

UP COMING EVENTS

SAVE THE DATES

MAY 2013

Monday Afternoon, May 20, 2013

CMA Spring Golf Outing

Sterling Farms Golf Course

1349 Newfield Avenue, Stamford, CT 06905

Click [here](#) for more information.

Thursday, May 23, 2013

CMA Speaker Luncheon

Dry Bulk Panel TBA – watch your email!

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

JUNE 2013

Thursday, June 13, 2013

CMA Education Awards Luncheon

Keynote Speaker TBA

Presentation of Annual CMA Education Awards

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

PRESIDENT'S NOTES

On Thursday April 25th, we held our Annual General Meeting at "The Waters Edge" in Darien. The final head-count was 85 and we were very pleased to welcome our current Commodore Peter Evensen, and to present him with a gift of the original oil painting depicting the front cover of the Official Event Guide for the CMA conference.

It was very encouraging indeed to see so many members present and, for the benefit of the greater membership, I would like to re-visit the main points.

CONTENTS

President's Notes	—page 1
Scenes from the CMA Annual Meeting Lunch on April 25th	—page 5
From the Editor	—page 6
Membership Notes	—page 7
Maritime as an Education Tool	—page 8
USMMA Midshipman Holtzworth Presents Winning Paper at Connecticut Maritime Association's "Shipping 2013" Conference	—page 9
Scenarios - There Can Be More Than One Future	—page 10
The Connecticut Maritime Scene – An Update	—page 11
Other Interesting Events.	—page 12
Job Mart	—page 12

CMA INFORMATION

OFFICERS

PRESIDENT

Ian Workman
P: (203) 863-0001
Email:
iworkman@wfscorp.com

VICE PRESIDENT

Tony Backos
P: (646) 361-4061
Email:
abackos@wfw.com

SECRETARY

Jasmine Alvarado
P: (203) 832-0174
Email:
jaa@murship.com

TREASURER

Charlie Tammara
P: (203) 434-5822
Email:
cntammara@gmail.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Brian Robinson
P: (203) 524-7670
Email:
Wbrianrobinson@gmail.com

PLANNING & ADMIN

David Fillis
P: (203) 434-5485
Email:
dmfillis@yahoo.com

SOCIAL

Len Faucher
P: (203) 629-2300
F: (203) 629-9101
Email: lfa@crweber.com

COMMUNICATION

Nora Huvane
P: (203) 260-7004
Email:
nora.huvane@gmail.com

EDUCATION

Joe Gross
P: (203) 609-4132
Email:
jgross@cma-edu.org

MEMBERSHIP LIAISON

Kim Edwards
P: (203) 548-7444
F: (866) 548-7720
Email:
cmamembership@gmail.com

THE CMA HOME PAGE ADDRESS IS
www.cmaconnect.com

LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost
P: (203) 406-0109 • F: (203) 406-0110
Email: Editor@cmaconnect.com

JOB MART: Lorraine Parsons/Cari Koellmer
Email: conferences@cmaconnect.com

EVENTS & WEB: Lorraine Parsons / Anne Gumpel
Email: conferences@cmaconnect.com

During the meeting we bid thanks to our VP, Molly McCafferty, and approved the appointment of Tony Backos in her place. Molly's term spanned the Presidency of Beth Wilson-Jordan and my initial year in office. Her calm words of advice often kept us on the straight and narrow, and under her guidance a "Conflict of Interest", "Document Retention" and "Whistleblower" policies came into being. Most recently, her efforts laid down the framework for updating and refining the wording of our by-laws. Molly – thank you very much indeed.

Into Tony's vacated place as Secretary, we welcomed a newcomer to our Board, Jasmine Alvarado, who currently works with MUR as their chartering manager and is a SUNY Maritime graduate.

The incumbents, Dave Fillis and Joe Gross were also both confirmed in their positions as Planning & Administration Chair and Education Chair respectively.

Some brief points about the CMA during this last year and upcoming events....

- Yes, after 15 years or so we did put up the membership to USD 75.00 per year...and the feedback was "what took you so long?"
- We had our first "CMA Lunch" in the city – it was sold out well in advance and our regular lunches at Giovanni's drew good crowds with an eclectic bunch of speakers.
- Our Education foundation is flowering and your donations are always welcome. Make no mistake you can donate at any time or at any of our social functions...
- The Softball season was a huge success as ever and this year the CMA All Stars plan to take on Trading Dirty on their own ground – and win!
- The CMA Book Club has just had another successful and interesting night with Beth Wilson-Jordan, based on the book "Seized" and introduced by its author Max Hardberger.
- Our annual Golf tournament is coming up on May 20th at Sterling Farms. The Graydon Michael Webster Cup is again up for grabs.
- Our May lunch promises to be exceedingly lively with a sharp and challenging panel being put together. In June we have our annual Education Awards lunch.

- Our Summer Lobster Bake & Picnic is scheduled for July 18th. Who will win the darts this year?
- Our Bowling season wrapped up with some enthusiastic participation – the Parsons Cup will be presented during the Picnic or before then at a special gathering for the bowlers.
- The annual tennis always stirs some avid competition.

Finally, and really **most importantly** – the Conference in March was a great success. I heard it being referred to as the Posidonia of North America, drawing people from all corners of the world with just over 2,400 attendees.

