSG and Aker the best of luck with these ships.

CLUSTERS AND COMPETITIVENESS

By Donald B. Frost

Last month I defined economic clusters. The following is another look at Maritime Clusters but from a different view point and provides a convenient lead-in to one of the sessions at Shipping 2007. As in the past article, my comments are based on the work of Harvard Business School's Michael Porter. In this article I leaned heavily on his 1998 book "On Competition".

In a global economy the notion of "competitiveness" of a nation, region, cluster or business can no longer be explained by variables such as exchange rates, interest rates or government deficits. We know from the success of high wage nations, that the traditional idea of cheap and abundant labor as a measure of competitiveness is not useful in high performance autos, high-technology products or knowledge based industries such as shipping and shipping related services.

It would seem that the amorphous idea of "competitiveness" today must be based on the productivity of the nation, region, cluster or individual business. In many ways this changes the "law of comparative (or comparable) advantage" to a new idea – "competitive advantage".

Porter's research suggests that the sophistication and productivity with which companies compete in a location is strongly influenced by the quality of the business environment. For example, firms can not employ advanced logistics techniques if a modern high-quality transportation infrastructure is not available. Shipping in the 21st Century requires a communications network that is continually cutting edge, and all industries need well educated and trained people preferably with a wide range of business experience.

An example of locational dysfunction cited by Porter is "firms can not operate efficiently under onerous amounts of regulatory red tape, or under a court (ed. -or legal) system that fails to resolve disputes fairly, quickly and at reasonable cost." I will add that the legal system should be unified so that business does not have to worry about different applications, decisions or interpretations of regulations by local, state and national agencies or legal jurisdictions. Situations like these consume resources and management time without contributing to customer value, and the effects cut across all industries.

In shipping as well as many other businesses, many of the productivity advantages of clusters involve location-specific benefits that depend on face-to-face contact, close ongoing relationships and "insider" access to timely information. Firms within a cluster are often more able to clearly and rapidly perceive new customer needs (example: Silicon Valley or Austin based computer manufacturers and tech firms). Economic activities are seen as "embedded" in ongoing social relationships. Therefore, the benefits of cluster membership can be difficult (or impossible) to access unless firms (and their employees) participate actively.

The Economic Geography vs. Location Paradox

The idea of "competitive advantage" does not totally ignore older thoughts of what contributes to competitiveness. There is still a "comparative" advantage that is geographic that individual clusters can leverage to their own advantage. These may be, in the case of shipping services, the nearness of a major port or proximity to major shippers. This advantage allows the cluster to offer associated functions that broaden the base of the cluster that in turn adds value to a wider range of customers.

The Role of Trade Associations

Individual companies can independently influence cluster development and cluster pioneers or leading firms often play this role because they gain major benefits. However, trade associations representing all or most cluster participants can command greater attention and achieve greater influence than can individual members.

Many trade associations simply do little more than lobby government, compile some statistics and host social functions. However, they can be far more effective if they enhance cluster competitiveness. In addition to providing a neutral forum for identifying common needs, constraints, and opportunities, they can organize regional, national or even international trade fairs, assist in forming training programs, suggest or establish university based research programs, offer forums on common managerial problems, investigate solutions to environmental issues and pursue other common interests. These activities can be in addition to the traditional tasks of interfacing with local, state and national government, guiding reform and representing the cluster with other groups.

(Editorial Note: While the last paragraph closely describes CMA I have to admit that most of it comes from Porter which leads me to believe that CMA was the first Maritime Cluster anywhere in the world ... but we didn't quite recognize the fact until perhaps 6 years ago.)

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: Financial Executive, seeking position in the transportation or financial services industry

Versatile Financial Executive with extensive experience and success in leading and developing companies within the maritime industry including developing and maintaining bank and client relationships, financial and cash flow analysis, equipment valuation, M&A, corporate and financial restructuring and turn around. Considerable banking experience in developing and selling leasing and structured finance solutions, including worldwide origination, deal structuring (domestic and cross border tax, accounting, cash and legal consideration) and documentation. Analytical, resilient with an entrepreneurial approach.

