



UP COMING EVENTS

SAVE THE DATES

MAY 2018

Monday Afternoon, May 14, 2018

CMA Spring Golf Outing

Sterling Farms Golf Course
1349 Newfield Avenue, Stamford, CT 06905

See Page 4 for more information

ALMOST SOLD OUT – LIMITED SPACE AVAILABLE!

Thursday, May 24, 2018

CMA Monthly Speaker Lunch
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 Members \$50 / Non-Members \$60

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

PRESIDENT'S NOTES

As our By-Laws require of us we had our Annual General Meeting on Thursday, April 26th. I always look forward to this gathering of CMA members. It's an opportunity to talk about the past year, and what we can look forward to in the coming year. Above all, it's a chance to see old friends and meet some new members, as well.

As for the state of the CMA, we remain on a solid upward trajectory. Shipping 2018 was a great success, the 2017 Summer Picnic was extremely well attended, as was our Holiday party at Sign of the Whale. Our Happy Hours, Golf Outing and our Manhattan Luncheon we all fully booked, and well received in 2017. The one change for CMA, an important one, was widely reported in the industry press:

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• CMA INFORMATION •

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**THE CMA HOME PAGE ADDRESS IS
www.cmaconnect.com**

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our transition from our annual conference being managed by our great friends at IMS, to our new friends at Informa.

This decision helps to move the CMA forward for many years to come, and we are excited about this development. However, fear not. The great Lorraine Parsons and her excellent team at IMS will continue to organize all of the CMA's other events throughout the year. Our next event is our annual Golf Outing at Sterling Farms, on Monday, May 14th, followed by our May Luncheon, on Thursday, May 24th. At our luncheon, we will be discussing the recent tariffs being imposed on steel and aluminum imports. We will have more details shortly.

Among the other business that we took care of at the AGM was the election of Board Members. Let me first thank Nick Sofos for his four years of service as the CMA's Treasurer. Nick, ever the devil's advocate, pushed all of us on the Board to look at things in ways we'd not thought of before. I also want to thank Larry Liu for his four years as Planning and Administration Chair. Larry put his stamp on this role, and during his time developed a wonderful outreach program, starting with Maritime students in China, developing an exchange program, and now looking for ways to expand upon what he's achieved thus far. In order for Larry to continue in this role, he is now has an ex-officio role with the Board, as our Outreach Ambassador. This is a great role for Larry, and we are pleased to continue working with him to develop this program.

We are very pleased to welcome two new Board Members to our ranks, as well. Lambros Papaeconomou joins us as Planning & Administration Chair. Lambros is the US Correspondent of Lloyds List. Louis Linde steps in as our Treasurer. Louis is Senior Financial Analyst at Northern Fund Management America, LLC. They both bring new perspectives to our Board, and we are looking forward to working with them.

Finally, this is a great opportunity to say a few things about who we are, as a group. As a member of the Connecticut Maritime Association, you are among a group of about 1,200 other Maritime Industry professionals. This number only counts our current paid membership but in fact judging from the success of our events, we never really lose a member. Our ranks include students, recent college graduates, managers, CFO's, and CEO's, among others. It's fair to say that our membership has held every job there is to do, both ashore and at sea. As a group, we have achieved a certain gravitas within the Maritime Industry, specifically because of our membership. Remember

always, that the Connecticut Maritime Association is much more than the CMA Conference, Happy Hours, luncheons and softball. What makes the CMA what it is, is its members, and the relationships we have built amongst ourselves. I would urge you all to consider the value that our membership roster has – it is available to all members in good standing via our website.

