

UP COMING EVENTS

SAVE THE DATES

DECEMBER 2011

Tuesday, December 13, 2011

(note a Tuesday for this special lunch!)

CMA Monthly Speaker Luncheon

Speaker: Nikolas P. Tsakos, President & CEO,
Tsakos Energy Navigation Ltd. (TEN Limited)

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

JANUARY 2012

Thursday, January 26, 2012

CMA Monthly Speaker Luncheon

Speaker: Ted Petrone, President, Navios Corporation

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

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PRESIDENT'S NOTES

ONE SHIPPING WOMAN'S ADVICE

This month I had the privilege of hearing Lois Zabrocky, Senior Vice President and Chief Commercial Officer of the Overseas Shipholding Group, Inc. speak at a networking breakfast for women in shipping. The topic of her speech was continued commitment to professional development and her message is well worth repeating, "Shore up your weaknesses and enhance your strengths." This is sound, timely and important advice to anyone in the shipping and trading industry. As this year draws to a close and you ponder New Year resolutions why not consider a personal assessment that outlines your individual strengths and

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LETTERS TO THE EDITOR & NEWSLETTER

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weaknesses? I'm sure there are friends, family, colleagues, and a boss or two willing to help you with the process.

For example, I recently took a personality type test and questioned two of the not so flattering results. When I shared those results with my husband, he quickly reassured me that the test result was accurate. Sometimes the truth is brutally honest, but during the process focus on the action plan for shoring up those weaknesses and enhancing the strengths, which after all is the most important part. In her speech, Lois pointed out, and I have taken the liberty of adding to her list, the many options for professional development including continuing education classes, advanced degree programs, online courses, conferences, podcasts and books. On the topic of books, do you have a favorite general business or shipping specific book that inspired, educated, enriched or was otherwise useful in your career? Drop me an email or catch me at the next CMA event with your favorite business, management, marketing or shipping titles. Let's build a virtual library of resources.

Another point in Lois's speech that we at CMA couldn't agree with more is the importance of stepping away from the desk to socialize. Along those very lines, it was a pleasure to celebrate another successful year at CMA and to socialize with the many members who attended our Christmas party. Thank you to all who came and brought "Toys for Tots" or made donations to the CMA Education Foundation. Kudos to Lorraine Parsons and our friends Pete and Maria at the Royal Green Restaurant for creating a new feel and flow to the party. We received many positive comments on the new menu and layout.

CMA continues to offer many opportunities for professional development, networking and simply socializing. We invite you to our luncheon Tuesday, December 13 with guest speaker Nikolas Tsakos, CEO, Tsakos Energy Navigation. In January our social chair, Len Faucher, launches the first CMA bowling league and of course plans are underway for our signature Shipping conference March 19, 20 and 21.

On behalf of the CMA Board we wish you a very happy, healthy holiday season and a prosperous New Year!

Best regards,

Beth Wilson-Jordan

FROM THE EDITOR

Happy holidays to one and to all. The season is upon us and with freight market activity slow and rates low, the high price of coal leaves hardly any reason to fear being naughty.

On November 29th we had a visit from Doctor Sandra Whitehouse, Ph.D. Senior Advisor at the Ocean Conservancy (www.oceanconservancy.org). We were surprised to learn that she had attended school with Peter Drakos at one time. She told us about the Conservancy's work with Coastal and Marine Spatial Planning. Big words but it is simply a common sense approach to the use of the oceans as well as the coastal zones where ports are located. The idea is to get all the stakeholders talking to each other so as to hopefully prevent unintended consequences from well meaning environmental regulations and the economic use of the coastal zone. Paul Holthus of the World Oceans Council, who presented at Shipping 2009, spoke about Global Marine Spatial Planning at the April Conference I addressed at the Institut Oceanographique

de Paris. I now understand the concept better and I think it is in the industry's interest to keep in contact with this initiative. Personally, I do not think the industry can continue to think of itself as outside or beyond the policies and decisions on the use of the oceans. As in other spheres of policy and influence, if you are not at the table you are likely to be on the menu.