Contact: Per A. Kjellgren

Phone: (203) 227-9773, Cell: (203) 984-7187, Email: per@kjellgren.org
(S6-9)

Candidate 2: Maritime Manager seeking a position in a team environment. Skills in liner service management, operations and some chartering. Leader with a strong ability to multi task expertly and efficiently. Heavily experienced in containers and breakbulk cargoes. Offering diversity, flexibility and an outgoing personality with a "make it happen" attitude." Contact: Kim Dailey at 203-241-0388 or by email:

kdailey44@earthlink.net (S6-11)

Candidate 3: Merchant marine deck officer with 35 years experience, mostly overseas. Looking for shore job in Fairfield or Westchester. Strong leadership and team player. My experience includes 30 years as master of vessels between 100 and

200 feet. Please contact by email: sailor1278@yahoo.com (S6-11)

Candidate 5: Seeking Management Position

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

William Knowlton

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

email: w.knowlton@comcast.net (S6-4)

Candidate 6: I freshly graduated from the State University of New York Maritime College with a Master Degree in International Transportation Management. My goal is to get a position in the maritime and shipping industries. I am well organized, a self-starter and always take pride in the job I am doing. Also, I get along very well with others.

My credentials include:

- BA in Geography
- ASBA Chartering Certificate
- Company and Ship Security Officer(CSO/SSO) Certificate

In addition to the above, I speak French and some Spanish. My computer skills comprise:

- Microsoft word, Excel,Powerpoint
- Arc View GIS 3.0 (a mapping software used in geography)

Thank You and Regards,

Gouta Eugene B. Pothy

(973) 481-5117 Home

(908) 787-5838 Cell

Email: dangbapothy@hotmail.com (S6-6)

Candidate 7: Seeking positions in Chartering/Agency work/Marine operations etc in maritime industry

Have vast experience of shipping industry, sailing experience on Container ships, Refeer cargo vessels and Roll on Roll off Car Carriers in all ranks. Also some experience on Tank vessels in the past. With UK unlimited Master's Licence. Seeking positions in maritime industry. Possessing thorough knowledge of International business & law, management skills, International transportation, Marine operations & cargo handling, Chartering & charter parties, Safety requirements and International safety audits, handling of all communications with Agents, Shipper, Consignees & Port Authorities.

Also recent graduate with Masters degree in International Transportation Management from New York Maritime College, SUNY. A dedicated team

player, experienced with multi national company. Also adequate knowledge of Spanish Language. Seeking positions in Maritime Industry.

Email : shahzad110 @ aol.com

Tel : 718 465 2151, cell : 718 864 4246 " (S6-7)

Candidate 8: Multicultural Maritime Economist Seeking Position in Shipping Industry

I am an aspiring maritime economist, and I decided to take a large step in order to broaden my professional horizons by leaving my home in Athens, Greece and coming on my own to New York City. I am interested in a position in the maritime industry. I received my B.S. in Maritime Studies in February 2005 from the University of Piraeus, one of the most prestigious academic institutions in Europe.

While I was a full-time student in Greece, I worked at a Research and Development department for the European Union, where I participated in scientific conferences across many European capitals and Brussels. Presently, I am working at a financial consulting firm in the Wall Street area.

I am confident that working at a maritime company would be mutually beneficial because my rigorous international education and background, as well as my personal qualities of integrity, reliability and motivation to excel, would make me an asset in any department in which I might be placed. I am fluent in English, Greek and French. Moreover, I would like to inform you that I am a U.S. citizen and that I can provide you with excellent references.

Contact Information:

E-mail: michaelidesp@hotmail.com

Primary phone no: (646)643-6608 (S6-08)

Candidate 9: An efficient and good team-worker with vast experience in the maritime industry seeks employment in a suitable position.

Candidate just completed a thesis on the ISM Code implementation and has several years sailing experience on foreign going ships as well as a one year work experience as an intern/college aide with a ferry company.

My qualifications include:

- MSc. in International Transportation Management (SUNY Maritime) (Sept 2006)
- CSO/SSO & Port Facility Security Officer (PFSO) courses
- Chemical Biological Radiological Defense Certificate
- Graduate Certificate in Chartering (ASBA/SUNY Maritime)
- First Class Marine Engineering License
- B.Eng. in Marine Engineering Technology
- Pre-Sea Navigation Certificate

Contact email: oofori@yahoo.com (S6-09)

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 B: Marine Engineer – Total Lubricants USA, Inc

A subsidiary of TOTAL, S.A., one of the largest oil companies in the world, TOTAL Lubricants USA, Inc. has manufacturing and office facilities in New Jersey, North Carolina, and Tennessee.

We are currently looking for Marine Engineers with at least two to three years of sea going experience on diesel ships, or the offshore industry to join our dynamic marine lubricants sales group.

The job will focus mainly on marine lubricant sales to ship-owners and managers and the offshore industry throughout the Americas region, responsibility being given to obtain the business of certain targeted customers. In addition you will also be responsible for day to day technical management and profitability of existing and new accounts.

Prior marine sales experience and fluency in Spanish would be an advantage though not mandatory.