Networking at our social events is always wonderful, but networking can go beyond these events, as well. We have all had the experience of coming across a professional question that we don't know the answer to, but I can confidently say that there will be someone amongst our ranks that will know the answer. Frankly, getting access to the roster for a mere \$75.00 per year is a bargain price, without even taking CMA's other events into consideration. So, please help us to maintain and even expand this gravitas that we have been so fortunate to develop over the years. If your membership has lapsed, please remember to renew, and if you meet someone who is not yet a member, please encourage them to join our ranks. We surely stand upon the shoulders of those that have come before us, and I hope that over the next two years, the final two years of my tenure as President, we can add more shoulders to our organization, for those yet to come to stand upon.

FROM THE EDITOR

My comment last month on the first official luncheon of CMA in 1984 was made possible by the moving of our office last Fall. I rediscovered a three ring binder with the notes and documents of the Steering Committee of CMA's Founders. Joe Gross' President's Notes about the 2018 CMA elections reminded me of a far less orderly AGM about 1986. Organizationally we really have come a very long way in 35 years. That election sounded more like the 1968 Democratic National Convention in Chicago minus the riot. Of course I exaggerate a little, but we were new at this game. Anyway that memory makes Joe Gross' cool control of this year's meeting all the more laudable.

One of the exhibitor's at Shipping 2018 was a firm named FAR Sounder, of Warwick, Rhode Island which provides long range 3D Forward Looking Sonar. I found the concept a great idea for vessels navigating close in-shore, in areas that have not been thoroughly surveyed or even in the ARTIC where no navigation aids exist. It reminded me of the importance of Chief Sonarman Jones in the film HUNT FOR RED OCTOBER. I picked up one of their advertising

Panama, through the ambitious expansion of its Canal, is witnessing directly the impact of change in the shipping sector, and *Maritime Week Americas 2018* will debate how the evolving dynamics of trade and fuel regulations are transforming the marine fuels landscape in Panama and throughout the Americas.

With **230 delegates from 129 companies confirmed to date**, this year is looking to be our biggest year yet! *Maritime Week Americas* is one of the largest, most well-attended and most popular bunkering events in the Americas, and attracts delegates from across the globe, this year we have over **31 countries represented**, so if you are looking to expand your knowledge and grow your network, join us at this year's event.

The action-packed week comprises a full programme of key maritime events, including a major conference, training courses, an excursion to the **Expanded Panama Canal**, a reception at **Miraflores Locks** and other exciting networking activities.

SPONSORED BY



To book your place, or if you have an enquiry, call us on +44 1295 814 455 or email Jerry@petrospot.com

folders. You might be interested also. www.farsounder.com. Their CEO is Cheryl M. Zimmerman.

I expect many of you get e-mails from the NY City Waterfront Alliance extolling the things that are happening on the waterfronts that surround us. CMA is mostly engaged in the business of shipping, blue and brown water, but it seems appropriate for us to recognize the work of others that benefit us all. The Waterfront Alliance is trying to raise money to raise awareness. You can find out more at www.waterfrontalliance.org.

Hope to see you at the May 24th luncheon.
Don Frost

CALLING CMA GOLFERS –

CMA SPRING GOLF OUTING.....

Monday afternoon, May 14, 2018

Sterling Farms Golf Course

1349 Newfield Avenue

Stamford, CT 06905

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

We are down to the final couple of foursomes for our **CMA Spring Golf Outing – Monday afternoon, May 14**. After the winter hibernation, a nice afternoon of golf, on hopefully a lovely day, will be a great reward!

Registration/Lunch commences at Noon

Shotgun start at 1:30 PM

Dinner in the tent directly following the afternoon of golf at around 6:00 PM until late.

We will stay with our latest format which is the “Simple Scramble” format. This means it is in essence a team event, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

The First Place Team will be presented with the “Graydon Michael Webster Cup”, and our 2017 Champions **Dan Bunkering** (led by Mads Buchwald) will be back to defend their crown!

To participate in this year’s Spring Golf Outing, the cost is \$190 per person (\$760 for a Foursome) and includes green fees, golf carts, lunch, dinner, open bar and, of course, lots of great prizes.

