

**UP COMING EVENTS**

**SAVE THE DATES**

**JANUARY 2011**

**Thursday, January 27, 2011**

**CMA Monthly Luncheon**

**Speaker:** Jack Noonan, CEO, BLT Chembulk Group

**Topic:** “The Chemical Tanker Trade and its Role in Everyday Life”

- Introduction to BLT Chembulk Group
- 50 Years – A Brief History of the Chemical Tanker Trade
- Chemicals in the Everyday Life of Everyman: The Role of the Chemical Tanker
- Chemical Tanker Trade: Where we are Today and Where we are Going

**Water’s Edge at Giovanni’s II**

2748 Post Road, Darien, CT 06820

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

CMA Member \$40 / Non-Member \$45

**FEBRUARY 2011**

*Date to be advised*

*(may be shifted to accommodate speaker schedule)*

**CMA Monthly Luncheon**

**Speaker:** TBA

**Water’s Edge at Giovanni’s II**

2748 Post Road, Darien, CT 06820

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

CMA Member \$40 / Non-Member \$45

**MARCH 2011**

**CMA SHIPPING 2011**

**March 21-23, 2011**

Hilton Hotel, Stamford, Connecticut

Visit <http://www.shipping2011.com> for full information

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

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

**PRESIDENT’S NOTES**

**Happy New Year!**

CMA’s home state has a new governor and one who knows CMA. Previously the mayor for 12 years of CMA’s hometown, Stamford, Dannel P. Malloy has attended past shipping conferences and within the last 2 years addressed CMA members at a luncheon. Malloy took the helm on January 5 with an inaugural message to the Connecticut General Assembly that included the following statements, “We will join Connecticut to the Energy Economy, attracting companies that reduce our dependency on fossil fuels. We will aggressively develop our three deepwater ports to spark commercial activity and decrease our reliance on heavy trucking and the congestion they bring to our highways.” Perhaps increased maritime and energy sector activity and even short sea shipping efforts will move for-

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### LETTERS TO THE EDITOR & NEWSLETTER

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ward in Connecticut under his watch, but I remain cautiously optimistic and the motto “Acta Non Verba” of my alma mater rings in my ears. I congratulate Governor Malloy for including the maritime and energy sectors on his list of priorities as he takes office. CMA and its many members can be an information resource to the Governor and his staff for maritime shipping, international trade, transportation and energy. Together let’s move forward Governor Malloy.

The Shipping 2011 Conference Program with complete registration details have been mailed. You are officially invited to join CMA on March 21, 22 and 23 at the Hilton Stamford Hotel when we present Shipping 2011, FORWARD. The typeface and fonts of the program’s theme “” reflects today’s social media. Can you identify them all? You can find the latest information on the conference, program, speakers, registration, and much more at <http://www.shipping2011.com>. My thanks to the conference architects Jim Lawrence and Don Frost with help from Bob Kunkel for once again keeping CMA’s conference program on the forefront of current issues and technology including the maritime component of new energy, the Baltic experience with LNG and the maritime opportunity in building offshore wind energy farms. Our conference attracts delegates, exhibitors and presenters from every corner of the world to truly reflect the international aspect of this global industry, but closer to home Governor Malloy’s staff won’t want to miss these sessions as well as the economic value of a ship session, which can benefit the energy and maritime movement he has planned for Connecticut.

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I am looking FORWARD to a great year, and I wish you all a very happy, healthy and prosperous New Year!

Best regards,  
Beth Wilson-Jordan

P.S. My thoughts and prayers go out to Mark Kelly, Kings Point class of '86, Captain USN, Astronaut and his wife, U. S. Representative Gabrielle Giffords.

## FROM THE EDITOR

Welcome to 2011. The holidays brought many of those from our community presently on assignment in Europe and Asia back to us. It was great seeing and listening to them and I found a brighter side to a freight market that some see as a looming disaster. It is a people story.

The age profile of the non-financial part of our industry has continued to gray while greater and greater numbers of ships enter the fleet. We are hiring – often by raiding our competitors but also we are bringing on new talent as well.

While most of the new hires are offshore, there are openings here.

The shortage of well trained and experience seafarers especially officers started decades ago. Then the OPA 90 driven imperative to stop oil spills was joined by a new culture of tanker safety and environmental concern. As the regulators raised the ante for not playing by the new rules, the rules were applied to all the other types of ships and then the flood of new ships overwhelmed almost everyone. The recruiting, education, training and retention of crews has not been solved and the problem will get much bigger.