Total Lubricants USA, Inc offers a highly competitive compensation and benefits package including a 401(k), a retirement program, medical, dental, vision, AD&D and life insurance.

For consideration please forward your resume and cover letter via email to steve.daubert@total-us.com or mail it to:

Human Resources

Total Lubricants USA, Inc

5 North Stiles Street

Linden, New Jersey 07036

Total Lubricants USA, Inc is an equal opportunity/affirmative action employer. Minorities, women, veterans, and persons with disabilities are encouraged to apply. (HW12-06)

Position C: Chartering Manager (Dry Cargo), Caribbean
InterCaribbean Maritime Ltd

SUMMARY: InterCaribbean Maritime Ltd. (ICM) is a recently established shipping company with operational office in Caribbean and with financial and management office in Norway.

ICM currently controls and operates 4 ships and 2 tug/barge units totaling about 24,000 tdw. The market for ICM's tonnage has shown a considerable and increasing demand and in order for the company to develop further we are now looking for an experienced dry cargo charterer to be based in the Caribbean.

The candidate's overall responsibility will be to run and further develop ICM's commercial management of a fleet of smaller multi-purpose bulkers and barges

The main activities of the position are:

- * Conduct and be responsible for ICM's overall chartering activity
- * Hereunder fix the vessels on voyage-, time-charters, COA's and other requirement contracts
- * Through direct negotiations with the clients, enter into various kinds of shipping contracts
- * Be responsible for the Commercial Operation Department hereunder voyage instructions, agencies, bunker, etc.
- * Cover ICM's overall tonnage requirement with own and chartered in vessels
- * Develop logistical data in order to optimize operations of utilization of capacity between contracts and spot voyages
- * Establish all necessary administrative routines for the operations
- * Performance-reporting to the Management using ShipNet integrated calculation systems, operational system and advanced invoicing routine
- * Together with the Management, work on new business to further develop ICM

The Chartering Manager will work closely with and report directly to the Managing Director but is expected to operate independently in his/her own sphere and be totally responsible for the performance of the fleet. The successful applicant will be offered a competitive salary package with performance related benefits.

Interested candidates can send their applications to admin@nordic-maritime.no , further information can be obtained by calling Mr. Erik Østbye on +1 203 341 3636 (USA) or Torstein Dehn on +47 9719 9762 (Norway).

SALARY: Competitive (HW12-06)

Position H: Assistant to the Line Manager

Gearbulk, Inc., an international shipping and transportation company located in Tampa, Florida, is seeking a highly motivated individual to join our Commercial Department in this full time entry level position. Initial responsibilities will include assisting the Line Manager, providing customer service, booking of freight, billings, tracing cargo and scheduling. The successful candidate must possess excellent communication and analytical skills, enjoy direct contact with customers/vendors, be a team player and be willing to grow and develop with us. Computer literacy in Microsoft Office is required. Experience within the forest products sector is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to Peter Doyle at pde@gearbulk.com or Fax to 813-830-6204. All applications and information will be treated with the strictest confidence. (HW011-06)

Position N: Part-Time/Temporary Administrative/Post Fixture Position at large U.S. Tanker Brokerage

Based in Fairfield County, CT. one of the largest tanker brokerages in the United States is seeking an experienced part-time/temporary administrative assistant for our Post Fixture Department. The position may develop into full-time employment depending on circumstances.

The successful applicant will be responsible for:

- Drawing tanker Charter Parties from fixture recaps.
- Creating and maintaining Charter Party files for all necessary/standard correspondence.
- Ordering / maintaining office supplies.
- Sorting and distributing incoming USPS mail / Courier / Packages etc.
- Checking pending files and sending reminder notices for any outstanding Charter Party administration acceptances.
- Working closely with brokers to ensure that Charter Party files are complete and related documentation is correct.
- Creating reports for the Brokers for client distribution.
- Handling multi-task functions including but not limited to: creating and distributing internal reports, relieving receptionist, performing clerical duties, updating databases, handling specific client and clerical issues and liaising with relevant corporate departments.
- Mass mailing of quarterly reports.
- Maintaining clauses / questionnaires.
- Sorting and distributing incoming and outgoing electronic messages as required.
- Updating contact database.
- Maintaining certain internal databases.
- Organizing ground transportation and hotels for incoming clients and brokers.
- Taking limited dictation.

Compensation will be commensurate with experience.

PLEASE NOTE THAT ONLY APPLICANTS WITH AUTHORIZATION TO WORK IN THE USA WILL BE CONSIDERED.

E-Mail: lparsons@intmarketingstrategies.com

Interested parties should forward their resume in the strictest confidence via e-mail. (HW11-06)