Among the new things being planned for Shipping 2012 is a Student's Papers contest with the winners presenting their papers in Power Point the afternoon of Tuesday March 20, 2012. This idea has been proposed in earlier years, but we never could find someone to "own" the event. That is, to coordinate getting the contest known by the maritime schools, setting the ground rules and screening the papers before a panel of CMA members selects the top three. This year Professor Shmuel "Sam" Yahalom, Ph.D. of SUNY Maritime College came forward with a complete package that we think will help us expand our basic education mission. Prizes will be awarded to the three finalists by the new CMA Education Foundation. You will find more information elsewhere in this edition. Submissions are being sought from students at all the State maritime colleges and the U.S. Merchant Marine Academy.

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March 19-21, 2012 - Booth 48 - Stamford, Connecticut, USA



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to all of our
CMA Friends*

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Our annual Christmas Party will be history when you read this but I do hope you were able to make it. Next week we have a special luncheon (the November luncheon was moved to December 13th to accommodate the speaker). The Shipping 2012 program is about to go to the printer and you will see that early in the New Year. Considering the trial and tribulations of the industry this may be the most difficult Conference to plan. However, I know you will all find something that will inform and educate and even entertain. Save the dates - March 19-20-21, 2012.

There is no MARKET COMMENTARY this month mainly because it would be too depressing. However, the heady heights the freight markets reached 2005-2009 were closely linked with the demand for, and high prices for, industrial raw materials and agricultural commodities, so I was taken by a recent study by McKinsey's Global Institute and their Sustainability and Resource Productivity Practice which predicts continued and heightened demand and an inflationary trend in commodity prices that could exceed twenty years. Therein could be the optimistic story for shipping in the future. I'll try to write that up for January.

Our best wishes to all of you for a very Happy Holiday period and a Healthy and Happy New Year.

—Donald Frost

MEMBERSHIP NOTES

We are pleased to welcome and introduce our latest members..

Raymond Blackford, Service Manager,
Mackay Communications, Inc., Edison, NJ

Mads Borggaard, General Manager, Monjasa, Inc.,
Stamford, CT

Len Laporta, Managing Director,
Cypress Associates, LLC, New York, NY

Michael R. McCormick, Operator - Large Tanker
Operations, Odin Marine Group, Stamford, CT

Alex Merz, Chartering, ICAP Shipping USA Inc.,
Stamford, Connecticut

Jeffrey Musk, MBA Candidate, Finance, Rollinsford,
New Hampshire

Andrew C Strosahl, Student/Master Mariner,
U.New Hampshire, School of Law, Dover, NH

Bahadir Unal, New York Shipbrokers, Sunnyside, NY

Maggie Ward, Student, SUNY Maritime, Bronx, NY

Ping Yang, Chartering, ICAP Shipping USA, Inc.,
Stamford, CT

Ridwan Zaman, Operations, MLE Logistic & Chartering
Corporation, Rye Brook, NY

Hope to see you at some of the holiday parties.

John Kulukundis
Membership Chair

CLEAN RECYCLING

By Don Frost

Much has been written about the IMO's Hong Kong Convention on recycling old ships but no action has followed. The Hong Kong Convention limits itself to the authorization of recycling operations. However, before the Hong Kong Convention all the talk was about the "Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and their Disposal" which, as the title suggests, is all about control of the movements of hazardous waste across borders. Therein lays the reason for inaction. The policy camps supporting each convention are arguing about which one will apply to ships or whether both should.

The example which inspired this short article is taken from a recent edition of IHS Fairplay. "Under the Basel (Convention) if a Liberian – flag ship in a European port wanted to go to China for recycling, Europe would be obliged to detain that ship because under Basel, it is not allowed to export waste." Which is the exporting state - the port or the flag state?

I gather there is also a debate as to whether a "pre-cleaned" (as in removal of hazardous waste before scrapping) or stripped ship is too hazardous. That is, it is claimed that pre-cleaned ships are inherently unseaworthy and need to be towed to recycling facilities. And so what is an owner to do?

CMA SUPPORTS SHOOTING YOUR FRIENDS

Shots began to fly at the second annual CMA Paintball Tournament held on November 5th. Once again the CMA paintball day was very fortunate as the appointed Saturday dawned clear and bright and 20 stalwarts made it to the Liberty Paintball area at Thunder Ridge. The early coolness was quickly dispersed and no mercy was shown as the teams, captained by Joe Nash and Eric LaRosee, competed fiercely for the bragging rights of each battlefield; although the overall honors went to the Eric's yellow team, each battle was a close run affair. A lot of fun was had by all and the desire was generally voiced that this event should again be repeated next year. Many thanks indeed to all of those who participated. A special 'thanks' goes to Ian Workman for his on-field organization. Keep the ammo dry over the winter and look to see if Yellow can stay undefeated next year.