Shore side the personnel problem is not quite as urgent, but as globalization continues and second/third world economies start moving toward parity with the older developed world there is a growing need for good people ashore also. These jobs were most often filled by seasoned seafarers who had come ashore. They knew which end was the bow, where India was and how to deal with port agents. Many of their successors do not have that experience, but they bring other knowledge and experience that has been beneficial.

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**See FleetWeather in Stamford, CT - March 21-23, 2011  
CMA SHIPPING 2011 Expo & Conference - Booth 48**

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What is very different is the fact that instead of just offices in the traditional shipping centers of London, Oslo, Hamburg, Genoa, Geneva, New York and Tokyo, now we add Singapore, Shanghai, Beijing, Hong Kong, Dubai, Mumbai, Rio de Janeiro and Moscow. Besides the owners, brokers and industrial charterers, these centers now have their share of the "virtuals" (hedge funds and powerful investment banks that participate as shippers, charterers and owners). My point is that we are stretching our limited numbers of experienced people over many more centers which dilutes the traditional personal friendship aspects of our very international community. However, it does help keep arbitrators busy.

I think it was Polonius in Shakespeare's HAMLET that counseled "Neither a borrower or lender be" but he made no mention of brokers. While borrowers and lenders in shipping are clinging to the expectation that Asia will continue to propel our industry forward, brokers are needed to keep the present fleet employed. Much is made of today's depressed rates for carrying coal and iron ore, but there are many cargoes that are sensitive to high rates --- so-called elasticity of demand --- which come to market in greater volume when rates are low. Speaking macro-economically, the fleet is larger than needed, but each sale/trade is a micro economic decision and rates are a product of date, place and size specific criteria. Only a few ships can meet each cargo's requirements and therefore very few ships are unemployed. Brokers make that happen.

## MARKET COMMENTARY

By Donald Frost

We made it! Old acquaintances will not be forgot, but I think many other aspects of the business year past in the shipping world will be cheerfully consigned to the dung heap of memories. I think it was more than the low rates or the barrage of environmental regulations that filled the pages of the maritime press, or even the speed at which new regulations were proposed before the first ones were implemented. We also had to contend with a steady stream of unfounded optimism aimed at publicly traded shipping companies, potential investors, and/or new funds that would result in still more ships. Please excuse my coarse observation, but I think it was the founder of AVIS Car Rentals who described this situation with the expression "pissing in one's own soup."

It seems to me that the financial, commodity and shipping media have each contributed in some part to a disconnect between demand and supply in shipping. We of all people should know better, but we have fallen into the trap. Again! We are all familiar with the "pig or hog cycle" where supply overwhelms demand, prices drop, farmers stop raising hogs, bacon prices rise and the cycle begins again. I thought we in shipping had learned from the brutal lessons of the 1980's, but apparently we have no memories beyond five years at best.

In the past corporations and investors have been swayed by the tactic known as "fear, uncertainty and doubt", also known as FUD in marketing circles. FUD originated decades ago to describe the disinformation tactic used by computer hardware manufacturers (IBM), and later by software providers (MICROSOFT) to persuade corporate technology buyers, and later PC consumers, to defer their purchases until the newest hardware and software sold by the market leaders was ready. In shipping it has been the fear, uncertainty and doubt related to shipbuilding prices, and when the most aggressive environmental regulations will bite, that has sped up buying decisions in spite of common sense.

Sadly there is no solace in telling your friends that something unpleasant that was predictable happened.

## MEMBERSHIP NOTES

Once again, Happy New Year to all our members and a welcome aboard for those who are new. This month we are pleased to welcome:

Lena Bames, Sales Manager, Scandinavian Airlines, Lyndhurst, NY

Charlie Bilbe, Dir. Environmental Service, The Worley Company, Hammond, LA

Martin Dempsey, Hull & Liability Manager, The Travelers, New York, NY

George Jackson, President, Argosy Sales LLC, Norwalk, CT

Jose Leonard, Nat'l Secretary-Treasurer, American Marine Officers, Dania Beach, FL

Karin Orsel, Management Facilities Group, Delfzil, Netherlands

Constantino Georgios Perivolaris, Marketing/Bunker Trading, Ocean Energy Inc., Coral Gables, FL

Michael Ryan, Sales Mgr.-Americas, Nordic Shipping Services, North Attleboro, MA

Levent Kemal Sadikoglu, Vice President, First Capital Advisers LLC, New York, NY

Membership Committee

# CMA SHIPPING 2011

**March 21- 23, 2011  
Hilton Stamford Hotel**

North America's pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 21, 22 & 23, 2011. Don't miss the chance to visit this great event right here in Stamford – 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!