We could – of course – put a dollar value on the Conference but to me, to the CMA members and to our Board, it goes beyond this:

- As local companies how do you put a value on having one of the World's premier events right here on your very own doorstep?
- How do you value having that extra attraction, that extra little nudge that will bring your customers - both national and international - to visit your town?

- As locals, we must not forget the huge value of having the conference right here, we must not take it for granted, the CMA still needs its local support just as much as local companies and offices benefit from the CMA. I urge you - don't forget this...

Finally, regarding the Conference, I would like to reiterate that two influential ideas and thoughts emerged:

- Education. And by Education I mean an Education at all levels from Congressmen and Senators to students of all ages.
- Unity...this is a Unity which must be welded together to face an Administration and a Government that fails to fully comprehend and understand the depth and economic importance of the Maritime industry.

I feel that it is only by providing educations and showing this unity, can we – as the maritime industry – correctly wield the influence the industry so well deserves.

–Ian Workman



At FleetWeather it's still all about the people...

Our people helping your people...

- To gain insight and intelligence
- To overcome complex decisions
- To manage change better
- To continue being successful

FleetWeather provides insight, intelligence and innovation for global shipping leaders.



VESSEL PERFORMANCE & ANALYTICS
(and of course weather routing too!)



Discuss a solution for your business today:
+1.845.226.8400 (US) • +65.65497001 (Singapore)
fleetweather.com • newbusiness@fleetweather.com

THE SKAARUP BUILDING HAS A FULL OR PARTIAL FLOOR FOR RENT

Remember Greenwich with so many shipping companies?

Now is your chance to return and enjoy the prestige and conveniences of our great Town.

Occupy the space where Nedship Bank and Northern Navigation had great success!

Be in the building where International Marketing Strategies and Marine Money were launched!

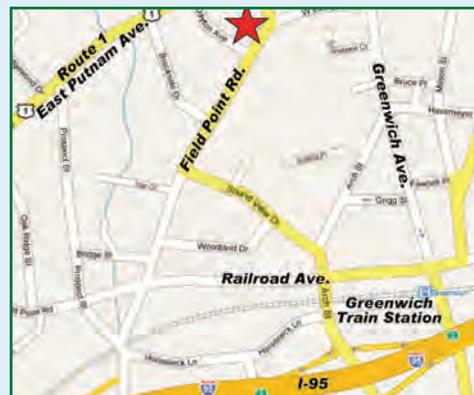
Contact Frank Parker, 203 622 6800 X 25 or fparker@skaarup.com

Central Greenwich Office Space 66 Field Point Road, Greenwich, Connecticut



Features:

- Prime Central Greenwich location across from Town Hall and close to I-95.
- Walk to the Greenwich Train Station and Greenwich Avenue for restaurants, banks and shops.
- Building is serviced by 2 fiber optic providers.
- Fitness room with showers.
- Building common areas recently renovated.
- 3/1,000 SF parking.
- Landlord workletter available.
- Building fully ADA compliant.



LOCATION
2nd Floor

SIZE
7,303 Sq. Ft.

RENT
\$62.00+electric

TERM
5-10 Years

OCCUPANCY
May 15, 2013

SCENES FROM THE CMA ANNUAL MEETING LUNCH ON APRIL 25TH

85 CMA Members attended our Annual Meeting Lunch on April 25th, a record crowd for the AGM! As well as being attended by many Board Members, past and present, we were also honored to have two of our Commodores at the lunch, Morten Arntzen, Commodore in 2007 and our new 2013 Commodore, Peter Evensen. Thank you to all who attended to vote on the new CMA Board Slate and to hear a "State of the CMA" address from CMA President, Ian Workman and hear about upcoming events. It is all good!



FROM THE EDITOR

We had more members and guests for the Annual General Meeting (April 25th) than any non-speaker luncheon I can recall. In keeping with the By-Laws CMA President Ian Workman gave a brief overview of CMA during the last year and some plans for 2013-14. We elected a new Vice President, Tony Backos, a new Secretary, Jasmine Alvarado, and two incumbents, Dave Fillis, Chairman of the Planning and Administration Committee, and Joe Gross, Chairman of the Education Committee.

Looking forward, the May luncheon will be moved forward a week (May 23) to accommodate an earlier June luncheon (June 13th). Stay tuned for info on speakers.

The 2013 first edition of Books by Beth (Tuesday evening April 30th) featured the author of "SEIZED: A Sea Captain's Adventures Battling Scoundrels and Pirates While Recovering Stolen Ships in the World's Most Troubled Waters" by Max Hardberger (Mariner - Adventurer - Author). About 50 members enjoyed an entertaining evening. They did have to check their cutlasses, pistols, peg legs, and eye patches at the door, but the occasional "Arrrgh!" was still heard.

In this issue you will find a review of the winning paper from CMA's Student Research Papers Competition, "The OBO: A Bridge between Supply and Demands Fundamentalists and Those Ushering in the 'Eco Age'" presented at Shipping 2013. Clearly the faculty and staff at the US Merchant Marine Academy were thrilled that one of their cadets won and so we have used their Press Release as the basis for our article.

When I met the winner, graduating Midshipman Ian Holtzworth, I warned him that there were some CMA members, including yours truly, in the audience who had a lot of commercial experience with OBOs, and that they might throw him some tough questions. We did not have time for questions then. Now is your time to ask Mr. Holtzworth why OBOs fizzled, or how they might overcome charterers' wariness of using them. For that matter, just send us your questions and we will pass them on.