Ian Workman, Planning and Administration &
Len Faucher, Social Chair



CMA ON STRIKE!

The CMA would like to introduce its own CMA Bowling League beginning on Wednesday, January 18th. Under the direction of CMA Bowling Commissioner and CMA Education Foundation Secretary Eric LaRosee, this ten-week league will feature the following companies competing for the first CMA Bowling Championship: Charles Weber, Fairfield Chemical, Gemini Tankers, Heidmar, MJLF, Nordic Tankers, Odin Marine, Stolt, Tradewinds, and Uniservice. We are looking forward to a fun inaugural season and wish all teams the best of luck.

Len Faucher, Social Chair



"There is Posidonia, Nor-Shipping and CMA Shipping"

SHIPPING 2012

North America's Premier International
Shipping and Trade Conference and Exposition

SAVE THE DATE!!

March 19, 20 & 21, 2012

The Hilton Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at
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Email. conferences@cmconnect.com OR
visit us at www.shipping2012.com



WANT TO SWING A SWORD AT A COLLEAGUE?

By Joe Gross

Are the pressures of the holiday season getting to you? Are you a little “testy” toward your kids, spouse, sales personnel or fellow workers? The solution is here. The 2012 season of the CMA Fencing League will soon be upon us. Now is your chance to join such fencing luminaries as General George Patton (a member of the 1924 Olympic team), Jimmy Buffett, Boris Karloff, Madonna, and others who have learned the century's old art of wielding a blade.

While the 2012 CMA season will commence in January, a group of CMA members, representing both the Tanker and Dry markets, have been meeting on Wednesday evenings, honing their skills in preparation for what we hope will be an exciting season. Our fellow members have been practicing lunges, parries; beat attacks and cuts, as they face opponents clad in protective equipment on the fencing strip, or “piste”, whose dimensions are designed to replicate combat in confined spaces (imagine the dramatic sword fighting scene in a castle passageway from your favorite old movie).

CMA fencers take to battle with sabers, the fastest and most aggressive of the three weapons used in modern fencing. In saber, also known as “slash and bash”, fencers can score on any part of their opponents' body above the waist, as the saber was originally a cavalry weapon, and the rules of chivalry forbid injury to the opponents' mighty steed.

Absolutely NO experience is required - you'll be taught the basics, given a weapon, and be on the piste dueling in minutes, after which, drinks will be served. We look forward to seeing lots of swashbuckling CMA members turn out this year. Please contact Joe Gross if you have any questions at joey.gross@gmail.com or 203-609-4132. Full details of the 2012 season schedule will be available soon.

NOW BATTING – THE CMA SOFTBALL FINALS 2011

The CMA softball league continues to flourish. The season started on May 9th and finished with the championship game on October 20th. It went longer than usual due to the fact that it was wettest summer on record. We grew to 11 teams this year with Gemini Tankers and Trafigura joining us for the first time this season. We also saw the return of Fairfield Chemical as they joined forces with longtime league member Odin Marine. This is now the third joint venture team in the league.

With the present 6 team playoff format we were able to have all the playoff games under the lights at Teufel Field in Byram Park. Greenwich considers it as their Crown Jewel of softball and I can not disagree.

Of the 5 playoff games played 3 of them were decided in the last inning and 2 of those went into extra innings which made for an exciting tournament.

Round 1.

The first match-up was between two teams (and companies) that know each other well. The mighty bats of Oldendorff jumped out to an early lead but with some sparkling defense including some timely double-plays Atlas kept it close. Atlas's usual cast of characters got their hits but the assist came from the bottom of the order with the number 9 hitter supplying the tying and go ahead runs with her 2 RBI's and 2 runs scored. Atlas outscored Oldendorff 5-2 in the 7th inning and survived to play another day.

Next up that evening was Glencore vs. Odin-Fairfield. The visitors, Odin-Fairfield jumped out quickly scoring 4 runs in the first inning only to have Glencore respond with 2 of





their own. Odin-Fairfield started to slowly pull away only to have Glencore come storming back to tie the game at 9 runs apiece at the end of the 7th inning. Odin-Fairfield proved to have the upper hand that night coming away with a 13-9 win in 8 innings.

Round 2.