Many of our familiar event sponsors have already confirmed their commitment as sponsors and we are also pleased to welcome some brand new sponsors for 2011. Major international associations have confirmed their support as Supporting Organizations and we will also have a full house for the March 23 Gala Dinner where we will honor our 2011 Commodore, Angeliki Frangou, Chairman & CEO of the Navios Group of Companies. The December announcement of Ms. Frangou being named Commodore has been very well received and we have received an outpouring of support from companies wishing to honor her.

CMA Shipping has reinforced its reputation as a "must attend event" and many do not leave the show without booking ahead for the next year. We are off to a great start and on track for another record-breaking event in 2011, which is incredibly encouraging.

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

## SHIPPING 2011

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

### SAVE THE DATE!!

## March 21, 22 & 23, 2011

### The Hilton Hotel, Stamford, CT, USA

For more information contact:  
Lorraine Parsons, CMA Event Director at  
Tel. +1.203.406.0109 ext. 3717 • Fax. +1.203.406.0110  
Email. [conferences@cmconnect.com](mailto:conferences@cmconnect.com) OR  
visit us at [www.shipping2011.com](http://www.shipping2011.com)

To review and see the very latest version of the conference program, simply visit the Conference page of our show website at <http://www.shipping2011.com> - as you see it is topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience.

Also visit our website for information on all aspects of the event. The website is a great place to check regularly for new updates on the show and all its moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2011 as a conference delegate, sponsor, advertiser or simply to visit the exhibits or Job Fair, please don't hesitate to contact me.

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

Lorraine Parsons  
Event Director, CMA Shipping 2011  
Tel: +1.203.406.0109 Ext 3717  
Email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)

## CMA SHIPPING 2011



The Connecticut Maritime Association (CMA) is pleased to present a powerful program:

<http://www.shipping2011.com/confer2011.html> crafted to deal with the numerous realities of today's markets. We recognize that even as we fight our way through difficult commercial markets we also acknowledge that there continue to be operational challenges, legal and regulatory and international challenges which demand our keen attention.

The program for Shipping 2011 was fashioned during one of the most turbulent moments in our business. We are fortunate that our membership includes so many thoughtful and successful industry participants, who keeping their eyes on the markets can also advise the program committee on the many other moving parts that make this business so interesting and challenging. With thanks to all, we are proud to present Shipping 2011, FORWARD.

Our logo type face taken from the "new world" of social media is intended to reflect the future challenges the industry faces. While labels categorizing those challenges, people, supply and demand balances, environmental regulation, are familiar, the business has passed through a moment of inflection where our world has seriously changed. Ships are hugely more expensive, China has made the world a one country economy, the costs of regulation, both operationally and consequentially are enormous, and our relationship with our people has been altered as the 'financialization', a term a former CMA President made popular, of the industry evolves.

It is no longer the industry of our parents.

The pioneers of the web world have created a new framework for the conduct of business and global interaction, and now it is for us to imagine and create our own new world, and to confront the old challenges in new ways.

So we take time this year to look at our markets, the world economy. We try to remember that while 2010 was the 'Year of the Seafarer' that responsibility is perpetual. We look forward at some pretty exciting new areas of technical and commercial development which we expect will be real areas of growth, deals and jobs.

And we do this all with enthusiasm, confidence and energy, convinced that just because some of us can't recognize what all the letters in our title actually represent, doesn't mean we are not deeply passionate about our industry's future! So please join our more than 2,000 guests, bring plenty of business cards and your best ideas for the future, because Shipping 2011 is where we want to do everything to make the future real now.

We take delivering a useful, commercially valuable and busy three days for you very seriously. If there is any aspect of the event we can elaborate on for you please do not hesitate to contact us. We want your stay to deliver meaningful value.

Along with our sponsors, exhibitors, speakers we look forward to welcoming you to CMA Shipping 2011 in March.

Again please visit <http://www.shipping2011.com> to view more and to register.