We are almost sold out, so please call if you are interested in taking one of the final foursomes for the event.

If you don’t play golf, stop by for dinner and cocktails after work – the cost for the Dinner only is \$60 per person.

Each foursome must have at least one CMA Member in good standing.

Call Lorraine at +1.203.406.0109 Ext 3717 if you have any questions at all or email LParsons@marinemoney.com

We hope that you will join us on May 14 for another great afternoon of CMA golf.

Best wishes,

Lorraine Parsons
CMA Event Director

MEMBERSHIP NOTES

Please welcome our newest members.

Mr. Bret Crouchet, American Maritime Services, LLC,
Arabi, Louisiana

Mr. Albert Gerkens, CEO, TGM Fleet & Consulting
Services, Hamburg, Germany

Mr. John Moschetti, Vice President of Business
Development, Scanwell Logistics, Elmont, NY

Mr. Jesse Vecchione, Regional Sales Manager,
Weathernews, Stamford, Connecticut

Happy to have you aboard.

Greg Kurantowicz, Membership Committee Chair

FERRY BOAT DESIGN COMPETITION

The 1st and 2nd prize awardees of the 5th Annual International Student Design Competition for a Safe Affordable Ferry were honored at a reception on March 22 at the annual Ferry Safety and Technology Conference in downtown New York.

Dr. Roberta Weisbrod, Executive Director of the Worldwide Ferry Safety Association, which sponsors the conference, and the annual student Design Competition, said: "The Design Competition lets the next generation of mariners know about the needs and opportunities for safe ferry design and operations." She added that: "We were forced to choose among many good entries. The award-winning teams were technically proficient and created innovative designs."

About the Student Design Competition

This year the students were asked to design a passenger ferry that could traverse the Singapore Strait and access terminals in Indonesia, Malaysia and Singapore and carry 300 passengers plus crew. The students were expected to take into consideration local weather patterns and traffic conditions in the Malacca and Singapore Strait.

The specifications that the students had to meet were exacting and required research, calculation, creativity, and hard work to meet. This year's competition was supported by the Maritime and Port Authority of Singapore (MPA).

First Prize: Singapore Collaborative

The team is the result of a collaboration of three academic institutions in Singapore, Nanyang Technological University, Singapore Management University and Newcastle University in Singapore.

Their vessel: **SolarJet**

- An aluminum-steel alloy to minimize material assembly cost yet provide a strong and lightweight skeletal core
- The tri-mono hull, (mono hull below the waterline, but a trimaran shape at the waterline) provides excellent stability and because of the hull's configuration and the generally benign environmental conditions of the waterway, the vessel is ballast free.
- Waterjet propulsion system from azipods driven by a diesel engine supplemented by solar power generated by

a huge malleable screen at the top of the vessel also acting as an augmented reality screen showing manmade visuals when not needed for solar.

- Navigation is assisted by bow and stern thrusters.
- The Organic Light Emitting Diode (OLED) screens in the wheelhouse keep track of nearby vessels and weather patterns.

Second Prize: Team from Indonesia

The team from Institut Teknologi Sepuluh Nopember Surabaya

Their vessel: **Archimaiden**

- An aluminum catamaran Diesel-LNG hybrid. good

Third prize from India

The team from the Indian Institute of Technology, Kharagpur.

Their vessel: **BC Grandeur**

- An aluminum catamaran with a center bow/hull to reduce pitch movement.

Third prize from the Netherlands

The team from the Delft University of Technology the Netherlands.

Their vessel: **Safe Ferry in the Singapore Strait**

An aluminum catamaran distinguished by an evaluation of accidents in the area such as collisions, and debris in water were addressed by the design. The vessel is protected against underwater debris with a skirt-like structure made of high-density polyethylene and equipped with a navigational system able to detect objects up to 200 m in front of it.