The first game was between Nordic Tankers and Atlas Shipping. In the first few innings Nordic was dominant practically scoring at will. Atlas's defense and bats started to catch up but too little too late. Final score 18-12 and Nordic was in the finals.

The second games was typical for this years playoffs. It was back and forth throughout the game between Weber-Heidmar and Odin-Fairfield. It came to the end of the 7th inning with the game tied at 12 runs each. Both teams had good hitting, pitching and defense. Odin-Fairfield prevailed in extra innings to make it to the final.

Final

The Championship began with both teams going toe to toe. It wasn't until the 4th inning that Odin-Fairfield started to gradually demonstrate their dominance that night and finished with a 22-12 victory. The lead started gradually but in the end there was no question who was the better team that night.

Congratulations to Weber-Heidmar as Regular Season Champions

Congratulation to Odin Marine-Fairfield Chemical as CMA Tournament Champions and Nordic Tankers as CMA Tournament 2nd place.

I would like to give big thanks to Dennis Conetta of Stolt-Nielsen and Len Faucher of Charles R. Weber for their assistance in providing top notch umpiring in the CMA Tournament. We were able have an umpire for each playoff game and 2 umpires for the final.

The season was capped off with an awards banquet held at the Royal Green in Stamford with about 60 players in attendance. It was a fitting end to a most enjoyable season.

Chris Towne
CMA Softball Commissioner

CMA STUDENT RESEARCH PRESENTATIONS

CALL FOR STUDENT RESEARCH PRESENTATIONS TUESDAY, MARCH 20, 2012

The Connecticut Maritime Association is an Association of individuals representing every aspect of shipping and international trade. ... from ship owners, brokers and managers, shippers and merchants of all kinds of cargo, to engineers, naval architects, seafarers bunker brokers and tug-boat operators, and ship registries (flag states), classification societies, lawyers and underwriters. Its mission is education – of its members, the public and, when requested, government at all levels.

The CMA is holding its annual Conference and Trade Show in Stamford, Connecticut, March 19-21, 2012. SHIPPING 2012 will have a new session, “The Best and the Brightest of the next shipping generation Student Research Presentations”.

Students from maritime academies and universities are invited to submit research paper(s) for possible presentation in the CMA annual conference next March. Papers should be original manuscripts. All papers should potentially have practical application to industry problems, issues, or policies. The three selected papers and presentations will be awarded a certificate, with one award of \$500 and two awards of \$250. The primary focus is on tankers and bulk carriers and their cargoes, in world trade. Students are invited to submit their research papers in the following or related topic areas:

- Financial pressure and survivability in the tanker and bulk carrier industry
- Imbalance between demand and supply for tanker and bulk carrier services and its implications
- Global warming and its effects on the output of agricultural goods and its possible impact on trade routes of the future and bulk carrier services
- Energy – oil, coal, gas, wind – what are their effects on the industry?
- Regulatory and governance issues
- Ship operating regimes and environmental aspects of waste disposal
- Shipboard and shore technologies and their applications
- Vessel operations strategy under commodity price fluctuations
- Piracy, vessel owner’s risk and cost
- Environmental regulation - Should they take a back seat in order to bring a balance between demand and supply?

If interested you are asked to submit your paper and presentation by **January 27, 2012**. Submissions are by email only. Please feel free to contact Professor Shmuel Yahalom if you have any questions or concerns.

Submit to: Shmuel Yahalom, Ph.D.
 Director of Research
 State University of New York, Maritime College
 6 Pennyfield Ave.
 Throggs Neck, NY 10465
 Phone: 718 409 7290
 Email: syahalom@sunymaritime.edu

DUAL USE OF COASTAL ROLL-ON/ROLL-OFF VESSELS?

By Donald B. Frost

While the United States was preparing for World War II Congress passed a law that encouraged the building of commercial ships that would “serve the nation’s domestic water-borne commerce and a substantial portion of the water-borne export and import foreign commerce and would serve to aid in national defense.” So goes the introduction to the 1936 Merchant Marine Act.

Along about 2002 the United States expanded the use pre-positioned equipment that can reach expected hot spots much faster than from the continental U.S. . Known as Sea Basing, it was not so much of a new concept as it was a renewed acknowledgement that time and distance were increasingly important enemies when responding to global security threats.