# 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](mailto:conferences@cmaconnect.com)

The latest Job Mart is always accessible on the CMA website at: <http://www.cmaconnect.com>

## SITUATIONS WANTED

**Candidate 1:** Massachusetts Maritime Academy has excellent graduates and interns who need your support.

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

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

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

(S9-04)

**Candidate 3:** Prep school junior & applicant to the USNA, USMMA, and USCGA seeks "hands-on" summer internship in maritime related organization. As a coastal Fairfield County resident and lifelong sailor, President of Kent School Sailing Club and with family legacy of leaders within the Maritime Industry, and graduates of Annapolis and Kings Point, I wish to broaden the scope of my knowledge in preparation for the application process to the aforementioned US Federal Academies and for a career in the civilian maritime, US Navy or US Coast Guard. References readily available upon request.

Randolph R. Johnson, Jr.

32 Birch Rd., Darien, CT 06820

Home Phone (203) 656-1094

Kent School Phone (860) 927-5801

Email: [JohnsonR11@kent-school.edu](mailto:JohnsonR11@kent-school.edu)

(S10-05)

## Wanted: Host Companies

Interns are looking for positions.

If interested in reviewing RESUMES,

Please contact Margaret Nicks

([mnicks@eagle.org](mailto:mnicks@eagle.org))

### **Candidate 4: Seeks a challenging operations job in dry or liquid bulk**

Young and experienced shipping professional with a background in LPG Tanker Operations and Key Client Coordination with a reputable shipowner in Copenhagen, Denmark seeks a challenging operations job in dry or liquid bulk.

A Member of the Institute of Chartered Shipbrokers in London with a degree from the Hamburg School of Shipping and Transportation and Hamburg Chamber of Commerce. Fluent in English and German with intermediate Spanish skills. Enthusiastic candidate with great people skills who could be seamlessly integrated into any chartering department.

Dual citizen in the United States and Germany. Available to start the beginning of January or later.

Contact: Matthew Pettersson

E-Mail: [Matthew\\_Pettersson@yahoo.com](mailto:Matthew_Pettersson@yahoo.com)

(S10-11)

## 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: Energy/Shipping Analyst**

McQuilling Services, LLC

#### **Company Description**

McQuilling is a privately-owned marine services company providing transportation services to clients in the shipping industry and specializing in the marine transportation of crude and petroleum products for a global client base. We provide professional, reliable and personalized service to an international clientele from offices located in New York, Houston, Caracas, Lima, Mexico City and Singapore. Services include spot, period charter and asset brokerage; research and analysis; and marine transportation consulting.

McQuilling business objectives for the future include growth and expansion initiatives throughout the organization. The company is building capacity in support of these objectives.

#### **Job Description**

McQuilling is seeking qualified experienced candidates to fill the position of Energy/Shipping Analyst in the organization.

The successful candidate will have at least 5 years experience in the energy and/or shipping markets and a strong analytical background. The indi-

vidual will be self-starting, highly productive, process-oriented and take pride and ownership in their work. They will possess strong organizational skills. They will be able to learn information system applications and be versed in internet navigation skills. The individual will be primarily responsible for database management and maintenance, data acquisition, distillation, analysis and insight for:

- Global crude oil and refined products supply and demand - historical and forecast
- Global upstream (onshore and offshore), refining & downstream
- Trade flows and tanker demand - historical and forecast
- Gas and alternative energy markets
- Tonnage supply: newbuilding orderbook, scrapping, trading fleet evolution, development, composition and control
- Tonnage supply factors: floating storage, speed, port delays

These responsibilities will include managing vendor relationships for the supply of third party data and carrying out periodic and ad-hoc research and analysis projects using data extracted and analyzed from proprietary and third-party databases.

Minimum qualifications for this position are well-developed analytical skills; strong written communication skills; well-organized and documented work processes and proficiency in Microsoft Excel, Word and Powerpoint. An engaged, continuously improving approach to job responsibilities is prerequisite for the position.

Salary will be determined based on experience and skills, and is competitive with industry levels. A robust benefits package is included.

Company: McQuilling Services, LLC

E-Mail: [Services@mcquilling.com](mailto:Services@mcquilling.com)

Notes: Interested candidates should send their CV, Attention: Personnel.

(HW012-10)

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### **Position B: Immediate Position – Broker**

Growing international ship- brokerage firm specializing in the sale, charter and appraisal of tug/barge and dry-bulk vessels is expanding and seeking to immediately hire another broker. This is a commission-based position with a base stipend for the broker's introductory period. Successful applicant will be given the option to work from their home office or out of our offices in Stratford, CT.