The recently published study "Global Maritime Trends 2030" by Lloyd's Register, in association with defense technology group Qinetiq and Strathclyde University, is a look at the future as it might be. The study uses scenarios to provide a background for several possible "worlds" in which the future could unfold. Having participated in a very similar exercise at Columbia University a few years ago, and meaning no disrespect, it was perhaps ironic that as I ploughed through the 148 page study I was eating a baloney sandwich.

A few weeks ago I was trying to explain to a non-shipping person, and fellow classical music aficionado, how volatile tramp shipping markets can be. I described the extremes of 2005-2009 which was the longest period, probably in recorded history, during which tramp ship owners and operators actually had real pricing power. Ship owners, operators, investors, ship yards, brokers, financiers and analysts were delirious. However, the party abruptly ended in mid-2009 and the markets continue to give people heartburn.

My friend mused that the upside might have sounded like the orchestral version of Richard Wagner's "Ride of the Valkyries", and the down-fall could be the Elmer Fud version of the same music (i.e. "Kill da Wabbit"). Think about it. You won't find such culturally relevant observations in TradeWinds.

By the way, this year Wagner would have been 200 years old. No need to send cards, but I thought you'd like to know. Speaking of birthdays, CMA will be 30 years old next Spring. We are working on party plans. Other organizations in our shipping community that celebrate birthdays soon include: SNAME founded 1893, ASBA founded in 1934 and SMA founded in 1963. YSP NY formally joined the alphabet of professional maritime organizations with their first AGM on April 24, 2013.

It was a shock when I heard that the U.S. Merchant Marine Academy (Kings Point) Alumni Association and Foundation was to be evicted from its on-campus offices effective April 30, 2013 (May 6 thanks to a court stay). Sadly alumni of the oldest maritime school in the United States, whose Alumni Association goes back to 1909, met the same fate more than a decade ago. We empathize with KP graduates and hope that a way is found around what seems to be a draconian decision.

Unconnected US maritime news includes a move to reduce the portion of US International Food Aid that will be used to fund US flag shipping and a growing attack on the Jones Act's Build American requirement emanating from some non-contiguous states and territories. We hear that even some coastal states are starting to recognize this part of the Jones Act is a defacto tax on their exports to other states.

–Donald Frost

PS- Thought for when reason does not work:

“The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man” (George Bernard Shaw)

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mr. Simon Barham, COO, Bibby Ship Management Group Ltd., Liverpool, UK

Mr. Tony Bingham, Tech. Manager LNG, Teekay Shipping (Canada) Ltd., Vancouver, Canada

Mr. Gerardo A. Borromeo, Vice-Chairman & CEO / President, Philippines Transmarine Carriers/InterManager, Makati City, Philippines

Mr. Stefan Brod, Treasury Analyst, Freepoint Commodities, Stamford, CT

Mr. William E. Ciesinski, VP-North Atlantic Region, The International Propeller Club of the United States, Danvers, MA

Mr. Darrell L. Conner, Government Affairs Counselor, K&L Gates LLP, Washington, DC

Ms. Ananda Coppeto, Intern, John F. Dillon, Stamford, CT

Mr. Andy R. Dacy, MD/CEO - Global Maritime, J.P. Morgan Asset Management, London, UK

Mr. Philippe Donche-Gay, Exec.VP Marine & Offshore Division, Bureau Veritas, Neuilly-Sur-Seine Cedex, France

Mr. John Dudek, Vice President, Freepoint Commodities, Stamford, CT

Mr. Mauricio M. Garrido, President, T&T Salvage, LLC, Houston, TX

Ms. Meaghan Grasso, Refined Metals Operations, Trafigura AG, Stamford, CT

Mr. Albrecht Grell, Sr. Executive VP- Maritime Solutions, Germanischer Lloyd SE, Hamburg, Germany

Mr. Thomas Hallett, Pacific Basin Shipping (USA), Inc., Stamford, CT

Ms. Celine Hayn, Vice President, Freepoint Commodities, Stamford, CT

Mr. David Heindel, Secretary-Treasurer, Seafarers International Union of North America, Suitland, Maryland

Mr. Steven W Herman, Project Engineer, OSG Ship Management, Inc., New York, NY

Dr. Karsten Hochkirch, VP, FutureShip GmbH / A GL Company, Potsdam, Germany

Mr. James H. Hohenstein, Partner, Holland & Knight LLP, New York, NY

Mr. Ian Holtzworth, Student, U.S. Merchant Marine Academy, Kings Point, NY

Capt. James N. Hood, Consultant, Castalia Advisors LLC, Norwalk, CT

Ms. Belinda Javier, Treasury, Freepoint Commodities, Stamford, CT

Mr. Trevor Jones, Pacific Basin Shipping (USA), Inc., Stamford, CT

Mr. Thomas Kirk, Director of Environmental Programs, ABS, Houston, TX

Ms. Renee Klimczak, President of Global Shipping, BG Group, Houston, TX

Dr. Thomas S. Knudsen, Sr. VP- Marine, Low Speed, MAN Diesel & Turbo, Copenhagen SV, Denmark

Mr. Jason S. Loch, Manager- U.S. Flags Desk, Poten & Partners, New York, NY

Mr. Anthony Longo, Trade Analyst, Freepoint Commodities, LLC, Stamford, CT

Capt. Janak Singh Lotey, Senior Manager, EMAS AMC, Houston, TX

Mr. Hans-Christian Mordhorst, Commercial Director, DA-Desk FZE, Sharjah, United Arab Emirates