Over the years the mix of ship types in the program became more oriented toward vessels that were capable of discharging at relatively crude ports without cranes and favored those able to handle wheeled and tracked armored vehicles via heavy duty ramps so as to get the material to the front as soon as possible. Many of these RO/ROs are reaching the end of their useful lives and the Navy does not have the budget to recapitalize warships as well as sealift vessels.

Keep in mind the 1936 Merchant Marine Act’s “serve as an aid to national defense”, and the 1920 Merchant Marine Act Section 27 thereof (a.k.a. – The Jones Act) which requires that ships carrying cargoes between US ports, must be built in the US, crewed by American mariners and owned by Americans (there are ways around that). More recently, in 2007 Congress passed a law that encourages the use of Jones Act vessels for what is variously known as short sea shipping or Americas Marine Highway (AMH), but, just as the Navy’s budget is constrained, so too is that of MARAD which is responsible for the AMH program. Common to both the Navy and U.S. shipping interests is the high cost of building ships in the United States, but Congress is not likely to increase funding or repeal the ‘Build American’ part of the Jones Act.

What if a US shipping company interested in setting up a coastal RO/RO service were to build ships that also met all or most of the design needs and operational capabilities the Navy requires? That would respond to one of the 1936 Act’s primary missions (“serve the needs of the nation’s domestic water-borne commerce”). Would the Navy pay for part of the cost to build them? I think the answer is a qualified YES.

Congress would probably appropriate funds for required national defense features, but that would not be enough to

YEAR-END DONATION APPEAL



make the commercial ships cost competitive with trucking or imports of foreign goods on foreign flagged vessels. However, what if the Navy could underwrite say a quarter of the cost? Most people feel that would still not be enough.

What if the Navy could transfer the operational readiness costs they have to pay to keep some of those loaded ships idle off Diego Garcia, and elsewhere, to the sealift part of their capital construction budget? The Forward Deployed Logistics function of those ships would suffer, but the Navy would always have some modern, environmentally acceptable, fuel efficient ships available in the continental US with days. These ships would be fully manned with all systems operating optimally and never be more than a few days away from their commercial discharge ports. The idea of having commercially competitive (unsubsidized) vessels that fulfill the goals of the 1920 and 1936 Acts and the 2007 AMH Initiative while also serving as naval auxiliaries in times of national emergency demands another look at the idea of DUAL use.

The Navy has recognized that a number of the needs of their client(s) and those of the commercial world are different and asked the Maritime Administration to fund a study of various ship designs that had features that met as many of the requirements for both users as possible and estimate costs etc.. The American Marine Highway Design Project report prepared by Herbert Engineering (San Francisco) was released October 28, 2011 and will be presented at a meeting of the Center for the Commercial Deployment of Transportation Technologies (CCDoTT) in Washington (The Hall of States, 444 North Capitol Street, NW) December 13, 2011. RSVP to CCDoTT at 562-985-7394 – website www.ccdott.org. The report should be on the MARAD website by the time you read this.

I have read the report and spoken to the Navy and it seems that most of the logical objections, problems and challenges have been considered and addressed but there are always more. You can be a big help. Send your questions, concerns, ideas and to me and I'll make sure the proper people see them.

Dear CMA Member,

Thank you to all who attended the CMA's Annual Holiday Party on Tuesday, December 6. It was great to see you and celebrate the joys of the Season together. The CMA greatly appreciates our members and your generous support of the "Toys for Tots" program, as well as your financial support of the [CMA Education Foundation](#). For those who were unable to attend, we wish you good cheer and a very happy and healthy New Year.

The CMA Education Foundation has much to be thankful for this past year. Most has been chronicled in the CMA monthly [newsletters](#), as you've surely read. As a non-profit organization, the Foundation relies on the generosity of charitable donations to support its ongoing operations and further its mission to promote maritime education.

Will you consider supporting the CMA Education Foundation with a donation today?

Simply download the donation form [here](#). Your gift by check, regardless of size, provides invaluable funding for programs designed to attract and groom the next generation of leaders in the industry that we all love so much. Please help us to help these young people to *Sea Their Future!*

The end of the year is fast approaching, so be sure to make your [donation](#) before Dec. 31st in order to receive a 2011 tax deduction. Thank you in advance for your support of maritime education!