History of the Design Competition: In previous years the competition was for a passenger ferry for the Bangladesh river system; a RoPax for crossing the sea separating parts of Papua New Guinea; a RoPax for the Suva Sea of Indonesia; and a passenger ferry for the Chao Phraya River of Bangkok.

For further information, please contact Dr. Roberta Weisbrod in New York e-mail: ferrysafety@gmail.com, or +1 917 476-0887

Graphics and Photos of the teams receiving awards can be downloaded from:

<http://www.ferrysafety.org/design.htm>

SEAMEN'S CHURCH INSTITUTE SILVER BELL DINNER

JUNE 6TH, 2018 – NYC

Back in 2005 the Seamen's Church Institute (SCI) awarded the Silver Bell to the CMA for its energizing, creative and positive networking influence on the industry. A relationship already strongly tied together by a mutual commitment to the needs, cares and support of the seafarer was further cemented that evening. But the connections have always been strong and many as CMA members have served at all levels on the SCI Board, and strongly supported the SCI's goals and mission.

This year another CMA connection is honored as Jim Lawrence will be given the Silver Bell. Of course Jim has been a fixture within the CMA, but most of us know that it is in fact the team at IMS that makes our events really sing, so we hope that many of you will come to the Silver Bell dinner on June 6th to hear just how Jim thanks his team!

More seriously, the Dinner helps support the enormous work done by the SCI's ship visits whether those are on the rivers, along our coast or in support of seafarers in port from around the world.

Please see the accompanying advertisement or jump to the diner reservation page using the following [link](#):

41st Annual Silver Bell Awards Dinner

Wednesday, June 6th, 2018

Pier Sixty at Chelsea Piers,
New York, NY

6:00 pm Cocktail Reception

7:30 pm Awards Dinner

Honorees:

Silver Bell Award

Mr. Jim Lawrence, Chairman, Marine Money & Founding Partner, MTI Network

Lifetime Achievement Award

Admiral Charles D. Michel, USCG (ret.)

Humanitarian Award

Crowley Maritime Corporation, TOTE, and Trailer Bridge

For reservation forms, click [here](#).



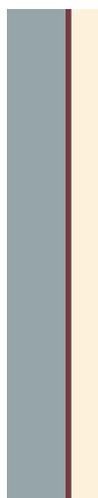
**41st Annual
SILVER BELL AWARDS DINNER**
Wednesday, June 6, 2018

Honorees

SILVER BELL Award
MR. JIM LAWRENCE
*Chairman, Marine Money
Founding Partner, MTI Network*

LIFETIME ACHIEVEMENT Award
ADMIRAL CHARLES D. MICHEL
USCG (Retired)

HUMANITARIAN Award
CROWLEY MARITIME CORPORATION
TOTE
TRAILER BRIDGE



PIER SIXTY at CHELSEA PIERS

23rd Street & The Hudson River
New York City

6:00 pm Cocktail Reception

7:30 pm Awards Dinner

RSVP Enclosed
Business Attire

For further inquiries, please contact:

Viveka Jahn
vjahn@seamenschurch.org
+1 212-349-9090



seamenschurch.org/special-events

Data that always delivers.

Through a revolutionary approach to data management and performance monitoring, Accuritas helps global shipping leaders become more efficient, data-driven businesses. Our web-based Accuritas Portal and proven Business Intelligence solutions are at the forefront of solving the shipping industry's big data dilemma. The foundation of our customized solutions is our comprehensive approach to client relationships that ensures everyone is always up to speed.

DATA MANAGEMENT • DEVELOPMENT • CONSULTING • WEATHER ROUTING
AT-SEA & IN-PORT PERFORMANCE MONITORING • SPEED AND CONSUMPTION CLAIMS
MULTI-VENDOR INTEGRATION • CUSTOMIZED DELIVERABLES • ON-DEMAND ANALYSIS

We don't change the path you're on. We just help you navigate it better.