MARITIME AS AN EDUCATION TOOL

By Donald Frost

Most often we think of a maritime education as primarily a training process. However, it seems that the maritime environment is one in which both slow and fast learning students as early as junior high school age can learn and retain abstract ideas by applying them to real life situations. The idea seems to be that lessons learned and quickly applied are absorbed for a lifetime. However, this does not just apply to marlin-spike skills. It applies as well to mathematics, physics, mechanics, and biology and even economics. The key seems to be the ability to apply the lessons and/or skills quickly. Further, the learning environment must be forgiving of mistakes with opportunities to learn from those mistakes without embarrassing the student.

I strongly recommend to your reading an article in the Society of Naval Architects and Marine Engineers MARINE TECHNOLOGY (April 2013) by Gayle Horvath titled "High Performance in Education". I would have liked to reprint the entire piece here but we do not have the space. I have asked SNAME if they could provide a link for anyone that would like to read the article in its entirety.

The author starts with a simple observation. "Education in the maritime sector has always had a unique character compared to other educational settings. Historically, the middle class, education and maritime trade have been tightly interlinked."

"A large part of the world is struggling to develop higher performance methods of education for the younger generation. Various arguments hold that today's education systems are broken. This may or may not be true." "However, science, technology, engineering, and mathematics (STEM) do require additional attention in today's society." "...while no one using the maritime setting would discourage their students from entering the maritime field ... the most significant goal is in the use of the maritime setting as a highly effective training and learning environment."

Mr. Masamichi (Matt) Morooka, Executive Vice President / Chairman, NYK-Hinode Line, Ltd. / ICS, Tokyo, Japan

Mr. David Myers, Counsel, Reed Smith LLP, London, UK

Mr. Yasushi Nakamura, Executive Vice President, Nippon Kaiji Kyokai / ClassNK, Tokyo, Japan

Capt. David Pascoe, Sr. VP, Maritime Operations & Standards, Liberian Registry, Vienna, VA

Mr. Konstantinos Pavlatos, Director, Doric Shipbrokers, USA, LLC, New Jersey

Mr. Kishore S. Rajvanshy, Managing Director, Fleet Management Ltd, Hong Kong, China

Mr. Michael Edward Savaglio, 2nd Mate, Sealift Inc, Oyster Bay, NY

Mr. Koji Sekimizu, Secretary-General, International Maritime Organization (IMO), London, UK

Ms. Katherine B. Spector, Head of Commodities Strategy, CIBC World Markets Corp., New York, NY

Evan F. Sproviero, Trading, Projects & Finance, GMS (USA), Cumberland, Maryland

Mr. Robert H. Thornton, Senior Technical Director, World Fuel Services Corporation, London, UK

Mr. G. Robert Toney, Chairman, WatchStander, LLC, Fort Lauderdale, FL

Mr. Kenneth Vareide, Dir. of Operations, Maritime North America, DNV, Katy, TX

Capt. John A Vitale, Special Projects Manager, Amspec Services LLC, Linden, NJ

Ms. Hellen Anastasios Vouthounis, Compliance Analyst, Barclays Wealth and Investment Management, New York, NY

Mr. Thomas J. Wiker, Director- Compliance Services, Gallagher Marine Systems, Mount Laurel, NJ

Mr. Darrell Wilson, President, MTI Network (USA), Inc., Fort Cobb, OK

Mr. Gary J. Wolfe, Partner, Seward & Kissel LLP, New York, NY

We hope to meet you all again soon--- perhaps at the July picnic.

Brian Robinson, Membership Chair

What makes the maritime environment so effective?

- “Marine settings continue to provide levels of unknowns that can be studied by students with even rudimentary levels of scientific training.”
- “Problem solving skills are often effectively developed with minimized educator interference in unfamiliar surroundings, particularly in maritime environments.”
- “Maritime enables students to teach other students which is one of the most important components of organic education.”
- “Maritime enables students to clearly fail but with the ability to re-evaluate and try again. This is parallel to the way that school sports develop this ability, but with maritime the failures are in the STEM realm.”
- “The cultural completeness of the maritime setting allows students to address STEM subjects and philosophical, historical, language and arts subjects simultaneously. This approach is becoming known as STEMPHLA.”

The author is a mathematics teacher and manager of school services at the New Jersey Charter Schools Association, and is a founder and current Board Member of Navesink (NJ) Maritime Heritage Association. She cites the successes of her own program, and that of the New York Harbor School (NYHS), using the concepts in her article to engage students. Speaking of the NYHS she explains: “Initially (in 2003), the program consisted of a separate school within a failing high school in Bushwick, Brooklyn. After a few years the maritime approach started to significantly improve educational effectiveness and graduation rates rose rapidly.” As we know that Harbor School is now situated on Governor’s Island in New York Harbor and producing some wonderful results.

The Baltimore Maritime Industry Academy High School, also formed out of a failing high school (or two), appears to be loosely based on the Harbor School model. CMA has played host to some of their students at our March Conference for the last few years. The exposure seems to have helped the students realize that the world really does want them to succeed.

We at CMA had the good fortune to have Mr. Murray Fisher, the founder of the Harbor School, speak at a luncheon last year. Mr. Fisher did not have time then to describe what worked and why. Now we know.