Best wishes and happy holidays!
CMA Education Foundation Inc.
Website: www.cma-edu.org

EMISSION CONTROL AREAS –

RULES ON BUNKERS AS THEY COME INTO FORCE

By Ian Workman

Effective Jan 1st 2012, under MARPOL Annex VI regulations 14 & 18, the sulfur content of any fuel oil used on board ships shall not exceed 3.50% m/m, however many owners are concerned, for a variety of reasons, about having fuel with sulfur content of greater than 3.50% already on board after Jan 1st, and whether Port State Control (PSC) will recognize this and be understanding.

At the moment it is difficult to predict how an individual PSC officer may react but, looking at the Annex VI text, there is some guidance: (From MEPC Notice)

As you can see, regulation 14 of Annex VI clearly states the word “used” as highlighted above.

Hence, if you blend down a product onboard that was higher than 3.50% max, using perhaps a Marine Gas Oil 0.1% sulphur (or other means) then, if you recorded all of that detail in the log books, and then had the fuel tested for compliance before use, it would probably be difficult for any Port State Control officer to prove non compliance.

The other concern is the availability of 3.50% product in preparation for the 1st Jan 2012 deadline; fortunately, most suppliers will not have difficulty in meeting the max 3.50% change as they are already supplying fuels below that level, but in locations where sour crudes (HS) prevail, such as the Middle-East and some ports in the Far East, it will be more costly for them to change. However to ensure that their vessels are supplied with the limit buyers should ensure that their initial requests are sent out requesting the 3.50% limit.

Regulation 14

Sulphur Oxides (SO_x) and Particulate Matter

General Requirements

1 The sulphur content of any fuel oil **used** on board ships shall not exceed the following limits:

.1 4.50% m/m prior to 1 January 2012;

³ The cost of an Approved Method shall not exceed 375 Special Drawing Rights/metric ton NO_x calculated in accordance with the Cost-Effectiveness formula below:

$$C_e = \frac{\text{Cost of Approved Method} \cdot 10^5}{P(\text{kW}) \cdot 0.768 \cdot 6000(\text{hours/year}) \cdot 5 (\text{years}) \cdot ? \text{NO}_x(\text{g/kWh})}$$

.2 3.50% m/m on and after 1 January 2012; and

.3 0.50% m/m on and after 1 January 2020.

MEPC 58/23/Add.1
ANNEX 13
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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: Company Security Officer / Ship Security Assessment

ICT based United States Naval Academy Graduate seeks position with ship owner, operator or trading house looking to ensure that their officers and crew, vessels and cargo have implemented the best ship security assessments, plans and drills.

Effective and accountable in the most demanding of times. - I do not shy away from the hard questions and the difficult solutions. I possess a wealth of leadership experience from combat to the business. This experience is consistent with a record of integrity and persistence.

Vision and Performance - I utilizes the skill set of "comfortability in chaos" to give clarity and focus to the multitude of tasks at hand. Identifying the correct goals, "making known the unknowns", mitigating risks, and implementing processes to ensure security, profitability and long term stability.

Achievements

Developed, coordinated, and implemented security plans to protect global commercial shipping interests from piracy on the high seas. Specialized in the training of U.S. Special Operations Command forces and private client protection.

Lieutenant (O-3), SEAL Team, San Diego, CA. United States Navy, 1991-2005

As a decorated Navy SEAL, conducted wartime/combat operations in Southeast Asia, Africa, and the Middle East. Responsible for mission planning, unit training/readiness, and operations while leading his unit in all facets of combat operations.

Operations included (but not limited to):

- Trained and lead teams in hostage rescue/anti-terrorist operations.
- Conducted and lead combat operations targeting insurgents and Al Qaeda in maritime, jungle, and desert environments.
- AIC ("agent-in-charge")/Head of Security for Prime Minister/Vice President of Iraq.
- Conducted security assessment reviews of U.S. embassy and government facilities in Africa to include port facilities.

Skills

Well skilled in Microsoft Office Suite, accounting, budgeting, computer networking, and shipboard operations.

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E-Mail: victoriallc@gmail.com

(S11-10)

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 4: Massachusetts Maritime Academy has excellent graduates and interns who need your support:

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

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

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

Contact: Dr. Bani Ghosh

Massachusetts Maritime Academy

E-Mail: bghosh@maritime.educom

(S11-10)

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)

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$200 - and it has proven to be THE place to be seen and answered.