Accuritas
Global Solutions

A BUSINESS INTELLIGENCE
& ANALYTICS COMPANY

THE VALUE OF CMA'S SHIPPING CONFERENCE

With the ever-present focus on environmental oversight, the maritime industry has been seeking more sophisticated means by which to ensure compliance with the complex web of guidelines at local, regional, national and international levels. Last year, Total Marine Solutions was proud to launch our new environmental compliance tool, Ocean Guardian, at the Connecticut Maritime Association's annual Shipping Conference. We chose to do so because after attending for 12 years, we knew that we would have some of the most innovative, advanced and forward-thinking minds in our industry at the conference. Those who were able to see Ocean Guardian in action agreed that it is a much-needed tool for the maritime industry.

Thanks to the exposure Ocean Guardian received at the 2017 conference, we received several inquiries from companies looking to beta test, provide feedback, and review the tool. Environmental stewardship doesn't rely on individual stakeholders, but rather the entire industry, and we were proud to have so many companies collaborating in

further enhancing Ocean Guardian.

Ocean Guardian simplifies compliance by providing a digital platform designed to navigate regulations no matter where a ship is in the world. It matches a ship's location with its comprehensive global regulatory database to provide operators with specific environmental regulations and rules for that location. Fully integrated with a ship's Global Positioning System (GPS), Ocean Guardian is location specific up to .25nm, removing the need to review numerous manuals, guides and environmental matrices to determine which regulations apply. Ocean Guardian provides operators with immediate and accurate information on environmental regulations and gives managers the tools they need to facilitate consistency throughout their fleet.

For nearly a year, we beta tested Ocean Guardian aboard vessels sailing worldwide and proudly returned to CMA this year with an updated version of Ocean Guardian. Testing the product in the real world aboard vessels that traverse international waters provided Ocean Guardian's development team with invaluable information. As a result, our developers refined existing features and added new ones, enhancing Ocean Guardian and giving it at-a-glance sim-

Chinese Crewing Specialist

- Providing full Chinese crew for 20 years
- Strong in-house cadet programme
- Training Centre in Qingdao - focus on safety & compliance
- Excellent retention rates
- Only foreign company to fully own a manning operation in China

Contact

Nigel Moore | Director Sales & Marketing | M +852 6133 7505 | E njm@wallem.com

Delivering Maritime Solutions

www.wallem.com



plicity. For Ocean Guardian, launching the program at CMA didn't just bring an opportunity for increasing awareness, and marketing, but rather an opportunity for collaboration and advanced testing.

Collaboration is at the heart of Ocean Guardian, and thanks to the interest and feedback we received at CMA this year, we're planning to enhance the information sharing side of the platform by having user conferences, circulating best practices and constantly challenging ourselves to increase the utility and functionality of the platform. We've received overwhelming interest from ports and port authorities to be included in Ocean Guardian's Rules Portal and promptly began the data collection for environmental restrictions and waste reception facilities at the port level.

Worldwide, ports and port administrations, much like vessels and vessel owners, are defining their commitment to being good neighbors through local and regional sustainability initiatives.

Exhibiting and launching Ocean Guardian at CMA provided an important platform by allowing Total Marine Solutions not only to showcase the product, but also to obtain valuable feedback from those in the maritime industry who are most impacted by the very rules and regulations that Ocean Guardian addresses. We wish to thank the various ship owners and operators, port authorities, port agents, maritime academy leadership, maritime academy cadets and industry professionals who took the time not only to stop by our booth, but also to test, learn and watch Ocean Guardian in action.

Conferences such as CMA's Shipping event not only bring our industry together to do business, but also create a chance to innovate and collaborate on building our future. We believe that only through collaboration will our industry continue to thrive and grow as the 21st Century brings new challenges and opportunities.