However, Mr. Fisher had a successful model to follow. After several years of planning and consulting the industry, in 1993 the AQUACULTURE Magnet High School in Bridgeport, CT started using many of the tools and ideas that Ms. Horvath cites in her article. Some CMA members (Moore McCormack Lines for one) were very early supporters. I have had the opportunity to visit the school often (April 17th, 2013 was the last visit) and observe how readily its students have adopted the program. CMA has been giving scholarship awards to graduates of this school who plan to pursue further education in the maritime field and related subjects for more than ten years.

The mission of the Harbor School, as that of the AQUACULTURE School, is to elevate lower-performing students, but its success has drawn attention from other students who are seeking admission to this effective program.

USMMA MIDSHIPMAN HOLTZWORTH PRESENTS

WINNING PAPER AT CONNECTICUT MARITIME ASSOCIATION'S "SHIPPING 2013" CONFERENCE

Midshipman Ian Holtzworth took first prize in the Student Research *Papers Competition* for his paper “The OBO: A Bridge between Supply and Demand Fundamentalists and Those Ushering in the ‘Eco Age’ ” at the Connecticut Maritime Association’s annual Trade Show and Conference, *Shipping 2013*.

Holtzworth, a First Classman and President of the Kings Point Sustainability Alliance, was given a cash award and the opportunity to present his paper to an international audience that included industry professionals and students. His paper outlined a proposal where Ore-Bulk-Oil carriers (OBOs) could triangulate trade routes allowing them to complete fewer annual voyages than single trade vessels. As a result, Holtzworth stated, “In the oil trades, an OBO’s supply contribution would be 13% less than the equivalent sized tanker. Even more impressive, a 24% reduction in capacity impact could be found in this dry-bulk trade. Owners operating these new ECO OBOs would be

reaping the benefits of optimized fuel efficiency and increased laden time without the full impact on supply that comes with a newbuild single-trade vessel."

RADM James A. Helis, Ph.D., superintendent of the United States Merchant Marine Academy (USMMA) commented, "The Academy strives to be on the cutting-edge of technology and innovation. We are especially proud when innovative ideas come from midshipmen. To be recognized during a prestigious event such as Shipping 2013 is quite an honor for Midshipman Holtzworth and the Academy."

Holtzworth's Academic Advisor, Changqian Guan, Ph.D., an associate professor in USMMA's Department of Marine Transportation, explained "His idea is quite unconventional, the OBO type of ship was popular for a while before it was out of favor due to changes in trade patterns and some operational complexities to run this type of vessel. His paper is focused on out-of-the box thinking. This demonstrates his intellectual capacity and analytical skills to challenge the status quo and conventional way of thinking."

Here is a photo of Midshipman Holtzworth accepting his certificate from the CMA Education Chair, Joe Gross



We look forward to watching the progress of all the Academy Competition Winners this year. A great job was done by all who participated and especially the writers of the First, Second and Third Place papers who got to present them at CMA Shipping 2013 and who did such a professional and fine job! Well done!!

SCENARIOS - THERE CAN BE MORE THAN ONE FUTURE

By Donald Frost

After almost five years of economic and other shocks, everyone is anxious to know what happens next. In "From the Editor" in this issue I referred to Lloyd's (LR) "Global Maritime Trends 2030" and the use of scenarios as a way to look to the future without being predictive. No one can predict the future, but we can list things that are not likely to change, to consider those areas that look now as most likely to change, tipping points, critical uncertainties and "wild cards". The scenarios process allows each reader to change the parameters according to his/her own observations which allows for different future outcomes.

If you are not familiar with the scenarios process I suggest you Google "Shell Scenarios". There is a workbook at that website that will lead you through it.

The Lloyd's 2013 study can be found [here](#).

An earlier study done by Wartsila in September 2010 can be found at [here](#).

Both studies use scenarios to suggest what the shipping industry might look like in 2030 with an eye toward estimating trade growth and its consequent effects on shipping. In setting their scenarios Lloyd's chose three possible outcomes – "Status Quo", "Competing Nations" and "Global Commons". Wartsila's alternative futures were "Rough Seas", "Yellow River" and "Open Oceans". An unpublished Columbia University book also uses scenarios but its focus is on energy policy, governance and implementation of energy policy as they influence world trade and marine transportation also in 2030.

I recommend reading both studies. They use similar methodologies but each has strong points and useful information. To my mind though, they both miss how, in the real world, changing one element, even slightly, changes one or more other elements. It is like squeezing a balloon. Push in

THE CONNECTICUT MARITIME SCENE – AN UPDATE

one place and it bulges in another. Columbia's study tried to show how the elements related to each other by describing the process as a three dimensional geometric shape -- a tetrahedron. However, I suspect the reason for not delving into this effect is that differentiating the outcomes based on changing just one or two inputs without looking at how those changes might influence the rest is tricky. The element of time is even trickier.

Thomas L. Friedman's column in the May 1, 2013 edition of The New York Times introduced just this idea. He wrote of a person who complained "More things seem to be changing in my world than ever before, but I can't quite put my finger on it, let alone know how to adapt." Friedman observed "the combination of the tools of connectivity and creativity has created a global education, commercial, and communication and innovation platform on which more people can start stuff, collaborate on stuff, learn stuff, make stuff with more people than ever before."