Position A: Operations Manager and Assistant Operations Manager

TBS Shipping Services Inc. is a publicly held international shipping company, based in Westchester, NY. Currently there are openings for an **Operations Manager** and **Assistant Operations Manager** in our NY office. These positions will be responsible for providing proper and timely conveyance of voyage instructions, including pertinent details from the fixture recap/charter party and other information applicable for a particular voyage in line with company policies and practices. The positions also

liaise and partner with our chartering department and our ship management company in providing support. Fleet operations include both owned tonnage and time chartered ships. Job Duties and Responsibilities:

- Prepare and ensure compliance with voyage orders for safe and efficient voyages.
- Minimize voyage operating costs against voyage estimates.
- Work with Port Captain and Supervisors to optimize/maximize lifting capability of ships.
- Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
- Plan, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
- Ensure Port Logs and SOFs are properly prepared and maintained.
- Appoint agents and approve port disbursements and third party invoices.
- Create and distribute hire invoices and monitor payments.
- Check laytime calculations.

Key Qualifications/Requirements:

- Maritime University Graduate.
- Recognized Third Officer license or higher.
- 1 to 2 years office experience in commercial marine voyage operations. (Asst. Ops Manager)
- 3 to 5 years office experience in commercial marine voyage operations. (Ops Manager)
- Demonstrated knowledge of shipping industry practices and vessel operations.
- Strong communication, analytical and computer skills required.
- Must be eligible to work in the US.

Company: TBS Shipping Services Inc.

Fax: 914-793-2519

E-Mail: recruiting@nyc.tbsship.com

Website: www.tbsship.com

Notes: Fax or email resume and salary req. w/subject: OPS MANAGER.

For additional job opportunities please visit our website. (HW12-11)

Position B: Marketing Manager - Beverly, MA

The CSL Group Inc. ("CSL"), Canadian based company headquartered in Montreal, is a world-leading provider of marine dry bulk cargo handling and delivery services. Through its major operating divisions, Canada Steamship Lines, CSL International, CSL Australia, CSL Asia and CSL Europe, CSL owns and operates a highly diversified fleet of specialized self-unloading vessels, off-shore transshippers and Handysize bulk carriers, and delivers more than 70 million tonnes of cargo to industrial customers annually.

CSL International, a Subsidiary of The CSL Group Inc.

During the late 1980's and into the 1990's, CSL began expanding its international operations and formed a new business unit, CSL International, based in the Boston, Massachusetts area.

CSL employs approximately 1,000 people globally and CSL's history can be traced back to 1845.

Duties & Responsibilities:

- Develops new customers or cargoes based on marketing plan developed with Director of Marketing

- Manages and meets customer needs and represents CSL with a high level of professionalism
- Develops new business, which provides customers and CSL with profitable growth opportunities
- Negotiates contracts in line with management guidelines
- Ensures commercial activities adhere to and support company safety and environmental policies
- Develops and maintains relationships with current, potential and past customers and chartering agencies throughout the industry
- Services assigned accounts, handles customer inquiries and problem solving.
- Understand all components of freight rate calculations and carries out such calculations when required
- Assist in the preparation of freight proposals for new and established customers as assigned
- Conducts detailed market research and is up to date and knowledgeable on market trends

Qualifications and skills:

- Bachelors degree in Business, Commerce, Transportation or Economics
- Experience in dry bulk shipping preferable, experience in other logistics businesses highly desirable
- Chartering experience desirable
- Able to form and build strong customer relationships - strong customer focus
- Excellent oral and written communications skills
- Experienced in Microsoft office products as well as ERP (and other) operational systems proficiency
- Exhibits leadership abilities

Ceridian Talent Acquisition Practice

People are your most valuable asset. Assess, interview and hire top performers faster with support from Ceridian's comprehensive talent acquisition services. Experienced professional recruiters can help you focus on strategic business initiatives, while we build the foundation of talent on which your organization's reputation and success thrive.

We are pleased to be recruiting top talent for our client The CSL Group.

Contact: Belinda David

Company: Ceridian

E-Mail: belinda_david@ceridian.ca

Notes: Interested candidates [please click here](#) (HW12-11)

Position C: Technical Superintendent

Small Ship Management Agency managing Product Tankers based in Stamford Connecticut is seeking a Technical Manager position to join our team as an Independent Contractor.