About Total Marine Solutions

Total Marine Solutions was established in 2000 with a specific mission to supply environmental products and services with a commitment to customer service and consistent, reliable support. Its focus has remained fixed on working with ship owners and operators in complying with the ever-changing regulations related to environmental protection. This is accomplished through representation of quality manufacturers specializing in the treatment of waste streams, development of monitoring devices and

analysis support. Bringing more than thirty years of support expertise in both the sales and purchasing functions of ship operations, the management team at TMS maintains a mindset of ensuring a heightened standard of service excellence. This standard motivates our processes and overall way of doing business. For more information visit tms-fla.com and oceanguardian.com.

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LParsons@marinemoney.com

JOB MART

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

Candidates seeking employment must be a CMA member at a rate of \$75 per year or \$35 per year for students.

To become part of the Job Mart please call
(203) 406-0109 ext. 3717 or
email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: Experienced Regulatory and Compliance Executive

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

Regulatory, Quality, and Compliance

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it's services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

Underway Experience

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations

- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

Certifications:

- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor

- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

Additional Information:

- Published writer for several trade magazines
- Experienced in the training and development of deck officers

Telephone: 631-626-8462

E-Mail: goodwindmaritime@gmail.com

(S17-10)

Candidate 8: Technical Manager

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years' experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John's Act) and foreign flag.

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 (over 30 dry dockings domestic and foreign ship-yards)
- Technical Management of ships & Technical Performance Analysis.
- Third party ship managers interaction as Owners representative

Full resume and references available upon request.

Telephone:

Cell: +1 (203) 434 4571

E-Mail: andrezb@hotmail.com

(S17-12)

Candidate 9: Maritime Executive with over 20 years Drybulk Experience

Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

Experience includes:

8 years as Chartering Manager for Owner Operators (Handy/Handymax)

7 years as Chartering Manager For pure Operator (Handy/Handymax)

8 years as a Broker. (all Drybulk sizes)

2 years seagoing experience as deck officer

Created own Chartering and Operations team.

Coordinated closely with Technical, and participated in repair and routine inspections.

MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler Captain Class C from Merchant Marine Academy Hydra, Greece.

Dual Citizen (USA/EU)

Fluent in English/Greek. Knowledge of Spanish.

Contact: Vasilis Maschas

Cell: 203 808 5088

E-Mail: vcmaschas@gmail.com

Notes: For further information kindly contact (S17-03)

Candidate 10: Seeking new challenges within the shipping market

After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.

Experience includes :

10 years with international trading house

10 years as in-house owners broker

10 years as competitive broker

Currently located in Greenwich ,Ct.

Holding dual Citizenship (Canada/Norway) and Green Card for the USA.

Contact: David C. Wold

Cell: +1 203-274 1433

E-Mail: dcwold@gmail.com (S17-04)

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations

Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years' experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John's Act)

As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertise:

- Commercial tanker operations.
- Emergency and Crisis Management / Emergency Response Systems.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:

- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.

Cell: (713) 249 2304

E-Mail: fedorov0413@comcast.net

Notes: Full resume available upon request. (S18-01)

Candidate 12:

Objective

Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.

Education

The United States Merchant Marine Academy

June 2011- June 2013

Kings Point, New York

Major: Marine Systems Engineering

Texas A&M University Galveston

September 2014 - December 2017

Galveston, TX

Major: Marine Engineering Technology

Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.

Experience

Liberty Maritime Corporation

November 2012 - February 2013

- Junior Engineer aboard the M/V Prestige, New York. 120-days at sea. Global Circumnavigation.
- Supervisor: Chief Engineer Josh Reed
- Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.

McAllister Towing and Transportation, Providence, RI

August 2013 - September 2014

- Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
- Supervisor: Port Engineer Ethan Gifford
- Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

Lakewood Yacht Club, Seabrook, TX

September 2014 - June 2017

(Summertime and weekend employment while enrolled at Texas A&M)

- Green Fleet Optimist Dinghy Sailing Coach
- Program Director: Marek Valasek, Lindsay Valasek
- Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.