Friedman's observation is right on. A common lament is the speed of change that is unsettling. Consider, therefore, the speed of change can alter your perception of what will come next. If a critical uncertainty appears earlier than initially expected, the scope of change in that time frame influences expectations and therefore outcomes. This can be a technological change to ships, a business change such as social media leaking into transactions or governance issues like enforcement of ECAs. Sounds like the basis for a good PhD dissertation.

Returning to Friedman for a new idea and a problem related to the speed of change. He wrote "Schools can not keep up with the competencies needed for these (new) jobs, so employers (got) frustrated because in a hyper-connected world they did not have the time or money to spend on expensive training. So, more employers are demanding that students prove their competence for a specific job" (beyond college degrees).

In education as in business there is only one word more frightening than FUTURE and that is CHANGE. Albert Einstein made many quotable comments on both topics. "The only sure way to avoid making mistakes is to have no new ideas."

By Donald Frost

The report by the Connecticut Sea Grant program at the University of Connecticut Avery Point found that the Maritime Industry in Connecticut represents nearly \$7 Billion to the state's economy. The study "Valuing the Coast: Economic Impacts of Connecticut's Maritime Industry" published last month also found that the maritime business in CT (see below for how they measured the business) contributes nearly 40,000 jobs to the state.

The lead author was Robert S. Pomeroy, professor in the Department of Agricultural and Resource Economics in UCONN's College of Agriculture and Natural Resources at Avery Point in Groton. The study considered only seven sectors of the economy.

- Commercial fishing
- Seafood product preparation and packaging
- Shipbuilding and repairing
- Boat building
- Transport by water
- Scenic and sightseeing transportation and support activities for transportation
- Amusement and recreation activities.

Imagine what the statistics would look like if the actual ship operations and transactional parts of the shipping industry in Connecticut were counted. One of the problems in assessing the scope of our industry is that scholarly investigations use U.S. Dept of Labor Standard Industrial Codes (SIC) and North American Industry Class System Codes (NAISC) to access business data. NAISC is a relatively new attempt by the Dept of Labor to track more service industries that the nearly pure manufacturing base in SIC. Unfortunately the Dept of Labor's Dictionary of Occupational Titles still sees shipping as only seafarers, ship's agents, chandlers and tow boat people. Also, companies with multiple business lines may elect to list their company as something entirely distant from shipping, even if shipping is an integral part of the business. For example banks that lend money to build ships are still banks. Freight experts, barge and logistics managers at grain traders are

agricultural workers. Those whose occupational titles might count, but are employed by a company whose SIC or NAISC code don't fit "shipping", are lost in the labor statistics.

On another front, the move by the State Legislature to establish a Statewide Ports Authority is moving slowly through the legislative system. The Bill passed by the Commerce Committee was discovered to contain some better language than the one that was previously passed by the Transportation Committee. Cleverly the best part of the Commerce Committee's Bill replaced part of the Transportation Committee's Bill. There is still work to be done before the Bill goes to the floor for a final vote and Governor's signature. In the meanwhile various state agencies are seeking input on projects that can be implemented quickly to get the new Authority up and running. Sadly it appears to me that the agencies are looking for low hanging fruit without realizing that any low hanging fruit had soured from years of neglect. It is still a good news story, but will take time to be a success. Part of that success will come from the forming of public-private-partnerships (P3). More to come.

OTHER INTERESTING EVENTS

NEXT GENERATION LEADERSHIP

"The Will to Lead" is 1 of 5 modules in **KF Andersen Leadership Academy's Master of Business Leadership program** and in June 2013 the course will come to Norwalk, CT.

The training is carried out by Siegfried W. Andersen, who has more than 30 years experience in training leaders worldwide.

For information about the courses and registration, please visit www.kfandersen.com

For info on the Norwalk courses specifically, click [here](#).

For more info also contact Kirsten MacDonald at email: km@kfandersen.com

JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$200.

Candidates seeking employment must be a CMA member at a rate of \$75 per year or \$35 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: Experienced HR Manager

Experienced HR. Manager looking for job in shipping company at USA.

- Eleven years experience in Marine recruitment
- MBA / Marine Engineer Dpl.
- Goal oriented and Team player
- Strong communication and strategic planning skills
- Advanced user of Fleet Manager PC program

(Ref: www.dbmagic.com)

Name: Sergiy Bilyy

Email: sergybilyy@yahoo.com

(S12-05)

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-dimen-

sional 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: Strategic and Motivated Technical Manager

Strategic and Motivated Technical Manager having Marine Engineering background with strong Interpersonal, Project Management and Problem Solving skills. Proven ability in commercial operations and management in Maritime Industry and delivered results by leading cross-functional teams. Active Technical Superintendent on tanker ships for 15 years.

OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:

Strategic and Operation Analysis.

Emergency and Crisis Management / Emergency Response Systems.

Ship Construction

Risk Analysis - Ship's Structural Integrity.

Risk Analysis - Ship's Operation and Maintenance.

Marine Quality Assurance & Regulation Compliance

Marine Incident Investigation.

Project Management.

Technical Management of ships & Technical Performance Analysis.

Full resume and references available upon request.