#### **Position Skills:**

- Three to six years in maritime shipbrokerage.
- Existing client list, and relationships with owners.
- Self motivated with a high level of initiative and a sense of urgency.
- Effective communication and organizational skills, flexibility, adaptability, common sense, patience, sense of humor and strong attention to detail and service orientation are essential.
- MS Office suite of products (Word, Excel and Outlook) and database management tools proficiency strongly recommended.

- Must have full entitlement to work in the USA and to obtain a TWIC card.

#### **Benefits:**

- Health Insurance available.

To apply for the position, please send resume or further inquiry by email, or mail to:

Attn: Human Resources

Black Rock Maritime Group

305 Boston Avenue, Suite 301, Stratford, CT 06614

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

Email: [info@blackrockmaritime.com](mailto:info@blackrockmaritime.com)

No phone calls, please. Only preselected candidates will be interviewed.

(HW001-11)

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### **Position C: Tanker Operator – Stamford**

We are currently looking for a new colleague to join our Tank Operation Department in Stamford. Today, the Stamford Operation Department consist of 4 employees who are working together with 30 colleagues worldwide.

#### **The Job**

We are looking for an experienced tank operator with at least 3-4 years experience from a similar job, who is able to work independently and handle the daily operation of both own, pool managed and time chartered vessels – primarily within the MR and LR1 segments.

#### **Your responsibilities will include:**

- Day to day operational activities where the customer is in focus.
- Bunker planning in close coordination with the master and our bunker department.
- Freight, hire and demurrage calculations. Monitoring agency and port expenses.
- Appointment of agents, handling voyage instructions, and daily-communication with customers.
- Be part of our Global Rolling Operation team. Torm have a 24/7 live coverage together with our colleagues in Singapore, Mumbai and Copenhagen.

#### **Qualifications**

You have a shipping/oil transportation background within the tanker industry, or you are an educated navigator with sailing experience but have been ashore for some years.

You are committed and able to work independently as well as in a team, while maintaining focus on results and customer service and relationships.

You have excellent communication skills both written and oral and you are able to work in and with a highly efficient and dynamic international team, spanning across time zones, nationalities and cultures.

You are flexible and able to juggle many different tasks simultaneously without losing focus or overview. You are detail and data orientated and

have a good knowledge of the use of IT applications. You are able to communicate fluently in English – both written and oral.  
The ideal candidate must be documented to work in the U.S. and must have at least 3-4 years experience from a similar job.

**We offer**

A flexible working environment in an informal and international organization. We offer an exiting job where you will be given the opportunity to work independently and with plenty of scope for personal and professional development within a fast moving shipping company. Salary subject to qualifications incl. health insurance.

**Further information:**

Further information regarding the position can be obtained from General Manager, Jonas Warming tel. +1 203 602 6822

**How to apply:**

Please submit your application via our website [www.torm.com](http://www.torm.com) no later than 30 January 2011.

Alternatively, please submit your application and resume to: [jwa@torm.com](mailto:jwa@torm.com)

TORM is one of the world's leading carriers of refined oil products as well as being a significant participant in the dry bulk market. The Company operates a combined fleet of more than 130 modern vessels, principally through a pooling cooperation with other respected shipping companies who share TORM's commitment to safety, environmental responsibility and customer service.

TORM was founded in 1889. The Company conducts business worldwide and is headquartered in Copenhagen, Denmark. TORM's shares are listed on the Copenhagen Stock Exchange (ticker TORM) as well as on the NASDAQ (ticker TRMD). For further information, please visit <http://www.torm.com>

(HW001-11)

## UP COMING EVENTS

### SAVE THE DATES

**JANUARY 2011**

**Thursday, January 27, 2011**

#### CMA Monthly Luncheon

**Speaker:** Jack Noonan, CEO, BLT Chembulk Group

**Topic:** "The Chemical Tanker Trade and its Role in Everyday Life"

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**Speaker:** TBA

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**MARCH 2011**

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

**Thank you to all who attended our Holiday Party on December 7th – it was a bumper crowd of over 160 guests and we collected an amazing number of toys for the U.S. Marine Corps. "Toys for Tots" program. We thank you, as always, for your generosity.**

**A Happy, Healthy and Prosperous New Year to all our members**