- This job requires patience, and the ability to communicate with children. Additionally, it helped developed my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
 - US Sailing Level 1 Certified Instructor
- E-Mail: napingalls@gmail.com (S18-03)

Candidate 13: Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017.

Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarer's mental health, in addition to organizing survey compliance data on member vessels.

Former tugboat dispatch intern with McAllister Towing and a former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY and the Seamen's Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". Published in October 2012. CV and recommendations available upon request. Willing to commute within the NYC metropolitan region.

Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

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

Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let's discuss your future plans today and see how I can help get you on the road to the future.

E-Mail: transformation@dx9.io (S18-04)

HELP WANTED

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

Position A: Ship Operator

Operations / Southport, CT USA

Manage vessel voyages, instructing vessels, agents, and contractors on a daily basis.

KEY RESPONSIBILITIES:

1. Plan and manage each voyage from the time the cargo is booked until the cargo is discharged
2. Daily communication with vessel's Masters, charterers and shipping agents
3. Issuing voyage instructions to Masters
4. Planning cargo stowage and cargo operation in close consultation with Masters and in accordance with industry regulation and safety procedures.
5. Continual review of stowage & cargo operation plans with the aim of maximizing operational efficiency with regard to port rotations, simultaneous discharge & backload operations, and avoidance of double calls to same berth
6. Confirm compliance with industry and charterer specific requirements with regard to prior cargo restrictions, cargo carriage requirements, etc.
7. Monitor and manage vessel speed and bunker consumption performance to ensure normal operating standards are not exceeded
8. Ensure voyage charter party compliance for all fixtures for assigned vessels
9. Manage port calls and all vessel expenses related to commercial operations
10. Assist in coordinating bunker purchases taking into account security bunker margins of each vessel, est. steaming time between ports, ECA routing, bunker availability and cost at planned ports, etc. with aim to optimizing liftings at ports where cost is historically lowest.
11. Responsible for day to day time charter management of assigned vessels and ensure compliance with all terms of time charter parties
12. Ensure compliance by the Master with all laytime and demurrage requirements, including documentation requirements, as detail in the charter party for presentation of demurrage claims
13. Providing tank cleaning advice to masters as required
14. Calculating and paying / invoicing owners hires, port expenses, freights, other costs like deviations, shiftings, etc. supervision and validation of disbursement account process
15. Maintaining full and accurate details of all voyage related events
16. Updating / verifying information in voyage management system software as required
17. Process and approve all invoices for goods and/or services supplied/provided within three weeks of receipt of invoices

POSITION SPECIFIC COMPETENCIES:

1. Organized
2. Proactive
3. High level of detail orientation and self-motivation
4. The ability to manage multiple tasks under pressure within a fast paced environment
5. Sound judgment – Makes timely, informed decisions that take into account the facts, goals, constraints, and risks
6. Team player, the ability and desire to work cooperatively with others on a team
7. Strong written and oral communications
8. Travel often required, sometimes on short notice. Position may work from Houston and other remote offices as deemed appropriate. Position will spend time on vessels for experience transfer.

- 9. Ability to interact with Senior Management
- 10. Flexibility to work out of the official working hours in order to fulfill the responsibilities of this position
- 11. Follows budgetary guidelines, regulations, principles, and standards.

LICENSE REQUIREMENTS:

Preferred but not required

EDUCATION/EXPERIENCE:

- 1. Maritime Academy Degree preferred
 - 2. 1-2 years shore side experience preferred
- Contact: Donna Madden, VP Human Resources & Corporate Administration
E-Mail: dmadden@chembulktankers.com

(HW04-18)

Position B: Captains, Mates, Engineers and Deckhands

The Bridgeport and Port Jefferson Steamboat Company, a subsidiary of McAllister Towing, has immediate openings for Captains, Mates, Engineers and Deckhands.