Telephone: 832 275-6956

E-Mail: andrezb@hotmail.com

(S12-06)

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 com-

munication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

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

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

Bar Admission: New York State bar exam results pending

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

Language Skills: English and Mandarin Chinese

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

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com

(S11-05)

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

Education:

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

Qualification:

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

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

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

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

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

Contact: Mr.Ognyan Denchev Kostadinov,MICS

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

(S11-06)

Candidate 7: Chartering Broker

Chartering broker with 35 years of experience. I have acted as North American representative for a major multinational handling grain and scrap. In recent years as a competitive broker where I have been active chartering bulk and bagged fertilizers, grains, bagged coffee, paper products and vehicles as well as other commodities.

I also assist with the refrigerated department in chartering as well as post fixture operations including calculation of laytime and settlements of accounts.

I have excellent computer skills and am well versed in several different office communications systems and a good working knowledge small scale computer networking.

Telephone: 203 322 9136

Cell: 203 658 4573

E-Mail: catowne@yahoo.com (S12-08)

Candidate 8: Experienced Mariner/Corporate Manager/Maritime Lawyer

Practicing lawyer with focus on maritime law (correspondent for Members of International Group of P&I Clubs). Seeking a fast-paced corporate position in the maritime industry (vessel operations, insurance, risk management).

- B.S.: USMMA (Marine Transp.); M.B.A.: University of the Virgin Islands; J.D.: Touro College - Fuchsberg Law Center
- 5 years seagoing experience
- 5 years as Port Captain at major oil refinery/marine terminal (vessels to 300K DWT)
- 7 years as corporate executive in the steel fabrication industry
- 15+ years as civil litigator with emphasis on maritime law

Diverse education and practical background combined with great motivation, energy, organizational skills, analytic thinking and creativity. A proven problem solver as a successful litigator.

Resume and references upon request.

E-Mail: b03161956@gmail.com (S12-10)

Candidate 9: S&P Projects, Business Development

Avid Shipping Professional with ten years experience in Shipping Finance as well as six years experience in Relationship Management and Business Development in the shipping industry, I currently seek the opportunity to add value and strengthen my knowledge in a new professional setting in the S&P market.

I was involved in several business projects and of all the achievements mentioned on my curriculum vitae, undoubtedly, my biggest success is reflected by the 223% annual increase of the Shipping Department portfolio, the second largest annual increase among the Greek shipping banks for the fiscal year 2007 – 2008.

Considerable experience in market analysis, strong organizational, communication and problem solving. Handled a diversified portfolio, establishing all departmental procedures and worked effectively in cross-teams. Continuous professional development (Institute of Chartered Shipbrokers, Hellenic Shipbrokers' Association).

I am certain that my experience so far can add value to an organization. I would welcome the opportunity to discuss how my knowledge and skills may contribute to your company's growth and profit increase. My CV is available on request.

Contact: Alexandros Valentis

Cell: +306937862614

E-Mail: alexandrosvalentis@yahoo.gr

Notes: <http://gr.linkedin.com/in/alexandrosvalentis> (S12-10)

Candidate 10: Commercial Trainee position

My ultimate aim is to snare a Commercial Trainee position ideally within a broker.

My Trade, Shipping and Finance plus my customer skills and my momentum set me apart.

My relevant abilities include:

- Be the a problem solver and a real facilitator with Demonstrated abilities pertaining to sales presentations, cold calls.
- High-Energy personality, self-confidence, trader mentality, real desire to win and become the next star performer in the team who is driving the business.
- Be professional, maintain my honesty, be fair and personable with people.
- Thorough knowledge and contacts in the North America Shipping and S&T environment.
- Enthusiasm to develop niche markets under the radar/ what is coming next in this future economy.
- Speak English and French and ability to deal effectively with people of different ethnic and professional backgrounds.

Telephone: 1-506-801-2185

E-Mail: jacquessimon506@gmail.com

Notes: [ca.linkedin.com/in/simonj1/](https://www.linkedin.com/in/simonj1/) (S13-04)

Candidate 11:

Bilingual (Spanish- English), Maritime College graduate, Masters of Science in International Transportation Management, as well as Masters and Bachelor Degree in Labor Relations.

Other Qualifications:

- Knowledge of maritime port, terminal, and logistics operations.
- Academic and professional experience in managing all aspects of employee relations.
- Four years Program Management experience including developing, managing and tracking budget parameters, analyzing and implementing administrative procedures, and quantitative and qualitative data analysis using Excel, Power Point, and other Microsoft and Cloud applications.

Certifications: Company Security Officer, Facility Security Officer, Vessel Security Officer

U.S. citizen. Willing to relocate.

Contact: Ana Liz Figueroa-Young

Mobile: 646-784-5750

E-mail: analizfg2@gmail.com or anafig.11@sunymaritime.edu

(S13-05)

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 B: Junior Operator

OLDENDORFF CARRIERS combines its history as a German shipowner with the network of one of the world's leading drybulk operators. It is fully owned by the family holding company, EGON OLDENDORFF, which was established in 1921. For over 90 years, OLDENDORFF CARRIERS has served charterers, shippers, receivers and traders, who can expect us to be both reliable and flexible.

Each year, we carry more than 120 million tons of bulk and unitised cargo, and perform around 12,000 port calls to some 125 countries. On average, we operate around 350 chartered and owned ships at any one time. Contact with our cargo clients is maintained through offices in Lübeck (our German headquarters and Atlantic hub), Singapore (Pacific hub), Stamford (US), Melbourne, Mumbai, Shanghai, Tokyo, Vancouver, Cape Town, Rio de Janeiro, Guyana, Trinidad & Tobago, Turkey and the United Arab Emirates.