Qualified candidates will have:

- Sea going experience as Chief Engineer.
- In depth knowledge of Technical Management of tanker vessels.
- Computer literate with strong planned maintenance experience a must.
- Dry Docking supervision experience.
- Crude and/or Product tanker experience.
- Willingness to travel and ride ships at least 30% of time
- Familiarity with ISM, ISPS regulations, Sire Vetting procedures, Risk Assessment and Safety Management systems.

- A good knowledge of major International Regulations (SOLAS, MARPOL, ILO, etc.).
- Work with Flag and Classification Societies.
- Ability to effectively work with foreign crew cultures.

Essential job tasks:

- Day to day Technical support and dry dockings.
- Assist in the implementation of onboard Planned Maintenance Systems.
- Develop a company culture onboard the vessels that will enhance crew performance.
- Assist in crew training.
- Vessel inspections, audits, ship visit reporting.

Candidate will report directly to Chief Superintendent and Senior Management.

Remuneration will be commensurate with qualification & experience.

E-Mail: pres.admanthos@gmail.com

Notes: Please reply via email (HW12-11)

Position D: Bunker -Broker/Trader

Job Purpose: Manage existing customer order requirements and related operational matters while simultaneously leading new marketing efforts and business development.

Duties:

- Maintain strong customer relations; handle post fixture items and administrative processes
- Collect industry data used in our industry reports and market insight
- Utilize research material and web based tools for effective marketing efforts alongside our team
- Provide market information, product, and pricing information by identifying and prospecting customer needs, and utilizing appropriate information
- Traveling to meet with business contacts, attend conferences and other industry related events, as required

Skills/Qualifications:

- Good writing and oral communication skills
- Strong analytical abilities
- Multi-task, dependable, professional, responsible
- Strong negotiation and sales ability
- Minimum of 2 years in bunkers, commodities trading or maritime business. Strong geographical knowledge.
- Team player
- Bachelors Degree
- Microsoft office knowledge.
- Bilingual ability a plus, in widely spoken languages.

Company Background:

Praxis Energy Agents is a multi-national trading office for marine fuels. We are currently expanding our sales force in an effort to strengthen our position in our regional markets. We are presently hiring for our locations in Stamford and Hamburg.

Company: Praxis Energy Agents

E-Mail: hr800@praxisenergyagents.com

E-mail resume (HW12-11)

Position E: Shipbroker (Bulk Liquids)

Norwalk, CT

Company Profile:

A diversified global company providing transportation services to the world's leading manufacturers of chemicals and other bulk liquids is currently seeking a shipbroker.

Job Description:

The shipbroker will be responsible for negotiation and fixing spot cargoes on various routes and allocating contract cargoes to assigned ships to maximize the vessels financial results within the prevailing market conditions.

Responsibilities:

- Be aware of the positions and desired strategic directions for each ship assigned.
- Coordinate the allocation of spot and contract cargo to the ship assigned to the specific service.
- Coordinate with chartering and operation departments to maximize space utilization, minimize the number of port and berth calls and maximize the voyage financial results
- Maintain current voyage records and documentation to customers for tonnage loading within the service
- Travel as required and write the appropriate travel reports.
- Maintain a thorough knowledge of all relevant charter party forms and company standard terms.
- Coordinate all aspects of trans-shipments for respective cargoes
- Coordinating contracts of affreightment with customers to receive nominations on time and build programs which fit vessel schedules
- Preparation of voyage profit and loss reports

Requirements:

- Must possess a degree from a Maritime Academy
- 5-7 years post-graduate experience
- Tanker sailing experience is a plus
- Minimum 2 years ship brokering experience
- Operations, barging and demurrage experience
- Excellent written and oral communication skills
- Computer proficiency with knowledge of relevant software packages
- Proven leadership skills and the ability to thrive in a team environment
- Willingness to relocate and travel as required

Contact: Leigh Evans

Company: Faststream

Telephone: (954)467-9611

E-Mail: Leigh.evans@faststream.com

(HW011-11)

UP COMING EVENTS

SAVE THE DATES

DECEMBER 2011

Tuesday, December 13, 2011

(note a Tuesday for this special lunch!)

CMA Monthly Speaker Luncheon

Speaker: Nikolas P. Tsakos, President & CEO,
Tsakos Energy Navigation Ltd. (TEN Limited)

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

JANUARY 2012

Thursday, January 26, 2012

CMA Monthly Speaker Luncheon

Speaker: Ted Petrone, President, Navios Corporation

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.



Wanted: Host Companies

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