- Captains / Mates: MUST hold at least a 1600 ton Inland Master or Mate USCG License
- Engineers: MUST hold at least a Chief Engineer Limited USCG License
- AB / OS: Current MMC credential with appropriate endorsement

Candidates must be local to the Port Jefferson, NY or Bridgeport, CT locations OR willing to relocate.

Contact: Amber Watters

Company: The Bridgeport and Port Jefferson Steamboat Company

E-Mail: awatters@mcallistertowing.com

Notes: Send all inquiries along with a current resume

(HW05-18)

Position H: Content Sales Executive (Junior Role)

At NHST Global Media, we believe in investing in our teams and building authentic relationships with clients across our global portfolio. We want to work with you to grow our business even more and have scope across some of the worlds biggest industrial sectors (energy, shipping and seafood).

With 50 000 readers in 110 countries, TradeWinds is the most widely read paid-for shipping news and intelligence provider in the world. Its enviable position is the result of a dedicated, single-minded pursuit of hard-hitting and entertaining journalism. Launched in 1990, TradeWinds portfolio includes online daily news, weekly newspaper, quarterly magazine and conferences. TradeWinds is part of the NHST Media Group, and employs 60 staff, operating from ten offices around the globe.

TradeWinds portfolio includes daily breaking news and a weekly newspaper and we are looking for an energetic, enthusiastic and committed:

Content Sales Executive (Junior Role)

to join its team in Stamford, help us drive growth and manage important accounts.

Key responsibilities include:

- The Content Sales Executive will have monthly, quarterly, and annual sales goals s/he is expected to meet. This person will have the responsibility for bringing in new business through proactive outbound prospecting, follow-up on leads from digital marketing, and leads obtained at conferences or other types of networking.

- Provide successful, high quality customer journeys for group subscriptions, covering trials, onboarding, engagement and renewal.
- Work with customers to define and agree expected outcomes for how TradeWinds is used within their organisations.
- Build an in-depth understanding of customer businesses and requirements, and how TradeWinds is delivered and used within these organisations.
- Establish and maintain relationships with key customer contacts (decision makers, buyers, senior readers).
- Work with regional sales and marketing teams to develop and agree plans for key prospects and accounts to achieve the business goals of the region.
- Make recommendations to improve internal processes/systems
- Identifying areas of potential market growth in industry sectors / geographical regions, and implementing sales strategy.

The ideal candidate will:

- Experience attending conferences and trade shows, working meeting rooms and developing a good rapport with prospects
- Have the ability to discuss current affairs and industry news with top-level management.
- Be able to demonstrate fluent levels of written and verbal English communication, and any other European languages is an advantage.
- Ability to both identify and contact key decision makers.
- High comfort level selling to senior level executives.
- Ability to close by telephone, email and in person.
- Strong and consistent follow-up skills.
- Positive, can-do, hands on approach when faced with obstacles to success.
- Excellent understanding of digital marketing techniques, their relationship with sales and how they can be used successfully to generate business.

The position reports to the Circulation Manager, and will require some domestic/ international travel. TradeWinds offers a good basic salary plus an uncapped commission structure; company paid medical benefits and bonus schemes based on target achievements.

Company: NHST Global Media

E-Mail: Stamford@TradeWindsNews.com

Notes: Please email a cover letter and CV to with the subject line "US Content Sales Account Manager"

(HW04-18)

Position I: DRY BULK OPERATIONS

BRS USA in Stamford CT is looking to hire an experienced DRY BULK OPERATIONS person on a full time basis. The right candidate will have minimum 5 years experience in dry bulk ops, can interpret CP's, knows how to do laytime calculations and is a team player. He or she must live within 30 minutes commute from Stamford CT.

Competitive salary and good healthcare plan. Applications by email only.

Company: BRS USA LLC

Address: 850 Canal Street, Stamford, CT 06902

Telephone: 203-487-7014

E-Mail: gkk@bocinc.us

Website: www.brsbrokers.com

(HW05-18)