We are looking to strengthen our Operations team in Stamford with a junior operator (m/f). The duties include

- Voyage planning, including bunker and cargo intake calculations
- Optimize voyage results in close cooperation with the chartering department
- Issuing voyage instructions and agency appointments
- Ensure compliance with time and - voyage charter party terms
- Checking and release of Bills of Lading
- Safeguard correct freight collection and hire payments in cooperation with the Marine Accounting Dept.
- Checking of proforma d/a's and request advance payments from the D/A desk
- Handling of off-hire, underperformance, stevedore damage and other claims with support from our in-house claims desk
- Ensure smooth cooperation with clients and shipowners
- The position involves occasional domestic and international travel

Profile

- 1 to 3 years work experience in drybulk operations / postfixture for an owner/operator or shipbroker
- Seafaring background a plus
- Experience with Softmar a plus
- Aptitude to negotiate
- Excellent written and verbal communication skills
- Driven and open to new challenges
- Hard working, able to think on your feet and be flexible
- Enjoy working in a team environment

Contact: Lutz Lange

Company: Oldendorff Carriers USA Inc.

Address: 1 Landmark Square, 17th Floor

Stamford, CT 06901

Telephone: 203 487 7313

E-Mail: lutz.lange@oldendorff.com

Website: www.oldendorff.com

(HW04-13)

Position C: Roles for leading liner company

Established in 1997, Spinnaker is the original and most experienced of the Shipping Recruitment Agencies. We work closely with the world's leading shipping, maritime and marine employers.

We are currently working on a restructuring project for a leading Liner company, who are looking to expand their US presence.

We are therefore looking for a number of key individuals to join this organisation.

Spinnaker is currently handling 3 senior positions:

1. Head of Trade Units (VP Level)
2. Senior Trade Manager
3. Assistant Pricing and Yield Manager.

For the Trade positions, we are looking for people who have experience working on the Westbound Transpacific route, as well as extensive experience in the Liner Business.

All the above positions are based in New Jersey, USA and we are therefore keen to hear from US Citizens or Green Card Holders.

If you are interested in this position and would like to know more please apply to spaparcura@shippingjobs.com. For a confidential discussion please call Siobhan Paparcura on +44 (0)1702 481640

Contact: Siobhan Paparcura

Company: Spinnaker

Telephone: +44 (0)1702 481640

E-Mail: spaparcura@shippingjobs.com

(HW05-13)

Position D: Vice President, USA

A shipowning company is currently looking for Vice President to take over responsibility for their Americas business based on the East Coast of the USA. This is a senior role within the company with further possible career development opportunities.

You will have financial, business development and technical business units reporting to you, the company are therefore looking for someone with experience of running a shipping business. You will be involved in investments and upgrades for the fleet both for the company's vessels and other business partners.

You will have a strong commercial background along with a good understanding of the other departments within your control. Ideally you will have experience of managing shipping pools at a senior level or a projects background. You will need to be a strong credible manager.

If you are interested in this position and would like to know more please apply to rbowen@shippingjobs.com or atravell@shippingjobs.com. For a confidential discussion please call Amy Travell or Rachel Bowen on + 44 (0) 1702 481 640

Contact: Amy Travell or Rachel Bowen

Company: Spinnaker

Telephone: + 44 (0) 1702 481 640

E-Mail: rbowen@shippingjobs.com

atravell@shippingjobs.com

(HW05-13)

Position F: Operations Manager

TBS Shipping Services Inc. is an international shipping company, based in Westchester, NY. Currently there is an opening for an Operations Manager in our NY office. This position 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 position also will liaise and partner with our chartering department and our ship management company in providing support. Fleet operations include both owned tonnage and time chartered multi-purpose tweendeckers and bulk carriers.

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 Master or Chief Officer License preferred.
- 3 to 5 years office experience in commercial marine dry cargo voyage operations.
- Demonstrated knowledge of shipping industry practices and vessel operations.
- Strong communication, analytical and computer skills required.
- Must be eligible to work in the USA.

TBS offers competitive salary and excellent benefits. At TBS, we believe our talented employees are our greatest asset, and provide ongoing opportunities for professional growth. Visit us at www.tbsship.com to learn more about our company and our commitment to high worldwide shipping solutions.

Company: TBS Shipping Services Inc.

Fax: (914) 220-7772

E-Mail: recruiting@nyc.tbsship.com

Website: www.tbsship.com

Notes: Qualified candidates should send their resume with the heading OPS on all transmissions. (HW05-13)



CMA Members - Please remember that we have students interested in summer internships!

In order to promote the opportunity for students to learn by doing, the CMA & CMA Education Foundation pay stipends to qualified interns. We will pay a stipend of \$250.00 per 2-week period, up to a maximum of \$1,000.00 for 8-weeks.

The program is very simple. There is a short form to be completed and sent back before the internship begins, and upon completion of the internship, the intern must submit a short essay about their experience. Once the essay is reviewed and approved, the stipend will be sent to the intern. The interns will get some real world experience, and host companies get to participate in shaping the next generation of maritime professionals!

Click [here](#) for full details of the program on our website.

Please help to support this very important mission by hosting interns at your company.

If you have any questions at all, please let me know.

Thanks and Regards,

Joe Gross
CMA Education Chair
EMail: jgross@cma-edu.org